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

**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY  
 \$200 PER YEAR

VOL. VI.

TORONTO, JUNE 3, 1892.

No. 23

**ST. LAWRENCE** CORN STARCH FOR COOKING.  
**ST. LAWRENCE** IVORY GLOSS FOR THE LAUNDRY

These brands are to-day RECOGNIZED as

**THE HIGHEST STANDARD,**

And are supplied by all leading GROCERS to the best

**FAMILY TRADE.**

ASK YOUR  
 WHOLESALE GROCER  
 —FOR—  
 RAILROAD AND STEAMSHIP  
**MATCHES**

GUARANTEED  
 Second to None.

**H. A. NELSON & SONS**  
 Manufacturers and Wholesale Dealers  
 56 AND 58 FRONT ST. W.  
**TORONTO.**



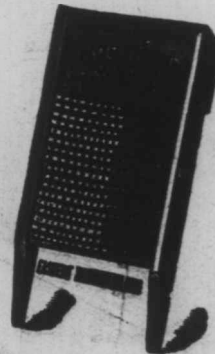
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**MOTT'S**

**DUNN'S BAKING POWDER**  
 THE COOK'S BEST FRIEND

Largest Sale in Canada.

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



THE BEST

IS THE CHEAPEST.

Retail Price, 25c.

For sale by all first-class grocers

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

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

MADRE E' HIJO (7 SIZES)

EL PADRE AND CABLE.

THE CANADIAN GROCER

HIRES'



Every Body likes it.

It sells well and pays well to sell. See prices current.

T. J. COOKE & CO., Agents.

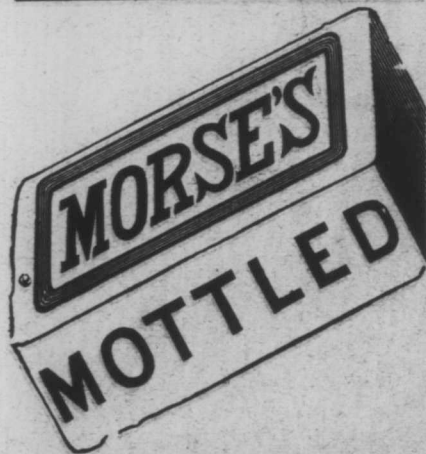
St. Nicholas Street, Montreal.

Grocer Refrigerators.



Manufactured by KNOWLES & NOTT.

Write for Catalogue. BRANTFORD, ONT



Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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



USE **SPANISH BLACKING**  
THE KING OF BLACKINGS



THE PATENT  
ARCTIC  
REFRIGERATOR

Manufactured by

WITHROW & HILLOCK  
TORONTO.

The accompanying cut represents our \$55 Grocer Refrigerator. But we make any size or shape to suit the convenience of our Patrons, and Guarantee Satisfaction.

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Withrow & Hillock  
130 Queen St. E.  
Toronto

# THE CANADIAN GROCER

PUBLISHED WEEKLY.  
\$2.00 PER YEAR

## & GENERAL STOREKEEPER

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

Vol. VI.

TORONTO, JUNE 3, 1892.

No. 23

## SPECIAL TO OUR READERS.

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

This paper leaves the Toronto Post Office Thursday evening. Subscribers not receiving it promptly should write us at once. Their doing so will be considered a favor.

## THIS WEEK'S MOTTO :

Sell honest goods at honest prices and nobody will ask you what church you belong to.

The indefatigable secretary of the Toronto Retail Grocers' Association is testing the strength of the early closing cause, by passing round a memorandum whose subscribers thereby bind themselves to close at a uniform hour or on Wednesday afternoon. He has had some success, but the main result of his visits on this errand is the discovery that the supporters of late closing have a good many excuses for keeping open beyond a reasonable hour. The bad faith of competitors who sign an early closing agreement, the need of every hour to make sale of fruit that would have to be carried over another day in case of early closing, the plea in behalf of workmen who can do no shopping apparently before midnight—these and many more similar reasons are assigned for the continuance of a practice that all its observers condemn. On Yonge street Mr. Corrie found but six grocers who would sign an agreement to close at eight o'clock in the evening or take a half holiday on Wednesday afternoon. On Queen street west he succeeded in getting all to sign an agreement to close at 9 p.m., instead of keeping open till 11 and 12 o'clock at night. From Pape avenue to the Don all have subscribed

to close at eight o'clock from the first of June to the first of August. The secretary is continuing his canvass along the eastern part of King and Queen streets.

\* \* \*

Salesmen or others who are agitating for an early closing hour ought to try what an appeal to popular opinion, as distinct from trade opinion, will do. It is difficult to get an arrangement on foot upon the joint promises of the trade to close at a particular hour, for those promises are hard to obtain, and when obtained they are hard to enforce. It would go a long way towards disposing the trade of any given locality to consent to a uniform closing hour, if they were presented with a petition from the majority of their customers asking that a certain hour be chosen for closing up all stores. The usual plea of late closers is that the people are late buyers to a considerable extent; if the people can be led to show themselves in favor of reasonable business hours, reasonable business hours will be the rule. Let the clerks organize and get up a concert or some other entertainment to which the public are freely invited, and unless their powers of pleasing are very limited they will be sure to enlist the sympathy of the people on their side, and may depend upon a strong vote in favor of early closing.

\* \* \*

It is as well that retailers should take note of the fact from this till the potato crop is taken up, that Paris green is not to be handled like tea or sugar. A little carelessness about the sale of this article is likely to cost more than neglect to mark mixed coffee as compound. The law is offended every time a half-pound of Paris green is put up and sent out, unless the salesman is careful to have entry made, in a book kept for the purpose, of the following particulars: The date, the quantity bought, the purpose for which it is bought, the pur-

chaser's signature, the salesman's initials. Disregard of this important matter is punishable by a fine, which may be \$20, \$50, or any intermediate sum, according to the discretion of the magistrate. Hellebore is not to be sold by grocers or general merchants. Druggists alone are licensed to sell it, and to them consumers must go to get this means of exterminating the pests on their currant bushes.

\* \* \*

A line of goods that is causing some concern to holders just now is canned fruit. There is a very considerable surplus yet unsold, a great part of which is likely to be carried into next year's stock. The great advantage of factory production over domestic production, which previous to 1891 had caused a big shrinkage in the volume of the latter that was put up yearly, was offset a year ago by the unprecedented cheapness of sugar and abundance of fruits. The readiness of holders to concede a little on prices for the sake of making sales is moderated somewhat by the belief that this summer's pack will be a very light one, the last year's experience being likely to make the canners chary of going in to put up fruits on a large scale. This likelihood furnishes ground for hoping that a surplus carried over from this year will find a good market next year. The general feeling, however, appears to be that a bird in the hand is worth two in the bush, and any chance of getting a customer now is not let slip if a few cents from the price will hold him.

\* \* \*

One cause of cutting in staple groceries is the variety of grades or brands that are to be found in some lines. If there were but one standard in each class of goods prices would be found to be generally fairer. It is a rule with prices that they always assimilate towards that of the lowest-valued variety or grade in any line. If there were six grades of granulated sugar, and the lowest were selling at 4¼ c., the higher grades would have to be quoted at figures approximate to this. Hence to-day prices rule low in Valencia raisins, sugar, canned goods, for the reason that the prices of the lowest grades are those kept most prominent by sellers.

### THE VALENCIA RAISIN TRADE.

Already importers are beginning to cast their eyes across the interval between this and the incoming of the new crop of Valencia raisins, to take the measure as closely as possible of the prospects for the trade of 1892-93. Advices from Denia to hand on Monday report the promise of a fair crop, the vines now being on the point of blossoming and the weather so far favorable. The effect of the reduced consumption in the United States is expected to make prices moderate in the start-out of the season. The condition of stocks at the close of the current crop year is likely to be an influence on the same side.

The market course of the crop of 1891 has been peculiar. Prices never before ruled so low as they have done the past four months. Disturbing causes were (1) the large surplus of the Valencia crop of '90 held in New York and other centres; (2) the diversion of a great part of the United States demand to California raisins, which the abundance of the latter and the United States duty of 2c. a pound on Valencias caused; (3) the large yield of domestic fruits in all countries to which Valencia raisins are exported, notably Canada and the United States; (4) the full Valencia crop of 1891. These influences had a very depressing effect on prices, an effect felt quite early last fall and anticipated by some of the leading importers. There was therefore more than the usual degree of reserve in buying at the opening prices of the current crop year, notwithstanding that those prices were lower than the corresponding ones of a year previous. The consequence was that Canadian importations by direct steamer were 100,000 boxes less than they were a year before. The general expectation of lower prices made buying as backward on the part of retailers as of wholesalers, and the fall trade was of rather a hand-to-mouth character all around.

What tended still further to limit the quantity of our direct shipments was the fact that New York importers realized they had to sell without delay, and prices from that quarter early attracted our buyers. The surplus stock of the '90 crop on that market and the large stock of new raisins created a supply far in excess of the domestic demand, and prices went on giving way until our merchants were able to buy at as low as three-quarters of a cent a pound in bond, which made the price laid down here a little over  $2\frac{3}{4}$ c. per lb. Prices have recovered somewhat during the past fortnight, but they are still far below what they usually are at this time of year. These very low prices have created a greater business in the Valencia raisins between Canada and New York than was ever done in any corresponding time.

Our indirect importations through that market were very large during the past winter and spring, and it was the Canadian demand that relieved the congestion in New York and brought about the betterment of fully a cent in prices that has been realized the last week or so. Heretofore our own direct importations sufficed to a greater degree than they did this year. As a rule the quality of the stock obtainable in New York has been below that called for by the requirements of the Canadian trade. The United States importers find little difficulty in getting rid of all the good fruit they bring in, and have nothing to spare for outsiders. This year the prices made the low grade stock more acceptable to our buyers.

Though the Canadian demand has been large since the opening of 1892, our consumption since the beginning of the crop year is probably not much above the average, as our merchants lost the sale of a large quantity of fruit in consequence of the prices that ruled in the fall at Denia. Since the drop, which became decided towards the end of February, the Canadian demand has counted as a heavy influence.

A feature of this year's trade has been importing to keep down the average price. Thus a Canadian jobber who bought 1,000 boxes at 6c. and has that stock on hand when his competitors have got in some cheaper fruit, tries to mend matters by buying, not selling. He imports another 1,000 boxes at  $5\frac{1}{2}$ c., aiming to be able to sell at a price obtained from the average of these to save himself from loss. This process was a continuous one this year, a firm often having the remainders of six different purchases, differing by a successive reduction of half a cent, the whole object of buying more stock before that on hand was done being to level down the average selling price by taking advantage of the latest give. It is said that there are some jobbers here who hold off-stalk which cost them 6c.

The stock in Denia at about the beginning of April was 280,000 boxes, as against 20,000 a year ago. This surplus is being gradually lessened by a demand for distilling purposes, an application of Valencia raisins that their cheapness makes possible.

This has been an experimental year, so far as the United States is concerned, and the result of the experiment satisfies the trade of that country that they can depend on their domestic supply—the California yield—for raisins. It is therefore unlikely that we shall see again another year like this one, when the Canadian supply of Valencia raisins will be furnished so largely from New York, as that port will decline as a centre of distribution for Valencia raisins. Denia shippers count on it for very little demand during the coming year, and that fact makes them reasonable in their ideas as to prices. In 1890, New York took one-third of the Denia crop; in 1892, it is expected to take a very insignificant proportion.

### HAVE A PURPOSE.

It is a pity that the determination to succeed in life were not as common as the hope or even the expectation of success. People have to become quite old before the early pictures of prospective wealth, fame, rank, etc., that fortune promises them begin to fade away. They cling long to the dreams of their youth. But while everybody has the desire to accomplish something for his own greater glory, pleasure or comfort, it is remarkable how few have a clearly defined object before them. There is a whole worldful of ideals, but there is a very small minority of them are objects of unflagging effort. It is the remnant who have an object in life. A very inconsequential object, pursued with zeal, will do a great deal for the development of the worthier qualities, such as industry, self-denial, perseverance, temperance, patience and like virtues. All these are accessions of power, and are the strongest forces for the attaining of success, for the turning of an ideal into a real object.

A vague, shapeless notion of the work one is going to do in one's life time is not stimulating, and the man possessed of such a nebulous ambition is not likely ever to do much. Take any large business in which there is a division of labor, and let it be supposed that all but one man give the minimum attention necessary to an acceptable discharge of their duties. Let that one man aspire to some ultimate success, towards which he believes his own improvement and reputation are necessary means, and let him have the enthusiasm of that conviction. He will devote time, thought, attention and labor to his duty and will aim to outrun rather than simply keep even with what is required of him by his employer. Not merely his own department, but the whole concern will feel the good of such a man, no matter how subordinate his position may be. His example will show how much force there is in a man who is serious in his efforts to accomplish one little object. The private object may be to pay off a mortgage, to buy a little house, to become a proprietor of a business of his own, to own a railroad or to make somebody else happy. Whatever it is, if it operates upon the will of the man who is possessed of it, it is sure to make its power felt in whatever that man does or is connected with. It is hard to over-estimate the mainspring of a purpose that is at work in a healthy man's destiny.

And in the same way as the well-managed detail in a large house is felt beneficially in the whole business, so the little but persistent habit in a man's business practice will be far-reaching and probably momentous in its effects upon his prosperity. Let a trader make it a rule, for example, never to question a customer's word, and that one habit may be credited in a few years as a source of considerable revenue. Let a man resolve to note everything that he considers useful or

necessary for him to keep in mind, and in due time he will evoke a system of note-book keeping that will be of great money value to him. One small purpose consistently followed up will expand and develop in power for the benefit of him who cultivates it. And it will be found the mere beginning of system, without which everyone works at a disadvantage, and with loss both of energy and substance.

### ADVERTISING AS IT IS.

A person who picks up any Canadian local weekly will find in it a variety of methods of advertising. The man who begins his advertisement with "The Great Railroad Strike is now over, but this has not prevented us getting in two more carloads of that sugar," has not ceased to exist. He still lives. He changes his advertisement regularly twice a year, once in the Christmas season and once during some other season when he seems to have a new idea. When he sits down to write an advertisement he must first have some words about something that is happening or has happened, but which has no connection with his trade. War is a favorite topic with him. He is in the same weary class as the man who is always "selling below cost," or "at slaughter prices." The firm that always claims to be "the cheapest house on earth" still survives. Such talk must cause a loss of confidence in traders among their customers. In a certain local weekly in Western Ontario may be seen an advertisement of a photographing firm, which was dissolved some five or six years ago, but the advertisement still remains like an Egyptian obelisk as a memento of the past. Truly the editor must not read his own paper. Editors who would allow such a state of affairs in their paper cannot realize the duty they owe to their readers and their advertisers to always have all their advertisements fresh and crisp. In the issue of an Ontario weekly, dated May 27, the most conspicuous advertisement on the local page was that of a grocer whose carelessness in changing his advertisement was well marked by his latest production bearing the date February 25th.

But these are only relics of the barbarous past. Advertising has been making real advancement in the points of variety and excellence. Display advertisements are still predominant, and much ingenuity and taste are displayed both by printers and advertisers. But another kind of advertising is rapidly winning its way into favor among merchants. This is an advertisement one column wide, one-third or one-half column in length, the body of which is set up in pica type, with an appropriate display heading and firm-name. The wording for such an advertisement is generally conversational in its character, that is, it talks to the reader in a straightforward, but often natty, conversational way. The dealer speaks through

it directly and pointedly to his customers. Very little bombast, very few rash assertions, but sound common sense and solid phrases, which are the opposite of meaningless—these are its characteristics. This kind of advertising was made popular by the Wanamaker firm, and now the leading retail dealers in Toronto and other Canadian cities use it either exclusively or for the greater part of their newspaper advertising. It is slowly percolating to the rural dealers, and it would seem that this is to be the future advertisement. It appeals to a matter-of-fact people, to those people who read advertisements because they are accustomed to go there for information. A great many who adopt this method embellish their advertisements with small artistic cuts, which the saving in space enables them to use without any greater outlay than in using a larger display advertisement.

To write a suitable advertisement for this method requires a certain amount of care, thought and brains. A good plan for a retail dealer would be to have a scrap book, and from the leading dailies to clip the best advertisements each day and paste them into this book, not for imitation, though this would not be wrong in itself, but as models or ideals, and for the purpose of suggesting like or other ideas to the advertiser. Then when an advertisement is to be written in a hurry the book suggests ready-made ideas. Some of the men who write these advertisements for leading houses are men who have long studied advertising, and their writings are worthy of study and imitation. To advertise properly, a man must know his stock thoroughly, and he must be always ready to advertise some article particularly. Advertisements are often too general; they do not speak pointedly to the reader. A good advertisement must be brisk, conversational, thoughtful, pointed and particular.

### THE SALE OF TOBACCO TO MINORS.

The grocery and general store trade in this province must keep in mind the Act passed in the last session of the Ontario Legislature to prevent the sale of tobacco to minors. As it comes in force the first of next month, its provisions ought to be known to all traders concerned. The following is the wording of the Act:

1. Any person who either directly or indirectly sells or gives or furnishes to a minor under eighteen years of age cigarettes, cigars or tobacco in any form, shall on summary conviction thereof before a justice of the peace be subject to a penalty of not less than \$10, or more than \$50, with or without costs of prosecution, or to imprisonment, with or without hard labor, for any term not exceeding 30 days, or to both fine with or without costs and imprisonment to the said amount and for the said term, in the discretion of the convicting magistrate. And in case of a fine, or a fine and costs being awarded, and of

the same not being upon conviction forthwith paid, the justice may commit the offender to the common gaol, there to be imprisoned for any term not exceeding thirty days, unless the fine and costs are sooner paid.

2. This Act shall not apply to a sale to the minor for his parent or guardian under a written request or order of the parent or guardian.

3. A person who shall appear to the magistrate to be under 18 years of age, shall be presumed to be under that age unless it is shown by evidence that he is in fact over that age.

4. This Act shall go into effect on the 1st day of July, 1892.

The traders who hold licenses to sell tobacco in towns and cities where such sale is subject to municipal regulation, are permitted by those licenses to sell to all minors over fourteen years of age. The Municipal Act gives to towns and cities the power to regulate the tobacco trade for minors up to that age. It will therefore seem that there is a collision of authority between the Provincial and the Municipal law, the former prohibiting sale to minors between fourteen and eighteen, and the latter permitting it. In the issue of Toronto licenses it is intended that a stamp shall be placed on each license stating the provincial law on the subject, which it will be advisable for the licensed trader to give the preference to. In places where licenses are not issued to tobacco dealers there is but one course open, and that is not to sell to anybody below eighteen years of age.

A by-law is now in course of legislation by the Toronto City Council to further regulate the sale of tobacco to minors under fourteen years. It is directed against automatic means of selling cigarettes. Some dealers evaded the by-law by placing cigarettes in one of those nickel-in-the-slot machines, and allowing the machine to do the business. This by-law brings that trade under the general city by-law governing the tenure of licenses.

### THE TORONTO EXEMPTION BY-LAW.

The by-law passed last month by the Toronto City Council to exempt from taxation the machinery, plant and tools of manufacturers has been pronounced by the city solicitor ultra vires so far as school rates are concerned. It is improbable that this will cause the measure to be recalled more than to the extent of so modifying it that school taxes may be excepted from its provisions.

It seems the Municipal Act does not authorize a city or town council to exempt anybody from the paying of school taxes. It might be a good thing if the power of exemption were still more closely defined, so that it would be out of the hands of a municipal corporation to exempt industries from the payment of any tax. Exemption from taxation is a form of local protection not unlike the bonus system which has been put to an end in this province after it did a great deal of mischief. To impose a tax for a bonus is the same thing on a smaller scale as to exempt somebody from taxation and impose his burden on the remainder of the public.

## AN ARTFUL DODGER'S DODGE.

Two well-known grocers of Hamilton were served with writs yesterday, the plaintiff in each case being Her Majesty Queen Victoria, and the defendants—

The actions are for penalties for the alleged adulteration of coffee, the fine for selling same and the cost of the analysis, amounting in all to about \$94 in each case. The penalty for adulterating coffee is \$50, for settling same \$30, and the cost of analysis \$14.—The Canadian Grocer, February 26th, 1892, page 4.

Say, mister, sense you're here again alookin' up more news,  
Perhaps you'll ease my mind a bit—you see I've got the blues ;  
There's somethings that 'r both'r in me, an' as I'm all at sea,  
Mayhap you'll take a chair a bit 'n talk a while with me.

You know I've kep' a store right here for twenty year or more,  
'N always done what I thought right, 'n done it to the core,  
I've worked my business honest, sir, 'n paid each lawful debt,  
'N never mixed poor stock with good, nor made my sugar wet.

I've had my share of troublous times, seen war 'n death about,  
'N business down to nothin' sir, 'n most men given' out,  
But through it all I've tried to do my business straight 'n square,  
'N old Hank Smith has always dealt each man 'n child his share.

You're wondrin' what I'm drivin' at atellin' you this stuff,  
Jest wait a minute 'n I bet you'll say I've quite enough  
To drive a peaceful man like me to take up arms 'n fight  
Agin such laws as now are made,—which never can be right.

One eve a gent came in my store 'n smilin' shook my hand,  
Spoke cheerful wcrds of trade 'n sich, 'n praised our fruitful land,  
Looked 'round the shop 'n nodded like as if he thought it right,  
Then asked my clerk for Coffee,—jest a pound would do to-night.

He got the goods, put down the cash, 'n with a smile 'n bow  
Departed with the coffee (I see him grin-nin' now),  
I might remark here, my friend, I'd sold this coffee then  
For something near like seven years 'n satisfied all men.

Now mister, there aint much to say about a thing like this,  
For coffee's bought most every day, why shouldn't he buy his ?  
'N it aint the pound o' coffee that brings this tale about  
It's the "grounds," the "setlin's" of it, that makes me swear right out.

I'd most forgot the deal when Jim, our sheriff's clerk, one day  
Called 'round 'n handed me a writ 'n said I'd have to pay  
A fine 'n other charges, all set down black 'n white  
Upon that slip of paper, with its V. R. to the right.

Thunderashun, mister, would you believe it, there I saw

The writ with all its charges, for a break-in' of the law  
"For adulteratin' coffee, 'n for sellin' of the same  
'N a charge for "ANNA-LIE-SIN" to find its proper name.

The figures, friend, most staggered me, a hundred all but six,  
I couldn't catch my breath a while a think-in' of the fix  
I'd got myself into that day, though innocent of blame  
When Jim wrapped up that coffee for the man without a name.

Paid? Why, yes, of course I paid it, what can a feller do,  
Agin such humbug laws as these, a shelter-in' of the few  
'N lettin' cost 'n trouble strike the harmless, honest men  
While those who put the "Compounds" up,—compound and mix again?

I tell you, sir, there's somethin' wrong about this latest law  
To stop adulteratin' things 'n here's its greatest flaw:  
It fines the man who buys the goods to sell them in his store  
'N lets the schemin' packer off,—That's why it hurts me sore.

Why should they rob me, that's the word, why should they take my cash  
For sellin' what I bought as good 'n paid for not as trash?  
Why should I be held liable for wilful fraud 'n cheat?  
- I didn't put the chicory in, nor yet the peas 'n wheat.

'N then I don't see what's the use of all this pryin' around  
'N both'r in' people, playin' spy, 'n runnin' things around  
I don't know what's less harmful sir, than peas 'n roasted v'heat ;  
If people want this coffee who'll stop them of their treat?

I don't know nothin' of the law, on chemistry I'm dumb,  
I buy what most my neighbors want, that's why they always come ;  
I deal in goods as pure as sold 'n never cheat a man,  
But I've the best of "grounds" to doubt the-coffee in the can.

Say, tell your boss when you're to home, we're much obliged to him  
For writin' up this glarin' fraud, Keep at it with a vim.  
That old Hank Smith of Johnsville knows coffee pure 'n mixed  
When next a "stranger" calls for some, that stranger's end is fixed.

HEC. SECOND.

Toronto, May 31st. 1892

The Hudson's Bay Co. got the contract from the Indian Department for the whole of Manitoba. The Lake of the Woods Milling Co. gets the contract for supplying flour for the North West agencies. Joyner & Elkington, Qu'Appelle, and Smith & Brigham, of Moosomin, G. F. & J. Galt, of Winnipeg, get a part of the groceries, including tea. The Hudson's Bay Company and T. J. Donaghue, of Kingston, also get a share. The Hudson's Bay Company, it is learned, receive the contract for bacon, including a large portion of Canadian cured, which Mr. Hughes, M. P., contended for early in the year.

## PROGRESS POINTERS.

The most successful business men are those who advertise the most in trade papers.

For those things which are of general need and use, the trade journal surpasses all other vehicles for reaching just the readers wanted.

If you have a good thing advertise it, first in the trade papers to familiarize the trade with it, and then judiciously in the family newspapers.

The independent newspaper, be it political or devoted to trade matters, is always on the safe side of business and has the best show to achieve popularity.

If a merchant would only consider how a single additional customer will more than repay for an outlay in advertising he would give this subject more attention.

The advertisers in a trade paper, as a general thing, represent the best business men, who are in the field to stay and who will give dollar for dollar in every trade made with them.

When a hen succeeds in hatching a chicken from a china egg, and a soldier kills an enemy at a hundred yards with a blank cartridge, then a merchant may hope to do a successful business without advertising.

The man who says he does not believe in advertising shows to the contrary by putting a sign over his door, by the use of letter heads and bill heads, and his address on the corner of his business envelopes.

The trade journal interferes little or none with the advertising patronage of the regular newspapers. There are successful business men who claim that it can be utilized so as to take the place of the travelling salesman.

The more humble the business the more effort should be made to sell your goods ; and there is no firm so strong, so well known that it cannot be benefited by judicious advertising—advertising in a class journal representing its business.

A trade paper advertisement may occasionally be overlooked by the reader, still it makes the name and business of the man familiar, and its presence in the columns of the paper inspires confidence in the stability of the enterprise.

If each house was to present its quotations to the buyers, and was to adhere strictly to those quotations, there would be less competition of a suicidal character. The more open we are in our methods the fairer will our business become.

Never mind how poor his harvet is, a farmer never thinks to economise by sowing less seed for the next year. Yet, if he did so, he would hardly be more foolish than the merchant who, when business is dull, curtails his expenditure for advertising.

Advertising gives character and standing to a firm. Go into any community, as an entire stranger, pick up the papers published there, look for their largest advertisers and you can invariably depend upon the fact that you have found the most reliable and desirable firms in that community.—Exchange.

# SOME OF THEM.

Here is a list of some of the Canned Fruits and Vegetables we are now offering at old prices, and not a few are AWAY BELOW old prices.

- |                                      |                               |  |                               |
|--------------------------------------|-------------------------------|--|-------------------------------|
| Tomatoes, 3 lb. tins and glass jars. | French Mushrooms.             | Pine Apple, grated, sliced & whole.                | Pears, 3 lb. Bartlett.        |
| Tomato Pulp, gallons.                | Boston Baked Beans, 3 lb      | Pine Apple, Clover Leaf, grated, sliced and whole. | Cherries, 1 1/2 lb. and 2 lb. |
| Peas, 2 lb.                          | Spring Beans, 2 lb.           | Raspberries, Black and Red.                        | Blackberries, glass jars.     |
| Corn, 2 and 3 lb.                    | Pumpkin, 3 lb.                | Raspberries, in glass.                             | Strawberries, 2 lb.           |
| French Peas.                         | Peaches in glass.             | Apples, 3 lb. and gallons.                         | Gooseberries, 2 lb.           |
| French Beans.                        | Peaches, 2 and 3 lb., yellow. | Plums, 2 lb. and glass jars.                       | Blueberries, 2 lb.            |
|                                      | Peaches. " white.             |  | Red Currants, 2 lb.           |

We have an assortment of brands and qualities in many of the above lines. Would't it be wise on your part to write us for quotations? Our Travellers have the figures too.

**LUCAS, STEELE & BRISTOL,** Wholesale Grocers,  
73 McNab St. North, Hamilton, Ont.

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

Wholesale Grocers.

### MALLAWALLA

A blend of Pure INDIAN and CEYLON

### TEA.

**RICH AND DELICIOUS.**

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

NO BETTER

Baking Powder in the Market than

### "DIAMOND"

NONE

as profitable both to consumer and dealer.

WRITE US.

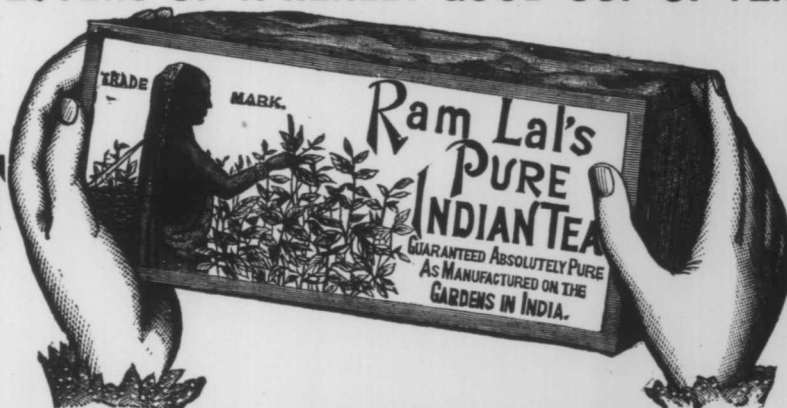
We give special care to the execution of mail orders. Full details and quotations promptly given on application.

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

ALL LOVERS OF A REALLY GOOD CUP OF TEA

Have

CAUGHT



ON

To

RAM LAL'S. Wholesale Agents, JAMES TURNER & CO., Hamilton.

### MacLaren's Imperial Cheese.

Large, Medium and Small,  
IN GLASS JARS.

Specially adapted for Yachting and Camping

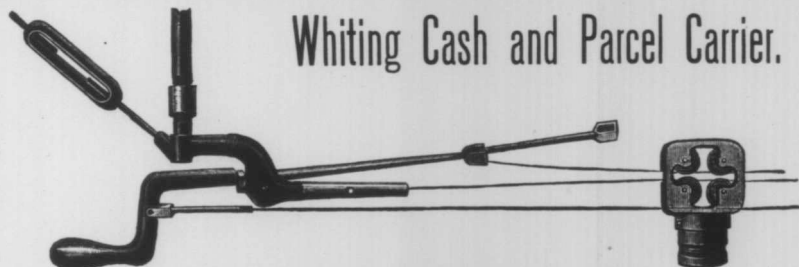
- |             |             |
|-------------|-------------|
| BOQUEFORT.  | SWISS.      |
| GORGONZOLA. | NEUFCHATEL. |
| PINEAPPLE.  | CREAM.      |
| EDAM.       | Etc., Etc.  |

Direct shipments received weekly.

Write us for quotations.

### WRIGHT & COPP,

40 Wellington St. East, TORONTO.



### Whiting Cash and Parcel Carrier.

SIMPLICITY SIMPLIFIED.

The most perfect system on the market, no cords or springs to get out of order. Can recall as well as despatch the car from either end, neat in appearance, silent and swift in action, moderate in price. Can be leased or bought outright. Send for descriptive circular, price list and testimonials to

W. H. E. WHITING, Patentee and Manufacturer, London, Ont.

## BRITISH-GROWN TEA.

Messrs. Gow, Wilson, and Stanton, tea brokers, London, have issued a highly interesting circular in respect to the markets for British-grown teas. They point out that the crop of Indian and Ceylon tea for the coming season may be estimated in round numbers at about 210 million lbs. Of this quantity it is a sanguine forecast to suppose that Great Britain will consume more than 170 million lbs., and the object of the circular is to draw attention to foreign markets, in the hope that a great portion of the remaining 40 million lbs. may be absorbed by them, and that by this means a further shrinkage in prices may be avoided. From the circular, which contains two admirably prepared diagrams, we extract the following passages:—During last year about 20 million lbs. of Indian and Ceylon tea were taken by countries outside Great Britain. India contributed about 13 million of this amount and Ceylon about 7. The quantity taken in 1890 was only about 14 million lbs., being 9 million of Indian, and 5 of Ceylon. The annual consumption of all tea in Great Britain amounts to 200,000,000 lbs., and in outside markets (excluding tea-producing countries) reaches some 250,000,000 lbs. Why should not the bulk of this demand be supplied by British-grown tea? If in two years its use in foreign markets can be raised from 14 to 20 million pounds—and that at a time when prices were as inflated as during fully one half of last year—what is to prevent the chief supply of these markets being drawn from the dependencies of the United Kingdom? Aided by present low prices, British-grown tea is working its way more rapidly than in the past. It has now taken sufficient root in many countries to warrant the belief that its use must become permanent and that similar results will follow to those attained at home, viz., the gradual displacing of the poorer China teas by the richer and more economical teas of our own dependencies. Should this eventually prove to be the case, the time may not be far distant when planters will look back to the exceptionally low prices of the past six months as little short of a blessing in disguise; for—with so large a quantity of tea taken outside Great Britain—the natural result would be a larger demand for Indian and Ceylon teas, if once a permanent foothold were obtained in foreign markets. Much thought, time and money have already been expended in efforts to open new outlets for our produce. Results have been sufficiently encouraging to justify us in still further prosecuting, with renewed vigor, our campaign in foreign countries; but time, money and energy will be to a large extent wasted unless due regard be paid to the special requirements of the various markets. To flood them with unsuitable produce, as has on one or two occasions been done, is worse than useless. Growth

can only be gradual, and may at first be extremely slow. Former experiences will doubtless be of great assistance in the prosecution of future enterprises. We are confident that with persistent and intelligent efforts, progress, though it may be gradual, will be sure. The following statistics show, as nearly as can be ascertained, the quantities of Indian and Ceylon tea taken in the undernoted countries during 1891, compared with their approximate total annual consumption:

	Indian. lbs.	Ceylon. lbs.	Total Annual Con'mptn. lbs.
Australian Colonies.....	4,440,000	3,211,000	30,000,000
Persia.....	2,400,000	500,000	500,000
United States.....	900,900	744,000	80,000,000
Turkey.....	1,104,000	18,000	18,000
Canada.....	680,000	410,000	20,000,000
*Germany.....	192,000	604,000	4,000,000
Holland.....	407,000	156,000	5,000,000
South Africa.....	114,000	111,000	2,000,000
South America.....	94,000	84,000	.....
Austria.....	14,000	156,000	1,200,000
Arabia.....	180,000	.....	.....
France.....	43,000	65,000	1,200,000
Mauritius.....	2,000	69,000	.....
Russia.....	2,000	66,000	70,000,000

\*Probably most of the tea sent to Germany and Austria was for Russia.

It is not surprising that Australasia should be so large a consumer. Not only are its people our own kinsfolk and countrymen, and have thus inherited similar tastes, but it was here that India made her earliest efforts at establishing a new market; and she can now look back with grateful pride upon the work of those early days in the history of her tea industry. Here, too, Ceylon was eager in later years to find not only a near but important market—for Australians consume annually nearly 30,000,000 lbs. of tea—and her efforts have also reaped a rich reward. These colonies have now become the largest of all markets for British-grown tea outside the United Kingdom, although the demand appears still to be only in infancy. The Persian market is a source of surprise to many. It has grown and developed until it has attained its present dimensions. Its nearness to India may be one of the chief causes, but the favor in which Indian tea is there regarded is attributed by some to a preference in the locality towards the use of an article supplied by co-religionists; and there may be some truth in the suggestion. The United States of America are so vast a territory, and the quantity of tea consumed so large, amounting annually to some 80,000,000 lbs., that it is curious so small a percentage of our teas should be used. Decided headway has been recently made, and prolonged low rates of the past few months have done much to popularize Indian and Ceylon teas. A very large amount of advertising has of late been done by the Ceylon Planters' Tea Company, who continue steadily pushing the sale of Ceylon tea, and the present demand may be partially due to their perseverance. Turkey has become an important consumer of Indian tea, and it is possible that the religion of her people may induce her to take the teas of a country which contains perhaps the largest Mahomedan population in the world. Ceylon tea

is being gradually introduced and appears to be received with some favor. Canada is perhaps one of the most promising outlets. The consumption of all tea is nearly 4 lbs. per head of population, and the percentage of British grown tea is already considerable—even though little systematic attempt has been made to open up this market. Recent low rates have perhaps given the greatest impetus to the trade. Russia, although a market of considerable magnitude, and taking some 70,000,000 lbs. of China tea annually, takes but little Indian tea, and until recently Ceylons were almost unknown. During the last two or three years a distinct inquiry for Ceylon tea has sprung up, and considerable quantities are now disposed of in this country. Figures showing actual consumption of Ceylon tea are impossible to obtain, but probably the bulk of that which goes to Germany has its final destination in Russia. The work of Ceylon in pioneering this market appears to have created some demand for the finest and most flavory descriptions of her tea. Russia should prove most valuable as an outlet for high-class teas, and of much eventual assistance in maintaining, if not increasing, the value of teas with flavor and quality combined. Of other European markets Holland appears to be the most active, but there are reasons why Holland should be a tea-drinking country. She has herself fostered tea culture in her own colony of Java, and having thus acquired a taste for tea, is now one of the chief tea consumers in Europe. Germany also is likely to prove by degrees a useful outlet. Amongst those countries which as yet take but little of our tea, perhaps that of South Africa, with its rapidly increasing British population, offers the greatest encouragement for prospecting. In time this locality should naturally consume British-grown tea. South America is a consumer of British-grown tea, but the unsettled state of this continent is adverse to immediate development of the trade. Taken as a whole the export trade is in a more promising condition than ever before, and strong ground exists for anticipating a future which will go far to raise the Indian and Ceylon tea industries from the depression to which they have recently been subjected, and if only the golden opportunity afforded by the coming exhibition in Chicago be effectually taken, one of the greatest markets in the world may shortly be won over to the side of British-grown tea.

Gowans, Kent & Co., of Toronto and Winnipeg, present to our readers in their advertisement on back cover of this issue an illustration of a lamp burner, with "The Perfection Wick Trimmer" attached. It will undoubtedly be accepted by the trade as a good seller. Every merchant knows the objection their wives have to snuffing the charred end of a lamp wick with their fingers. This new attachment does away with this drawback, and being fixed to the burner is sold as cheap as those made without.



# H. P. ECKARDT & CO.,

WHOLESALE GROCERS,

WHOLESALE AGENTS FOR

Diamond Crystal Salt.  
Webb's Perfect Starch.  
Faulder's Silver Pan Marmalade.  
MacUrquart's Sauce.

H. P. ECKARDT & CO.,  
TORONTO, ONT.

## Snow Drift

### Baking Powder LEADS.

A traveller tells us he saw from train at highest point on Rocky Mountains a man climbing a mountain path going still higher with a five pound tin of Snow Drift Baking Powder under his arm; quite natural, its tendency is to go up.

THE SNOW-DRIFT BAKING POWDER CO.,  
BRANTFORD.

## PICKLES.

MIXED AND MUSTARD

In kegs of any size, also in 16 and 20 oz. bottles. Quality guaranteed to be the best.

Send us a trial order.

Wm. Paterson & Son  
BRANTFORD.

Best Value Made.

## Ocean Wave Baking Powder

Sold only in Cans.

## LOCKERBY BROS.,

WHOLESALE GROCERS  
75 ST. PETER STREET,

MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS. { Barbadoes  
TEAS. { and  
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

## HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

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

MONTREAL, CANADA.

## GREENBANK

Double Concentrated Lye.  
Double Concentrated Soda.  
Bleaching Powder.

IN METALLIC TINS.

Send your order for Spring business.

## L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

## Just Received.

Fresh supply of Batger's Nonpareil Jellies and  
Cunningham De Fourier & Co.'s  
Table Delicacies.

CAVERHILL, ROSE, HUGHES & CO.,

Wholesale Grocers, Montreal, Que.

### COMBINATION IN BUYING.

Every little while there breaks out in some large town or city the notion that a co-operative association of retailers can be formed for the purpose of buying goods. The idea is that the retailers can save the jobber's profit. As the net profit of the jobbers is only 1 per cent. on the volume of sales, one would think that their work as distributors would be free from the competition or envy of the retailers. The co-operative purchasing company cannot work any more cheaply than the regular jobbers, and must assume more or less risk in credits. This question is an active one in England and is not without interest here. A correspondent of the London Grocer asserts that the evils which afflict the large co-operative concerns in England are associated with a buying co-operative movement. He says:

Human nature is the same, whether you combine as industrial co-operators of trading co-operators, and young grocers will do well to think twice before risking money in plausible schemes to save themselves trouble. I know all the disadvantages of being a small buyer, and I can affirm that, with the advantage of being now a fairly large buyer, the proportion of profit to turnover is no better than when I bought in small quantities. Why is this? It is simply because when I was a small buyer I handled and sold all I bought myself, whereas what I buy now is handled by my assistants, and what I gain in buying is lost in transit to the customer.

The weak spot in a small trader's buying is often exactly the same weak spot from which the co-operative movement took its start, and I stated this some years ago in your columns when writing on the origin of the co-operative movement. The weak spot is this—in place of going to a first-class respectable dealer and purchasing in a small way on short credit, the system too often is to go to some second or third-rate place and run a long account. A big profit is placed on the article sold, and by-and-by the purchaser finds this out, and, rushing from one extreme to another, thinks to find salvation by joining a few others and employing some one else to do his work—for a young or old trader's work is, emphatically, to lay his own money out to the best advantage; and, speaking for myself, I have no hesitation in saying that any little success I have achieved may be ascribed to the fact that my actions have always been in accordance with the policy I advocate.

In many cases it is a positive advantage to buy in small quantities. Stock carried much in excess of nearby requirements means charges for carrying out of proportion to the extra discount gained by buying the larger quantity. Interest works night and day and Sundays, and so does insurance and depreciation. Even package goods, if kept, lose their look of freshness. Then the buyer in combination is apt to lose all of his

saving through some one giving to the consumer the advantage gained, thus forcing his associates to meet a cut price.

Such co-operative buying is destructive of independence and individualism. It gives away too much of one's trade to competitors without corresponding advantage. Some are mean enough to use it to the discomfort and disadvantage of their neighbors by endeavoring to win away customers, saying, "I buy goods with him and just as cheap as he does, and I will sell them to you at a smaller profit."

The only possible advantage the advocates of the system claim is that money is saved. The question for each one to settle is whether the disadvantages are not so many and troublesome as to outweigh the saving, which is more imaginary than real, and frequently means getting a dollar at a premium.—American Grocer.

### THE ADULTERATION OF PEPPER.

For some reason or other, which is not very clear, pepper for a considerable time past has been selected as one of the chief articles for direct adulteration. The price is so low, and the quantity used by any individual trader, and still more by any individual consumer, is so small that it is difficult to see what inducement there is for this practice. There can, at the same time, be no doubt of its prevalence, and indeed of its increase. We do not now speak of the inordinately large proportion of decorticated husks often mixed with black pepper, in order to lower its price, though that practice would require a great deal of defence. At the same time the addition of substances like ground rice to white pepper appears to be increasing, and is, of course, a distinct fraud upon the public. There is reason to believe also that some other substance is now being extensively added to white pepper in the process of grinding. What this substance is we do not know, but it is suspected to consist of spent ginger—that is, of the refuse ginger left after the fermentation of ginger beer.

In addition to this, an entirely new practice has lately been developed, and that is, dyeing pepper yellow, by the addition of turmeric, probably in the process of grinding. There is no doubt that a pretty yellow colour is obtained by the addition, but the question remains of why this tinge should be desired. The natural colour of Penang, Singapore, or Siam white pepper is not yellow at all, but greyish. Nor is pepper served at table in a manner in which a bright colour would be at all attractive to the consumer, that is, it is not seen in bulk at meals, as many alimentary substances are. Pepper is, of course, added to food mainly in the cooking, and if not, it is presented in a closed caster, and though this may be of glass, it does not allow minute

shades of colour to be seen. The circumstance which has led to the staining of pepper, is the fact that parcels decorticated here have a somewhat yellow tinge, which has become associated in the minds of the grocers with the best qualities prepared in recent years. No doubt, therefore, it has occurred to ingenious people that it would be advantageous to dye the common qualities of pepper of a similar, or even of a richer tint, and thus enable a higher price to be obtained for what is really an inferior article.

All these objectionable practices are, it need hardly be said, not carried out by the old-established wholesale spice grinders of the country. Those who do enter into them are profuse in their guarantees of the entire purity of their wares, and in most cases they are careful not to offer their adulterated goods at a proportionate reduction in price. The grocers, therefore, are unaware of what they are buying, and are led to think that their purchases are really superior qualities. One test by which dyed pepper may be detected, is to place a little in water and to keep it for a few days when it will be found that the water in which the dyed sample has been placed, has become thick or turbid and that it has a smell similar to that of drugs, such as rhubarb. This dyeing seems to us to be entirely purposeless, and it can readily be put a stop to, if grocers will set their faces against any artificial addition of the sort, for which there is no justification.

It may be asked what the public analysts are doing, while all these abuses are current. The reply, in London at any rate, is that so far as some of these adulterations are concerned, the vestries institute a great many prosecutions with successful results, but that the cases are not thought worth reporting by the newspapers. We are told that in some districts there are very numerous convictions for the sale of pepper adulterated with ground rice, and that hardly any of them are reported. So far as the addition of some substance at present unknown, but believed to be spent ginger, to pepper, the analysts, no doubt, having had their attention drawn to it, will take steps to find out what is amiss. The dyeing of pepper by turmeric is a difficult question, so far as the law is concerned, because the Adulteration Act allows staining or dyeing, unless the substance added be injurious to health, or unless the admixture is sold to the prejudice of the purchaser. If pepper dyeing be legal, the trade must defend itself, unless it wishes to be deluged with canary-colored parcels. The degree of yellow is simply a question of the proportion of turmeric used, for an infinitesimal addition, from the quantitative point of view, will be sufficient to dye pepper in the most brilliant way. On the other hand, the added coloring matter soon fades, and if dyed pepper is kept in stock it soon resumes more nearly its proper tint, but with an unnatural complexion.—Produce Markets' Review.

GEORGE CHILDS & CO., MONTREAL.

H. N. BATE & SONS, OTTAWA.

# LAZENBY'S



MIXED PICKLES

PICCALILLI

CAULIFLOWER

WHITE ONIONS

BROWN ONIONS

WALNUTS

RED CABBAGE

GIRKINS

## PICKLES

These Pickles are prepared with the finest Malt Vinegar, and are guaranteed free from any adulteration whatever.

These PICKLES are absolutely the BEST manufactured in the WORLD, they can be secured from the following leading houses : TORONTO. HAMILTON. WINNIPEG.

**SLOAN & CROWTHER.** **BALFOUR & CO.** **THOMPSON, CODVILLE & CO.**  
**PERKINS, INCE & CO.** HALIFAX and ST. JOHN.  
**J. W. LANG & CO.**

From all the Leading Wholesale Houses.  
 Arthur P. Tippet & Co., Toronto and St. John, Agents for Canada.



# E. T. CO.

If you do not know what  
this stands for, your not  
posted.

Send for Price List  
or Sample Caddies.

Empire Tobacco Co.,

MONTREAL.

### CUTTING IN MOLASSES.

Still further cutting is reported in molasses in Montreal, where it has been offered at 27½c. to arrive this month. The best it can be laid down for is 27.10, and that is not allowing for shrinkage, which would bring it to 29.30 or thereabouts. In talking about the cutting, one of our leading grocers says he wishes the Guild was broken, and then the best men would stay on top. Another firm that have never been members of the Guild say that if they were doing business with angels they would join, but not with such changeable beings as mortals. The outcome of the cut was a special meeting of the Wholesale Grocers' Guild in the board room of the Montreal Board of Trade on Friday last. The meeting was very stormy at times, owing to the members of one of our large French firms writing to say that if combine prices were not upheld he would leave the Guild. This seems to be the feeling of several of our prominent grocers who say they are tired of the present haggling over prices and would like to see them steady. One of our local brokers who has a lot of stock arriving soon, says he will auction it off, thereby giving all a chance to go into the fight. On the whole the market at this point for rice, sugar and molasses is very uncertain, as more or less cutting is being done in all these lines.

### THE U. S. WHOLESALE TRADE AND THE SUGAR TRUST.

The wholesale grocers' associations of the United States are organizing for the purpose of sketching out a platform upon which the delegates they send to a conference with the Sugar Trust people on the 9th inst. shall represent them. A proposition suggested by a Mr. Imbusch of Milwaukee appears to find general acceptance as the basis of common action. These are its objects:

1. A uniform price for each day by all the refineries of the Trust.
2. Telegraphic advice of daily market to every jobbing centre.
3. Equalization of prices for competitive points through a system of scheduling, or freight allowance to the retailer.
4. A rebate on monthly purchases contingent upon maintenance of the price of sugars as fixed by the schedule.

The plan proposes to establish a uniform profit at the various jobbing centres through a system of freight schedules.

The Southern Wholesalers' Association will be represented by five delegates who will attend the meeting with the following suggestions:

1. To insist upon an allowance of ½ of one cent per pound rebate.
2. That the plan as adopted, to apply with equal advantage to every point of membership of this Association as now existing, or that may exist at the time of its operation.
3. That in this movement the strength of this Association should be maintained as a unit, and its influence should not be given to any man or set of men without adequate return.
4. That the trade of cities which have not

yet formally attached themselves to the Southern Wholesale Grocers' Association should definitely define their position without further procrastination, so that we may know whose interests are to be specially protected by this Association.

5. That should the Imbusch plan be adopted, the expense of its operation should be borne by the Sugar Trust, or so arranged by it that no assessments for expenses should follow.

The Trust manifests some inclination to concede.

### MONTREAL TRADE CHAT.

The advices from England report an advance in sago.

The retail grocery firm of Gordon, Hall & Co., have dissolved partnership.

C. H. Binks has returned from the Lower Provinces. He says business is good.

D. Hatton, of D. Hatton & Co., canned goods men, has returned from a trip to the far west.

Tom Frasier, the Bleury street grocer, will have to move soon, as the corporation is widening the street.

M. P. Laverty is well satisfied with his new grocery store. He says he is working up a better class of custom.

T. Brouville, J. C. Rousseau and Louis Brounelle, all grocers, have all been appointed justices of the peace for Three Rivers.

The partnership heretofore existing between Alphonse Letaivre and Charles Langlois (Canada Liquor Co.), grocers, has been dissolved.

The Union Stock and Meat Packing Co., have moved into their new offices at the corner of St. Peter and St. Paul streets. The new company have fixed up in grand style and their premises really look fine.

The retail grocers had quite a lively time last week at the City Hall. This was owing to the temperance people wanting the grocers to run their liquor trade separate from their grocery business. Mr. Demers, president of the Grocers' Association, said that the grocers were not responsible for drunkenness, and that the grocers very rarely violated the laws and he did not see the necessity of the separation.

### OF THE FIRST WATER.

"Godes-Berger" is the name of a natural mineral water that is the favorite of Her Majesty the Queen, and the only natural mineral water supplied Her Majesty under Royal warrant. This water is highly recommended for table use by some of the most eminent physicians in the land, and is endorsed by England's leading medical journal, The Lancet. Already in Canada the water has had a ready sale among the better class of trade, and most of our leading grocers and liquor dealers have the same in stock. In its appearance the water is as clear as crystal, with a very pleasant and refreshing taste, and will keep good in any climate for a number of years. The purveyors of Godes-Berger claim it to be superior to ordinary sparkling waters for mixing with claret, champagne or any kind of wine or spirits. The water is bottled at the spring, near the old castle of Godesberg, opposite the Seven Mountains of the Rhine, where it has been famous for its purity since the 13th century. James Lobb, 30 Wellington street east, Toronto, is the agent for Canada, and to him all orders should be addressed.

# London Stoneware Pottery Works.

---

We want your empty Crockery crates.

If you have one or fifty let us hear from you at once and oblige

## GLASS BROS. & CO.,

LONDON, ONT.

---

## BENSON'S CANADA PREPARED CORN

For the TABLE.

Edwardsburg Silver Gloss }  
 Benson's Satin } for the Laundry.

The Celebrated brands of **Starch** manufactured by the **Edwardsburg Starch Co.** are considered by impartial judges to be **without any equal.**

They have held the highest reputation for more than 33 years. Now lead the market **against all competitors**, and are the best for grocers to handle, because they sell **themselves.**



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

Pickle Manufacturer F. J. Ling is lying very low with inflammation at the Victoria Hotel, Hamilton.

The Wholesale Grocers' Association of Montreal held a meeting in the Board of Trade building last Friday afternoon.

London grocery clerks have organized a baseball club, and would be pleased to try conclusions with the shoe clerks on June 8.

Lake & Bailey, millers, now doing business at the corner of Market and Park streets, Hamilton, but whose lease will run out next December, intend erecting a four-story mill at the southwest corner of Rebecca street and Ferguson avenue.

Mr. Potter, of Potter & Ronald, left last week for England. Mr. Potter is one of the delegates from the Winnipeg Board of Trade to the Congress of Boards of Trade and Chambers of Commerce of the Empire, to be held in London in June.

A. G. Broad, of Glasgow, Scotland, representing the Directors, and E. Dowie the Manager, of the "Woodside" Refinery, paid a hurried visit to this city on Monday last. They report a satisfactory spring business, and look for higher prices in the near future.

"The latest addition to the mercantile interests of Brandon, Man., is the opening out of a branch of John Whyte & Co.'s pork packing establishment of Mitchell, Ont. Mr. John Whyte has been in the city and has secured premises in the market building to the rear of the city hall."

The Provincial authorities of Nova Scotia are to undertake the preparation of a display of the minerals and fruits of the Province for the World's Fair. The Government of Prince Edward Island has undertaken to make a very good display of the agricultural products of that Province. The fishing interests will also be represented. Quebec will make a similar exhibition.

The head-quarters of the Saint Croix Soap M'fg. Co. is in St. Stephen, N. B. New offices have just been built by them, finished in black ash. The offices are large, airy, and bright, fitting head-quarters for "Surprise" Soap, which has gained such a reputation for itself all over Canada. The rapidly increasing business in Surprise Soap has necessitated many additions in the factory in St. Stephen, but they are now understood to

be fully equipped for turning out a very large quantity of soap. It is really wonderful to see the rapid progress made by this concern.

There is considerable discussion going on in Montreal as to the early closing of saloons. A by-law was proposed, but is strongly objected to. The president of the Grocers' Association, Mr. Demers, told the committee which has charge of the matter that the proposed by-law would cause the grocers to separate their grocery and liquor business or to close their stores early, and pointed out that in the past the laws had scarcely ever been violated by the grocers, and their interests should be considered.

On the evening of the Queen's birthday Owen Tierney, of the firm of Tierney Bros., Brock street, Kingston, left the city with his family for a prolonged visit in the United States. For some little time he had been unable to meet his paper, but his credit being good his creditors were lenient with him. He meant to pay them every cent, but his business did not prosper in a way that would enable him to meet his liabilities, and he, finally becoming discouraged, threw up the sponge and left the city. He had sold his stock to his brother Patrick who was not a partner as the name of the firm implies. Patrick gave notes for a good sum, and is willing to carry on the business if of the creditors are willing. The transaction was bona fide, and not made with a view of defrauding any one. A statement of the liabilities was made out, and is now in the possession of Mr. Mundell. There are over twenty-one creditors and include Fenwick Hendry & Co., R. J. Carson, J. Tierney & Co., and many other citizens who gave accommodation notes. Other principal creditors are in Montseal. They are, Grothes & Co., cigar manufacturers; Cortes, Galbraith & Co., Doherty & Co., Finlayson Hirsch & Co., Quintet & Sons. The sums owing run from \$200 to the highest \$500. He owes the separate school board sixteen hundred dollars and altogether his liabilities are \$10,000.

#### A BRIEF HISTORY OF THE TOMATO

The tomato is by long odds the queen of the vegetable kingdom. It is the national vegetable fruit of this continent, and a popular favorite with all classes. The delicate and luscious tomato can hardly be called simply a vegetable, for it is quite as much, if not more, of a fruit. It occupies a peculiar position in the vegetable family, as not only can be eaten raw (and by many it is preferred that way), but it can be cooked as a vegetable, preserved as a fruit, or to suit the popular taste of the nation it is manufactured into that sauce of sauces, "Snider's Home-made Tomato Catsup" and Snider's Tomato Soup in cans. The tomato has here reached its acme of greatness, for it can be safely said that it will never be used to better purpose than when it appears under the label

of The T. A. Snider Preserve Company, of Cincinnati, Ohio. Everyone knows what the tomato looks like, and all are, doubtless, equally well posted in regard to the appearance of the plant itself. The tomato plant is one of the most delicate and sensitive of all that class of the vegetable family. A puff of frosty air on the fragile stem of the little plant, when first it is set out, and withered away goes the sensitive little creature. The seed is invariably planted in a hot bed, where the plants are allowed to remain until they are about six inches high, when they are carefully transplanted to their future home. Taking firm and deep root in the soil (unless nipped by a forbidding frost) they rapidly grow, flourish and prosper as the proverbial green bay tree of old.

#### AROMA OF COFFEE.

The aroma of coffee develops especially during the process of roasting; its fatty oil oxidizes, is burned, and is changed into essential oil, or caffeine, a species of ether that can be isolated by distillation, and which we can sometimes see with the naked eye on the surface of the ordinary infusion. But coffee, like many other natural products, such as wine, tobacco and cocoa, requires a certain length of time after being gathered before it reaches its full maturity. Experience has shown that the development of its aromatic principle is acquired by keeping it in a green state from one crop to another. But it is well known that for about the last half century the caffeine seems to be lacking in the infusion of coffee, which has no longer the exquisite qualities due to its aroma.

If now, on the one hand, we consider that the production of coffee is necessarily limited by the conditions of climate requisite for its growth, and that, on the other hand, the planter, in order to supply the demand which is constantly on the increase, is now obliged to deliver the crop as soon as it is gathered, we can do nothing but infer that the cause of the degeneration of coffee lies in the fact that it is supplied to the trade too soon, while it has not yet developed its constituent principles, and particularly its caffeine.

The inference from this is evident. If we wish that our coffee should regain the quality through which formerly it was considered such an exquisite beverage, we shall have to go back to the traditional process of only supplying it to the trade when the caffeine has acquired its full development, which can only be given to it by time, and by being kept in a green condition from one crop to the next.

We must not, however, expect that dealers are going to follow this rule, but, at any rate, consumers can do it for themselves, by only roasting and using coffee which they have kept in a green condition for at least a year.—N. Y. Herald (European Edition.)

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

## THEY TAKE THE LEAD

The demand for our bottled Pickles is increasing to a gratifying extent. Sales this year have been larger than ever before, and are spread over a larger extent of Country, extending from Montreal to the Rockies. Wherever introduced they continue to please.

The Kent Canning and Pickling Co.,  
Chatham, Ont.

## CORTICELLI

### SPOOL SILKS & TWISTS, EMBROIDERIES & FANCY SILKS.

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

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

### T. A. LYTLE & CO., Vinegar Manufacturers, TORONTO.



Have reduced the price of their Celebrated  
BEAVER BRAND  
**PICKLES**

Send for Quotations.



### THE GAIL BORDEN Eagle Brand Condensed Milk

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

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

## GROCERS.

Our 3lb Package Soda Biscuits sell like Hot Cakes. TRY THEM.

JACKSON BROS.,  
GALT.

### NOTICE.

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

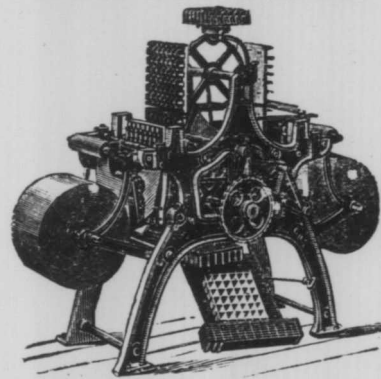
Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

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

Their Flavoring Extracts are of the choicest quality.

## Egg Fillers--Egg Cases.

30 Doz. 36 Doz. 49 Doz.



The Best and Cheapest in the Market.  
Have you seen our 15 doz Case for Farmers use?  
Write for quotations--Toronto Warehouse, 60 Front St. E., or the mill, CAMPBELLFORD, Ont.  
NORTHUMBERLAND PAPER AND EGG CASE CO.

Boeckh's  
Standard  
Brushes and  
Brooms are  
Handled by all  
Leading  
Hardware  
Paint and Oil  
And Grocery  
Trade.

We aim to have our Goods always reliable and as represented,

## Chas. Boeckh & Sons.

MANUFACTURERS

Brushes,  
Brooms and  
Woodenware.

TORONTO, ONT.



### ARTHUR P. TIPPET & CO.,

Wholesale Agents  
for Canada.

1 Wellington Street East, Toronto.

## GRIMBLE'S English Malt Six GOLD Medals VINEGAR

GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

### GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.

GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of  
Wholesale Grocers in the Dominion.



### TORONTO MARKETS.

TORONTO, June 2, 1892.

#### GROCERIES.

It cannot be said that there is anything erratic about the course of this market, which has preserved pretty much the same general features all spring. The incidents of this week and the general bearing of tendencies are in the same drift as ever. A common place run of trade is the report on all hands. Heavy groceries are singularly slow in getting into motion. The sugar trade is backward, orders in at this time being usually large and numerous in other years, everybody aiming to have his wants registered in time for early attention, so that there may be no dead-lock when the consumers begin their midsummer clamor for supplies. Tea has quite as good sale as it commonly has so near the end of the Japan crop year. Canned goods are active, Valencia raisins are active, but this term can hardly be applied to anything else. The weather has probably been somewhat to blame because things are not farther on, and roads are anything but good in country districts. Payments are spoken of rather favorably, but the complaint of them is that they are lighter than the wholesale trade like to have them, the sales, for which they are the remittance, being under the average spring volume.

#### COFFEES.

Advices from Rio state that former estimates of the new crop are now being curtailed in the reports of observers, that the

consumption for 1891-92 has been the largest on record, and that if the new crop is delayed beyond July the shrinkage in the world's visible supply is expected to be a telling factor on the side of firmness. On spot the stock of choice Rios is still light, but the supply of common is quite equal to any requirements of the demand, the price ranging from 17½ to 21c. Java coffee retains its strong position and quotes at 28 to 35c. Mochas are 28 to 33c., and there is some rumor that an advance is to be made in Aden.

#### DRIED FRUITS.

The consumption of dried fruit appears to be on the increase, if the call for Valencia raisins be taken as an index of its growth. A good week's trade has been done in off-stalk Valencias, at prices ranging from 3½c. upwards. The attempt to take advantage of the rise in New York has so far not resulted in any marked advance in prices, the quantity of stock to be sold and the nearness of the season for domestic fruits both operating to hasten business. A very considerable movement of off-stalk fruit has consequently been made. The advance in New York has not caused any cessation of buying upon that market for Canadian account, and some thousands of boxes have found their way across the line since last report. It would seem that those purchases should give firmness to local prices. A considerable proportion of the stock of Valencias held in New York (40,000 boxes, it is estimated) is said to be of undesirable quality. Currants, though in fair demand, have not developed any new strength here, the price continuing to vary upwards from 4¾c. according to quality. Prunes are quiet at from 4½c. in casks, the lowest price being something of a drive. Nuts are steady at former quotations, which appear in Prices Current.

#### RICE AND SPICES.

Rice is coming somewhat more freely into request, the cheapness of currants and Valencia raisins tending to animate the demand. Ordinary is steady at 3¾ to 4c.

Spices preserve their wonted tone of indifferent strength. The trade in them is also

(Continued on page 16)

### CANNED GOODS.

TORONTO.

This market gains in activity and strength. Distribution is becoming concentrated, stocks in retail hands are low, and the demand is springing up from all quarters for the staple vegetables. It is easier to observe improvement now, for the reason that the supply being in much fewer hands, any increase in the call for stock is not scattered over a wide area of supply, and so is more easily perceived. Inquiry all the way from Vancouver is one of the incidents of the week's business, while a car or two have been made up also on westward account, and some good-sized parcels have been delivered by boat. Retailers have kept up their demand as well, and the bulk of the sundry invoices sent out have had their canned goods entry. The run from all hands is for assortments, but tomatoes and peas have been the largest part of the stock handled. The views of holders do not appear to have changed. They are firm at \$1.05 for retailers' lots of choice brands, and though there is not much money in them at that price there seems no likelihood that they can or will be advanced. Fruits are being pushed on buyers' attention more prominently than at any former time since the last crop was put up, and as sellers are making the chief ado just now, the market must be reported in buyers' favor very decidedly. Plums, strawberries, and raspberries are being offered to jobbers at good prices. Prices Current show some changes in our quotations. Salmon is still virtually limited to one brand, which sells at \$1.30 to \$1.35. Lobster is quiet and steady at unchanged quotations.

The latest on American sardines says the New York Commercial Bulletin, is that packing operations on anything like a liberal scale will probably not be engaged in before July 15th. Prime quarter oils sold at \$3.65 on the spot on Saturday.

J. P. CLEMES.  
M. P. CLEMES.

W. H. CLEMES.  
A. E. CLEMES.

"THE BIG 4"

EVERYTHING AND ANYTHING IN  
= FRUITS =

Bananas, Oranges, Lemons, Pines, Onions,  
"Maple Leaf" brand Maple Sugar.

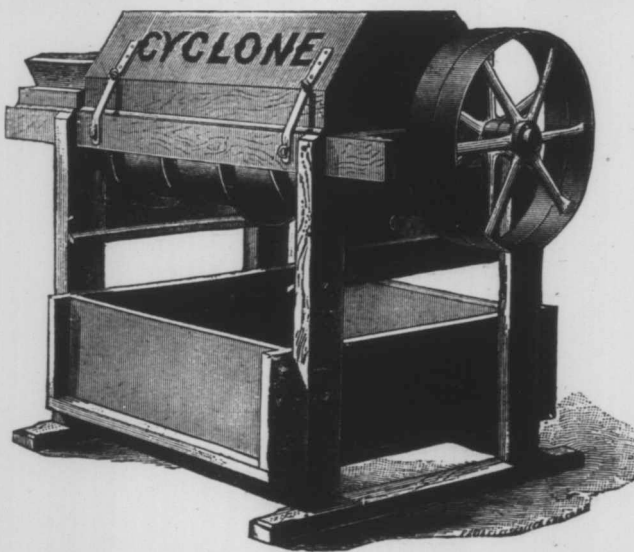
**CLEMES BROS.**  
TORONTO.

### CEYLON TEA.

From the celebrated Gartmore estate now in stock. Teas from this estate brought recently the highest prices ever known at auction in London.

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

## To Canning Men.-OUR CYCLONE PULP MACHINE



For making tomato pulp and preparing pumpkin and squash for canning is very well known to all the canners in the United States, and a few of them are in use in Canada. The high tariff has prevented their being used extensively heretofore.

We are now manufacturing these machines at Oakville, Ont., to enable our Canadian friends to obtain them without paying a heavy duty; but we shall make only a few of them unless ordered. Those who contemplate purchasing, should send their orders promptly to insure the saving of duty, as late orders will have to be filled from stock in the United States which will be subject to a 30 per cent duty.

Address

**THE BUCKLIN CAN-FILLER CO., KEYPORT, N. J.**



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

Canned Goods.

We  
 Pack  
 Only  
 the  
 Best.

Have you goods bearing my name in stock? They are always the same, always reliable.

D. W. DOUGLAS,  
 St. Johns, P.Q.

**The Norton Manufacturing Co.**

E. P. Breckenridge, President. C. C. Warren, Secretary.  
 Edwin Norton, Vice-Pres. W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

**TIN CANS**

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish, and Seamless Lobster

**CANS.**

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers  
**"Solder Hemmed" Caps.**

Inquiries and Correspondence Solicited.

**HAMILTON, - ONT.**

**THE "Lion Brand"**

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

**Bay of Quinte Canning Factories.**

PICTON and DEMORESTVILLE.

**W. BOULTER & SONS,**

PROPRIETORS,  
**PICTON, ONT.**

**RED RASPBERRY JAM.**

The Largest and Finest Stock

IN THE DOMINION OF CANADA.

APPLY TO

**THE SIMCOE CANNING CO.,**  
**SIMCOE, ONT.**

It always pays to  
**Buy the Best**

Goods. Fresh Fruits and Vegetables can be had every day, by using the Lakeport Preserving Co's Canned Goods. All goods guaranteed. Try them once and you will use no other.

**Lakeport Preserving Co.,**  
**Lakeport, Ont.**

Factories at Lakeport and Trenton.

**THE CANADA MEAT PACKING CO.,**

**MONTREAL,**  
**BEEF AND PORK PACKERS,**

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

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

WRITE FOR QUOTATIONS.



**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.



**Don't be Sidetracked**

Insist on your Wholesale House supplying our goods. You know the old story: "here is a Brand Just as Good and Cheaper."

**There is no Brand so Good that's Cheaper.**

Our Strawberries, Raspberries, English Morello Pitted Cherries, Gage Plums and Yellow Peaches are all selected Fruit, Preserved in **Pure Granulated Sugar.** Each Label has a **Maple Leaf** which **Guarantees the Quality.** Test them and prove the assertion.

**Delhi Fruit and Vegetable Canning Co.,**

**FACTORIES : DELHI AND NIAGARA.**

## MARKETS—Continued

very much of the same general character as ever.

## SUGAR.

Accusations of cutting are still made in a vague way, both as to the extent of the alleged practice and the authors of it. The normal market price of granulated is undoubtedly  $4\frac{1}{2}$ c. Any shading of this is for certain grades, as the product of the different refineries is not equable in quality, and so is quoted variably in some cases. There are houses which will not shade  $4\frac{1}{2}$ c. for one make of sugar, who probably will do so for other makes. The quotation from Montreal is  $4\frac{3}{4}$ c. Yellow is quoted here from  $3\frac{1}{2}$ c. upwards. The price of sugar is now the lowest it has ever been. It would seem impossible almost for it to go lower, while all the chances are on the side of an advance. The chief chances are the large summer demand now approaching and the comparative shortage according to estimates in the beet root crop. The demand has not grown appreciably on this market since last week. One cause is, no doubt, the apathy of jobbers, who have little object in pushing business as compared with what they had last year. The seller's enthusiasm is lacking, and that makes a big difference in the volume of the sales.

Willett & Gray's Weekly Statistical says: Total stock in all the principal countries, at latest uneven dates, 1,482,967 tons, against 1,497,052 tons at same uneven dates last year.

Raws—The market is unchanged in price from last week, and transactions have continued to a fair extent. There is noticeable, however, more of a difference of opinion on sellers' part, for while many holders continue to meet the market, others think it for their interest to put their sugars into warehouses on a venture for better prices. In the meantime the weather in Cuba holds favorable for grinding, and stocks in the island are in excess of last year, notwithstanding the increased exports to date. Some damage has probably resulted to the Louisiana crop from the floods, but nothing like as serious as was anticipated at one time. Two regular steamers have been taken away from the West India line, shipments from some of those ports have been diverted to the United Kingdom to a larger extent this year than usual. Receipts in the United States are now running much behind last year, owing to the absence of imports from Europe.

Refined—A very notable increase in the demand is the feature of the week. Soft grades are oversold leading to a small advance. Meltings would have been increased but that deliveries of hards are helped out from warehoused sugars, which have accumulated some time ago. Grocers have preferred this season that refiners should carry the stocks until their busy season fully arrived, and now they are obliged to come into the market and rapidly renew their supplies. There is every indication of a very large business directly ahead, and to continue



A Laundry Soap for all Household Purposes.  
Gives a Good Profit to the Grocer.

The St. Croix Soap Mf'g Co.,

Branches:

St. Stephen, N. B.

MONTREAL: 17 St. Nicholas St.

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

for several months. The National Convention of Grocers, referred to elsewhere will undoubtedly prove in the interest of an increased consumption of sugar and continued low and steady prices. No foreign granulated has been imported, and Scotch yellows only continue coming in small lots.

## SYRUPS AND MOLASSES.

The trade in syrups is becoming like that in molasses on this market, and for some months has not counted for much either in volume or gain. A year or two ago each of the resident brokers used to sell three or four cars a month; now their sales are small in size and very few in number. Prices begin as low as ever, that is at  $1\frac{3}{4}$ c.

Molasses creates no interest on the part of anybody. The week's sales of New Orleans have been rather better than they were at from 26c. upward.

## TEAS.

Green teas are very scarce and dear at all points, and the few grades necessary for business on this market are very firm. An evidence of the intrinsic firmness of this description of teas is shown by the fact that the New York people are buying some grades in London. Ceylons are very firm and in demand. Stocks of Japans above common are about exhausted and are firm. It will be from a fortnight to thirty days before any considerable additions are made to stocks from new crop tea. Jobbers have had a comparatively busy week of it in the tea trade. Values are not by any means so much in favor of the buyer as they were.

An exchange says the English market throughout the week has been a strong

one, and competition has been brisk for all grades. Common kinds have been in better demand at harder rates, and all good liquoring teas are in request at distinct advances on late quotations. Pekoes above 9d continue scarce, and teas of this description realise full prices. The trade seems to confidently expect the present firm market to continue for some time.

According to the New York Bulletin, with fuller display and more careful examination of most samples of new crop Japan teas, the verdict is not quite so favorable as to quality, and parties who have preserved last year's samples say that so far as comparison will admit the goods range poorer. Nevertheless, there has been fair demand secured, and about 1,000 packages sold to arrive, mainly at 30 to 37c. with a few rumored somewhat higher, and one offering at 28 or 29c.

## MARKET NOTES.

[Importers, wholesale merchants and manufacturers should send any items intended for this department so that they may reach the head office not later than Wednesday morning. The editor will always welcome such information.]

Smith & Keighley are offering choice new Porto Rico coffee at 25c.

Balfour & Co. Hamilton, are receiving a shipment of Lazenby & Sons pickles and sauces. This is the fifth shipment they have had, and they report a continually increasing demand for these goods.

The Norton Manufacturing Co., Hamilton, have recently put in machinery for the manufacture of seamless  $\frac{1}{2}$ lb. and 1lb. flat lobster

WE ARE BUYING

**Dried Apples.**

SEND SAMPLES  
AND QUOTATIONS.

ESTABLISHED 1860.  
**STANWAY & BAYLEY**  
BROKERS

AND  
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

WE ARE BUYING

**Evaporated Apples**

SEND SAMPLES  
AND QUOTATIONS.

**STAR  
FIRE LIGHTERS.**

BIG REDUCTION.

60 5c. packages in a case. Price \$1.75, profit \$1.25 per case.

**BIG PROFIT! BIG SELLER!**

5c. worth lights 18 fires without coal oil or kindling.

Send for free sample.

STAR MFG. CO., London.

**Meglaughlin, Marshall & Co.,**

Wholesale Provision Merchants,  
3 and 4 Corn Exchange,

**Manchester,**

Also at **England.**  
Liverpool and Glasgow.

Are prepared to receive Consignments of Eggs, Bacon, Hams, etc. Having been established more than 40 years, they are in connection with all the best buyers in the North of England.

**THOMPSON & CO.,  
LATE**

**Robertson, Thompson & Co.,**

Wholesale Commission Merchants,

Grain, Flour, Feed, Canned Goods,  
Sugars, etc.

**185 NOTRE DAME ST., EAST,  
P.O. Box 615. WINNIPEG, MAN.**

TELEPHONE 62.

All kinds of produce handled. Consignments Solicited. Prompt sales and quick returns.

**W. A. McCLEAN & CO.,  
Pork Packers.**

**FOR SALE--**

Boneless Bacon, Sugar Cured Hams, Spiced Rolls, Bellies, Backs, and Breakfast Bacon, mild cured.

Write for Quotations.

**OWEN SOUND, ONT.**

**McWilliam & Everist,**

Have always on hand, Florida and California Oranges, best brands; Fancy Messina Lemons, Valencia Oranges, Marmalade Oranges, etc., also full line of

DATES, FIGS, NUTS, CALIFORNIA DRIED FRUITS, ONIONS, ETC.

25 and 27 Church St.,

TELEPHONE 645. Toronto.

**BANANAS**--Receiving one to two Cars good Fat Stock weekly. Port Limon Fruit.

**ORANGES**--Car San Gabriel Mission, California, Oranges, fine juicy, heavy fruit. Car ex Los Angeles, to arrive, containing Famous Highland Seedlings and Washington Navels.

**LEMONS**--Fancy Marks in Stock. Send for Prices.

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

**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 Storekeeper 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.

**WILLIAM RYAN,  
PORK PACKER**

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

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

**JAS. PARK & SON,  
TORONTO.**

New cheese,  
Small Two Pound cheese,  
Roquefort cheese.

Choicest quality Hams, Bacon, Beef Hams,  
Dried Beef, &c. Write us for  
Price List.

**Husband Bros. & Co.,**

Commission Merchants,

**WHOLESALE FRUITS.**

71 Colborne St., Toronto.

REFERENCE: Imperial Bank, Yonge and Queen.



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

**JOSEPH CARMAN,**

Commission and Manufacturer's Agent.  
**GRAIN SHIPPER.**

P.O. Box 1014. Winnipeg, Man.

We are open to receive a few first-class agencies Good connection wholesale and retail. Correspondence invited.

**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.

**Baffles Human Conception.**



Nature's all-powerful healer is discovered and when imbibed freely radiates the arterial network of the body, absorbs and rushes off all effete, deadly poisonous matter. Also it contains all the sixteen elements of ripe molecular life, builds up every weak part, restores nerve and vital power, is the sunshine of life, the wonderful. So say all that use St. Leon Water. World, Feb. 13th, 1892.

St. Leon Mineral Water Co., Ltd.,  
Head Office, 101 1/2 King St. W., Toronto.  
BRANCH--Tidy's Flower Depot, 164 Yonge St.

**McLAREN'S**



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

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

cans. This will ensure to lobster packers an absolutely perfect can, at a price no greater than the old stye "piece" one.

Sloan & Crowther are landing a full assortment of Lazenby & Sons preparations, including their celebrated pickles, which have gained such a favorable reputation.

Perkins, Ince & Co. received a letter from their Patras agent on Monday, advising them that the price of currants was much firmer in first hands and quoting equal to 4½c. for barrels laid down here.

Eby, Blain & Co. are offering to the trade "Sunshine" Soap put up by the Brewster Soap Co., Brooklyn, N. Y. This is said to be a superior article for all household cleaning purposes, especially sinks, bath tubs, metal ware, tinware, etc.

In this issue Lucas, Steele & Bristol, Hamilton, give a list of their canned fruits and vegetables, which will be found very full, and on which the firm are prepared to give excellent value. They will furnish quotations through their travellers or by correspondence. Their figures for assorted car lots are especially attractive.

Musson & Morrow, the well-known commission merchants and grocers' brokers in this city, have dissolved partnership. The business will be continued under the firm style of George Musson & Co., who will collect all outstanding accounts and assume all liabilities of the late firm. Mr. Morrow will carry on business in Montreal under the style John Morrow & Co.

In the fruit growing districts there is reported to be a splendid show of blossoms, and in some sections the raspberries have suffered from the winter's frosts, but strawberries everywhere are looking well. There is every probability that domestic preserving will be gone into more extensively than last year. This should be a hint to canned goods packers not to go as extensively into fruit as they have in the past. Remittances are slow.

#### PETROLEUM.

Canadian refined is steady at 14 to 15c. according to quantity and whether delivery is outside of or within the city. Trade is very quiet.

The Petrolia Advertiser reports: Petrolia crude \$1.25 per barrel; Oil Springs crude \$1.25½ per bbl. With regard to the crude market no new features of any special interest have been developed since our last issue. The general tone of the business continues to have a quiet appearance with transactions largely in accordance with actual requirements of the manufacturing interests.

#### BUTTER AND CHEESE.

The condition of the butter market has not changed materially, the supply being still liberal beyond the urgent necessities of the moment, though not quite so excessive as it was a week ago. Buyers that make a specialty of select butter do not find the market over-supplied. The surplus is in grades that do not rank as choice. Rolls are the form in which the bulk of butter still comes to hand. The price runs from 12 to 14c., and the lots that bring the upper figure are usually small and always first-class. Some store tubs have got into stock, but

they do not sell. Holders would gladly part with all they have at a shade under 12c. Good dairy tub would be at a premium if it could be got, but it is not forthcoming. Any of it would bring 14 to 15c. if offered.

New cheese sells at 10 to 10½c., in ordinary jobbing lots. On the track good colored stock brings 9¾c. Old cheese is getting into small compass, and is worth 11 to 11½c.

#### COUNTRY PRODUCE.

**BEANS**—While the market is not essentially different this week from what it was last week, it must be noted that sellers are firmer in their ideas and refuse to accept less than \$1.05 in cars even when \$1 has been offered. Out of store prices are \$1.10 to \$1.20.

**DRIED APPLES**—Persist in their wearisome dullness at 3½c. in round lots and 4¼c. in retailers' lots.

**EVAPORATED APPLES**—Are very quiet at 6½c. for round lots and 7c. for ordinary lots.

**EGGS**—Are unchanged and plentiful at 10½c.

**HIDES**—The same quotations and the same general conditions continue, No. 1 green cows' being 4½c., and cured 5c.

**HONEY**—Few sales are heard of, and the price is weak at 8 to 9c. for extracted and 12 to 13c. for sections.

**HOPS**—A limited trade at 21 to 24c. for '91 stock has been transacted. Yearlings are steady at 16 to 18c.

**ONIONS**—Egyptian are \$3 to \$3.25 per bag and Bermudas at \$2.25 to \$2.50 per crate.

**POTATOES**—The market gets worse and worse. Cars have changed hands at 25c. a bag, and it is impossible to get more than 28c. on track, while the out of store price is 36c.

**SKINS**—The range is \$1.25 to \$1.50 for good sheepskins; Lambskins are 25c.; Calfskins are 5 to 7c.

**TALLOW**—Rough is 2c., refined 5½c.

**WOOL**—New fleeces are sparingly offered at 16c. Pulled quotes at 22c. for super and 25c. for extra.

#### PROVISIONS.

The market is very featureless. It has few transactions of moment to make note of, and prices are as steady as the movement.

**BACON**—Long clear is 7½ to 8c., smoked backs are 10c., bellies 9½ to 10c., rolls 8½ to 8¾c.

**HAMS**—Are steady at 10 to 10½c.

**LARD**—Pure is unchanged at 10 to 10½c. for tubs and pails. Compound is steady at 7 to 9c.

**BARREL PORK**—U. S. heavy mess is \$13 to \$14, Canadian \$15, short cut \$16 to \$16.50.

**DRESSED MEATS**—Beef is 4½ to 5½c. in fore and 7½ to 8½c. in hindquarters, yearling lamb is 10 to 11c., Spring lamb is \$4.50 to \$6.50 per head, mutton 7 to 8c., veal 6 to 7½c.

#### GREEN FRUIT.

The weather until Tuesday was rather against activity in trade, but since then the sales have been generally satisfactory. The week's business has been productive of no material changes, if a stiffening in the value of pineapples be excepted. Valencia oranges are steady at \$6.50 to \$7.50, Messinas, Catanias and Palermos at \$4.75 to \$5.25 in boxes and \$2.50 to \$2.75 in half boxes. California seedlings are \$3.75, Navels \$4.50 to \$5, blood oranges \$3 per half box. Lemons run at \$2.75 to \$4 accordingly to quality,

(Continued on page 20)

#### FLOUR AND FEED.

##### TORONTO.

The flour market has acquired no new features, the stagnation that has characterized it throughout the season being still a prevailing condition. Small orders and low bids from the east are all that can be credited yet to that source of the demand, while the large stocks held in store at the mills tend to co-operate with the efforts of buyers to hold down and further depress prices. Feed is in the usual rate of request, no new accession to the demand having developed from any quarter. Bran is easier, hay is higher.

**FLOUR**—City millers' and dealers' prices are: Manitoba patents, \$4.95 to \$5; strong bakers', \$4.50; white wheat patents, \$4.80; straight roller, \$4.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.95 to \$5.15; Manitoba strong bakers' \$4.45 to \$4.70; Ontario patents, \$4.00 to \$4.25; straight roller, \$3.65 to \$3.90; extra, \$3.50 to \$3.80; low grades, per bag, \$1.00 to \$1.50.

**MEAL**—Oatmeal is \$3.80. Cornmeal is \$3.50.

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

**FEED**—Bran is \$12 to \$13, shorts \$14.50, mixed feed \$22 to \$25, cracked corn \$1.10, feeding corn 50 to 52, oats 32 to 32½c.

**HAY**—is fairly active at \$13 to \$13.50 for No. 1 timothy and \$10.50 to \$11 for mixed.

**STRAW**—is steady at \$6 to \$6.50.

##### MONTREAL.

No large transactions are reported, although considerable enquiry for export is noted. We quote for local wants:—Patent spring, \$4.85 to \$4.95; patent winter, \$4.55 to \$4.85; straight roller, \$4.30 to \$4.45; extra, \$3.95 to \$4.05; superfine, \$3.70 to \$3.85; fine, \$3.20 to \$3.45; strong bakers, \$4.45 to \$4.70.

Western markets are firmer owing to an advance in oats, which gives a stronger tone to local values. We quote as follows:—Granulated, bbls., \$3.90 to \$4.00; Rolled, bbls., \$3.90 to \$4.00; Standard, bbls., \$3.80 to \$3.9c; Granulated in bags, \$1.90 to \$2.00; Rolled in bags, \$1.90 to \$2.00; Standard, in bags, \$1.80 to \$1.90.

The feed market is fairly supplied with a good local demand and prices are firm. We quote: Bran, \$14 to \$14.50, shorts \$16 to \$17, and mouillie \$22 to \$24.

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

**Flour**—The market which last week showed indications of an advance, has sagged somewhat, and prices are unchanged. In some cases concessions have been made to effect sales. Manitoba is quoted \$4.65 to \$4.75; High grade Family \$4.90 to \$5; Medium Patents \$4.65 to \$4.80.

**Oatmeal**—Is unchanged, prices ruling steady at \$4.10 to \$4.25.

**Corn Meal**—The scarcity of corn has caused some of our mills to shut down. Prices are very firm since the recent advance at \$2.85 to \$2.95 with a good demand.

**Oats**—Are higher at 43 to 45c.

**FEED**—Is selling at \$21 to \$23 per ton.

**BRANDON ROLLER MILLS,**  
Brandon, Man.

—MANUFACTURERS OF—  
Hungarian, Patent, Strong Bakers

**-- FLOUR --**

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

Dealers in all kinds of grain and feed.  
**ALEXANDER, KELLY & CO'Y,**  
PROPRIETORS

**PURE CONFECTIONERY,  
FINEST BISCUITS.**

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

**EPPS'S COCOA**

¼ lb. packets, 14 lb. boxes secured in tin.  
Special Agent for the Dominion:  
**C. E. Colson, Montreal**

**THE  
"MONSOON"  
BRAND  
Pure Indian Tea**

Is always reliable; never changes; comes  
from the same garden, famous for the  
STRENGTH and FLAVOR of its Teas.

**STEEL, HAYTER & CO.,**  
Growers' and Importers,  
TORONTO

For Choice Family Flour  
Try the Beaver Brand  
AS MANUFACTURED BY  
**THE T. H. TAYLOR CO., LIMITED,**  
CHATHAM, ONT.

**EMBRO  
OATMEAL  
MILLS.**

D. R. ROSS, - - EMBRO, ONT.  
A CHOICE QUALITY OF  
Roller, Standard and Granulated

**Oatmeal**  
IN BARRELS, HALF BARRELS OR BAGS.

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

Sells Faster Every Day  
**ADAMS'  
FLIRTATION**

CHEWING GUM  
115 1c. Pieces in Box.  
Price 65 Cents.  
**ADAMS & SONS' CO.,**  
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**WALTER THOMSON  
MITCHELL, ONT.  
GENERAL GRAIN DEALER.**

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

Quotations by Wire or Letter.

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

Sole Agents for Vancouver, New West-  
minster and District for **LEITCH BROS.'**  
CELEBRATED OAK LAKE MANI-  
TOBA FLOUR.

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**VANCOUVER, B.C.**

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Bonded Manufacturers of  
Honey Dew, White Wine, Malt and Cider  
**VINEGARS.**  
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**ROLLED OATS.**  
Customers report that our Rolled Oats contain  
less dust, less dirt, are better kiln dried and of  
larger flake than the common oatmeals. Write  
for samples and prices.  
**ARCHIBALD BROS., INCERSOLL, ONT.**

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(Hungarian Process)

BRANDS :  
**KLEBER, MAY BLOSSOM.**

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



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



## MARKETS—Continued.

bananas are \$1.25 to \$2, the range for reds being \$1.50 to \$1.75. Pineapples are hard to get just now, and such as do come to hand are wasty. The price has accordingly gone up to 8c. as the inside figure, and from that the range is to 20c.

## FISH.

Satisfaction is expressed by the fish men with current trade, which is fully up to the average expected at this time of year. The supply is limited to trout, whitefish and lake herring, of which the prices are given in Prices Current.

## SALT.

Prices are steady, trade on the quiet side, and the indications point to the usual mild summer business. Quotations are given in Prices Current.

## DRY GOODS.

Nothing materially affecting the market is the consequence of this week's business. Trade is getting into its midsummer quietude. In all lines prices are steady, and the reports of payments are unusually good.

## MONTREAL MARKETS.

MONTREAL, June 2, 1892.

## GROCERIES.

The tone of the grocery market on the whole has shown an improvement during the week in all lines outside of heavies. Sugar is still dull owing to the cutting still going on, and unless some settlement is arrived at we fear the Guild will have to go. Molasses has been offered during the week at 27½c. to arrive, and with this state of things going on, business in such lines is flat as the majority of dealers are not pushing sales. In general groceries the trade say they are satisfied and that orders are showing up as good as at this period last year if not better. The French houses report trade good in their part of the country. Payments are met with promptness, and outside of the cutting the market is good.

## SUGAR.

The local sugar market is still quiet, refiners claim to be still selling at 4¾c., and to prove this, it is reported around town that one of them refused 4¾c. less 2½c. for a 1,000 barrel lot. The wholesale trade are still selling single barrel lots at above figure, and with this state of affairs the market is not expected to improve till the wholesale trade arrive at a combined price. The feeling of some of the trade on the question is that it will soon have to be patched up or the Guild will not last. We quote: Granulated 4½ to 4 9-16c.; yellows, low grade 3½ to 3¾c., and yellows, bright 3¾ to 4¼c.

## TEAS.

The local tea market has a fair movement in both Japans and blacks but most of the buyers are waiting for the new stock samples of which will arrive here in a few days. Advices from Japan state that the market is active and that owing to the rate of exchange the prices on Japans are a shade lower than last year. Dealers here state that the London market is dry and that it is hard to fill orders in either blacks or Japans. Advices from the same place state the market is firm on old stock teas. In the local market we have to note that a few lots of low grade Japans have changed hands at an advanced

price. The steamer and rail freight this year will be 2½c. per pound and the sail and rail 1½c. per pound from Japan.

## MOLASSES.

The state of things in the molasses market is very unsettled and the cutting is still carried on with a vengeance, the last cut being 27½c. to arrive. The best possible figure it can be laid down for is 29.30c., that is allowing for shrinkage. We hear of a lot of some 500 puncheons having arrived at Quebec on the barque Florence; also that the first lot will arrive here on or about the 4th of the month. One of the brokers here to whom the first lot is consigned says he will auction off the first lot to arrive. Advices from the Island are that prices are firmly held and 12c. is quoted. We quote as follows:—Barbadoes, 35 to 38c., American 28c.; syrups are quoted at 25 to 28c. for medium bright, 40 to 45c. for choice, amber 40 to 45c.

## MAPLE PRODUCTS.

Maple syrup and sugar have eased off in price during the week and is now held as follows under moderate business. We quote maple syrup in tins 60 to 64c. per gallon and in wood at 5c. per pound. Maple sugar is quoted at 7 to 8c. and fancy cakes at 8½c.

## COFFEE.

Coffee still continues to furnish a fair jobbing trade, and quite a few small lots have changed hands during the week. Advices from New York still maintain the firmness noted in our last. We quote:—Rios, 18 to 20c.; Java, 23 to 25c.; Mocha, 24 to 25c.; Jamaica, 19 to 21c.; and Maracaibo, 22½ to 23c Santos, 17½ to 19c.

## DRIED FRUIT.

The tone of the dried fruit market has shown a decided improvement during the last few days, especially in Valencia raisins. The largest part of the demand is for old seasons stock which is scarce, and in consequence prices are firmly held, and it is unlikely that any decline will take place for some time. Stocks, in all hands, are pretty small and with the continued arrivals of fresh fruit an advance is not looked for in dried fruit. We hear of a lot of ordinary stock raisins being sold at 3c. We quote: Valencias, ordinary, 3½ to 4c.; No. 1 off stalk, 4½c.; layers, 6c. to 6¼c.; Patras currants, 5 to 5¼c.; Vostizzas, in cases, 7½ to 8c.; provincial currants, 4½ to 5½c.; do. in half barrels, 5 to 6c.

## GREEN FRUIT.

Since our last report the green fruit trade has shown a decided change for the better. Valencia oranges are in good demand at old prices and the same may be said of Messinas which are meeting with better enquiry. Lemons have advanced in price and are now selling at \$2.00 to 3.50. The demand since our last has been good, locally the country enquiry has also shown a marked improvement. In pineapples the glut of the stock has at last been worked off, and a fair business is reported at old figures. The market is steady in strawberries and southern stock is meeting with fair sales at easier prices. Advices from the strawberry districts west, say the growers expect to have a good crop and that fine progress has been made during the past week. Bananas are firmer and meet with good sales. We quote: Valencia oranges \$6 to \$7; bloods in half boxes \$2.75 to \$3; Massinas \$4 to \$4.50; lemons \$2 to \$3.50; pineapples 7 to 15c. each, strawberries 18c. to 25c. per box, bananas \$1 to \$1.75 per bunch.

## APPLES.

Under the present light stocks of apples are firmly held and only a fair business is

being done on a basis of \$4.50 to \$5.00 per barrel for prime stock. There is no snap in the demand for evaporated and dried are on the same footing and prices are easier in both lines. We quote apples \$4.50 to \$5 per barrel; evaporated 6 to 7c.; dried 4 to 4½c., and evaporated peaches 12 to 13c. per tin.

## HOPS.

The hop market remains dull but dealers are talking firm as the market will not be effected till the new stock arrives in the fall. Pressed hops have shown a decidedly better tone this week as quite a few small lots have been moved. We quote bulk 24c. and pressed 16 to 18c.

## FISH.

In fresh fish the only lines that are having good call is haddock and salmon. Gaspe salmon is arriving more freely and sales have been reported at 20c. per lb. in cases. British Columbia is quoted at 15c. per lb. cod and haddock is selling at 3¼ to 3½c. lake trout and white fish bring 6½ to 7c. per pound. Smoked and pickled fish is quiet. We quote smoked Yarmouth bloaters, per 60 box, \$1.00 to \$1.10; St. John's bloaters, per 100 box, 80c. to \$1.00; boneless cod, large boxes, 6 to 7c.; do. small boxes 7 to 8c.; finnan haddies 7 to 8c.

We quote No. 1 herring, per brl., \$4.50 to \$4.60; lake trout, per half brl., \$4.00 to \$4.25; sea trout, per bbl., \$8.25 to \$8.75; codfish, green, No. 1, per bbl. \$4.75 to \$5.00; do. No. 2, per bbl. \$4.25 to \$4.50; codfish, dried, per bbl. \$4.25 to \$4.50; salmon, B.C., per bbl. \$13 to \$13.50; do., Nfld., No. 1, per tee, \$22.50 to \$23; do. do., No. 2, per tee, \$21 to \$21.50; do. do., No. 3, per tee, \$20 to \$20.50.

## PROVISIONS.

There has been a fair demand for Canada short cut during the week, but the volume of business still continues slow at steady prices. We quote as follows:—Canadian short cut, per brl. \$16.25 to \$16.50; mess pork, western, per brl. \$14.00 to \$14.75; short cut, western, per brl. \$15.50 to \$17.00; hams, city cured, per lb. 10c. to 10½c.; lard, Canadian, in pails 8¾ to 9c.; bacon, per lb. 9 to 10c.; lard, com. refined, per lb. 7 to 7¼c.

## BUTTER.

The butter market is dull and heavy. The receipts are still confined to fodder stock, so that export business is not noted, and the jobbing demand being small the tendency is heavy. Sales of creamery are reported at 18c., while Township dairy is held at 17 to 18c. Free offerings of roll stock are another depressing factor, as they are let go at all sorts of figures, and sales have transpired during the week as low as 13c. for fresh stock. We quote creamery at 18 to 18½c., Township dairy 17 to 18c., Western dairy 14 to 15c., and rolls 13 to 13½c.

## CHEESE.

The cheese market is unchanged, the difference between white and colored stock being maintained. Business on spot, apart from the dealings at the wharf, was not important, but considerable variation was noted in regard to values. However, 10½c. to 10¼c. seems to be the idea for white, and the sales at the wharf were at 10½c., the offerings aggregating 400 boxes. Other sales in a regular shipping way were spoken of also, but the above range will cover them. For colored stock the feeling is easy at 9½ to 9¼c. Mail advices speak of strong markets in Great Britain, but for all that there are those who persistently talk lower prices. This is natural enough as the slump will have to come sooner or later, of course, but

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Wholesale Grocers,

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## CANNED GOODS

Full assortment of Tomatoes, Corn, and Peas of all the best brands, including Miller's "Little Chief," "Faultless," "Aylmer," "Bowlby's," "Delhi," "Lakeport," Simcoe, and Ontario. We have also cheaper brands in stock and some fine values in Canned Peaches, Plums, Apples and Pears. Closest prices to the trade for "Clover Leaf" Lobsters.

**Sloan & Crowther**

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## Canned Fruits, VEGETABLES AND MEATS.

A very large and well assorted stock of these goods at low prices.

Ask for Nimkish River Salmon in tall tins and Clover Leaf Salmon in flats. These are the finest goods in the market.

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Special Attention always given to Mail Orders.

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**New Atlas Prunes**

In Boxes 55 lbs. net, at 6c. lb.

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RIOS—To arrive ex S. S. Humbolt

IN STOCK:

East India, Java and Mocha.

EXCELLENT VALUE.

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ESTABLISHED 1846.

Wholesale Grocers and Importers of

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96 & 97 Dundas St., London, Ont.

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IMPORTERS OF TEAS

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WHOLESALE GROCERS,

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**Irish Mustard.**

Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

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PORTO RICO COFFEE,

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**Thos. KINNEAR & Co**

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—: JAPAN TEAS :-

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

Drop a postal card for samples.

49 Front Street East,

**J. W. LANG & CO.,**

WHOLESALE GROCERS,

JUST TO HAND:

**Ceylon AND Assam**

**TEAS.**

Several New Lines. Good value.

59, 61, 63 FRONT STREET EAST,

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**JAPAN TEA**

NEW SEASON'S,

TO ARRIVE

Ex. S. S. Empress of India.

**PERKINS, INCE & Co.,**

41-43 Front St. East,

**TORONTO.**

J. F. EBY. HUGH BLAIN.

## CANNED FRUITS

At Way Down Prices.

Write us for quotations or send orders.

**EBY, BLAIN & CO.,**  
WHOLESALE GROCERS,  
TORONTO, ONT.

## MONTREAL MARKETS—Continued.

in the meantime business has to be done, and salesmen in the country naturally extract the last cent, it is quite likely, though, that some recent purchasers may lose money, and if precedent goes for anything the longer prices hold up the greater will be the decline when it does come.

Ogdensburg, N. Y., May 28.—There was an exciting board here to-day, ten buyers being present and were active bidders. Offerings were 1,698 boxes; 302 at 10 1-16c., 1,204 at 10c., 192 at 9 15-16c.

London, May 28.—Twenty-two factories offered 2,552 boxes May make. Sales, 962 at 9 1/2c. 260 at 9 3-16c. 100 at 9 1/4c.

Canton, May 28.—At this market 400 cheese sold at 9 13-16c. 1,400 at 9 3/4c. and 350 tubs butter at 18 1/2c.

## EGGS.

Under heavy receipts and only fair demand the egg market continues very weak, and prices rule easier, 10 to 11c. being about the figure now. Packers are busy pickling, and find it hard work to keep their stores cleaned up.

## GRAIN.

In grain there is some business in the coarser lines, but wheat is nominal. No. 2 hard Manitoba, 94 to 95c; No. 3 do., 83 to 86c.; No. 2 Northern, 00 to 00c.; peas, 77c. to 78c. per 66 pounds; oats, 34 1/2 to 35 1/2c. per 34 pounds; corn, 57 to 60c., duty paid; feed barley, 40 to 42c.; barley, middling, nominal.

The stocks of grain and flour in store in Montreal show a decrease of 21,682 bush. of wheat, 3,858 barrels of flour, and an increase of 14,512 bushels of peas, 50,950 bushels of oats, 231 bushels of barley, 109 bushels of rye, compared with a week ago. and an increase of 220,681 bushels of wheat, 187,447 bushels of peas, 333,732 bushels of oats, 74,283 bushels of barley, 19,214 bushels of rye, 4,841 barrels of oatmeal, and a decrease of 16,766 barrels of flour, compared with a year ago.

The stocks of flour and grain in store in Montreal on the dates mentioned were as follows:

	May 28, 1892.	May 31, 1892.	May 30, 1891.
Wheat, bush.....	622,984	644,665	402,302
Corn, bush.....	.....	.....	5,032
Peas, bush.....	302,533	375,084	195,122
Oats, bush.....	511,119	460,169	177,387
Barley, bush.....	100,342	100,111	26,059
Rye, bush.....	40,755	40,646	21,541
Flour, brls.....	54,543	58,401	71,309
Oatmeal, brls.....	5,167	5,170	326

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

ST. JOHN, N.B., June 2, 1892.  
GROCERIES.

In spite of the fact that last week contained only five business days there seemed more activity among the jobbers than has been noticed for several weeks, there being a good demand for all lines of grocers. The lower grades of teas are in demand, sugars are unchanged, cornmeal is somewhat higher, rice is firmer and money is circulating more freely.

Dried Fruits—Currants are in fair demand the prices having sagged off somewhat the past week. cases are selling at 5 to 5 1/2c. as to quality. Off-stalk Valencia raisins are selling at 5 to 5 1/2c., layers at 6 1/2 to 7c., prunes at 6 1/2 to 7 1/2c.

Rice—The market has a firmer tone, though without any actual advance 3 1/4 to 3 3/8c. being the selling prices.

Teas—There is a better demand for the lower grade teas, and stocks are getting low.

In the higher grades there is no change. Oolongs are moving slowly.

Sugars—Trade in sugars the past week shows a slight improvement, without any change in values. Granulated is quoted at 4 3/8 to 4 1/2c., extra at 3 3/8 to 3 3/4c., yellows at 3 3/8 to 3 1/2c.

## COUNTRY PRODUCE.

Eggs—Find a ready sale at 9 1/2 to 10c.

Potatoes—Are still a drug on the market. Present prices are 80c. to \$1 per barrel.

Dried Apples—Are selling at 4 1/2 to 5 1/2c. Very few evaporated are selling; quotations are 8 to 8 1/2c.

Onions—The kinds that are selling are Egyptian at 2 3/4 to 3c. per lb., Bermuda at \$1.80 to \$2 per crate.

Hides—Are rather weaker at 3 to 3 1/2c.

Apples—Very few are offering. They readily sell at \$3.50 to \$4 for choice stock.

Butter and Cheese—Butter is lower in price at 11 to 20c. New cheese is 11 to 12c.

## PROFIT IN QUICK PAYMENTS.

The question "Are quick payments profitable?" can only be answered in one way. They certainly are, both to the buyer and to the seller. For the buyer a saving of interest, at a high rate easy to be calculated, and for the seller a prompt settlement of the account. This cancels the risk, besides giving him ready money to use in his business. The interesting part of the question is, however, not whether such payments are profitable, but why we do not find more firms taking advantage of them. This opens up nearly the whole of the very large subject of general credits, if not of the conduct of business. At the present time I will undertake to discuss only that part of the subject which concerns the reason why discounts are not more often taken, rather than what is to be gained by so doing.

This, as hinted above, carries with it the discussion of methods of business. Lack of capital is, perhaps, more often assigned as a reason for inability to discount one's purchases than anything else, and this, to the man who sees no way of increasing his capital, appears an insuperable difficulty. Those persons, however, who have had the pleasure of seeing a large business grow under their hands from very small beginnings, have learned that there are other ways to practically increase capital without actually having ready cash put in from outside sources. This is, perhaps, the portion of the subject which will prove, if not the most interesting, certainly the most valuable to the ordinary retail merchant. Good collecting—the calling in of funds which have for a long time been locked up in outstanding accounts, perhaps some of them being due from what the merchant is in the habit of considering the best class of trade, and which he fears to make much of an effort to collect from, owing to the danger of incurring ill-will and perhaps losing patronage—good collecting, I repeat, is essential. He should remember that there is no money made on the sale until the account is paid,

and that over it stands an interest charge which slowly but surely eats up the profit. Often in this best class of accounts are found those which for one reason or another drop into the lower class, and a fair proportion of them are never paid at all. The nearer the seller who has not an unlimited cash capital can arrange to do a strictly cash business himself, the more possible it will be for him to do his buying for cash.

Another method of increasing the ready capital at one's command is by turning old stock into cash. There are few stores, if any, in which goods do not accumulate which are not easy to sell. Changes of styles, broken assortment, to say nothing of actual mistakes in buying, all contribute to this end. A certain amount of stock must necessarily be carried, but no matter how carefully this part of the business is looked after, there are accumulated goods which originally cost money, but which it is hard to again turn into it. Every dollar of such stock that is sold furnishes the merchant with a dollar with which to buy goods which can be turned in a short time, thus giving him the cash with which to discount new purchases. Another cell in which is locked up many a good dollar is that of too large a stock. In these days when most of the business is done by travelling salesmen, who are selected in the main simply for their ability to sell the most goods, it is not always easy to confine one's purchases within the limit originally dictated by the best judgment. Added to this is the demand which every storekeeper has often had from people coming in every day and asking for an article which he has not on his shelves. It is easy at such times to think that if the wished-for article were only in his store an easy sale and sure profit might have been made. Everyone of our most successful business men has, however, learned that there are some sales which it is more profitable to lose than to make, very largely because the profit on an occasional transaction is more than compensated for by the interest on the stock of goods which he would be compelled to carry, and from which he would sell only at rare intervals.

These are only a few of the many methods of increasing an active capital which will suggest themselves to the mind of a man who gives the matter careful thought. The reward which comes to the merchant who conducts his business on a cash basis is so ample that it should stimulate an intelligent effort on the part of those who have heretofore thought it impossible to accomplish.—Ex.

An oatmeal mill is in process of erection at Westminister, B. C.

On the 31st, Trenton was visited by a disastrous fire, this time Saylor's block falling a prey to the flames. The origin of the fire is a mystery. The ground floor was occupied by W. Clarke, grocer. He is insured for \$400. The building cost over \$5,000, on which there was an insurance of \$900 only.

We would call the attention of our readers to the advertisement of the National Cash Register Co. on another page in this journal. This enterprising firm have over 40,000 of their "Silent Cashiers" in use in all classes of business, and their output exceeds 1,000 machines per month. Their cash register is becoming universally recognized as an absolutely necessary adjunct in a retail business.



# HALIFAX SUGAR REFINERY, (LTD.)

## “WOODSIDE” BRAND.

**PURE CANE SUGAR. NO BEET. NO CHEMICALS.**

**O**UR Extra Standard Granulated is absolutely Pure and has no Superior.

N. B.--Please note our brand, “**WOODSIDE**” and do not confound us with other firms.

A. H. BADGEROW.

ALEX. H. DIXON.

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

Highest award, Toronto Exhibition.

### FAMOUS “STAR” Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock.

**F. W. FEARMAN,  
HAMILTON, ONT.**

### 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.

## GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



**CHOCOLATES.**

There is no other Blacking for sale in Canada equal to

### P. G. FRENCH BLACKING.

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

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

## E. BROWN & SON'S

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

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



## SALES MADE OR PENDING.

Daniel McKinnon, grocer, Summerside, P.E.I., has sold out.

Charles W. Busk, general merchant, Balfour, B.C., has sold out.

J. D. Teetzel, grocer, Marpeth, Ont., has sold out to A. D. Patterson.

J. S. Young, general merchant, Virden, Man., has sold out to W. C. Edgar.

L. B. Cochrane, general merchant, Medicine Hat, N.W.T., has resold his stock to Mrs. Cochrane.

Parrish & Lindsay, produce dealers, Brandon, Man., have sold out their retail branch to H. S. Ball and Wm. Knox.

## CHANGES IN STYLE OR COMPOSITION OF FIRM.

St. James & Molleur, grocers, Montreal, have dissolved.

Hachey & Chenard, general merchants, Garaquet, N. B., have dissolved.

J. A. Tombinson, flour and feed dealer, Vancouver, B. C., is succeeded by Tombinson & McTaggart.

Betts & Gynne, general merchants, Prince Albert, N. W. T., have dissolved, John F. Betts continuing.

M. C. Marshall, general merchant, Clarence, Man., has registered consent for his wife, W. G. Marshall to do business.

Allen Parks, general merchant, Port Medway, N. S., has registered consent for his wife Henrietta Parks, to do business.

R. T. Craig & Co., grocers, Truro, N. S., have registered co-partnership. Richard T. Craig is the sole member of the firm.

Jackson & Robinson, general agents, Brandon, Man., have dissolved, Jackson continuing under the style Jackson & Co.

Charles E. Creighton, grocer, Halifax, has registered consent for his wife, Alice Creighton, to do business as Creighton & Co.

S. R. Giffin, general merchant, Isaac's Harbor, N. S., has admitted Oswald J. Giffin as partner, under the style S. R. Giffin & Son.

## FIRES.

Joseph White, flour and feed dealer, Toronto, is burnt out.

Mrs. Jane Mitchell, grocer, Fairville, N. B., is burnt out. Insured.

## REMOVALS AND DEATHS.

W. D. Spencer, grocer, Halifax, is dead.

Alph. Charlebois, general merchant, La Prairie, Man., is dead.

A. D. Ross, of Thompson & Ross, general merchants, Nesbitt, Man., is dead.

John F. Wulff, of John T. Wulff & Co., importers and manufacturers' agents, Montreal, is dead.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

John D. Ross, of Truro, grocer, has assigned.

Rhodes & Co., grocers, of Halifax, have assigned.

F. A. Millette, grocer, Windsor Mills, Que., has assigned.

T. R. Jones, general merchant, Northfield, B.C., has assigned.

Joseph Le Blanc, crockery dealer, Winnipeg, has assigned.

D. Parent & Co., hay and flour dealers, Montreal, have assigned.

Valentine McDonald, general merchant, Whitehead, N.S., has assigned.

Clementson & Patterson, general merchants, Broadview, Man., have assigned.

E. E. Mills & Co., general merchants, Kinmount, Ont., have assigned to Richard Tew, Toronto.

## LONDON BROOM FACTORY.

Brooms, Brushes, Whisks, &c.

Send us a sample order.

Satisfaction guaranteed.

ROBERT GURD, London, Ont.

## Lion Spice Mills.

Manufacturers and Importers Mustard, Extracts, Bird Seed, Baking Powder.

Finest quality, lowest price.

The Lion Spice Man'g. Co.,  
LONDON, ONT.

## Elliott, Marr &amp; Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.



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

G. T. HEISEL,  
36-38 Lombard St  
TORONTO.



"CAIRN'S"

HOME MADE MARMALADE.

As supplied to Her Majesty, The Queen.

Import orders for MAY shipment of these fine goods should be placed at once.

BLAICKLOCK BROS, MONTREAL.  
General Agents for Canada.

TORONTO AGENTS:

WRIGHT & COPP,

40 Wellington St. East, Toronto

M

MASURET

AND

CO

WHOLESALE

GROCERS

LONDON-ONT

Indispensable,  
Incomparable,  
Faultless.



Of our "Telegraph" Matches, 30 cents per case; Our "Telephone," 30 cents per case, and our "Parlor," 10 cents per case.

Our "No. 1 Telegraph Matches" are packed in wood-board caddies, thus reducing the weight of the 10 gross case to about 60 lbs., but without reducing the quality or quantity. These caddies are printed in assorted colors and make a handsome display.

Our Matches please the  
Public Everywhere.

TORONTO BRANCH :

29 Front St. W.

The E. B. EDDY CO.,

Hull, Canada.

## FOR SALE.

GROCERY BUSINESS FOR SALE IN TOWN of Regina, N.W.T., stock and fixtures. Premises can be rented. Write box 424, P. O. Regina.

## SITUATIONS VACANT.

Advertisements for assistants in retail and wholesale houses, under this head, free.

## BUSINESS CHANCES.

Advertisements inserted under this heading one cent per word each insertion.

CANADIAN AGENTS WANTED, FOR FOREIGN manufacturers of Vinegar and Mustard. Apply with references, C. & Co., care CANADIAN GROCER.

EVERY DEALER should keep  
**TEXAS BALSAM**

The Best Healer for Cuts, Galls, Scratches and all wounds on Horses and Cattle. Sample by mail, 25 cents. Price to the Trade \$1.80 per doz., express prepaid also. Write for Circulars and Testimonials.

Address, C. F. SEWORTH,  
6 Wellington St. East,  
Toronto.  
TERMS: Cash with order.

TANGLEFOOT  
Sticky Fly Paper

IS SOLD IN

## CANADA

By the following Jobbers:

## TORONTO.

Lyman Bros. & Co.  
Kilgour Bros.

## MONTREAL.

Evans & Sons, Lt'd.  
Lyman Sous & Co.  
Lyman, Knox & Co.  
Kerry, Watson & Co.  
N. Quintal & Fils.

## QUEBEC.

W. Brunet & Co.  
Edmund, Giroux &  
Bro.

## KINGSTON.

Henry Skinner & Co.  
LONDON.

Jas. A. Kennedy & Co.  
C. McCallum & Co.

## HALIFAX.

Brown & Webb.  
Forsyth, Sutcliffe &  
Co.

Simon Bros. & Co.

WINNIPEG.  
Martin Rosser & Co.

VICTORIA.  
Moore & Co.

Langley & Co.

VANCOUVER.  
H. McDowell & Co.

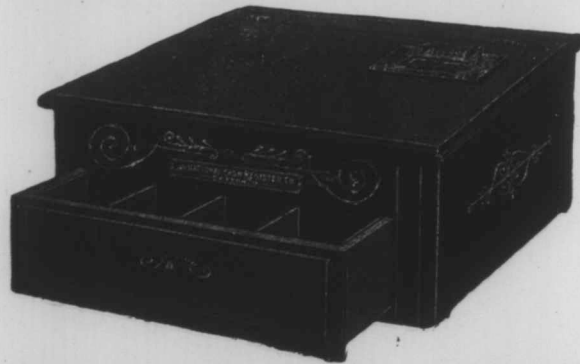
NANAIMO.  
E. Pimbury & Co.

NEW WESTMINSTER.  
D. S. Curtis & Co.

## TANGLEFOOT NEVER SPOILS.

## Autographic Cash Registers.

Before ordering any Autographic Register, see the NATIONAL. Guaranteed equal to the PECK, the STANDARD, or any other Register of this kind, and only half the price.



No. 33 AUTOGRAPHIC, with Combination Lock, \$20.

Why pay others \$30 or \$40 for an Autographic Register when we will sell you one superior to any other made, for \$15 or \$20?

**THE NATIONAL CASH REGISTER CO.,**  
**DAYTON, OHIO, U. S. A.**

Canadian Salesrooms: } Toronto, Ontario, 63 King Street W  
} Halifax, N. S., 107 Hollis Street.

Montreal, P. Q., 174 St. James Street.  
Winnipeg, Mar., Main and Queen Sts

## COLLINGWOOD FISHERY.

Fresh Trout  
and  
Whitefish

Received daily and shipped by express in barrels of 100 to 200 lbs., and in carts of 800 to 1500 lbs. each.

A. MONTGOMERY, Agent.  
Collingwood, Ont.



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.

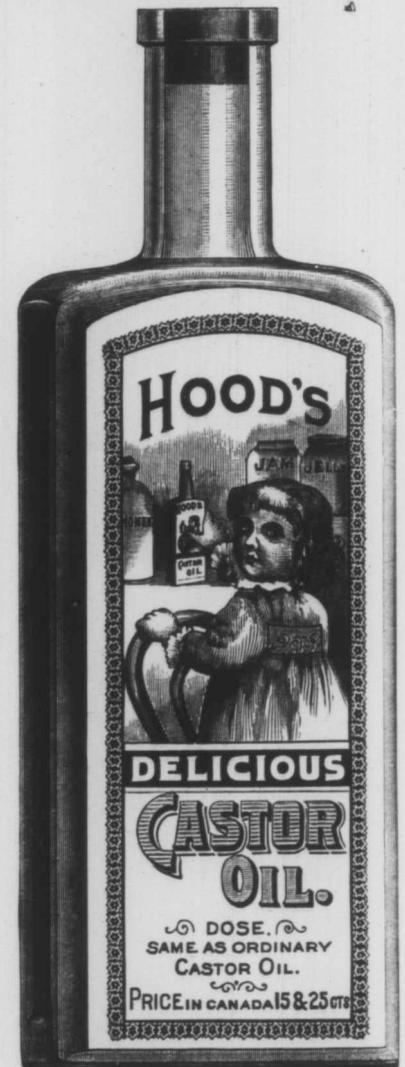
AGENTS, Stanway & Bayley, Toronto.  
Agents for Ontario

W. S. Goodhugh & Co., Montreal.  
Grant, Horn & Bucknall, Winnipeg.

## YOU

Have wished for something of this nature many a time, and we respectfully solicit your assistance in placing it before the public.

It will pay you to push Hood's Delicious Castor Oil.



## What we claim for the above:

- (1) As a cathartic for women and children it is absolutely safer and much preferable to any Patent Medicine or Soothing Syrup.
- (2) It is virtually pure Castor Oil, as it contains 99 PER CENT. of the FINEST OIL PROCURABLE.
- (3) No trouble to administer, particularly to the little folks, as it is just as the name implies, "Delicious."
- (4) Contains no Chloroform, Glycerine, or any injurious ingredient.
- (5) Recognized and appreciated by the Medical profession wherever known.

## Demand Rapidly Increasing.

Big Profits to Pushing Retailers.

Ask your Wholesale Grocer for it, or write direct to the Manufacturers for Samples and Quotations

**WM. HOOD & CO.,** Sole Proprietors,  
48 & 50 Lombard St., TORONTO.

Cowan's HYGENIC COCOA. ROYAL NAVY ROCK CHOCOLATE.

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

Ask For Them.

The Cowan Cocoa and Chocolate Co. L'd, 14 and 16 Mincing Lane, Wellington St. W. Toronto

We Please Them All!

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

THE SUPPLY CO., Niagara Falls, Ont.

THE Oakville Basket Co., MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

Oakville, Ont.

DR. PRICE'S Cream Baking Powder.

Contains neither Ammonia or Alum Prof. Pettekofer, of Munich, Germany, says: "The poisonous action of Ammonia, like that of Carbon monoxide, is due to its action upon the nervous system, and especially upon the nerve centers."

HOW TO DRESS YOUR WINDOWS

is explained in my 30 page Pamphlet. FREE. To purchasers my book of 300 ways to dress windows, containing 250 pages and 150 illustrations, devoted to every line of business. You send \$1.50 and I do the rest. A Nickel-Plated Hammer given as a Souvenir if this AD comes with order. HARRY HARMAN, Window Dresser and Decorator, P. O. Box 537, Louisville, Ky.



Johnston's Fluid Beef The Great Strength-Giver.

THE MOST PERFECT FORM OF CONCENTRATED NOURISHMENT.

Stimulating. Strengthening. Invigorating.

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

TORONTO.

AGENTS FOR

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, June 2, 1892.

This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities 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.

COOK'S FRIEND.

Table listing various food items like OCEAN WAVE, WHITE STAR, and their prices per dozen.

Table listing various food items like Digestive, Dairy Wafer, Garibaldi, etc., and their prices.

Table listing BLUE items like Reckitt's Pure Blue, TELLIER, ROTHWELL & CO'S, etc.

Table listing CORN BROOMS, CHAS. BOECKH & SONS, etc.

Table listing LONDON BROOM FACTORY items like Parlor Brooms, No. 1 Climax, etc.

Table listing CANNED GOODS like Apples, Blackberries, Blueberries, etc.

BAKING POWDER.

Table listing Cleveland's Superior Baking Powder in various tins and prices.

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

BISCUITS.

Table listing various biscuit brands like Abernethy Arrowroot, Butter, etc.

Table listing BLACKING items like Day & Martin's, Spanish, Japanese, etc.

Table listing BLACK LEAD items like Reckitt's Black Lead, Royal Black Lead, etc.





Prices current, continued.

**PETROLEUM.**

to 10 bbl lots, Toronto...	Imp. gal.	
Canadian	0 14	0 15
Caron Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 23	0 23
" Water White	0 24	0 25
Photogene	0 27	0 00

(For prices at Petrolia, see Market Report.)

**PICKLES & SAUCES.**

**BRYANT, GIBSON & CO'S. TORONTO PICKLES.**

John Bull, mixed, in bulk	\$0 45
" Chow Pickle, in bulk	0 50
" mixed and Chow Chow	1 90
" mixed and Chow Chow	2 15
John Bull, mixed and Chow	3 40
Chow, qts.	3 40
John Bull, mixed and Chow	1 90
Chow, 16 gal.	2 20
Horse Radish, bottles, per doz.	2 20

**THE T. A. SNIDER PRESERVE CO., (Wright & Copp, Toronto, Agents.)**

Home Made Tomato Catsup, qts	6 00
" " pts	3 50
" " 1/2 pts	2 00
Chili Sauce	4 50
" " pts	3 25

**SOUPS (in 3 lb. cans).**

Tomato	3 50
Fancy—Chicken, Mock Turtle, Cream of Corn, Pea, Celery, Asparagus	4 50
Fancy—Chicken Gumbo, Oy Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne, Vermicelli, Vegetable	4 25

**SAUCES.**

John Bull, kegs, per gal.	1 25
" 1/2 pt bottles, per doz.	1 00
(according to quantity) 90c. to	1 00
Devonshire Relish, kegs per gal	1 75
" 1/2 pt bottles,	1 25
Niagara Tomato, kegs, per gal.	1 25
" Reputed pts.	2 25
Raspberry Vinegar, per doz	2 25
Raspberry Syrup and Vinegar.	2 25

**Terry's Candied Peels. c. p. peel**

Lemon, 7 lb. boxes	3 60
Orange,	6 25
Citron,	6 50
LEA & PERRIN'S. per doz.	3 25
Worcester Sauce, 1/2 pts.	6 00
" " pints	3 25
" " quarts	6 00
Harvey Sauce-genuine—hlf. pts	3 25
Mushroom Catsup "	2 25
Anchovy Sauce "	3 25

**PRODUCE.**

**DAIRY.**

Butter, creamery, tubs.	\$0 17	\$0 20
" " dairy, tubs, choice	0 14	0 12
" " medium	0 12	0 10
" " low grades to com	0 10	0 15
Butter, pound rolls	0 12	0 13
" " large rolls	0 12	0 13
" " store crocks	0 09	0 11

**COUNTRY.**

Eggs, fresh, per doz.	0 10
" limered	1 05
Beans	2 25
Onions, per bbl.	0 30
Potatoes, per bag.	0 18
Hops, 1890 crop.	0 18
" 1891 "	0 07
Honey, extracted	0 12
" section	0 08

**PROVISIONS.**

Bacon, long clear, p. lb.	0 07
Pork, mess, p. bbl.	13 00
" short cut	16 00
Hams, smoked, per lb.	0 10
" pickled	0 09
Bellies	0 09
Rolls	0 08
Backs	0 10
Lard, Canadian, per lb	0 10
Compound	0 07
Tallow, refined, per lb.	0 05
" rough,	0 02

**RICE, ETC.**

Rice, Aracan	5 6
" Patna	4 5
" Japan	5 6
" extra Burmah	3 4
" Java extra	6 7
" Genuine Old Carolina	6 7
Grand Duke	4 5
Sago	4 5
Tapioca	5 5

**ROOT BEER.**

Hire's (Liquid) per doz	\$2 00
-------------------------	--------

**SPICES.**

**GROUND.**

Pepper, black, pure.	\$0 12	\$0 15
" fine to superior	10	18
" white, pure	20	25
" fine to choice	25	27
Ginger, Jamaica, pure	18	25
" African,	16	25
Cassia, fine to pure	14	25
Cloves,	12	15
Allspice, choice to pure	30	35
Cayenne,	75	1 20
Nutmegs,	1 00	1 25
Mace,	30	35
Mixed Spice, choice to pure	25	37
Cream of Tartar, fine to pure		

**STARCH.**

**EDWARDSBURG STARCH CO. LIMITED MONTREAL. c. per lb**

No. 1 White, 4 lb cartons	4 1/2
Canada Laundry	3 1/2
Silver Gloss, crates, 6 lb. boxes	6 1/2
Silver Gloss, 1 lb chromos	6 1/2
Satin, Starch 1 lb chromos	4 1/2
No 1 White, barrels & halves	4 1/2
Benson's Canada Prepared Corn	7 1/2
Canada Corn	8 1/2
Rice Starch, 1 lb.	8 1/2

**BRITISH AMERICA STARCH CO BRANTFORD.**

1st quality white, in kegs and bbls	4 1/2
1st quality white, 3 lb. cartons.	4 1/2
Lily White gloss, crates	6 1/2
Brantford gloss, 1 lb.	6 1/2
Lily White gloss, 1 lb chromo.	6 1/2
Canada Laundry, Boxes	4
Pure Prepared corn	7
Challenge Corn	6 1/2
Rice Starch, fancy cartons	8 1/2
" cubes.	7 1/2

**KINGSFORDS OSWEGO STARCH.**

**Pure Starch—**

40-lb boxes, 1, 2 and 4 lb pack'g's	8
35-lb " 3 lb. packages	8
12-lb "	8 1/2
38 to 45-lb boxes.	8

**Silver Gloss Starch—**

40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " 1 lb. package	9 1/2
40-lb " 1/2 lb.	10
40-lb " assorted 1/2 and 1 lbs.	9 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9

**Oswego Corn Starch—for Puddings, Custards, etc.—**

40-lb boxes, 1 lb packages	8 1/2
20-lb "	8 1/2

**ST. LAWRENCE STARCH CO'S**

**Culinary Starches—**

St. Lawrence corn starch	7
Durham corn starch	6 1/2

**Laundry Starches—**

No. 1, White, 4 lb. Cartons	4 1/2
" " Bbls	4 1/2
" " Kegs	4 1/2
Canada Laundry	3 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1/2
Ivory Gloss, fancy picture, 1 lb. cartons	6 1/2
Patent Starch, fancy picture, 1 lb. cartons	6 1/2
Ivoryine Starch in cases of 40 packages	\$3 00

**SUGAR. c. per lb**

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

**SALT.**

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

**SYRUPS AND MOLASSES.**

**SYRUPS. Per lb.**

D	1 1/2	2
M	2	2 1/2
B	2 1/2	2 1/2



# KINGSFORD'S

# OSWEGO

# STARCH

PURE AND SILVER-GLOSS CORN STARCH

FOR THE LAUNDRY | FOR THE TABLE

THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

## T. KINGSFORD & SON,

OSWEGO, N.Y.





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

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

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

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

*Redpath*

**CERTIFICATES OF STRENGTH AND PURITY.**

OFFICE OF THE PUBLIC ANALYST,

MONTREAL, September 9th, 1887.

*To the Canada Sugar Refining Co., Montreal:*

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

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

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

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

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

*To the Canada Sugar Refining Company:*

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

Yours truly,

G. P. GIRDWOOD.

# THE CANADIAN GROCER

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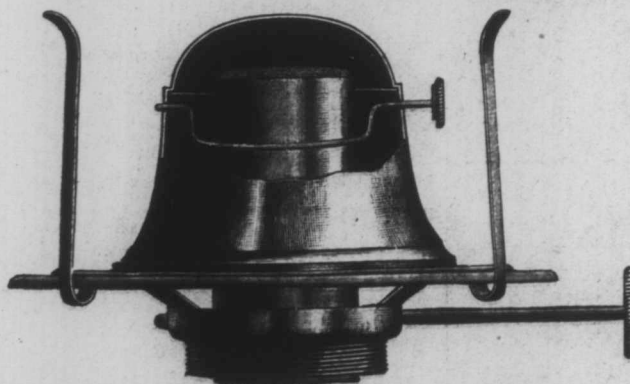
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