

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

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$2.00 PER YEAR

VOL. V.

TORONTO, APRIL 17, 1891.

No. 16

FINE GOODS OUR SPECIALTY.

MADRE E HIJO (7 SIZES).

**ABSOLUTELY PURE
DELICIOUS FLAVOUR
GREAT STRENGTH**

Are the principal
Characteristics
of The

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

H. A. NELSON & SONS'

MANUFACTURERS

AND

Wholesale Dealers

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AND

WHISKS,

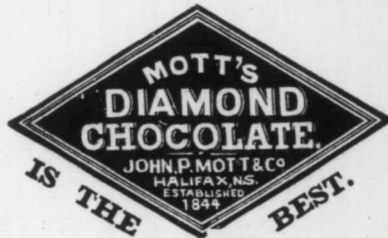
Brushes, Woodenware,

Baskets, Cordage,

Grocers' Sundries.

MONTREAL,

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EL PADRE AND CABLE.

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

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

ALWAYS ASK FOR THE
'John Bull' BRANDS.
Manufactured by
BRYANT, GIBSON & Co.



AGENCY FOR—
Ganong's Lily Chocolates,
Terry's English Bottled Confectionery,
Negree's French Crystallized Fruits.

W. BOULTER & SONS,
Picton, Ont.

PACKERS OF THE CELEBRATED



Canned Fruits and Vegetables.

Every can has a Lion on the Label. This label is a guarantee to the consumer that the quality is first-class. Ask your Grocer for the Lion Brand. Do not take any other.

Bay of Quinte
Canning Factories.

Head Office, PICTON. Branch, DEMORESTVILLE.

GIBSON & GIBSON
COCOA & CHOCOLATE
MANUFACTURERS.
33 & 35 WELLINGTON ST. EAST.
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The Sabiston Litho. & Pub. Co.?

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

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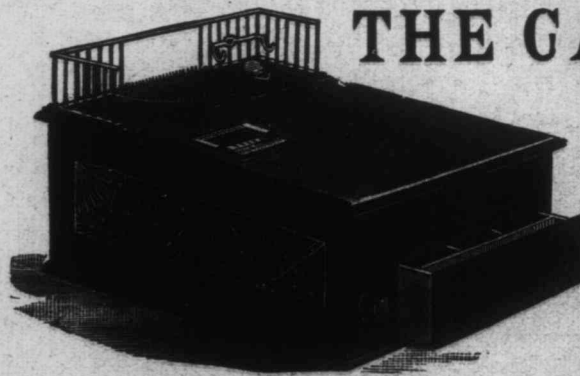
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Is the cheapest and best Cash Register ever offered for Storekeepers' use. Price, \$45.00. It gives about the same results as the high-priced machines, detects dishonesty and carelessness, and is adapted to any business. Send for Circular or call and examine at 24 Front St. West, Toronto.

GEO. F. BOSTWICK.

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BLACKING
THE
KING OF
BLACKINGS.



THE CANADIAN GROCER
& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

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

J. B. McLEAN & CO., (Ltd.)
PUBLISHERS.

115 ST. FRANCOIS XAVIER STREET,
MONTREAL.

8 WELLINGTON STREET WEST,
TORONTO.

Vol. V.

TORONTO, APRIL 17, 1891.

No. 16

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.

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

A USEFUL DAIRY BULLETIN.

The creamery will not only revolutionize butter-making in every locality where there is a creamery, but it will also deliver country storekeeping from one of the most vexatious and profit-devouring of its present conditions. Let the country merchant imagine himself doing a business which does not entail the buying of butter, and surely his lot will seem to be lightened by the lifting of half his cares. What would he give, if he could carry on trade without the risk of inflicting the wound which a woman seldom forgives, namely, the insinuation that her butter is not so good as her neighbor's? If he would retain the trade of people who make bad butter, he must never criticise; he must lose on the butter, he must lose on his goods. The trade is unsatisfactory in nearly every respect. It is almost a matter of doubt if it would not be better for the dealer to give credit to every butter-maker and accept what he can collect in cash, rather than give no credit and accept butter every time it is offered. Bad debts do not impoverish quicker, are not a greater proportion of the total debts, than bad butter is of the total quantity of butter handled.

A Special Dairy Bulletin on the establishment of cheese factories and creameries has lately been issued by Prof. Jas. W. Robert-

son, Dairy Commissioner at the Central Experimental Farm, Ottawa. This bulletin teems with information that would be highly appreciated by farmers if once they were induced to scan the book and learn the nature of its contents. Such books may be distributed broadcast through the agricultural districts and have little effect in the way of bringing factories into existence, or even of disposing the minds of the farmers towards the idea of making factory butter. The reason is that the pamphlets are not read. The importance of their contents never dawns upon the farmer. The official nature of them makes them more or less repugnant, as it is taken for granted that they are compilations of dry statistics, or similarly forbidding matter. Their usefulness is thus fettered.

The country merchant ought to get hold of this pamphlet and read it. He will see that the intention of it, and its manner as well as its matter are for the farmer's good. The work goes into all manner of details with the plain object of being practically helpful to every reader. With its clearly worded information there is nothing wanting to give the farmer an exact idea of the economy of the creamery system. How to build creameries, how to manage them, how to sell the butter, how to organize, etc., etc., all is given with careful fulness. If the country trader once acquaints himself with this book he will be likely to take an active interest in the formation of a co-operative company for the making of butter. Let him do so, and above all let him urge upon the farmers the wisdom of reading this book, and he will further the work greatly by so doing. The bulletin is liberally illustrated, is comprehensive, and is one of the best practical steps yet taken for the propagation of the factory idea for the making of butter and cheese. We commend it to our Nova Scotia

correspondent whose letter we publish in this issue. The bulletin is to be had free upon application to the Dairy Commissioner, Ottawa.

There is little doubt the work of establishing creameries has been retarded by want of information among the people as to the working of co-operative manufacture. They also lack knowledge of the procedure to be followed to set a co-operative factory on foot. It is timely that the extent of these wants has been discovered and recognized by the issue of the pamphlet we have referred to. That will dispel much of the hesitation, mistrust and ignorance that at present stand in the way of the co-operative idea propagating itself. The people refrain from more generally adopting that idea, not because they are opposed to it, but because they have had no available knowledge as to how they should proceed to adopt it.

FALSE BRANDS ON PICKLES.

It seems to be a fact that there are native manufacturers of pickles palming off their own wares as English goods. In some cases they rely upon the ignorance of consumers and label the bottles with the name of fictitious manufacturers, but the words, "London, England," are the talisman they rely upon to sell the pickles. In other cases they devise a name that differs only in some slight respect from that of well known English makers. The only test by which the consumer can be guided is price and quality. The price at which these counterfeit English pickles retail is 15c., which is below the figure they could be imported at. If purchasers confine their trade in pickles to the patronage of stock made by first class Canadian or English houses, they will not be deceived, and will get value for their money.

MEN OF THE TIMES.

MR. JOHN I. DAVIDSON.

"Every one is the son of his own work."

—Cervantes.

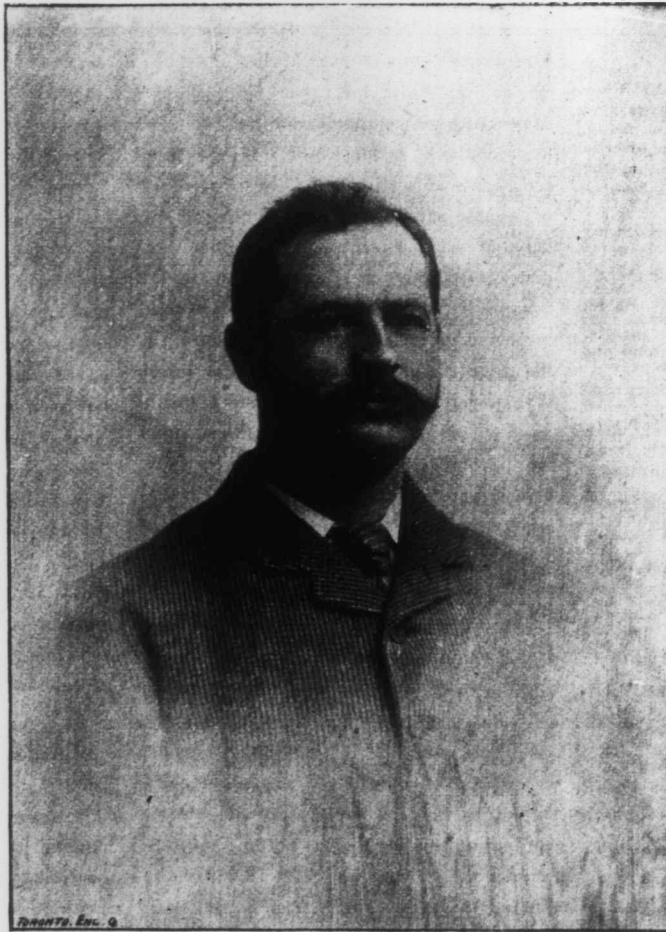
When a man attains an assured place as one of the leaders of commerce among his countrymen it is usually taken for granted, by those who do not know him personally, that the measure of his achievement must be about full. He is assumed to be an old man because he is a noted one, and is supposed to be engaged much more in the contemplation of triumphs than in the cherishing of hopes. The conception of a man who has already made a name for himself and still remains a man of great promise is not a common one, nor is the phenomenon itself a common one. Possibly the business methods of these times produce more of such men than there used to be, but they are rare enough yet. It is not given to many men to become, before they have reached middle age, the peers of the most successful in the field of their activity, and still be looked upon as coming men. One of those who can look both backward and forward with something of this satisfaction is Mr. John I. Davidson.

Mr. John Irvine Davidson is the senior member in the firm Davidson & Hay, wholesale grocers, Toronto, who also do a large lumber business at Cache Bay. He is President of the Toronto Board of Trade, having been chosen the second time to fill that office. He is Vice-President of the Bank of Commerce. He has been, since its inception, Chairman of the building committee of the Toronto Board of Trade. He is a director in several other monetary institutions, railway and insurance corporations, etc. Until recently he was captain of the leading company (A) of the Royal Grenadiers.

Mr. Davidson was born in Wartle, Aberdeenshire. He came to this country sixteen years ago. First he held a position in the Royal Canadian Bank; for the next three years he was with Geo. Michie & Co., wholesale grocers, Toronto; for about three years more he was with Tees, Costigan & Wilson, wholesale grocers, Montreal. He then became the partner of Mr. Fitch, with whom for four years he carried on business as a

wholesale grocer in this city, under the style of Fitch & Davidson. Five years ago he and Mr. J. D. Hay united in the present firm of Davidson & Hay, which does a business equal to the largest done by any house in the Dominion. The firm is young, its constituent members are young, and the best part of its life is before it.

Since Mr. Davidson has had to do with the grocery trade of Canada, Toronto has made its longest stride towards its present position as an important centre of that trade. In the last nine years he has seen, on the premises on which he has been principal



MR. JOHN I. DAVIDSON.

during that time, the business grew from \$350,000 to considerably over \$1,000,000 per annum. He has seen a purely wholesale trade developed. Of the centrifugal and centripetal tendencies that must wage with each other before any place is determined as the seat of any particular trade, he has seen the latter triumph in settling Toronto's hereafter as a wholesale grocery centre. He got his Canadian experience, therefore, in the liveliest phase of Toronto's developing grocery trade. What was to be learned in the last decade is probably worth as much as all a man could have learned in the preceding two decades of the Toronto grocery trade.

He learnt more than the rudiments of

commerce before he came to Canada. In Aberdeen and in London he studied the art of business under able directors, and was an acquisition to the ranks of our business men when he joined them. His thorough old-country training is one of the chief props that underlie his high reputation as a man of affairs. His own sagacity, integrity, a capacity for hard work, and a very genial manner are the others. The secret of his success must dissolve into these causes.

He does well whatever he undertakes to do. The company of which he was captain, and from whose command he has retired retaining rank, became under him the most proficient in its regiment. It carried off all the prizes for drill and shooting, and won the company team prize at the Dominion Rifle Association matches.

But a more permanent and magnificent testimony to the thorough-going nature and tremendous energy of the man is the noble Board of Trade building that has just been completed on the corner of Yonge and Front streets in this city. With that pile, which is the glory of Toronto's commerce, no other name is so closely identified as that of Mr. Davidson. He was chairman of the building committee throughout its existence, and made great sacrifices to give the matter that attention he conscientiously believed it deserved. There is no doubt that the building is a much grander and more substantial one than it would have been if Mr. Davidson had given it no more than the usual perfunctory oversight that most chairmen of building committees give to the structures they undertake to look after. The Board of Trade building is, therefore, in an important sense, a personal monument to the energy of Mr. John I. Davidson.

Mr. Davidson's fairmindedness and sagacious tact were useful to the city in the industrial crisis of the summer of 1890. For months nearly all building had been at a standstill, owing to a strike on the part of carpenters, bricklayers, masons and builders laborers. Attempts had been made again and again to settle the matter, but in vain, and nearly all the local business was paralyzed by the prolonged suspension of work. At last the question between employers and employes was referred to Mr. Davidson, who

proposed an arrangement satisfactory to both parties, and one that would for several years render impossible the repetition of such a misfortune. He found the wedge which caused the social deadlock, and was able to dislodge it. He thus justified the faith which both parties had in his probity and his ability to grasp all the circumstances of the problem.

It is known that Mr. Davidson has had opportunities to enter political life, but so far he has not been tempted by them. He has likewise avoided the highest municipal honor, which the people of this city have more than once shown their readiness to entrust him with. His ability has made him popular, but his popularity has not made him over ambitious.

TIME TO READ "THE GROCER."

"Yes, sir, I read the CANADIAN GROCER, and could get my money's worth out of it, if it cost \$4 a-year. I guess I do as much trade as any one in town, and I find time to read the GROCER, and I profit by it too." Such was the response, with two dollars, from Mr. A. T. Lawler, Whitby, when solicited by our representative for a renewal of his subscription to the CANADIAN GROCER. Our travelling man says he cannot understand how it is, that men like Mr. Lawler, and many others, who are always busy during business hours, manage to read the contents of the paper each week. Other merchants can be found on a stool looking for customers, and at the same time claiming that they have no time to read, forgetting that they have more idle time than they know what to do with. No, they don't read. If they did some of them would go out of business. No man loses anything in business by reading too much good business literature.

LICENSED SPICE MILLS.

Mr. C. F. Gallagher, of Todhunter, Mitchell & Co., of Toronto, had an interview with the Commissioner of Inland Revenue recently in the interests of owners of coffee and spice mills. In departmental reports the Commissioner has suggested that, in view of the extensive adulteration which has been going on in the manufacture of spices and baking powders, it might be well to bring spice mills under excise supervision, requiring them to take out an annual license, and submit to such regulations (with penalties in case of breach thereof) as will effectually deter the manufacturer from perpetrating such barefaced frauds as are now unhappily prevalent. Mr. Gallagher thoroughly approves of the proposal, believing that it will be a protection to the honest manufacturer.

Picton grocers have a co-operative delivery running successfully.

THE TORONTO RETAIL GROCERS' ASSOCIATION.

The Toronto Retail Grocers' Association held its April meeting on Monday evening, the 13th inst., in Richmond Hall. The following members were present:—President Barron (in the chair), Messrs. Thackray, Mara, Roberts, Moore, Clarke, Good, Harvey, McCulloch, Gibson, Johnston, Noble, Williamson, Bielby, Binnie, Lindsay, Tolchard, Hodgins, Donald, Saunders, Sykes, F. Britton, Morrish, Sully, Radcliffe, Mills, Parkhill.

The minutes of last meeting were read, and upon the motion of Mr. Mara, seconded by Mr. Williamson, were adopted.

The roll call was answered by all the officers.

NEW MEMBERS.

Mr. C. L. Noble was admitted to full membership upon the motion of Mr. Thackray, seconded by Mr. Clarke.

Mr. R. Kennedy was proposed by Mr. Thackray, seconded by Mr. Williamson.

COMMUNICATIONS.

RODNEY BOARD OF TRADE,
March 10, 1891.

DEAR SIR,—We are forming a business men's association here and would thank you for any information as to working in harmony and conjunction with a Provincial association. Also for copy of by-laws, constitution, and any other information. The favor will be reciprocated any time. Yours truly, G. E. WRAY, Sec.

TRENTON, March 23, 1891.

THE SECRETARY
RETAIL GROCERS' ASSOCIATION,
Toronto.

DEAR SIR,—A Retail Grocers' Association has been formed here, and as there is a difference of opinion expressed as to whether it would be of advantage to associate with your honorable body, will you kindly inform me at your earliest convenience what benefits we should receive. Any other information will be appreciated. Yours faithfully, JAMES CRAIG, President Trenton Retail Grocers' Association.

TRENTON, March 31, 1891.

JOHN F. THACKRAY,
Toronto, Ont.

DEAR SIR,—Would you kindly forward me constitution and by-laws of your association (retail grocers'). We have a good many of the grocers here who are willing to form an association here and would like your by-laws as a guide, we also intend joining with you in the near future, and if I am not asking too much, will you kindly forward and oblige, Yours, etc., J. W. HENDRICKS, Sec.

LONDON, March 14, 1891.

J. F. THACKRAY, ESQ.

DEAR SIR,—As Secretary and Collector of the Retail Grocers' Association of London, I take the liberty of writing you regarding the collecting of accounts. I expect to have a few accounts to collect from parties living in Toronto, and providing you do collecting for your association (or have a collector) you will probably have some to collect in London. Now, what I propose to do is exchange collections, allowing half commission, and do the same for you. I am allowed 10 per cent.

from members of the associations for collections in the city, but think we should get at least 15 per cent. for outside collections; in fact 20 per cent. is little enough. However, that will depend on what arrangement I can make with the parties giving me their collections, as the association does not touch on the commission on outside collecting; this is left with the collector and member to arrange. I would also like to exchange delinquent lists with you, that is, I will send you names of all delinquents on our list known to have gone to Toronto, and you send me all names on your list that are known to have come here. I think it would be well for all associations to exchange in the same way; it would be a great protection to members of these associations. I will be pleased to hear from you at as early a date as convenient. Yours, E. SUTTON, 248 Talbot street.

P.S.—How are you getting along with forming the Dominion Association? E. S.

STRATFORD, MARCH 17, 1891.

JNO. F. THACKRAY, ESQ.,

Secy. Retail Grocers' Ass'n., Toronto.

DEAR SIR,—We are organizing a butchers association, somewhat on the same lines as your Retail Grocers' Association as given in THE CANADIAN GROCER, and you would do me a favor if you would send me some of your forms.

Any favor I can do for you in return will be gladly done. Yours truly, FRED ABELACKER.

THE SUNLIGHT SOAP CO.

MR. ROBINSON, Manager.

DEAR SIR,—I am instructed by this association to acknowledge receipt of your communications of February 12th and March 7th, and in reply, to state that it is the opinion of this association that the soap (as per order) should have been delivered according to the terms as accepted by your agent, and I am also instructed to draw your attention to the following clause of the Executive Committees' report as adopted at meeting of March 9th, viz.: "That all goods are under combination where the manufacturer refuses to sell to retailers in quantities, at the same prices and discounts as to any other parties."

I remain, yours respectfully,

JOHN F. THACKRAY, Sec.

SUNLIGHT SOAP OFFICE, 43 Scott st.,

TORONTO, March 16, 1891.

JOHN THACKRAY, ESQ., Sec. T. R. G. A.

DEAR SIR,—We are in receipt of your communication of the 14th inst., containing clause of executive committee's report.

We are, yours respectfully, per pro. LEVER BROS., Ltd. Alfred Robinson.

On the motion of Mr. Johnston, seconded by Mr. Gibson, the communications were received as read.

ACCOUNTS.

Upon motion of Mr. Gibson, seconded by Mr. Roberts, a rent account of \$8.75 was passed.

THE DELINQUENT LIST AND COLLECTION SCHEME.

The report brought in by the Executive Committee upon the delinquent list and a collecting scheme for the association was read as follows:—

That it is advisable to have a collecting department, self-sustaining, under the control or auspices of the association. That

one be established, to whose privileges members of the Toronto Association be admitted at \$5 per year, and in which a sliding scale of commissions for collections be adopted. The department to be open to non-members at a fee of \$8 per year, a discrimination of \$1 against non-members. Thus a member will pay to the association \$2 per year and \$5 to the collection department, if he enters in that part of the work, making \$7 in all. The non-member will pay \$8 for collection department only. The collections to be taxed as below:

For accounts under six months from the date of closing, 15 per cent.

For accounts over six months and under one year from date of closing, 20 per cent.

And for accounts over one year, 25 per cent.

Accounts that are taken from the department after once being lodged (unless surrendered as not collectable) will be charged the commission the same as if collected. The committee will also recommend that the association guarantee the payment of moneys received by the department, and secure itself from loss by arrangements to be agreed upon. A list will be issued to members of the department showing names and addresses of debtors whose accounts are in the collector's hands.

Mr. Mara was of the opinion that the scale could be right or wrong only according to the vigor of the collector. If he would give great personal attention to the collecting, the charges were fair. He would prefer charges to be graded not according to the time of standing, but according to amounts. If the account were large the scale of fees would be overmuch. If they were small, the fees were reasonable.

Mr. Gibson felt that 25 per cent. was not too much for an account a year old, no matter what the amount of it was. The collectors had never been paid to do their work thoroughly.

Mr. Hodgins agreed with Mr. Mara that a unit of amount should be adopted, as in the case of the Chicago agency. He held that collecting agencies did not charge enough. He himself had doubled the fee to a certain agency, and was gratified with the result.

Mr. Gibson was certain that a man wasted more time in vain after large accounts than after small ones. A man made more at 10 per cent. on small accounts than at 25 per cent. on large ones.

Mr. Mara gave a case of \$150 collected, though of 12 years' standing, by means of garnishee, the charge being but 10 per cent., the debt having been kept from out-lawry. He thought all accounts ought to be 20 per cent., as less than that on an account of \$3 or \$4 was not enough to urge the collector to his best efforts to get the money.

Mr. Clarke moved, seconded by Mr. Williamson, in amendment to the report, that 5 per cent. be struck off for all accounts over

\$40, and that the accounts be left in the collector's hands for six months before they can be withdrawn free of charge.

PRICES ON PACKAGES.

Mr. Mills was opposed to any more shelf goods being marked with the makers' prices. There were a great many more articles in bulk some years ago than there are to-day, and there was a better chance for dealers to get their price. He believed it to be prejudicial to the trade to have priced packages of syrups, sugars and teas. The tea-packages were the worst thing the retailer can handle. When these teas are introduced by the retailer, they get into the drug stores, and also sell from door to door.

Mr. Mara said that the only redeeming feature in prescribed prices upon sugar and syrup packages, was that the retailers could get a profit thereby, whereas they were not likely to get any profit if the fixing of prices were left to themselves. Mr. Mara was particularly hard on Tiger tea as a package line.

Mr. Mills moved, seconded by Mr. Westren, that this body record its disapproval of price-marked packages of sugar and syrups, the objectionable feature being, not the package, but the assumption on the part of the manufacturers, of the right to make retailers' prices. Carried.

Mr. Radcliffe thought the packages were an advantage, if the price were left out.

Mr. Britton believed there was an advantage in marked packages of syrups, as 25 per cent. could be made on packages, and that could not be made on bulk syrups.

LOW-PRICED BREAD.

Mr. Britton referred to a letter he had received from the secretary, and asked what was the authority of that official to write him such a letter.

The secretary replied by reading a letter from the secretary of the Master Bakers' Association, in which complaint was made that Mr. Britton sold bread below standard prices, and reminding the grocers of an arrangement made by them to maintain prices on bread. The secretary of the Grocers' Association telephoned to his president for information, and was advised to write to Mr. Britton. He sent Mr. Britton a courteous letter.

Mr. Britton stated that he had been approached by several bakers who offered him inducements. He declined, but finally accepted terms which enabled him to sell bread at 10c., and he was determined he would continue to do so. He believed the people were overcharged by the bakers.

ANTI-COMBINE RESOLUTIONS.

Mr. Gibson had heard that the St. Lawrence Starch Company had goods now on the market and that no starch could be bought from them unless through the wholesale grocers, to whom 15½ per cent. of discount was allowed. This Association had talked too long. It ought to act now. It should show every new manu-

facturer that he is dependent ultimately on the retailers. The retailers want the manufacturers to come to them.

Mr. Mara had been called upon by a representative of the St. Lawrence starch factory, who declined to fill Mr. Mara's order subject to the regular discount.

Mr. Mara moved, seconded by Mr. Radcliffe, that the secretary be instructed to write the St. Lawrence starch Comp'y., stating that this association pledges itself not to keep in stock any new line of goods that is placed on the combine list.—Carried.

The upholding of these starch prices by the Guild was considered a violation of the agreement made with the association, not to place any new article on the combine list.

Mr. Mills considered that the association ought to bring its weight to bear to support one refinery, and that the St. Lawrence Sugar Refinery. The trade ought to support that refinery, because its sugar was the best, and thus the combine on sugar might be broken.

He therefore moved, seconded by Mr. Radcliffe, that the association pledge itself to support the St. Lawrence Sugar Refinery as far as regards granulated sugar; that other associations and merchants generally be asked to co-operate, and that the secretary be instructed to forward this resolution to all other associations.—Carried.

Mr. Hodgins moved, seconded by Mr. Williamson, that before the association write to the St. L. factory, the committee, which had business down town on Tuesday, should call upon the local representative of that factory to enquire as to the prospects of doing business with his company.—Carried.

FREE SUGAR.

Mr. Roberts moved, seconded by Mr. Westren, that the association petition the government to place raw sugar on the free list; that outside associations be requested to submit similar petitions, and that this body obtain the signatures of all the local trade, and have petitions opened in the stores for the signatures of customers.—Carried.

A SUMMER CONVENTION.

Mr. Gibson felt that steps ought to be taken for a meeting of delegates from outside associations in the summer. He moved, seconded by Mr. Williams, that a convention of the grocers of Canada be held here this summer, and that the Executive Committee, with power to add to their number, be a committee to make preparations for the convention.—Carried.

THE GUILD'S STATEMENT CORRECTED.

Mr. Mills complained that a letter of his which appeared in the Guild's official statement, published in our last issue, had been made to convey an inference he had never intended it to bear. He had not Mr. Lumbers in mind when he found fault in that letter with retailers being countenanced as wholesalers. He had particular reference to certain retail neighbors who had been accorded wholesale privileges. None of the

men referred to in that letter were getting sugar from the manufacturer, while Mr. Lumbers then was. The construction which had been put upon his letter in the Guild's statement was therefore wrong.

GRIEVANCES.

The Chairman said that Mr. Scales had been forced into acquiescence with the combine on tobacco. He would no longer be able to give 30 days and 3 per cent. off to the retail grocers, but only 10 days and 3 per cent. Tobacconists were on a more favored footing.

Mr. Britton said he was in a wholesale grocery the other day and saw a man getting half a pound of nutmegs and half a pound of ground ginger.

Mr. Gibson, seconded by Mr. Johnston, moved that a committee composed of Messrs. Tolchard, Radcliffe, Mara, Donald, Clarke, Mills, Jones, Gibson and Good meet together and list the grievances which retailers have against the Guild. Carried.

The meeting then adjourned.

NOTES TAKEN ON THE ROAD.

Mathison Bros., Whitby, said they had seen trade better, and also worse. They have no reason to complain and look forward to a healthy business year.

Failure will never be written on M. E. May's store, Oshawa, as long as the two young ladies, (daughters), have clerkships there. The business is in safe competent hands.

Mr. J. S. Beaton, Oshawa, has everything in his store in a clean bright condition, and is continually adding to its attractions, which he knows is essential to success in the grocery business. Surroundings "talk" with good customers.

G. N. Bloomfield, Oshawa, thinks trade is slow, generally speaking, but he has no reason to complain. He thinks he does his share of what is going.

Mr. Wm. Jewell, grocer, Oshawa, was laid up with the common foe, "la grippe" when our representative called there last week.

J. McMurtry is one of Bowmanville's most successful merchants, and, now after twenty years of business, he is able to see the fruits of success, as, where it is dull and slow throughout the country, not excepting Bowmanville, he has all he can attend to with his full compliment of clerks in both stores. His grocery and seed trade is particularly heavy just now.

Messrs. Young & Co., Bowmanville, in renewing their subscription speak in complimentary terms of the CANADIAN GROCER, and are reasonably satisfied with their trade the past year. They do not wear "blue ruin" on their countenances as yet.

Trenton and Picton grocery men are on the move, looking towards a grocers' association in each place, and we hope soon to record an active association in both places.

We have a large list of subscribers to the CANADIAN GROCER in these towns, and the successful operations of associations in other towns reported in the GROCER, should stimulate them to organize at once. Readers of the CANADIAN GROCER, as a rule, are advocates of and believers in grocers' associations, and there are enough subscribers in both Trenton and Picton to make a good live working association.

THE PHILOSOPHY OF ADVERTISING.

The distinguishing feature of the present age in a business sense is the close and inseparable connection between printer's ink and success. Dr. Faustus is the patron saint of every nineteenth century enterprise. Advertising is the business motto of the times, publicity its foundation principle. The advertising columns of a great newspaper form a mirror of the period, in which are faithfully reflected all its characteristics, its tendencies, its ambitions, its aspirations, its needs and its achievements. The press has thus become not only the herald of all undertakings, great and little, but the oracle to which the world looks for authoritative information on all the business questions in which it is interested. All the civilized countries of the earth are converted by it into one vast exchange, in which all their millions of readers are brought together. Advertising has, therefore, become a necessity, but, like necessity in general, it has also become the mother of invention, and invention not always of a creditable character. Out of the business conditions of the times, so full of opportunity for the unscrupulous, have sprung false journalistic prophets and fraudulent oracles, which boast powers that they do not possess and make promises that they cannot fulfill. Not to advertise is to remain unknown, but there are certain mediums and methods of advertising which the careful business man sees will hurt rather than help him. People are too keen-sighted nowadays to be often deceived by mere pretense in such matters. The power and influence of a newspaper, for instance, are not to be measured by the number of pages which it prints in its daily or Sunday editions. Many papers of late have come to mistake size for greatness, and pride themselves on an inflation that is simply produced by the same agency that fills a balloon. Such shams are pricked and collapse under the sharp scrutiny of common sense. If a newspaper prints 24 or 36 pages to accommodate matter that would naturally occupy only a fourth of that space, the conclusion is irresistible that there is something wrong with it, and that it lacks real solidity and substance. When news columns and advertising columns are padded, and private business and general information are mixed up together, in the effort to force the public to swallow them altogether in one dose, like a sugar-coated pill, one

naturally concludes that there is more poverty than enterprise in such methods. The necessity for padding shows the real thinness of the newspaper anatomy. The bill-poster, gift-enterprise style of journalism, which gives away its columns or sells them for a mere song, because it cannot fill them in any other way, and offers an "illustration," perhaps, as an additional inducement to advertisers, is not worth to the latter even the small price that they pay for it. It is usually the resort of newspapers of small circulation, but with a preposterous amount of cheek. Fire-rockets make a great display for a few seconds, but all they return is a stick, whereas, when a good marksman sends a more solid lead messenger after his game he always bags it. Newspaper advertisements may be as long as one chooses to make them, but they should be neatly expressed, displayed with taste, and never so presented as to compel the eye to travel all over a page to comprehend them. The "heavy" display suits the board fence and brick wall style of advertising, but never the newspaper. The one may be read at a distance; the other is held in the hand. Mere bigness is not greatness in the newspaper world any more than in any other department of human affairs, and mere pretense of doing a big advertising business is always the badge of sham and humbug. The tendency toward exaggerated display and flashy and sensational methods either in its news or business columns is an absolute indication of weakness on the part of the newspaper that employs them. It is the outgrowth of a sort of enterprise that has run itself in the ground in the West and is playing out in New York. Those who hold dead-head tickets to such journalistic shows laugh in their sleeves when they hear the magnificent boasts that are founded on these exhibitions of "phenomenal enterprise" and "business" by light-headed and excitable publishers with a penchant for humbugging.—Baltimore Sun.

To Grocers!

There are three articles which the consuming public have decided are the best of their kind in the market, and it will pay every grocer to keep them in stock. They are

The "Horseshoe" brand of canned fruits and vegetables.

Packed by Bowlby Bros. & Co., of Waterford, Ont.

"Cairns" Home-made marmalade, jams and jellies.

Packed by Alexander Cairns, Paisley, Scotland.

The "Trident" brand of canned salmon.

Packed by Ed. Wadhams, Ladner's Landing, B.C.

Every package of the above brands guaranteed as to quality and weight.

BLAIKLOCK BROS, Agents,
17 Common St., MONTREAL.

A. HAAZ.

C. DE CARTERET.

A. HAAZ & CO.,

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider
VINEGARS.

74 Bagot Street, Kingston, Ont.



A PLEA OF "NOT GUILTY."

THE EDITOR CANADIAN GROCER :

SIR,—I notice two letters in your issue of 5th inst. signed "Country Grocer" and "A Country Merchant." As they are both dealing with the one subject, I take this opportunity of replying to these gentlemen in one letter.

To go into this matter fully and give the history and what little I may have had to do in the years gone by with this organization to which they refer is not what your readers would wish to waste their time at. Suffice it to say that from the time I commenced business, twenty-eight years ago, every transaction has been perfectly honorable and conducted on business principles. I might say for the benefit of these two gentlemen who have thought fit to attack me, and who certainly cannot be aware of the fact, that since commencing with the merchants, it has been impossible for any organization or private person such as they refer to, if they are not actually engaged in the trade, to buy goods of any description from me. I advertise in my circulars that I sell to the trade only, and all that would have been necessary to convince these two merchants whether or not I was living up to what I advertised, was for either one of them to put the matter to the test, and ask a Grange in their neighborhood or a private person with a dollar such as they state, to send to me for goods, and then probably they would have been satisfied that the statements circulated by the travellers were not as represented.

I thank you, Mr. Editor, for your note in my defence, and can only say, it is correct in every particular.

I remain, yours truly,

JAMES LUMBERS, 67 Front street east.
Toronto, April 13, 1891.

THE GUILD AND MR. LUMBERS.

TO THE EDITOR, OF THE GROCER :

SIR,—I notice a letter in your last issue headed "An official statement from the Guild," and as the statements are entirely wrong I take the liberty of replying.

I am greatly surprised that a body of men who are supposed to be honorable should so far forget themselves as to stretch the truth and try to arrange matters to pacify their customers. I refer to those merchants who are placed in such a position that they cannot leave the wholesale with whom they have been doing business in the days gone by.

DECIDES TO FIGHT.

Years ago I was a member of the Guild in good standing, paid my dues while I remained a member, which I can prove by my books. But in time people change their ideas. So it was with me, and after satisfying myself that their methods were not in the interests of the trade I decided on remaining out and fighting them single handed.

I have now fought them four years, and with such success that they are aggravated beyond measure. My circulars to the mer-

chants of Ontario have shown the cash men the advantages to be derived by buying articles outside of combines, and the credit men have become dissatisfied and are up in arms against the Guild, and now the only course they had was to combine and pass a resolution to the effect that the wholesale merchants of Toronto, Hamilton, and other cities were to prevent me as much as lay in their power from purchasing goods with which to supply my customers.

CANNOT BE SEDUCED.

Since the passing of this shameful resolution, I have had a wholesale grocer, a man who is connected with the Guild, come to me and ask that I would adhere to their fixed prices, and that I need not belong to the Guild (which has made such a bad record for itself), and if I would run my business as they wished I could reap the advantages of their arrangements with the sugar manufacturers; but, sir, I do not wish the benefits of this so-called Guild; I will run my business as I please, sell goods by open competition, and now have most of the fair-minded merchants at my back.

A few months ago the Guild were going to put a fixed price on yellow sugars, and canned goods would have followed, but the retail merchants of Toronto recognised the fact that the Wholesale Guild wanted their bread buttered on both sides, and protested in no uncertain sound.

If the merchants had allowed the Guild to defeat them at that time every article in the trade would soon have been under their control.

ATTEMPTED BOYCOTTING.

The President of the Board of Trade, with a few representatives from other cities, went to Montreal a short time ago to try and induce the sugar refineries to refuse to sell to any merchant who would sell James Lumbers. They must feel proud of their position to have it to say they had the influence to boycott one merchant in Toronto.

I am given to understand that the principal merchants of the Guild already feel ashamed of the action of this organization, and no wonder, for every retail merchant throughout the country is down on them for the mean and contemptible way in which they have treated me. I am under obligation to no man, as I pay for what I buy, and purchase my goods direct.

There are cases where goods fluctuate, and we can buy these articles on the market at considerably less than import price. Then again, where some merchants have to realize I can purchase at less than import price, and I am now deprived of these advantages through being boycotted.

TRADE DOUBLED UP.

My trade has increased one hundred per cent. the last two months. They see their mistake, but it is too late.

The travellers representing the Guild houses tell the merchants their firms do not believe in these combinations and that they would like to see the Guild broken up (and I now think they will have their wish gratified). If such is the case, I ask if there is a man with sufficient pluck to take a step out from this protective roof? But no, they do not want it broken up, as they can make considerably more money than by open competition.

THE COST OF SUGAR.

For instance, if granulated sugar is six cents at the factory, the Guild price will be 6½ cents up to 15 barrels, and when they buy one or two thousand barrels at an eighth and sometimes a fourth of a cent less than the price asked, viz., 6 cents, as they very

often do, they claim, and get, the same price for their sugar—viz., 6½ cents—so I will show what their actual profit is on a barrel of sugar.

1 brl sugar, 300 lbs., at 6c.... \$18 00
Freight..... 00 45

\$18 45

Less 2½..... 00 46

—\$17 99

and sold for

300 lbs. at 6½..... \$19 50

Less 1 per cent..... 00 20

—\$19 30

which makes an actual profit of \$1.31 on each barrel, and where the merchant buys at the ½c. less he makes about \$350 on each thousand barrels on every ½c. saved in buying, so you will observe that the combiners get all the cream and the retail merchant does all the work, as they put it up in small parcels and only get from ¼ to ½c. per lb. profit.

DELIBERATE UNTRUTHS.

As to the charge that I was one of the men who stooped to organize this Guild, it is a deliberate falsehood, and they know it.

They must also have blushed when they made the statement that I lost my standing because I did not pay my dues, as there is not a word of truth in it.

As to Mr. Mills' letters which they published, every man in this discreditable body knows that it was not intended for James Lumbers any more than it was for themselves, and this gentleman's letter will bear me out in this.

The members of this tyrannical body feel the results of their action so keenly that they do not hesitate at anything that they think will injure me in business, but they miscalculated their man when they thought they were "putting on the screws." However, I can imagine their feeling when they do not hesitate at such untruthful statements as their article contains.

They will soon be ashamed to be seen on the streets, as every liberal-minded man will side against them on account of boycotting a merchant because he wishes to sell goods at his own figures.

I buy my sugars when I consider the market lowest, and take advantage of the fluctuations. They talk about selling consumers, but they overlook the fact that with only one exception every one of them may be classed as retail men, as they all supply public institutions, lumber camps, saw mills, hotels, etc., and what are these people but consumers?

How many of these wholesale merchants will sell a barrel of sugar and a chest of tea, yes, and even smaller quantities, charge them up to one of their clerks or a retail house as a blind? But these are not dishonourable transactions, oh, no! If members of the Guild can do these things they must be honourable.

SOME OTHER COMBINATIONS.

As to their statement that I am in other combinations, when this honorable organization has secured the manufacturers' consent to sell these goods to those merchants who will sell at fixed prices only, I would ask who is accountable for this, as my customers must have these goods, and I cannot purchase them unless I sell at the figures arranged by the Guild and the manufacturers. We will take starch, for instance. I refused to be a party to the combination; every wholesale merchant in Canada signed the agreement arranged by the Guild, and the secretary of

the largest company in Canada came to Toronto and told me that influence had been brought to bear and they had signed the agreement, and that as I was one of his largest customers in Ontario he did not wish to lose my trade. I asked him if I could procure starch so as to sell at a fair profit if I did not sign. He replied that I could not; so I had to either comply with their request or go without this staple article. So you will see how all these combinations they say I belong to are arranged. It is either agree to our terms or go without the goods.

The main fight is now centred on granulated sugar. I have succeeded in making the members of the Guild envious, as they show themselves by their untruthful statements which their secretary has been authorized to send to the press.

THE SUGAR TO BUY.

If the merchants of Ontario would purchase sugars made by one factory, no matter who they dealt with, let them ask for sugars made by the St. Lawrence Refinery, as this was the factory which held out, and the members of the Guild found it necessary to go to Montreal, and I suppose threaten to boycott them if they persisted in their determination to hold out against the order of the Dominion Wholesale Grocers' Guild.

If every merchant would sell no other, or take no other sugar, the Guild would be broken in two months.

THE DUTY OF THE GROCERS.

The merchants of Canada have the matter in their own hands. If they make themselves heard this tyrannical Guild is sure to go down.

I have been fighting this Guild single-handed for four years, and will continue to do so until it is defeated.

The Guild state that they have no objection to the way I do my business so long as the truth is stated. Well, I am prepared to prove all my assertions, which I do not think they can do, considering the untruthful way their case has been presented to the public.

Yours, etc.,

JAMES LUMBERS.

Toronto, April 11.

THE GUILD AND MR. LARKIN.

EDITOR OF THE GROCER.

SIR—There appears in your last issue a so-called defence of the conduct of the Wholesale Grocers' Guild from the Secretary of that organization. It seems to me the mountain labored and brought forth a mouse, as I understand it took the united efforts of the members of the Toronto Guild to bring forth even this pitiful defence.

The second paragraph in said letter will seem to any reader about the greatest piece of egotism ever written. They must needs take the maintenance of the "principles of liberty and equality" under their guardian care, and these self-appointed censors regard themselves the best conservators of "human freedom consistent with human safety," they evidently being in their own opinion something better than the ordinary legislator, and therefore more competent to make and see carried out laws affecting the general public.

As to their statements affecting Mr. Lumbers, I leave them to his tender mercies. At any tourney of their improvising in which they have tried a tilt with him, they have hitherto come off a poor second; and after this, their lame and impotent defence, I can well imagine him saying, "Oh that mine

enemy should write a book." In regard to the statement "Mr. Larkin is simply a broker," this a deliberate untruth. I conduct a legitimate wholesale business. As to my having "no warehouse" or expensive staff, a prominent member of the guild complained much of this, admitting that I was able to undersell other members of the guild, as my "expenses were so much lighter than theirs." This acknowledgement, I take it, simply proves that my method of conducting business is superior to theirs.

As to their statements that I pay neither rent, taxes nor wages of staff, I must be fortunate indeed to obtain those requirements gratis. This, I take it, is all beside the question. I hold that any man desiring to purchase goods from a manufacturer, be he retailer or wholesaler, in the trade or out of the trade, with a store or without a store should be allowed to purchase, and the manufacturer allowed to sell, his goods without being threatened directly or indirectly with a boycott; and the law is in a sad state when such an organization as the Wholesale Grocers' Guild can threaten a manufacturer if he refuses to do their bidding.

They accuse me of posing as a martyr. I deny this in toto. I have avoided publicity hitherto; but the guild have thrust publicity upon me since my refusal to take part in the tyrannous action against Mr. Lumbers, which I foresaw when refusing might easily at any time extend to others until it became a bane to the community.

I would also like to point out that Mr. Wills says in one place "Mr. Larkin is but a broker" and immediately underneath quotes from a retail grocer, "I can buy the and sugar from Mr. Larkin but nothing else." Now pray, how can he purchase the unimportant articles of tea and sugar if I am a broker? but enough of this contradictory effusion.

In conclusion I would draw attention to Mr. Wills' statement: "It must not be understood that the members of the guild refuse to sell to Mr. Lumbers. He can buy goods on the same condition that the members of the guild can buy from each other." This statement is entirely wrong. At a meeting of the Toronto guild on the afternoon of March 18 a resolution was passed binding members to have no business transaction of any kind with James Lumbers, and it was simply because I refused to agree to so harsh a measure that I was forced to leave the guild.

PETER C. LARKIN.

Toronto, April 9.

[There can be no doubt but that Mr. Larkin is a wholesale grocer rather than a broker, though we in common with most other business men believed that he was a broker because his office is a small one. He has no warehouse connected with it, and to all appearances carries no stock. Instead of a warehouse connected with his office he stores his goods in public warehouses. Ed. Grocer.]

THE STATEMENT OF THE GUILD.

The following was omitted from the letter from the Guild in last week's issue:

Mr. Lumbers was one of the organizing members of the Wholesale Grocers' Guild, but lost his standing because he would not pay his dues—\$20. He again applied for membership in 1887. He was refused at the urgent request of the Retail Grocers' Guild. He avails himself of every so called combi-

nation to which he could get admitted. He is selling hard sugars at less than they cost him. The public can judge whether this is acting on principle or humbugging the trade.

The Wholesale Grocers' Guild disclaims any intention of supporting such a dishonorable method of doing business, and believes it will be supported by every fair minded person.

Yours, etc.,

E. A. WILLS,

Secretary Wholesale Grocers' Association.

THE ECONOMY OF CREAMERIES.

The following letter is from a very prominent firm in Nova Scotia:

EDITOR, CANADIAN GROCER:

DEAR SIR,—Through the medium of your very instructive and interesting paper, can you kindly give us some information about creameries. A number of our farmers desirous of improving their butter, obtaining better prices and lessening the household labors, are talking of forming a company to establish such an enterprise, but as there is nothing of the kind in the province they take the liberty of asking you through us to give them what general information you can on the subject. We would also ask if creameries as a rule are successful, and if Canadian creameries find a home market for their produce or if it is exported?

We submitted the above letter to one of the most competent creamery men in this country, whose reply we herewith publish.

EDITOR CANADIAN GROCER:

In answer to your enquirer, I would say he is on the right track.

Creamery butter sells at much higher prices than mixed lots of dairy butter, leaving to patrons a fair margin over and above the expense of making. Of course there are, no doubt, in many sections odd instances of farmers' wives who, under exceptionally favorable circumstances, and with the proper knowledge and ability, make good butter, frequently as good as any creamery can produce. But where such have to market their butter in common with their neighbors at country stores, they cannot get full value for such butter. For this reason they too will gladly join in with their neighbors in patronizing a well managed creamery in their midst. It has been my experience to find such the most enthusiastic in upholding a creamery after its establishment, as they the more fully realize the difficulty of making a uniform good article in all seasons, favorable and unfavorable. They also value the time they save by being spared the constant watchfulness, care and drudgery of making butter, more especially in the summer season, when usually their time is fully occupied with other pressing work on the farm. On this point I may say here, it costs the farmer or his wife more than it does a creamery to manufacture butter, if a proper account is kept of the time devoted to it. So a creamery is a saving to the patron, even if his returns are no more than if butter is made on the farm. Besides this there are returns through the creamery in solid cash instead of store goods, which, often, not needed at the time, are taken simply to get pay in full for the butter. The majority of cases, however, show that the direct returns to patrons are much higher than if cream is manufactured on the farm.

The merchant too gains by having a cash paying customer instead of handling large blocks of butter, which take up much good

time, and in the end cause more loss than the profit on goods paid therewith amounts to. With regard to establishing a creamery in a neighborhood there are two distinct methods. One is of farmers uniting in a joint stock company, and with subscribed capital or loans thereon, putting up plant, etc., electing from among themselves a board of directors, who in turn engage butter maker, cream gatherers or milk gatherers, as the case may be, and also select some of their board to act as salesman, secretary and treasurer. Where all are working for the best interests of the creamery, such a plan works well, or should work well, but too often a careless and indifferent feeling arises among such directors, each one thinking the other is attending to the matter in hand, or probably thinks it particularly one of the other directors' business, and in the end no one has properly looked after the business. Then too often personal interests are sought sometimes at the expense of the other shareholders, and as such matters come to the surface, a dissatisfaction arises among the patrons, confidence is lost, patrons here and there drop out, expenses increase, returns decrease, and finally the business collapses. The creamery then stands idle for a time, and is probably eventually bought at a reduced valuation by some private party, who however often finds it uphill work to again establish a strong enough patronage to make the venture profitable, either to himself or the patrons.

The other method is for some public spirited man to start from the first a proprietary creamery. That is, he as proprietor assumes the whole responsibility, putting his own money into the business, and with business care and forethought managing the concern on a business basis. Of course he first canvasses the farmers, and if successful in procuring promises of enough cows in a compact district, he puts up his plant, engages his men and proceeds with the business. He then either makes the butter at a certain charge per pound to the patrons, dividing among them all proceeds over and above such charges after each sale, or he buys cream outright, paying therefor at the end of each week, fortnight or month. The price is then regulated by export market value, (or of market where he is selling) of creamery butter at the time, less the cost of making and margin the proprietor feels justified in taking. Where the proprietor has not a desire for too large a margin this is probably the better plan, more especially as if he is financially strong, and patrons have every confidence in him. This then leaves the proprietor in a position to sell or hold the butter as he personally sees fit.

There are at present two systems of manufacturing in vogue in Ontario. There is the centrifugal, where the whole milk is gathered, skimmed at the creamery by centrifugal separator, and the skim milk returned to patrons. If the whole milk is bought by the proprietor, he uses the skim milk for feeding swine or making skim milk cheese. I, however, believe the better plan is to return it to farmers. The cream is then manufactured either while sweet or ripened, making sweet cream butter or refined cream butter, according to demand of the market in which it is sold. The refined cream is probably mostly used as it yields more butter, and the butter keeps better. However, I have had no experience in this system of manufacturing, but am operating a creamery on the cream gathering system, so cannot speak with authority on the centrifugal system.

In the other, the cream gathering system, patrons supply themselves with the deep setting or shot-gun cans, which are usually

18½ inches deep and 8½ inches in diameter, with a cover slipping down over the outside of the can about 2½ inches. The milk is strained into such cans as quickly as possible after milking, and the cans are then set into a wooden tank, a bar being placed over the cover of the cans, and the ends of the bar being slipped under cleats at each side of the tank, so as to keep the cover from lifting when the tank is filled with cold water. The air on top of the milk will prevent water from passing under the cover into the milk. The tank is then filled with cold well water, and if the water is not very cold, the patron, who has used forethought, will have supplied himself with a stock of ice, a small portion of which is put into the water to make and keep it cold.

The principle involved in this is that the warmer the milk is, the colder the immediate surrounding atmosphere, the quicker will the cream rise to the top and a fuller separation of cream from the milk take place. By being immersed entirely under water it is not subject to outside air, which may be impure. If the temperature of water is 40° to 45°, and kept at that, it is claimed the cream will all rise to the top in from three to six hours. The patrons, however, usually let the milk set twelve hours before skimming, some indeed as long as twenty-four hours, but twenty four hours setting requires double the number of milk cans. In the twelve-hour setting one can suffices for two ordinary good cans. As cream is gathered only every second day, it is put into a can similar to the milk can, which is then also immersed and by this means kept sweet until called for by the gatherer. One cream can is used for every two milk cans. In early spring and fall, when days and nights are cool, and the supply of milk not so great, cream is usually gathered only twice a week. Still it is best always to gather three times a week, as the extra quality of butter by so doing will, as a rule, pay for the extra expense.

The skim milk in this system, it will be observed, is handled by the patron, and being sweet is of great value for feeding calves and pigs. Some of the more advanced dairymen of the day say the greatest value is got out of it by feeding it to the cows, as it causes an increased flow of milk of a richer quality. Many of the patrons of ordinary creameries value the skim milk at one-third to one-half the value of the cream sold.

The cream is measured by the gatherer in a pail, which at some creameries is 12 inches in diameter, at others 12¼, 12½, and 13 inches diameter. The exact diameter of the pail is immaterial, so long as all the pails used in different routes of the one creamery are all exactly of the same diameter. Each patron's cream is measured by the depth of inches in the pail, the number of such inches being credited to him. After being measured, it is thoroughly mixed by stirring, and a sample thereof taken which is put into a glass tube of 9 or 10 inches in length and about ½ inch in diameter. The tube is filled to about one half or to a certain mark. This tube, if not numbered, is placed into a numbered compartment in the gatherer's crate and this number placed opposite to such patron's name.

The gatherer's crate, containing the tubes with samples of each patron's cream is, at the creamery, placed into a frame of the test churn, so that the tubes lie horizontal. The test churn is then put into motion, when each of these various samples is churned, and after being churned the crates with the tubes are placed into hot water, which melts the butter into oil. The oil rising to top is easily measured. Usually a percentage rule, adapted to the size of gathering pail, is used and the



JAMES LUMBERS.

SUGARS DOWN.

My price for one or more barrels

EXTRA GRANULATED SUGAR

is Twenty cents per hundred less than the Wholesale Grocers' Guild from one up to fifteen barrels and my Discounts on Sugars are one and one-half per cent.

Although I am

BOYCOTTED

I am prepared to offer all lines of goods as in the past, and all orders shall receive my prompt and careful attention.

I carry a full line

Teas,
Sugars,
Tobaccos,
Canned Goods,
and all
General Groceries

My Gunpowder,
Hyson and Japan Teas

at 22 cents per pound are giving entire satisfaction.

RED HERRINGS

or DIGBY CHICKENS.

Which I am offering at 13c. per box. There are about 45 herrings in a box.

JAMES LUMBERS

Wholesale Grocer,

67 Front St. East,

TORONTO, ONT.

DAVIDSON & HAY

Wholesale Grocers,
36 Yonge Street,
TORONTO, ONT.

Aylmer Chicken Soup

Great care being used in preparation of this highly commended Canadian Manufactured Article. As a Strengthening Food it is very wholesome and nutritious.

If you haven't already got it in stock, send order.

Sloan & Crowther

WHOLESALE GROCERS,
TORONTO.

SYRUPS.

All Grades, including Redpath "M" in pails, each 42 lbs. net. This latter we offer at a price which will make it a Seller.

H. P. ECKARDT AND CO

Wholesale Grocers,
3 FRONT ST. EAST, TORONTO.

Thos. KINNEAR & Co

Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

35 and 37 Front St. East,

TORONTO, ONT.

SUGARS, COFFEES AND TEAS,
SPECIALTIES.

EDWARD

ADAMS & CO.

ESTABLISHED 1846.

Wholesale Grocers and Importers of

TEAS,
SUGARS,
COFFEES,

Tobaccos, Wines and Spirits

95 & 97 Dundas St., London, Ont.

BALFOUR & CO.,

IMPORTERS OF TEAS

AND

Wholesale Grocers

HAMILTON.

SMITH & KEIGHLEY

WHOLESALE GROCERS

AND IMPORTERS OF

Mediterranean Fruits.

FINEST SELECTIONS IN THE MARKET

-OF-

China, Japan, Indian and Ceylon

TEAS.

9 Front St. E., Toronto

STEEL, HAYTER & CO

IMPORTERS OF

INDIAN TEAS

Direct from their estates in Assam.

Assams, Kangras, Darjeelings and Indian Oolongs in stock.

PROPRIETORS OF THE WELL-KNOWN

"MONSOON" BRAND.

SAMPLES AND QUOTATIONS ON APPLICATION

11 & 13 Front St. E. Toronto.

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

J. W. Lang & Co.

Wholesale Grocers,
TORONTO.

CLARK
ARMOUR
FAIRBANK
LIBBY

Canned and Potted Meats.

These goods usually advance at this season.

ORDER IN TIME.

33 Front St. East.

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

IMPORTERS.

Offer full stock of

TEAS,
COFFEES,
SUGARS,
and General Groceries.

A few choice MALAGA RAISINS remaining, also CHOICEST and FINE FIGS in Boxes.

Just arrived: Prime Sicily Filberts

J. F. EBY.

HUGH BLAIN

JAPAN TEAS.

Another large shipment received.

SPLENDID VALUES.

Send for Samples.

EBY, BLAIN & Co.,

Wholesale Grocers,

FRONT AND
SCOTT STS.

TORONTO.

per cent. of oil is marked in the creamery book opposite the inches of cream to the credit of the patron as recorded by the gatherer. From this date the calculation is now easily made of pounds of butter to the patron's credit. By this simple method each patron is paid according to the quality of his cream, and justice is done to each. It is, however, necessary to take such tests every time cream is gathered, as cream from the same patrons varies from day to day. In this system, there is no pooling of rich with meagre creams.

Further, about milk cans, there are several different kinds of cans used. In the system described above the cream is skimmed with a skimmer, shaped for the purpose. In the other methods there are taps and devices for letting skim milk flow out through taps at the bottom of the cans, and shutting taps when the cream begins to flow, of which there are various kinds. The kind of can mostly used in Ontario is called the "Cooly can," introduced some years since by Mr. M. Moyer, now at 408 Spadina avenue, Toronto, from whom information on this kind of can, can be had.

It is not possible to make good butter unless the cream furnished by patrons is first-class in every respect. It therefore is necessary that patrons exercise every care to produce good cream. The big half of the success of the creamery is in the patrons' hands.

It is necessary that every care as to cleanliness be exercised, cleanliness in milking, cleanliness in milking vessels, pails, cans, everything. And as patrons certainly wish to make money, the cow, her care and feed, is a matter of great importance, besides which the character of the feed has much to do with the character of the butter. But the matter of the kind of cow, her feed and care is a matter pertaining to the work of Farmers' Institutes, and agricultural papers. It will not be necessary to say any more about it in the columns of THE GROCER.

The past year, there has been a third system of butter-making introduced into the United States, which is very interesting. It is the act of separating the butter by machinery direct from sweet milk, with a machine called the "Butter Extractor." Of the system, I cannot say much, only knowing of it by having read of it.

Let me say before closing, that I do not wish your readers to understand me as saying that the cream gathering system is better than the centrifugal system. The cream gathering system, no doubt, answers best where farmers have small herds, and where a large tract of country must be covered to get cream enough to make the business a success. The centrifugal enthusiasts claim that their system is best. I will not gainsay it. It may be when there are large herds, yet there are many interested that believe the gathering system is best. It will be for your enquirer to investigate closely into these matters, and decide for himself.

Trusting that this letter, though lengthy and yet imperfect, may be of some benefit to those of your readers that are becoming interested in this important matter, I remain
Yours truly, W. A. G.

P. S.—I would add, that if any one wishes further information, he can easily get it by becoming a member of the Ontario Creameries Association, by remitting \$1 to R. J. Graham, secretary, Belleville, Ont., when he will be supplied with a full report of last Creameries Convention. Mr. Mark Sprague, Ameliasburgh, P. O., Inspector of Creameries, for the Ontario Creameries Association is well posted likewise, on the different systems, and no doubt would answer correspondents.
W. A. G.



Mr. Chas. Peter, of The Toronto Biscuit and Confectionery Co., left on Monday last for Manitoba and the North-West in the interest of his firm.

The Badgerow-Dixon Vinegar Manufacturing Company, which has succeeded the Badgerow-Falconer Manufacturing Company, lately dissolved, reports trade lively. The new partner, Mr. Dixon, has been on the road the past few weeks, and is evidently a live man. He was formerly managing agent for the Mowat Manufacturing Company, and is well known as an able and popular salesman.

A very pleasing event took place on Tuesday evening last, which we take much pleasure in noting. Mr. J. A. Mathieson, Jr., of J. A. Mathieson & Co., wholesale grocers of Montreal, was united in marriage to Miss C. F. Macfarlane, grand daughter of the late Hon. J. Ferrier, of the same city. The bride is one of Montreal's fairest daughters, and has a host of friends to wish her years of happiness. Mr. Mathieson, has until recently, travelled west for his firm, and was a general favorite among all who knew him. The

ceremony took place in St. James' Methodist church. The happy couple left on the evening train for Boston, and other American cities, carrying with them the heartiest congratulations of all who know them. The presents were numerous and costly. The CANADIAN GROCER wishes them many years of prosperity.

Our Montreal office was brightened this week, by the handsome face of Mr. John P. Morrison, the popular and well known representative of the Cleveland Baking Powder Company, of New York. Mr. Morrison introduced the goods of his house into Canada six years ago, and has since made many friends and customers throughout Ontario. He is now pushing things in Quebec. He is one of the travellers of the day, and his house may well be proud of him.

Mr. C. E. Sontum, the Christiania, Sweden, correspondent of THE CANADIAN GROCER writes: "I would be much obliged to you if you would put us in connection with one of the largest millers in Canada. The mills in Minneapolis, U. S. are represented here, and their agents are selling large quantities of wheat flour. If a Canadian miller would send us samples we could soon inform them if they could compete." C. E. Sontum & Co., now represent the Canada Meat Packing Co., Johnston's Fluid Beef, and H. Walker & Co's whiskeys, all Canadian firms.

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

"OUR BUSINESS HAS GROWN."

We take the liberty of advising the Trade that we have purchased the Wholesale Grocery Business and Premises of Messrs. Frank Smith & Co., and that we will take possession of the same immediately.

The Premises we now occupy, although large, have for some time past been unequal to the requirements of our Extensive Trade, and we have been fortunate in securing the most Commodious and Convenient Warehouse in the Dominion, as well as the good-will of a business which has been long and favorably known and recognized as one of the Leading Firms in Canada.

We hope to be favored with the patronage of Messrs. Frank Smith & Co's numerous friends and customers, and can assure them that we will faithfully endeavor to give entire satisfaction and thus continue the pleasant business connections on the same high standard of fair dealings, which have so long existed between that firm and a large section of the grocery trade.

With Increased and Improved Facilities and constant energetic attention to business, we will be able to serve the trade to even better advantage than heretofore, and would take this opportunity of soliciting the valued patronage which has been formerly extended to our predecessors. Yours truly,

EBY, BLAIN & CO.

ALL GROCERS SHOULD SELL
THE
**EMPIRE
BRAND
EXTRACTS**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

JAS. WATSON & Co.,

Coffee and Spice
Dealers.

Toronto, Ont.

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

OWEN SOUND

OFFER TO THE TRADE

LONG CLEAR
BREAKFAST
SMOKED BACKS
SMOKED BELLIES
SPECIAL ROLLS

BACON

Write for Quotations.



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

Traveller Wanted.

A thoroughly competent man, with good experience of and connection with
The Wholesale Grocery and Jobbing Trades,
to represent THE E. B. EDDY CO. Apply at the Head Offices, Hull.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

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

Will not ferment in warm weather.

Sells at all seasons by all wholesale grocers.



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

Packed in 1/4 and gross cases.

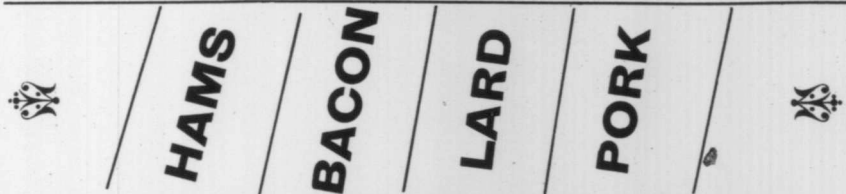
Sole manufacturer for Canada.

Ask your wholesale grocer for it.

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

GEO. MATTHEWS

-PACKER and CURER.-



PURE LEAF LARD A SPECIALTY.

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

"Mallawalla" Pure Indian Tea.

A rich and delicious blend. Put up in 1-2 and 1 pound tinfoil packages, with attractive labels. Packed in 50 lb. Cases, separate or assorted, half and half. Retail at 50c. per pound, allowing the jobber a handsome profit, nothing equal to it in the market for the money.

W. H. GILLARD & CO.,

WHOLESALE GROCERS, HAMILTON, ONT.,

Agents for Canada.



TORONTO MARKETS.

TORONTO, April 16, 1891.

GROCERIES.

The experiences of traders seem to have been somewhat uneven this week, a few of them reporting trade brisk, while the majority agree in representing it as not even moderately good, but decidedly dull. The one matter upon which they are unanimous is that the prospects are brightening. Wants appear to be kept down by some cause, probably the scarcity of money as much as anything else. The movement of stock has not been very strong in any line, but there is more than coincidence in the united reserve of the retailers in the matter of sugar. They have too strong a mistrust of what the early future may bring forth. In canned goods there is no abatement of the strength that has long been a noteworthy feature of prices.

CANNED GOODS.

Each week confirms the opinion of the previous week that the position is very firm. Also the weeks have begun to tell now upon the volume of the stock, as well as to reveal the resources of the pack yet unsold. The rate of buying, though acting quietly, is nevertheless like the incessant falling of single drops, which do not make so sudden an effect as the continuous stream, yet eventually empty the bucket. Of tomatoes, which have developed more tone than any other line, there are no longer any to be had below \$1.40. All the \$1.35 stock is now cleared out. The limits of the stock now on hand are beginning to be very clearly defined. Other vegetables, as peas and corn, are going off well. Fruits are in demand, but apples are so high that they are receiving less attention than before the advance. Salmon is unchanged and firm, while the position of lobsters is not modified in any respect.

The San Francisco Herald of Trade says: "On the Fraser river preparations have been made for an early season, and some very interesting developments are expected. Everybody in any way interested in salmon packing knows that there is a combination among the Fraser river canners, or rather a stock company which will operate the leading canneries for a joint interest. What will be the effect of this new departure is as yet problematical, of course. The company may adopt a policy totally at variance with the prevailing idea as to its intended course. What the Alaska canners intend doing is also an interesting question. There is a combination among the Karluk canners. Many of the vessels of the northern cannery companies have sailed and others are outfitting with calculations of more than an ordinarily successful season. Altogether, it may be said that a season has seldom opened with so many special features of interest as being likely to bring unexpected results."

Fraser and Skeena river salmon pack of the season of 1891 is quoted at \$1.12½ f.o.b. for tall and \$1.40 f.o.b. for flat tins. Such

offers, it is understood, are of "outside" brands; that is, those not controlled by the "combine."

COFFEES.

Here the demand has been normal, and therefore limited. The stock on the market does not abound in fine grades. There is a scarcity of the fine grades of Brazil. Supplies are on the way to New York, which is our market for Brazils, and to which market 168,000 bags are now being forwarded from Rio.

DRIED FRUIT.

The trade of this week can scarcely be characterized, being as it was a very commonplace one. The demand has kept within narrower bounds this week than it did last. The sales of currants and of raisins, for which there is always a consumers' demand, being lighter than they were. In dates and figs the usual small proportion of buying was done. All prices are stationary at last week's point of quotation. What probably checks somewhat the demand for currants and raisins is the shortage in rice. The smallness of rice stocks makes some difference in the demand for these fruits, as at the present time of year there is usually considerable consumption of rice pudding.

NUTS.

There is no change to chronicle except in the case of cocoanuts, which are firmer and for the finer qualities higher, quoting now at \$6 to \$6.50. The cocoanut stock this year is very unequal, good nuts being more interspersed with bad ones than is usual. Grenoble walnuts are to be had also a cent lower, namely at 17c.

RICE AND SPICES.

Good rice is still scarce. Not till the beginning of next month will the mills be prepared to supply stock from the new crop, which will probably come on the market at a good price at the outset. Sago is cheaper at 3½ to 4½c., and tapioca falls a quarter of a cent short of its former highest point, now ranging 5½ to 6½c. Spices are steady and unchanged.

SUGAR.

Buyers are evidently striving to anticipate a reduction in price as a consequence of an expected removal of duty. Expectation, or uncertainty concerning the removal of duty, is depressing the sugar trade. In the meantime prices are stiffening outside. In the United States, where the distribution has been tremendous since the removal of the duty, the price is firm at an advance, and in

England there has been an advance, no doubt owing to the increased demand for raw that has followed the introduction of free sugar in the United States. Our prices are firmer, in sympathy with those outside, and it is undoubted that the position of sugar, despite the reserve of buyers, is becoming stronger every day. There need be little hope or apprehension, we think, that the Government will disturb the market before the stage of the next parliamentary session is reached, at which the budget is usually brought down. Prices will not be lower by any remission of duty before that time. Buyers need therefore have little misgiving as to laying in their usual stock now, as the strength of the market makes the prospect for higher prices an earlier one than that for lower prices. Granulated is unchanged at 6½ to 7c., and yellow at 5¼c. and upwards.

German granulated sugar is offering in the States at \$4.23 per cwt.

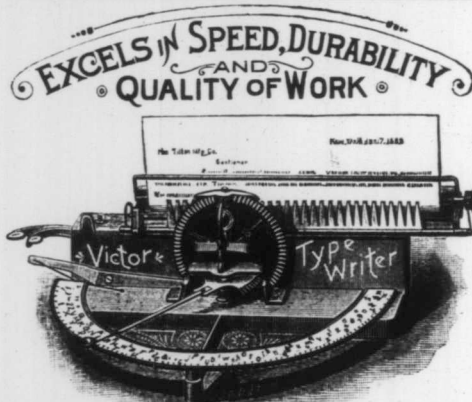
It is stated on the street that Davidson & Hay, who made extensive purchases of sugars about this time last year and year before, closed with the St. Lawrence Sugar Refining Company last week for this season's extensive supply.

SYRUPS AND MOLASSES.

The prices of syrups or of molasses are the same as were those of a week ago, and the demand is about equally quiet.

TEAS.

The want of low grade Hysons continues to be a feature of the market, and a stimulus to the prices of stock in hand. The demand is good. The business done in Indian and Ceylon teas continues steady, and Indian natural greens are beginning to attract attention, and are likely to come into competition with the finer Japans. From London we learn that owing to Easter the importers have considerably curtailed the supplies of Indian tea. Notwithstanding the slackness of the demand, prices remain very firm, and there is no indication of the least ease in values. On the other hand, there are evident signs of a gradually improving enquiry, but buyers show some hesitation in following previous purchases at the advance. In the meantime, their stocks are gradually diminishing, and will have to be replenished later on. As the balance of the past season crop to arrive is not likely to show any improvement, the good, medium, and finer sorts by the earlier shipments are worth attention, these having shown no advance of importance. The exports from Calcutta for the past season are now closed, with a deficiency as compared



PRICE \$15.00
IT HAS EIGHTY CHARACTERS.

You should have one!

Rent one for a month at two dollars and pay the balance, if you like the "Victor." Will allow full price paid, if you wish to exchange for Remington Standard Typewriter, any time within six months from date of purchase.

"It is certainly the best cheap machine in the market."—Jno. Galt, C.E., Toronto.

"The machine turns out nice clean work"—Thurston & Co., Toronto.

"I like the Victor very much."—F. A. Weldon, Ayton.

Geo. Bengough,

4 Adelaide St. W., Toronto

**New Eastern Townships
MAPLE SYRUP AND SUGAR.**

ABSOLUTE PURITY GUARANTEED.

Wilkins & Co., Adamsville, Que., have contracted for the product of over 150,000 trees.

Among the makers who supply us are a few who have sugar orchards counting 4,500 trees, notably the old Col. Westover bush—The Colonel is a hero of the "Fenian Raid of 1866."

Special Prices to Large Buyers.

Address **JOHN WILKINS,**

20 Temperance St., Toronto, Ont.
Montreal and Lower Province merchants will please address Wilkins & Co., Adamsville, Que.

Established 1849.

GOLD, SILVER
—AND—
BRONZE MEDALS

20 1st prizes.

MICHEL LEFEBVRE & CO'Y
Manufacturers of
Lion--L--Brand
Pure Vinegars, Mixed Pickles, Jellies, Jams, Preserves.
Montreal, P.Q.



P. DOTY & SON,
(Successors to W. B. Chisholm)
MANUFACTURERS OF




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

THE CHISHOLM PLANT BOX.
OAKVILLE, ONT.

**MUNN'S PURE
BONELESS
CODFISH**

The finest on the market. Packed in 10 lb., 20 lb., and 40 lb. Boxes. Tied up neatly in 2 lb. bricks. Every brick is guaranteed full weight and Genuine Codfish.

**TASTY
ECONOMICAL
DELICIOUS**

Send for Sample at once.

**STEWART MUNN & CO.,
MONTREAL.**



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

WHOLESALE GROCERS

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

HAMILTON, ONT.

STAR BRAND
**FEARMAN'S
HAMS AND BACON.**
Hamilton, Ont.



**HUCKINS
SOUPS**



Require only to be heated. Prepared with great care from the only the best materials. Have enjoyed the highest reputation for more than 32 years.

TEST FREE

Send us 20 cents, to help pay express, and receive, prepaid, 2 sample cans of these Soups, your choice.

J. H. W. HUCKINS & CO.,
Sole Manufacturers, Boston, Mass.

Tomato, Mock Turtle,
Ox Tail, Green Turtle,
Pea, Julienne,
Beef, Vermicelli,
Chicken, Terrapin,
Macaroni, Consommé,
Okra or Gumbo,
Soup and Bouilli,
Mullagatawny.

**RICH AND
PERFECTLY SEASONED.**

SOLD BY ALL LEADING GROCERS.

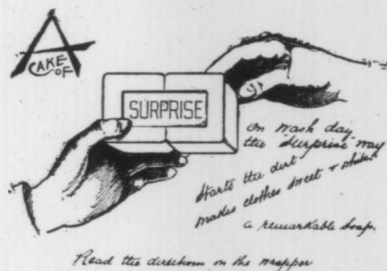
LEONARD H. DOBBIN, MONTREAL. Sole Agent for Canada.



**Ram Lal's
PURE
INDIAN TEA**
GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

A fancy parcel of Indian Tea, sold at auction in London recently for £10 12s. 6d. (\$52) per pound. All brokers say this extraordinary price was paid to boom a blend of the buyers. We have a sample here of the head blend in Ram Lal's Pure Indian Tea, Green label, counterpart of this was sold by growers at auction, for 15s. or \$3.75 per pound; experts pronounced latter sample fully equal to the goods sold at £10. 12s. 6d. We shall be glad to show our friends this famous sample of tea which is without a parallel in the history of the trade, so call and see the Indian tea that sold at auction for \$3.75 per pound, which is used in the celebrated Ram Lal's blend.

**JAMES TURNER & CO.,
HAMILTON.
WHOLESALE AGENTS.**



Every Kake

GUARANTEED

yields a good profit.

We will answer any inquiries.

The St. Croix Soap Mf'g. Co.,
ST. STEPHEN, N.B.

MARKETS—Continued.

with the previous year, and which, it is reported, has not taken place for the past twenty-five years. The falling-off in the quality of the lower descriptions of Ceylon teas during the last few weeks has been the subject of constant remark, and to this cause the late fall in prices is very considerably due. It is much to be hoped that, as the season advances, the quality will again improve, otherwise the reputation of this class as the most useful of all kinds of tea must inevitably suffer.

PETROLEUM.

The local market is firm at last week's quotations. Trade is fairly active.

The Petrolia Advertiser reports: Petrolia crude, \$1.36½ per bbl.; Oil Springs crude, \$1.38½ per bbl. The oil market has recovered its weak feeling which had been caused by the strike of the Gurd well at Oil Springs, and crude is now firm at the above quotations. Futures have been sold as high as \$1.40, for June delivery, and the refined oil market is beginning to tone up a little, although it is being sold at prices which are below the cost of manufacture. We understand that the question of the flash test of

petroleum has been brought before the House of Commons in England, and that a bill is now being introduced there, dealing with that subject, and with the storage of petroleum oil in Great Britain. This matter is referred to at some length in the last issue of the Pall Mall Gazette. We quote refined oil in bulk at 9½ to 10c., and in barrels at 12 1-2 to 13c. f.o.b. here.

DRUGS AND CHEMICALS.

The week's quotations are a repetition of those given in our last issue. Trade is rather quiet.

BUTTER AND CHEESE.

The scarcity of good butter is as marked a feature as it was a week ago, and probably the scarcity of all butter is nearly as much in favor of sellers as it was then. The prices are the same throughout. Good new butter sells under advantages that it has rarely had at the opening of any former spring. In the first place there is little of it, and in the second the market is not divided with it by a large stock of old butter. Choice dairy tubs are 20 to 22c., medium tubs are 14 to 16c., low grade to common stock is 5½ to 11c. pound, rolls are 22 to 25c. large rolls are 17 to 21c., and store crocks are 15 to 18c.

Cheese is as firm as ever at 11 to 12½c. with nearly all Septembers at 12 to 12½c.

COUNTRY PRODUCE.

APPLES—From \$3.50 to \$4.50 is the scale of prices within which most of the business is done. Stock which is held at \$5 goes off only as a fancy article, and gets little attention from buyers, while stock below \$3.50 is usually soft.

BEANS—Are steady, at \$1.35 for common and \$1.60 for fine hand-picked.

DRIED APPLES—Are higher and firm. They now bring 8½ to 9c. There is a considerable demand now, which seems to be telling upon the stock in the country more than was suspected. The dried apple season is nearly at its best.

EVAPORATED APPLES—Are in fair demand at 13 to 14c.

EGGS—Are very plentiful, the price having descended since last report to 11 and 11½c. per doz. A check to the lowering tendency was noticeable on Tuesday, when country consignors advised local commission merchants to hold stock rather than sell below 11½c. There have been fewer eggs arriving lately, and the market is steadier, though for how long, it is impossible to say.

HAY—Is steady at \$7 to \$9.

HIDES—Are 5 to 5½c. for green.

HONEY—There is no change in prices or activity. The demand is dull. The grades that sell best are the best, which quote at 10c. for strained, and 14 to 16c. for sections.

HOPS—Are steady and unchanged at 35 to 38c.

OATS—Are down to 54 and 55c.

ONIONS—Are very scarce, and but for the high prices at which they are held they would have been cleared off the market by this time.

POTATOES—Are selling on the track at \$1.05 to \$1.10, most of the receipts being broken lots, as full cars seem hard to make up in the country. Out of store lots are \$1.12½ to \$1.20.

SEEDS—The prices reported last week are slightly changed. Alsike is \$7 to \$8.50 per bush, red clover is \$4.50 to \$5, and timothy is \$1.20 to \$1.65. The week's business has been good.

SKINS—Are about the same, \$1.10 to \$1.45 being paid for good sheep.

STRAW—Is quiet at \$6.50 to \$7.

TALLOW—Continues at 2c. for rough and 5½ to 6c. for refined.

WOOL—Remains dull at lower prices, quoting now at 18 to 19c.

FISH.

Both demand and supply are low, and the market is quiescent. No new stock of fresh fish is in, and the trade in dried and sea fish has fallen off greatly since a week ago.

GREEN FRUIT.

The pace of trade has not varied notably this week from that of a week ago. The demand is fair. The receipts have been somewhat larger than those of last week. Valencia oranges are \$6.50, Washington navels (large size) are \$5, genuine Riverside seedlings are \$4, and Florida oranges are \$4 to \$4.50. Los Angeles oranges are in, but are somewhat smutty and sell at \$3.50. Of Riversides one firm sold two cars between Saturday and Wednesday. Lemons are \$4.50 for fair stock and \$5.50 for fancy. In New York they are higher and tending upward further. They sold at \$5.75 at the New York auctions this week. Lemons and oranges are on the way from Europe now. Montreal will get the benefit, because of the great scarcity of lemons in New York. Canadians ordered heavily last fall and their stock comes now direct to Montreal, not to New York. Bananas bring \$2.50 to \$3 for fancy, and \$1.50 to \$1.75 for seconds. Pine-apples are \$4 to \$4.50 per doz. Good color and quality are hard to get. Sweet potatoes are \$4.50.

PROVISIONS.

Trade improves and prices advance. The week's business has been in keeping with the season, which always revives the trade in products. Hogs come in sparingly, and as only a small packers' demand continues, there is no special call for more liberal receipts.

BACON—Long clear is 8 to 8½c. having taken on the fraction since last report. Bellies 11 to 11½c., or ½c. higher. Backs are 10½ to 11c., also half a cent higher. Rolls are 9 to 9½c. or unchanged.

DRESSED HOGS—Are steady at \$5.50 to \$6, select weight bringing the latter figure.

HAMS—Smoked are 11½ to 12c., and sweet pickled 11 to 11½c.

LARD—Is 9¼ to 9½c. and firm.

MESS PORK—Is \$15.50 to \$16.50.

WE ARE BUYING

Dried Apples.

SEND SAMPLES
AND QUOTATIONS

ESTABLISHED 1866.

STANWAY & BAYLEY
BROKERS

AND
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES
AND QUOTATIONS.

HILLWATTEE

Reasons why Merchants should handle above brand of Tea :

It pays a good profit. It always pleases. It never varies.

Give your customers this blend and your trade will increase not only in "quantity" but in "quality" as well. The "Trade Mark" is registered. For samples and prices please address the selling agents.

LUCAS, PARK & CO.,

Wholesale Grocers and Importers,
73 McNab St. North, Hamilton, Ont.

MUNN'S

Labrador Herrings

Quality very choice. Apply early as quantity is very limited.

STEWART MUNN & CO. - Montreal

KOFF NO MORE.

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

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

Mention THE GROCER.

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

Manufacturers of

Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c

PETROLIA, - ONTARIO.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

Represented by

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

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

SUGARS. { Barbadoes
TEAS. { and
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE.,
WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

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

Special.

Just received an assortment of Messrs. Huntley & Palmer's Biscuits.

VARIETIES :

HOUSEHOLD	KINDERGARTEN	EMPIRE	NURSERY.
ALBERT	CHEESE	COLONIAL	MILK.
MARIE	OSBORNE	WHEATMORE	

These goods are right. All first-class grocers should handle them.

TURNER, ROSE & CO., Montreal.

BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.



MARKETS—Continued.

SALT.

Trade improves every day. There is now a very good demand at work. The sales of Tuesday were two cars of barrels at \$1.40, and a car of sacks at 70c.

DRY GOODS.

There are very bad roads in the country just now, the breaking up of the frost in many parts making them very unfavorable to traffic. This retards business with the dry goods men. The present week has not been a very bright one with them. There is no change in any line.

RAW FURS.

The dulness that is inseparable from the season continues to grow. Prices remain unaltered. They are as follows:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50; Muskrat, fall, 12c.; spring rat, 25c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

MONTREAL

MONTREAL MARKETS.

MONTREAL, April 14, 1891.

GROCERIES.

There has been little change since our last, but the approach of the open season is made more evident by the more frequent enquiries from consumers, and although no great accession to business is noticeable, still more is doing in a small way. Teas rule quiet, but low grades have been pretty well reduced, and the same applies to coffees, which are very firm. Uncertainty about the duty engendered cautious operations in sugar, and such is the case just now. The tone is slightly easier. In dried fruits Valencia raisins are dull with a somewhat easier feeling, but currants, on the other hand, are stiff and higher in consequence of the firm position at primary markets. Green fruits are jobbing quietly, and until the usual spring auction sales there is no likelihood of a change. Molasses are firm, and the same may be said of groceries in general. On the whole the position appears to be satisfactory enough.

TEAS.

There is a fair trade doing in teas, and the position is unchanged as regards values. Stocks are small and prices are firmly held, while the demand runs mostly to low grade Japans from 17 to 21c.

SUGAR, SYRUPS, ETC.

The uncertainty regarding the action of the Government, on the duty, keeps the market in an unsettled position, and buyers will not operate, except for immediate wants. Outside markets are firm for raws, and refined are firm across the line. On spot the tone is easy, and granulated can be moved from the refineries at 6½c., and yellows at 5 to 5¾c.

Syrup rules quiet and slightly easier, 3¼ to 4c. per pound being the idea.

MOLASSES.

There is little doing on the market, except a quiet jobbing trade in Antigua and Trinidad which is somewhat easier, and has been

Butter, Eggs, Potatoes,
Onions, Cheese, Oats,
Apples, Hay, Straw,
Hogs, Poultry, Fish,
Evaporated and Canned
Goods wanted at once

BEST BRANDS OF

Bakers' and Family Flour

ALSO WANTED.

We handle all lines of FARM AND
ORCHARD PRODUCE as well as
DAIRY.

Write for Quotations for this market or
Britain to

IMPERIAL PRODUCE CO'Y.,
OF TORONTO, LTD.,
69 Front Street East, Toronto.

moved from first hands at 30c. since our last Barbadoes is all in the hands of one holder, who wont budge under 35c.

RICE.

The rice market has a firmer tone, and cables from the east quote an advance of 3d on rough rice owing to the troubles in Burmah. The American markets also are reported firm, while locally there is very little doing, but stocks here are small. We quote Japans \$4.50 to \$5; Choice \$4.25 to \$4.50; Standard \$3.90, and off grades \$3.50.

COFFEES AND SPICES.

The coffee market is working firmer and all descriptions are firmly held. Some good sized lots of Rios have been moved from first hands during the week at 20c., and other kinds are proportionately firm.

There is nothing much doing in spices, but pepper is stiff, and advices quote an advance of 1d. in England. Here there is a small trade at 10 1-2 to 11c.

FRUIT.

There is little change to the market for dried fruit and very little is doing in a strictly wholesale way, but jobbers report that consumers are enquiring more than formerly. Valencia raisins remain dull and about as quiet as they well can be, and the only sale of a round lot that we have to note went at 5½c.; in fact they have a much easier tendency, and we quote 5 1-2 to 6c. as a range now. Another easy factor is a round lot belonging to an insolvent estate which is being forced for sale at a very low figure by the bank, interested a good fractional shading on our quotation being mentioned. Currants are the firm feature of the market and in consequence of continued strength at primary centres and on other outside markets holders here have enhanced views as to the value of their stock. In fact none could be

moved now under 5¼ and prices run above that for we know of the sale of a good lot of prime quality at 6¼c. Recent advices from Patras quote prices higher, 20s. 6d., C. and F. being the most recent figure. We quote good Filatrina at 5¼c. in barrels and 6¼c. in cases on spot. Other lines show no change.

In green fruit there is a good jobbing business doing in the staple lines at firm figures and prices are firmer for spot. No lemons could be had now under \$3.50 to \$5.00, while oranges are firm, Valencia \$5.25 to \$6 per case and Florida \$2.50 to \$4.50 per box. The first fruit steamer will as already noted be here in the course of a few weeks, and until she arrives there is not much change of business in a strictly wholesale way.

CANNED GOODS.

Since our last, a good demand has arisen for salmon, owing to apprehensions about the Combine on the Pacific Coast and the effect it will have on prices. A good round lot has been moved from first hands at \$1.25 during the week, and it would take 10c. more to job it. In vegetables, the position is maintained under a good demand in a jobbing way, especially tomatoes, corn, and peas. No change in values is noted.

FISH.

The fish market shows no change, in fact there is not sufficient business doing to cause any. The movement is of a small jobbing kind and prices are firmly held. All staple lines, such as cod, herring, salmon, and mackerel are in small supply.

APPLES.

The apple market shows little or no change, and the merest jobbing business is doing. Foreign advices are unchanged, but state that the first shipments of Australian apples are now on the London market, and will be followed by others which may have some effect. The last shipment of Canadians will be in Liverpool shortly.

HOPS.

There is no change to the hop market as far as the position on spot is concerned, and the business doing is of very limited dimensions. Buyers and sellers remain apart as to values, the former desiring a basis in the vicinity of 30c. and the latter 2c. or 3c. better, so that little can be done; in fact we cannot cite any important sale since the one noted some two or three weeks ago. One lot of very fair quality is held here for 31 to 32c., while another lot of yearling, some 15 bales or 20. would be parted with at 23c. or thereabouts, but a buyer is not forthcoming. Stocks, however, on spot are extremely light.

PROVISIONS.

There is a quiet movement of provisions, but improvement is looked for in the immediate future, and holders consequently are not urging matters, but are holding for a rise. Pork has commenced to pick up a little within the past few days and advices from Chicago are firm, but we have no actual change to cite. We quote prices as follows: Canadian short cut, per barrel, \$17.00 to \$17.50; mess pork, western, per barrel \$16.50 to \$17.00; short cut, western, per btl \$17.00 to \$17.50; hams, city cured, per lb 10¼ to 11¼c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 8½ to 9c.; bacon, per pound, 9 to 10¼c.; lard, com., refined, per lb, 8 to 8¼c.

MAPLE PRODUCTS.

Maple sugar is moving out very slowly at 6½ to 7½c. per lb., and syrup is only in fair demand at 60 to 70c. per gallon tin and 5½ to 6c. per lb. from the wood.

EGGS.

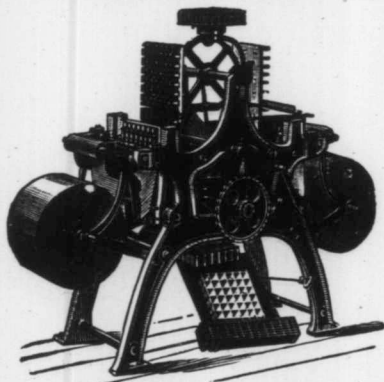
With continued heavy receipts and some accumulation there has been some considerable falling off in prices since our last, and

ALL GROCERS SHOULD SELL
THE

**EMPIRE
BRAND
EXTRACTS**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

Northumberland Paper and Egg Case Co
Sole Manufacturers of Machine Made Egg Case
Fillers. (Straw Board.)



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

N. WENGER & BROS.,
AYTON, ONT.

Manufacturers of

Winter Wheat Flour

KLEBER
and
EDELIVEIS } Patents.

MAY BLOSSOM—(straight roller).
MINERVA—(extra).

Write for Samples and Prices.

N. Wenger & Bros.,
AYTON, ONT.

Buy direct from the Mills.

**MANITOBA
FLOUR.**

All Grades from Choice
Hard Wheat.

Correspondence from Cash Buyers Solicited.

LEITCH BROS.,

FLOUR MILLS. - OAK LAKE, MAN.

MELDRUM & DAVIDSON,

MERCHANT MILLERS,
PETERBORO',
MANUFACTURERS OF
Choice Winter Wheat and Manitoba
FLOURS

Mikado, White Lilly,
Delight, Manitoba.

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

HALIFAX AGENT. J. P. COX.

CAR LOTS or BROKEN LOTS

Flour, Meal, Buckwheat Flour, Cornmeal,
Rye Flour, or anything in the Flour, Feed or
Grain line furnished on shortest notice at lowest
prices.

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SEAFORTH OATMEAL MILLS

Manufacturer of and Dealer in

Rolled, Granulated & Standard Oatmeals,

Split Peas, Pot Barley, Cornmeal, and
General Produce. Eggs a specialty.

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

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A responsible agent wanted in every town
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OXFORD MILLS.

"FLOUR" Manufactured by
Improved Roller System.

BRANDS:

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Oxford. Ontario Queen.
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Manufacturers of
STANDARD AND GRANULATED OATMEAL.
ROLLED OATS. ROLLED OATMEAL.

DEALERS IN
Grain, Seeds, Bran, Shorts, Beans, Mid-
dlings, Chop Feed, Pot Barley,
Split Peas, Cornmeal.

ADDRESS:
NORWICH, ONT.

Mixed cars a specialty.

HODD & CULLEN

Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

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

Heavy dealers in

Oats, Oatmeal, Beans,
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**EMBRO
OATMEAL
MILLS.**

D. R. ROSS, EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

OUR NATIONAL FOODS.

NAME OF FOOD.	SPECIAL USES OF FOOD.	Quantity in Package.	Quantity in Case.
Desiccated Wheat.....	For dyspepsia, etc.....	4 lbs	1 dozen
Desiccated Rolled Oats.....	Porridge, easily digested.....	4 lbs	1 dozen
Snow Flake and Barley.....	Porridge, pudding, etc.....	3 lbs	1 dozen
Desiccated Rolled Wheat.....	Porridge, etc.....	3 lbs	1 dozen
Buckwheat Flour, S. R.....	Griddle Cakes, etc.....	4 lbs	1 dozen
Prepared Pea Flour.....	Soup, brose, etc.....	2 1/2 lbs	1 dozen
Baravena Milk Food.....	For infants.....	1 lb	1 dozen
Patent Prepared Barley.....	Invalids, children and any one.....	1 lb	1 dozen
Patent Prepared Groats.....	Children, light suppers, etc.....	1 lb	1 dozen
Barley Meal.....	For scones, porridge, etc.....	4 lbs	1 dozen
Rye Meal.....	For liver and kidney troubles.....	4 lbs	1 dozen
Farinose or Germ Meal.....	For porridge, etc.....	6 lbs	1 dozen
White Corn Grits.....	For porridge and corn cakes.....	4 lbs	1 dozen
Wheat Gritz.....	Porridge, etc.....	4 lbs	1 dozen
Gluten Flour.....	For diabetes and indigestion.....	4 lbs	1 dozen
Breakfast Hominy.....	For puddings, etc.....	4 lbs	1 dozen
Fruментy.....	For puddings, soups.....	2 lbs	1 dozen
Pearl Barley (xxx).....	Soups, etc.....	2 lbs	1 dozen
Farina, very choice.....	Puddings, etc.....	1 1/2 lbs	1 dozen

Ask your grocer for them. The trade supplied by

THE IRELAND NATIONAL FOOD CO. (LIMITED) TORONTO

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GROCERY BUSINESS FOR SALE DOING the largest retail business in town. Apply to Switzer & Brown, Collingwood, Ont. 18

CARLOAD OF POTATOES WANTED. STATE price per bag on track. Also of oats and peas. Apply to W. Holditch, Sudbury. 18

HONEY—GOOLD & COMPANY, BRANTFORD, are supplying grocers with pure honey. Write for prices and catalogue of bee hives, extractors, foundations, etc. 18

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A. H. BADGEROW. ALEX. H. DIXON.

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

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale House.

ADAMS & SONS'
TUTTI-FRUTTI

CHEWING GUM.

The fastest seller the trade handles to-day

Other Staple Brands :

Bo-Kay, Sappota, Magic-Trick, etc., etc. See our price list page 21.
Send to Adams & Sons, 23 Church St., Toronto, Ont., for beautiful advertising matter.

E. LAZENBY & SON,
18 TRINITY STREET, LONDON.



Absolutely the Finest Quality of Pickles Packed, most generally used in England. Quotations on application.

Canadian Agents : Arthur P. Tippet & Co.,
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REINDEER



BRAND.

CONDENSED MILK

Pure, rich, full weight. For many purposes superior to ordinary natural milk

CONDENSED COFFEE

A valuable article, combining pure Coffees, Milk and Sugar. Prepared for use in a few seconds by simply adding boiling water. Makes an excellent cup of Coffee. These are decidedly reliable and satisfactory goods to handle.

Truro Condensed Milk and Canning Co., Ltd.,

Truro, Nova Scotia.

The Manufacturers' Life Insurance Company

—AND THE—

MANUFACTURERS' ACCIDENT INSURANCE COMPANY.

HEAD OFFICE : Traders' Bank Building, Yonge St., Toronto.
Capital, \$2,000,000 and \$1,000,000 respectively.

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WM. BELL, Organ Manufacturer, Guelph.
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These Companies having two separate and distinct charters, Stock Capital, Government Deposits, etc., can issue a combination of Life and Accident Insurance, never before presented to the insuring public, and which can be issued by no other company in this or any other country unless so constituted. To professional men and all others who are likely to incur serious pecuniary inconvenience when laid aside by any casualty, such policies are calculated to prove a great boon. They afford more complete protection than life policies alone, at a very small additional cost, and may be applied to all plans of life insurance.

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"THE GENUINE CHIMNEY"

A FULL LEAD
Glass Chimney.

NICELY WRAPPED AND LABELLED

Write for Prices.



Cannot be Beaten
for Design
or Workmanship.

Done up in
One-Half Gross Cases.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers,

Toronto and Winnipeg.

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

Long Clear Bacon, Mess Pork, Short Cut Pork, Breakfast Bacon, Backs, Spiced Rolls, Pure Lard, Sugar Cured Hams, White Beans, Dried and Evaporated Apples, at close prices. Write for quotations.

GEO. C. THOMPSON. CHAS R. KING.

THOMPSON & KING,

Consignees, Brokers, General Commission and Mercantile Agents,

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

T. W. CLARK & CO.,

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

Consignments solicited and business transacted for Eastern Canada Merchants.

Established 1886.

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References: Bank of British Columbia.

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—DEALER IN—

Labrador Herring, barrels and halves.
Lake Superior Whitefish and Salmon Trout.
Lake Herring.
New Cured Hams and Bacon.
Pure Canadian Lard.
Mess and Short Cut Pork.

Write for Prices.



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

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

ORANGES.

Our First Car RIVERSIDE SEED-LINGS and WASHINGTON NAVELS now due; two cars FLORIDA ORANGES just arrived. Mostly saleable sizes. Lowest market price.

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

We Furnish Egg Cases. Try Us.

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FANCY CALIFORNIA EVAPORATED AND GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign Fruits, Figs, Dates, Nuts, etc., furnished on application.

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TELEPHONE 806.

**WM. DAVIES & CO.,
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PACKERS AND CURERS.**

Choicest Smoked Hams
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Bbl. Pork, Long Clear,
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CORRESPONDENCE INVITED.

**Hams, Breakfast
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New curing, now ready.**

For Choice full flavor goods send us a Sample order.

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QUALITY GUARANTEED.

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Write for Prices.

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

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

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

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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,
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Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

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Established 1874.

**W. H. SMITH,
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186 KING ST. EAST, TORONTO.**

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

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.



A STARTLING SIGHT.

(Associated Press.)

SEARCHVILLE, ONT., Sept.—The good people of this quaint-old town were very much startled the night of the fifth of March when the moon rose to find across its silvery face in letters dark and distinct the name of E. T. Co.

At once they knew that this is the firm that supplies the best goods that are made in Canada. It was impossible for the assembled populace to restrain their enthusiasm and cheer after cheer was given for the company whose reputation was as high as the moon for fine goods. Try one lot and be convinced.

Empire Tobacco Co.,

Montreal.

MONTREAL MARKETS.—Continued

now there is pressure to sell at 12c., and if they continue to arrive as freely further shading may be anticipated.

BUTTER.

The butter market remains unchanged as regards fresh new made dairy, which is kept well cleared up at full figures. In fact on Monday morning last there was none in receivers hands at all, consequently there was quite a scramble for the receipts on Monday. Choice Townships runs at 25 to 28c. with a free sale, while Morrisburg and Brockville bring 22 to 23c., and prime fine Western rolls 21 to 23c. Held dairy is mostly of inferior quality and its position is not improved, the movement being slow at from 15 to 18c.

CHEESE.

There is nothing to note here except a small jobbing business in colored at 12c. With regard to the new season there is nothing to say except that fodder-make is expected next week. It is anticipated that the make will be small, and that with the well cleared up market on the other side there will be a free movement of it in that direction at from 10 1-2 to 11c.

GRAIN.

There is a fair trade doing in grain in a small way, no large transactions being reported on spot. The tone is strong and wheat is from 1 to 2c. firmer than formerly. May peas afloat are quoted at 95c.; strong malting barley, 70 to 75c., and rye, 77 to 79c. The stocks in store compared with that of a week ago show an increase of 40,069 bushels of wheat, 8,214 bushels of peas, 5,529 bushels of barley, 6,857 bushels of rye, and a decrease of 736 bushels of corn, 3,041 bushels of oats; compared with the corresponding date last year there is an increase of 306,380 bushels of wheat 137,403 bushels of oats, 3,709 bushels of barley and a decrease of 60,609 bushels of corn, 227,614 bushels of peas, 21,614 bushels of rye. We quote: No. 2 hard Manitoba, \$1.16 to \$1.17; No. 3 do., \$1.05 to \$1.06; No. 2 Northern, \$1.07 to \$1.09; feed do., 70c. to 75c.; peas, 90c. per 66 pounds in store; 95c. afloat May; Manitoba oats, 57c.; Upper Canada do., 58c. to 60c. per 34 pounds; corn, 80c. duty paid; feed barley, 59 to 60c.; good malting do., 70c. to 75c.; rye, 77c. to 79c.

FLOUR AND MEAL.

The flour market is quiet, and under the steady jobbing trade prices are unchanged, while holders are very strong in their views. In fact no straight rollers could be moved under \$5.15 now, and we know of sales as high as \$5.25, while extra and superfine are proportionately fair. Manitoba strong bakers' shows no variations from its former strong position.

Oatmeal is scarcer if anything, and further high prices are reported from the country, but we cannot cite any actual change as yet on spot. We quote as follows:—Patent spring, \$5.95 to \$6.05; patent winter, \$5.35 to \$5.50; straight roller, \$5.15 to \$5.25; extra, \$4.75 to \$4.80; superfine, \$4.25 to \$4.50; fine, \$3.75 to \$4.00; city strong bakers', \$4.00 to \$5.75; strong bakers', \$4.00 to \$5.50. Oatmeal, standard, per bag, \$3.25 to \$3.30; granulated, \$3.25 to \$3.30; rolled, \$3.25 to \$3.30.

FEED.

All descriptions of feed are scarce and firmly held. We quote:—Feed, \$28 to \$30; bran, \$21 to \$22; and shorts, \$24.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., April 13, 1891.

All the wholesalers seem to have all they can do, though there has been no special demand for any particular line. Flour is gradually climbing higher, and meal is steady at last quotations, both being in good demand. Oats and feed are scarce, especially the latter. The coasting vessels are getting out of winter quarters, and bring small supplies of potatoes, eggs and butter. The first named are a little scarce.

FLOUR—Remains steady, without any material change in prices, though the tendency seems higher. We quote \$5.90 to \$6 for high grade; patents, \$5.60 to \$5.80.

MEAL—The millers are happy, their corn having arrived, and they are filling back orders. The price to day is \$3.80 to \$3.90.

SUGAR—There has been no change in the price of sugar since we last quoted. Yellows are 5¼ to 5½c. granulated is 6¼ to 6½c.

POTATOES—The large shipments since last writing have caused a slight advance in prices, and what small lots are offering are picked up quickly at prices from \$1.75 to \$2.

APPLES—Are dull. Every one seems to be stocked, though extra choice fruit goes off readily enough at moderate prices. Baldwins are \$3 to \$3.50, Nonpareil \$4 to \$4.50.

BUTTER—No change in price since last quoted, though several large lots have arrived.

EGGS—Are considerably easier. The price to-day is 17 to 18c., and prospects are for a further decline.

MOLASSES—Remains steady, with a prospect for higher prices, as late cables report an advance in the West Indies. Barbadoes is 33 to 34c., Demerara is 36 to 37c.

FISH—Several small cargoes arrived the past week without any change in prices, though there has been a demand for bay herring in half-barrels.

BANQUET TO HON. FRANK SMITH.

The grocers of Toronto are going to make an occasion of the retirement from the trade of the Hon. Frank Smith. A banquet will be held in his honor on the night of the 27th inst., in the Queen's Hotel. The tickets will be \$5. It will be confined to wholesale and retail grocers. The matter is in the hands of the following committee, chosen from the two branches of the trade: Messrs. John I. Davidson (chairman), J. F. Thackray (secretary), Ince, A. M. Smith, Sloan, Barron, Gibson, Donald, Radcliffe, Mills and Swan.

We are sorry to miss the name of one firm from the list of our town merchants. Messrs. Rutledge & McNabb closed their store of groceries on April 1st after disposing of the greater part of their valuable and well assorted stock. They will be much missed by our citizens, for their excellent stock and their efforts to oblige their customers had gained for them a large patronage.—Fort William Journal.

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

Rivalry, open, fair, good natured and enterprising, is the life of business.



IT HAS NO EQUAL.
An Early Riser, Strong, Reliable!
WHY?

For the simple reason that the leavening powers possessed by the "Barm" Yeast are not equaled by any of its rivals. Any one using it can be up with the lark and have their baking out early.

THE BARM YEAST CO.

HAMILTON, MARCH 20, 1891.

SIRS,—Allow me to write and tell you how I like your Yeast. I have used it ever since last fall when I received a trial package at the Hamilton fair. I have never had one batch of poor bread from your Yeast, and it makes lovely buns, just as light and sweet as can be. Now, I can say without hesitation, the "Barm" is the best Yeast I have ever used. I never intend to keep house without it. Wishing you success,

I remain yours, etc.,

FLORENCE HOPKINS.

BARM YEAST MANUF'G CO.,
 35 Wellington Street East, TORONTO.

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

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

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

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

E. P. Breckenridge, Edwin Norton,
 Toledo, Ohio, Pres Chicago, Vice-Pres
 W. C. Breckenridge, Resident Manager

The Norton Manufacturing Co.,
 MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit Cans, Paint Pails and Cans,
 Lard Pails, Baking Powder Cans.

Capacity, fifty thousand fruit cans per day.

Sole Agents in Canada for
 Norton Bros., "Solder Hemmed" Caps, and
 Grocers' sample goods, and Haskell's
 sample cases.

Cor. YORK AND QUEEN Sts.,
 HAMILTON, - ONT.

TOWNSEND & STEPHENS,
 Public Accountants, Auditors, Assignees

Sherman E. Townsend. H. Seymour Stephens.

Traders' Bank Chambers, Yonge St.,
 Cable Address: "Seymour." TORONTO.

ALL GROCERS SHOULD SELL
 THE

**EMPIRE
 BRAND
 EXTRACTS**

Manufactured by

ELLIS & KEIGHLEY,
 TORONTO.

GROCERS SHOULD SELL

**Cowan's
 Hygienic Cocoa.**

It is undoubtedly the Best in the World.

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

EDWARDS, CATCHPOLE & CO'Y

MANUFACTURERS OF

French Blacking,
 Stove Polish,

Writing Inks and Mucilage.

33 Wellington East, Toronto.

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

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.

MEDITERRANEAN FRUIT.

Five direct steamers are bound for Montreal, and due to arrive
 during the month of May.

There will be 100,000 boxes of Oranges and Lemons sold by

Public Auction. We will Examine, Buy, and Ship the fruit for a moderate charge. Correspondence solicited.

McBRIDE, HARRIS & CO., 134 McGill St.--1 to 21 College St.,
MONTREAL.

OUR Mr. Tew, who has just returned from a visit to the English potteries, has brought out with him lines of Porcelain, Opaque, and Printed Wares, etc., entirely new to the Canadian market.

Our Tea, Dinner, and Toilet Wares top the market in both shape and decorations. Our Maple Leaf and Alaska Granite lines command inspection. Please examine our goods before ordering elsewhere.

R. TEW & CO.,

Crockery, Glassware, Fancy Goods, Lamps, etc.

10 FRONT ST. East,

(Adjoining New Board of Trade Building.)



SALES MADE OR PENDING.

Jas. Gordon, grocer, Toronto, has sold out. The general stock of A. W. Moffatt, Amherst, N.S., is sold.

Jos. S. Hubley, grocer, Halifax, N.S., advertises his stock for sale.

F. R. Cole, lamp dealer, Montreal, offers his stock for sale by tender.

E. Eddington, grocer, Courtright, Ont., is succeeded by N. Cronkhite.

The stock of J. J. Smith & Co., general merchants, Emerson, Man., is sold.

L. Gaetz, general merchant, Red Deer, Man., has been succeeded by Gaetz Bros.

Arthur Proudfoot, general merchant, Lorne, N.S., advertises his business for sale.

Thos. D. Detler, general merchant, Lucknow, Ont., is closing up business and removing to British Columbia.

The general stock in the estate of H. McQuarrie, Baysville, Ont., is advertised for sale by auction on the 21st.

PARTNERSHIPS FORMED AND DISSOLVED.

Price & Nopper, general merchants, Canterbury, N.B., have dissolved.

Leflar & McDonald, general merchants, Rapid City, Man., have dissolved.

Desmond & Collins, general merchants, North Sidney, N.S., have dissolved.

Radigan & Shaver, grocers and crockery dealers, Galt, Ont., have dissolved, Patrick Radigan continuing.

S. H. & A. S. Ewing, spice manufacturers, Montreal, have dissolved, A. S. Ewing continuing under unchanged style.

Henri Jones & Co., manufacturers of essences, etc., Montreal, have dissolved, Henri E. Jones continuing business under the old style, and Jesse Joseph, jr., starting business under the style Jesse Joseph & Co.

FIRES.

F. Clementson & Co., wholesale and retail crockery dealers, St. John, N.B., are partially burnt out.

REMOVALS AND DEATHS.

Donald Clark, grocer, St. Andrews, N.B., is dead.

DIFFICULTIES, ASSIGNMENTS, AND COMPROMISES.

John Blamiers, merchant, Montreal, has assigned.

Justin Yandon, general merchant, Canaan, Ont., has assigned.

D. J. Riviere, grocer, Cornwall, Ont., is offering to compromise.

Geo. G. Pope, Peterboro, Ont., has assigned to H. Rush, Peterboro.

Richard Keeler, general merchant, Esquimaux, B. C., has assigned.

Lindsay & Co., general merchants, Griswold, Man., have assigned.

Wm. H. Teed, general merchant, Wentworth, N. S., has assigned.

Elisha Tingley, general merchant, Upper Sackville, N. B., has assigned.

Amedee Gagnon, general merchant, Riviers Quelle, Que., has assigned.

Duncan H. McKay, general merchant, Lake Ainslie, N. S. has assigned.

E. J. Keeping, general merchant, Austin, Man., has been granted an extension.

Wm. Nesbitt, general merchant, Roland, Man., has been granted an extension.

David Jacobs, general merchant, Cartier, Ont., has assigned to Hugh Kerr, Cartier.

David Ellis, general merchant, Elmvale, Ont., has assigned to Robt. I. Fraser, Barrie.

Chas. Butler, grocer and crockery dealer, Peterboro, Ont., has assigned to Geo. Leonard.

David Ballantyne, general merchant, Bruce Mines, Ont., has assigned to J. B. Laing, Toronto.

GOLD MEDAL, PARIS, 1878.



W. BAKER & Co.'s Breakfast Cocoa

from which the excess of oil has been removed,

Is Absolutely Pure and it is Soluble.

No Chemicals

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

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.



TENDERS.

SEALD TENDERS addressed to the undersigned, and endorsed "Tender for Indian Supplies" will be received at this office up to noon, of SATURDAY, 9th May, 1891, for the delivery of Indian Supplies, during the fiscal year ending 30th June, 1892, consisting of Flour, Beef, Bacon, Groceries, Ammunition, Twine, Agricultural Implements, Tools, etc., duty paid, at various points in Manitoba and the North-West Territories.

Forms of tender, containing full particulars relative to the Supplies required dates of delivery, etc., may be had by applying to the undersigned, or to the Indian Commissioner at Regina, or to the Indian Office, Winnipeg.

Parties may tender for each description of goods (or for any portion of each description of goods) separately or for all the goods called for in the Schedules, and the Department reserves to itself the right to reject the whole or any part of a tender.

Each tender must be accompanied by an accepted Cheque in favor of the Superintendent General of Indian Affairs, on a Canadian Bank, for at least five per cent. of the amount of the tender, which will be forfeited if the party tendering declines to enter into a contract based on such tender when called upon to do so, or if he fails to complete the work contracted for. If the tender be not accepted, the cheque will be returned and if a contract be entered into for a part only of the supplies tendered for an accepted cheque for five per cent. of the amount of the contract may be substituted for that which accompanied the tender; the contract security cheque will be retained by the Department until the end of the fiscal year.

Each tender must, in addition to the signature of tenderer, be signed by two sureties acceptable to the Department for the proper performance of the contract based on his tender.

This advertisement is not to be inserted by any newspaper without the authority of the Queen's Printer, and no claim for payment by any newspaper not having had such authority will be admitted.

L. VANKOUGHNET,
Deputy of the Superintendent-General
of Indian Affairs.

Department of Indian Affairs,
Ottawa, March, 1891.

The Packers' Association of Canada, admit that the labels produced by the
SUN LITHO. CO.,

are superior to those produced by any other house in the Dominion. For Samples, Prices, etc., apply

SUN LITHO. CO.,
TORONTO.

ALL GROCERS SHOULD SELL
THE
**EMPIRE
BRAND
EXTRACTS**

Manufactured by

ELLIS & KEIGHLEY,
TORONTO.

General Storekeepers

who deal in Dry Goods should subscribe for

THE DRY GOODS REVIEW

Subscription Price \$1.00 per year.

Send for Sample Copy to THE DRY GOODS REVIEW Co., 6 Wellington St. West, Toronto.



Sustaining, Strength-giving, In-
vigorating.

Johnston's Fluid Beef

is a perfect food for
INVALIDS AND CONVALES-
CENTS, supplying all the nutri-
tious properties of PRIME BEEF
in an easily digested form.

W. G. A. LAMBE & CO.,
Late WILLIAMSON & LAMBE.

STORAGE

54 & 56 Wellington St. E., Toronto

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

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

TULLOCH & CO.,

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

N.B.—Correspondence invited from Canadian
firms interested in any of the above
lines

CONSIGNMENTS OF PRODUCE SOLICITED.
eow

MATCHES

**A
T
C
H
E
S**

1845

THE

1890

E. B. EDDY

MANUFACTURING COY'S

ARE THE BEST.

Long Established.

Unsurpassed.

FULL COUNT

Made well on Honor. Sell well on Merit.

FACTORIES AT HULL, CANADA

**JAMS
AND
JELLIES**

**SUPERIOR
IN
QUALITY.**

Raspberry, Strawberry, Blackberry, Plum, Grape,
and Apricot Jams.

Red Currant, Raspberry and Strawberry
Jellies.

Glass, Tin and Wood Packages.

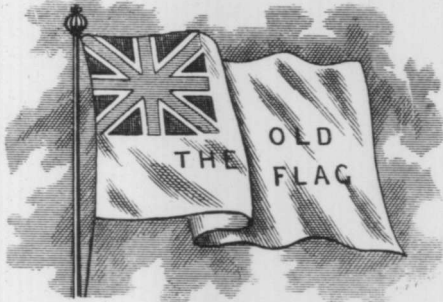
❖ **ADMITTED BY ALL** ❖

That our Jams and Jellies are superior in quality. We have a
full line in all size packages. Can ship in a moment's notice.
Goods guaranteed.

DELHI CANNING CO.,
DELHI, ONT.

THE GLOBE TOBACCO WORKS COMPANY OF LONDON

LIMITED,



Have now placed on the market their new brand of smoking tobacco, "The Old Flag" a fine bright Virginia Flake cut tobacco. The best in the world.

Try it and judge for yourself.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, April 16, 1890.
This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.
Goods in large lots and for prompt pay are generally obtainable at lower prices.
All quotations in this department are under the direct control of the Editor, and are not paid for or dictated by any manufacturing or jobbing house unless given under their name; the right being reserved to exclude such firms as do not furnish reliable information.

BAKING POWDER.

Dunn's No. 1, in tins	Per doz	2 00
" " 2, in tins		75
Cook's Gem, in 1 lb pkgs		\$1 75
" " 7 oz		85
" " 5 lb tins		65
" " bulk, per lb		12
Empire, 5 dozen 4 oz ca s	Per doz	\$0 75
" " 2 " 8 " " "		1 15
" " 2 " 16 " " "		2 00
" " 1/2 " 5 lb cans		9 00
" " bulk, per lb		15

COOK'S FRIEND.

(In Paper Packages.) Per doz

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

BISCUITS.

Arrowroot	Per lb	\$0 11 1/2
Abernethy		9
Ginger Nuts		11 1/2
New York Fruit		14 1/2
People's Mixed		10 1/2
Pilot Family		6 1/2
Snowflake		11
Niagara		15
Soda		7 1/2
Soda, 1 lb packages		6
" " 3 lb		20
Sultana		12 1/2
Oyster crackers	6 7	2
Milk biscuit		10 1/2
Butter crackers		9 1/2
Tea		11 1/2
Wine		9 1/2
Wine, sweet		9

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 1/4 " "	1 10
Spanish, No. 3	4 50
" " 10	9 00
Jacquot's French No. 2	3 00
" " 3	4 50
" " 4	8 00
" " 1-gross Cabinets, asst.	7 50
EDWARDS, CATCHPOLE & CO'S	
No. 1	per gross 9 00
No. 2	do 4 50
No. 3	do 3 60

BLACK LEAD.

Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
TELLIER, ROTHWELL & CO'S	
Royal Black Lead, per gross	\$1 80
F. F. DALLEY & CO.	
Per gross	
Silver Star Stove Paste	9 00
Packed in fancy wood boxes, each box contains 3 doz.	
EDWARDS, CATCHPOLE & CO'S	
Crown Polish, No. 1, per gross	9 00
" " No. 2	4 80

BLUE.

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

BROOMS.

Carpet... 4 strings	Per doz	2 90
X Parlor, 2 " "		2 65
Louise 3 " "		2 65
1 Gem 4 " "		3 25
2 " " 2 " "		2 65
3 " " 2 " "		2 90
4 " " 2 " "		1 95
O Hurl... 4 " "		3 65
" " 3 " "		2 35
" " 2 " "		2 05
" " 3 " "		1 70
OK " 2 " "		1 35
Hvy Mill 4 " "		3 70

CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 20
2 " 4 " " "	2 90
3 " 3 " " "	2 65
XXX Hurl 4 " " "	2 60
1X " 4 " " "	2 40
2X Parlor 4 " " "	2 25
3 " 3 " " "	1 95
5 " 3 " " "	1 70
6 " 3 " " "	1 30
7 " 3 " " "	1 50
Girls " 2 " " "	3 00
Railway 4 " " "	4 00
Ship 4 " " "	3 00
2 Cable 2 wire bands, net	4 00
3 " 3 " " "	4 00
1 Hearth 2 strings, net	1 75
2 " 2 " " "	1 50
3 " 1 " " "	1 20
4 " 1 " " "	1 30

CANNED GOODS.

Per doz	
Apples, 3's	\$1 15 \$1 20
" " gallons	3 10 3 25
Blackberries, 2	2 00 2 10
Blueberries, 2	1 25 1 40
Beans, 2's	0 95 1 10
Corn, 2's	1 10 1 25
Cherries, red pitted, 2's	2 25 2 40
Peas, 2's	1 25 1 35
" " sifted select	2 00 2 25
Pears, Bartlett, 2's	2 00 2 25
" " Sugar, 2's	1 50
" " 3's	2 00
Pineapple, Baltimore	2 40 2 50
Bahama	2 90 3 00
Peaches, 2's	2 75 2 85
" " 3's	3 75 3 85
" " Pie, 3's	1 60 1 65
Plums, Gr Gages, 2's	2 00 2 10
" " Lombard	2 00 2 10
" " Blue	1 90 2 00
Pumpkins, 3's	1 00 1 10
" " gallons	3 00 3 25
Raspberries, 2's	2 45 2 50
Strawberries, choice 2's	2 40 2 50
Succotash, 2's	1 50 1 65
Tomatoes, 3's	1 49 1 45
Finnan haddies	1 50
Lobster, Clover Leaf	2 75
" " Crown	2 50
Mackerel	1 15 1 25
Salmon, 1's	1 40 1 55
" " white	1 10 1 25
Sardines Albert, 1/2's tins	10, 11 1/2, 15, 18
" " 1/2's " "	10, 10 1/2, 18, 19
" " Martiny, 1/2's " "	10, 10 1/2, 18, 19
" " Other brands, 9 1/2, 11, 16, 19	23, 25, 33, 36
" " P & C, 1/2's tins	6 1/2, 8, 11
" " Amer, 1/2's " "	6 1/2, 8, 11

MARMALADE, JAMS AND JELLIES.

CAIRN'S.

(Blaklock Bros., Montreal Agents.)
Marmalade. Price, f.o.b. Montreal. dz.

" Home Made," glass 1 lb	\$2 35
" " White 1 lb	2 25
" " 2 " "	4 15
" " Stone 7 " "	13 20
Scotch..... White 1 " "	2 10

Jams.

Gooseberry	.....
Strawberry	.....
Black Currant	.....
Red Currant	.....
Green Gage	.....
Apricot	.....
Raspberry	.....
Damson	.....
Plum	.....
Red Currant and Raspberry	.....

Jellies. Red Currant, 1 lb. white \$2.75
Black Currant, 1 lb. white 2.75

DELHI CANNING CO.

Jams assorted, 1's	2 35
Jellies, 1's	2 25

CANNED MEATS.

CLARK'S.

Comp. Corn Beef 1 lb cans	\$..... \$1 60
" " 2 " "	2 65
" " 4 " "	5 00 5 15
" " 6 " "	7 75 8 00
" " 14 " "	18 60 19 20
Minced Collops, 2 lb cans	2 60
Roast Beef..... 1 " "	1 60
" " 2 " "	3 15
" " 4 " "	5 85
" " 2 " "	7 00
Par Ox Tongue, 2 1/2 " "	\$7 25 7 50
Ox Tongue..... 2 " "	7 50
Lunch Tongue..... 1 " "	3 00 3 10
" " 2 " "	5 25 5 75
English Brawn 2 " "	2 50 2 60
Camb. Sausage 1 " "	2 50
" " 2 " "	4 00
Soups, assorted..... 1 " "	1 35
" " 2 " "	2 25
Soups & Bouilli..... 2 " "	1 80
" " 6 " "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans.....	1 50
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Devilled Tongue or Ham, 1/2 lb cans	1 35
Devilled Chicken or Turkey, 1/2 lb cans	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 50

MINCE MEAT.

BRYANT, GIBSON & CO'S-TORONTO.

Mince Meat, 1/2 gal glass jars	\$9 50
Ditto, 25 and 40 lb pails, per lb.	12 1/2 c
J. H. WETHEY'S-ST. CATHARINES.	
Condensed, per gross, net	\$13 50

CHEWING GUM.

ADAMS & SONS.

To Retailers.	
Tutti Frutti, 36 5c bars	\$1 30
Bo-Kay (new)	150 pieces
Sappota,	150 " "
Magic Trick,	115 " "
Black Jack,	115 " "
Red Rose,	115 " "
Sweet Fern,	230 " "
Adams' N.Y. Gum,	200 " "
Caramel Tolu,	72 " "
New Fruit Asst.,	115 " new
Puzzle Gum	115 " "
Colah	115 " "



NOW

is the time to advertise in and subscribe for THE CANADIAN GROCER. You receive better value for your money than in any other journal in the Dominion.

Prices Current, Continued—

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S.

Chocolate—	Per lb.
French, 1/4's... 6 and 12 lbs.	0 30
Caracas, 1/4's... 6 and 12 lbs.	0 35
Premium, 1/4's... 6 and 12 lbs.	0 30
Sante, 1/4's... 6 and 12 lbs.	0 26
Diamond, 1/4's... 6 and 12 lbs.	0 24
Sticks, gross boxes, each...	1 00

Cocoa, Homeopat'c, 1/4's, 8 & 14 lbs 30
 " Pearl " " " 25
 " London Pearl 12 & 18 " 22
 " Rock " " " 30
 " Bulk, in bxs. 18

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)

Mott's Broma..... per lb	\$0 30
Mott's Prepared Cocoa.....	28
Mott's Homeopat'c Cocoa(1/4's)	32
Mott's Breakfast Cocoa.....	40
Mott's Breakf. Cocoa(in tins)	45
Mott's No. 1 Chocolate.....	30
Mott's Breakfast Chocolate...	28
Mott's Caracas Chocolate....	40
Mott's Diamond Chocolate....	22
Mott's French-Can. Chocolate	20
Mott's Navy or Cooking Choc.	26
Mott's Cocoa Nibbs.....	30
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 22&24	24
Mott's Pure Confec Chocolate22-38	22
Mott's Sweet Confec Choc.21c-30	30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/2, 1 lb. boxes	70, 75
Iceland Moss 1/2 lb in 12 lb boxes	30, 33
Soluble (bulk) 15 & 30 lb bxs	18, 20
Soluble (tins) 6 lb and 12 lb	20, 22
Cocoa Nibs, any quantity	30, 35
Cocoa Shells, any quantity	05
Cocoa Essence..... per doz	1 40

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

WALTER, BAKER & CO'S.

Chocolate—	
Pre'm No. 1. bxs. 12 & 25 lbs each	35
Baker's Vanilla in bxs 12 lbs each	48
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....	31
Eagle, sweet & spiced, bxs 12 lbs each	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box	3 50
Spanish Tablets, 100 in box, 12 bxs in case.....	2 87

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes, 12 lbs each

Grocers' Style, in cases 24 boxes, 6 lbs each

48 Fingers to the lb., in cases 12 bxs 12 lbs each

48 Fingers to the lb., in cases 24 bxs 6 lbs each

Cocoa—	
Pure Prepared boxes, 12 lbs each	36
Cracked, boxes, 20 lbs each, 1 lb and assorted papers.....	28
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers.....	28
Cracked, in bags, 6, 10 & 25 lbs each	28
Cocoa and shells, 12s and 25s.....	25

Breakfast Cocoa—	
In bxs, 6 & 12 lbs., each, 1/2 lb. tins	40
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters.....	43

Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins.....	37

GIBSON & GIBSON'S	
Sydney] per lb	0 30
Gibson's Cocoa, 1/4's	0 30
Soluble Cocoa bulk in boxes 0 18	0 22
Prepared do " " " " " "	0 22
Sydney Gibson's Chocolate, 1/4's and 1/2's	0 30
Gibson's Rock do 1/4's and 1/2's	0 30
Dr. Clarke's do 1/4's	0 40
Confectioners' Pure Chocolate 10 lb. blocks	0 30
Vanilla choc. sticks, per gross	1 00
Gibson's Icina, 1/4's 4 doz. in case.	1 85
Gibson's Icina, 1 lb 2 " in case.	2 40

COFFEE.

GREEN	c. per lb.
Mocha.....	32, 35
Old Government Java.....	30, 33
Rio.....	22, 23 1/2
Plantation Ceylon.....	29, 31
Porto Rico.....	24, 28
Guatemala.....	24, 26
Jamaica.....	22, 23
Maracaibo.....	24, 26

WHOLE ROASTED OR PURE GROUND.

ELLIS & REIGHLEY'S.	c. per lb
Java.....	33, 34
Java and Mocha.....	34, 36
Plantation Ceylon.....	35
Arabian Mocha.....	37
Santos.....	28, 28
English Breakfast.....	16, 24
Royal Dandelion in 1 lb tins.....	26

TODHUNTER, MITCHELL & CO'S	
Excelsior Blend.....	33
Our Own ".....	31
Laguayra ".....	29
Mocha and Java.....	32, 33
Java, Standard.....	33
" Old Government.....	30, 32
Arabian Mocha.....	36
Santos.....	28

J. W. COWAN & CO.

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

EXTRACTS.

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

FLOUR AND MEAL.

	per bbl.
Flour, Family.....	\$5 10 5 45
" Manitoba Patent.....	6 20
" white wheat patent.....	5 70
" Strong bakers.....	5 60
Oatmeal, standard, bbls.....	6 00
" granulated, ".....	6 20
" rolled ".....	6 25
Rolled Oats.....	6 20
Bran, per ton.....	20 00
Shorts.....	21 00
Cornmeal.....	4 00 4 40

FLUID BEEF.

JOHNSTON'S, MONTREAL.	per doz.
Cases, No. 1, 2 oz tins.....	\$2 75 33 00
" No. 2, 4 oz tins.....	4 50 5 00
" No. 3, 8 oz tins.....	8 00 8 75
" No. 4, 1 lb tins.....	12 60 14 25
" No. 5, 2 lb tins.....	25 00 27 00

FRUITS.

FOREIGN.	c. per lb.
Currants, Provincial, bbls.....	6 1/4, 6 1/2
" " " " 1/2 bbls.....	6 1/4, 6 1/2
" " " " cases.....	6 1/4
" Filiatras, bbls.....	6 1/4, 6 1/2
" " " " 1/2 bbls.....	6 1/4, 6 1/2
" " " " cases.....	6 1/4, 6 1/2
" Patras, bbls.....	6 3/4, 7
" " " " 1/2 bbls.....	7, 7 1/2
" " " " cases.....	7 1/2, 7 3/4
" Vostizzas, cases.....	7 1/2, 8 1/2
" " " " 1/2 cases.....	7 1/2, 8
" 5-crown Excelsior (cases).....	9 1/4, 9 1/2
" " " " 1/2 case.....	9 1/4, 9 1/2
Dates, Persian, boxes.....	5 1/2, 6
Figs, Elemes, 14 oz., per box	10 12
" " " " 10 lb boxes.....	12 1/2, 13
" " " " 20-lb.....	15 16
" " " " Seven-Crown.....	18
Prunes, Bosnia, hlds.....	7 1/2, 8
" " " " cases, new.....	8 1/2, 10
Raisins, Valencia, off stalk,	6 1/2, 6 1/2
Selected.....	7 1/2, 8
Layers.....	8 1/2, 8
Raisins, Sultanas.....	17, 18
" " " " Eleme.....	7 1/2, 8
" " " " Malaga:	
London layers.....	3 00 3 25
Loose muscatels.....	2 35 2 75
Imperial cabinets.....	3 25 3 50
" " " " qrs., flat.....	1 00
Connoisseur clusters.....	4 00 4 25
Extra dessert ".....	4 75 5 00
" " " " qrs.....	1 50
Royal clusters.....	6 00 6 50
Fancy Vega cartoons.....	2 75
Black baskets.....	4 00 4 25
Blue ".....	1 30 1 35
" " " " qrs.....	4 75 5 00
Fine Dehesas.....	1 50 1 60
" " " " qrs.....	7 00 7 25
Lemons, Malaga.....	2 00 2 25
" " " " Palermos.....	4 00 4 50
" " " " Messina.....	4 00 4 50

Oranges, Floridas.....	4 00 4 50
" " " " Jamaica.....	.....
" " " " Valencia.....	6 50
" " " " California navels.....	5 00 5 50
" " " " River seedlings.....	3 75 4 00

DOMESTIC.

Apples, Dried, per lb.....	0 08 1 09
do Evaporated.....	0 14

GLASSWARE.

TAYLOR, SCOTT & CO.

	c. per doz
Lamp Chimneys, O.....	32
" " " " A.....	35
" " " " B.....	45

GRAIN.

Wheat, Fall, No. 2.....	1 12
" " " " Red Winter, No. 2.....	1 12
" " " " Spring, No. 2.....	1 04 1 05
" " " " Man. Hard, No. 1.....	.....
" " " " No. 2.....	1 18
Oats, No. 2, per 34 lbs.....	54 59
Barley, No. 2, per 48 lbs.....	59
" " " " No. 3, extra.....	56 1/2
" " " " No. 3.....	53 54
Rye.....	75 76
Peas.....	80 81
Corn.....	77

HAY & STRAW.

Hay, Pressed, "on track	7 00 9 00
Straw Pressed, ".....	5 00 7 00

LARD.

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

MUSTARD.

ELLIS & REIGHLEY'S.

	cts
Durham, Fine, in 1/2 and 1 lb tins	25
" " " " per lb.....	22
" " " " Fine, in 1 lb jars.....	70
" " " " Fine, in 4 lb jars.....	30
" " " " Ex. Sup., in bulk, per lb.....	20
" " " " Superior, in bulk, per lb.....	15
" " " " Fine, ".....	25
COLMAN'S AND KEEN'S	
In 4 lb jars.....	75
In 1 lb jars.....	25
D. S. F., in tins, per lb.....	41
" " " " in 1/2 lb tins.....	42
" " " " in 1/4 lb tins, per lb.....	44
D. F. in 1/2 lb tins, per lb.....	26
" " " " ".....	28

NUTS.

	per lb.
Almonds, Ivica.....	14 15
" " " " Tarragona.....	16 17
" " " " Formigetta.....	.....
Almonds, Shelled Valencia.....	35, 37
" " " " Jordon.....	45, 55
Brazil.....	10 10 1/2
Cocoanuts.....	6 00 6 50
Filberts, Sicily.....	11
Filberts, Oblong.....	14 15
Peanuts, roasted.....	12, 13
" " " " green.....	9 10
Walnuts, Grenoble.....	17 18
" " " " Bordeaux.....	12, 13
" " " " Naples, cases.....
" " " " Marbots.....	13 1/2
" " " " Chilis.....	12 13

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BRYANT, GIBSON & CO'S. TORONTO

PICKLES.

John Bull, mixed, in bulk \$0 60
 " Chow Pic'le, in b'lk 65
 " Mixed & Chow-Chow pts 2 15
 " Mixed & Chow-Chow pts 3 25
 " 16 g. 1 90
 Horse Radish, bottles, per doz 2 25

SAUCES.

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

PRODUCE.

DAIRY.

Butter, creamery, rolls \$0 00 \$0 00
 " tubs, choice 0 20 0 22
 " dairy, tubs, choice 0 14 0 16
 " medium 0 11 0 11
 " low grades to com. 0 05 0 10
 Butter, pound rolls. 0 22 0 25
 " large rolls. 0 17 0 21
 " store crocks 0 15 0 18
 Cheese. 0 11 0 12 1/2

COUNTRY

Eggs, fresh, per doz. 0 11 0 11 1/2
 " limed 0 11 0 11 1/2
 Beans 1 35 1 0
 Onions, per bul. 3 00 4 00
 Potatoes, per bag on tr'k 1 05 1 10
 Hops, 1889 crop 0 15 0 18
 " 1890 0 35 0 38
 Honey, extracted 0 08 0 10
 " section 0 14 0 16

PROVISIONS.

Bacon, long clear, p lb. 0 08 0 08 1/2
 Pork, mess, p. bbl. 15 50 16 50
 Hams, smoked, per lb. 0 11 1/2 0 12
 " pickled

Bellies 0 11 0 11 1/2
 Rolls 0 09 0 09 1/2
 Backs 0 10 1/2 0 11
 Lard, Canadian, per lb. 0 09 1/2 0 09 1/2
 Hogs. 5 50 6 00
 Tallow, refined, per lb. 0 05 1/2 0 06
 " rough, " 0 02

RICE, ETC.

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

SPICES.

GROUND.

Pepper, black, pure \$0 20 \$0 22
 " fine to superior 12 18
 " white, pure 32 35
 " fine to choice 25 30
 Ginger, Jamaica, pure 25 27
 " African. 18
 Cassia, fine to pure 18 25
 Cloves, " 25 40
 Allspice, choice to pure 12 15
 Cayenne, " 30 35
 Nutmegs, " 75 1 20
 Mace, " 1 00 1 25
 Mixed Spice, choice to pure. 30 35
 Cream of Tartar, fine to pure 25 37

STARCH.

EDWARDSBURGH STARCH MFG. CO. MONTREAL.
 BRITISH AMERICA STARCH CO. BRANTFORD.

c. per lb.

No. 1 Laundry, 4 lb cartons. 5 1/2c
 Canada Laundry 4 1/2
 Silver Gloss, crates 6 1/2
 Lily White, crates. 6 1/2
 Silver Gloss, 1 lb chromos. 6 1/2
 Lily White, 1 lb chromos. 6 1/2
 Satin, Starch 1 lb chromos. 7 1/2
 Brantford Gloss, 1 lb chromos. 7 1/2
 No 1 Laundry, barrels & halves 7 1/2
 Canada Corn 6 1/2
 Challenge Corn 6 1/2
 Rice Starch, 1 lb. 9
 Cube, 1 lb. 7 1/2

KINGSFORDS OSWEGO STARCH.

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

12-lb " 8 1/2
 38 to 45-lb boxes. 8

Silver Gloss Starch—

40-lb " 1, 2 and 4 lb packages. 9
 40-lb " 1/2 lb package 9 1/2
 40-lb " 1/4 lb package 10
 40-lb " assorted 1/2 and 1/4 lbs. 9 1/2
 40-lb " sliding covers 9 1/2
 38 to 45 lb boxes 9

Oswego Corn Starch—for Puddings,

Custards, etc.—
 40 lb boxes, 1 lb packages. 8 1/2
 20 " 8 1/2

SUGAR. c. per lb

Granulated, 15 bbls or over. 6 1/2
 " less than 15 bbls. 7
 Paris Lump, bbls. 7 1/2
 " less than a bbl. 7 1/2
 Extra Ground, bbls. 8
 " less than a bbl. 8
 Powdered, bbls. 7 1/2
 " less than a bbl. 7 1/2
 White refined. 6 1/2
 Extra bright refined. 6 1/2
 Bright Yellow. 5 1/2
 Medium. 5 1/2
 Brown. 5 1/2
 Raw Jamaica, in bags. 5 1/2

SYRUPS AND MOLASSES.

SYRUPS. Per lb.

bbbs. 1/2 bbls

Redpath's "D" ..
 " "M" ..
 Redpath's "B" 3 1/2 3 1/2
 " "VE" 3 1/2 3 1/2
 " Extra V.B. 3 1/2 3 1/2
 " Ex. Sup. 3 1/2 4
 " XXX Sup. 4 1/2 4 1/2
 Corn Syrup 4 1/2 4 1/2

MOLASSES. Per gal.

Trinidad, in puncheons. 38, 40c
 " bbls. 40, 42
 " 1/2 bbls. 42, 44
 New Orleans, in bbls. 45, 45
 Porto Rico, hdds. 38, 45
 " barrels. 42, 47
 " 1/2 barrels. 44, 49

TEAS.

GREENS. Per lb

Gunpowder—
 Cases, extra firsts 42, 50c
 Half chests, ordinary firsts 32, 38
 Cases, sifted, extra firsts 42, 50
 Cases, small leaf, firsts 35, 40

Young Hyson—Moyunes

Half chests, ordinary firsts. 22, 38
 " " seconds. 20, 22
 " " common. 18, 20

PING SUEYS.

Half chests, firsts. 28, 32
 " " seconds. 20, 22
 Half Boxes, firsts. 28, 32
 " " seconds. 20, 22

JAPAN.

Half Chests—

Choicest 38, 40
 Choice 32, 36
 Finest. 28, 30
 Fine 25, 27
 Good medium 22, 24
 Medium 19, 20
 Good common 18, 19
 Common 16, 17
 Nagasaki, 1/2 chests Pekoe 20, 22
 " Oolong 17, 18
 " Gunpowder 18, 20
 " Siftings 8, 12 1/2

CONGOUS.

Half chests, Kaisow, Moning. 52, 55
 Caddies and half chests. 15, 50
 Caddies, Paking and new makes 18, 50

OLONG.

Half chests Formosa 34, 50
 Caddies. 36 55

ASSAMS.

Chests and half-chests Pekoe. 22,
 SCENTED ORANGE PEKOE.

Boxes, Foochow and Canton. 28, 60

TOBACCO AND CIGARS.

British Consols, 4's; bright twist, 5's; Twin Gold Bar, 8's 62c
 Ingots, rough and ready, 7's 59
 Laurel, 3's 52
 Brier, 7's 50
 Index, 7's 45
 Honeysuckle, 7's. 49
 Napoleon, 8's. 49
 Royal Arms, 12's 50
 Victoria, 12's 48
 Brunette and Lovely, 12's. 45 1/2
 Prince of Wales, in caddies. 46 1/2
 " in 75 lb boxes 46

Bright Smoking Plug Myrtle, T & B, 3's

Lily, 7's 55
 Diamond Solace, 12's 45
 Myrtle Cut Smoking, 1 lb tins 65
 1 lb pg, 6 lb boxes 65
 oz pg, 5 lb boxes. 65



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"Pure" and "Silver Gloss"
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Corn .: Starch,
 FOR THE TABLE,

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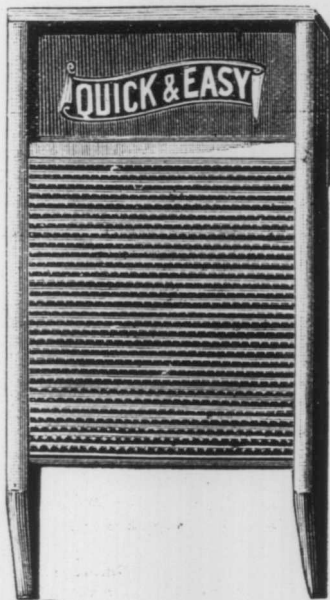
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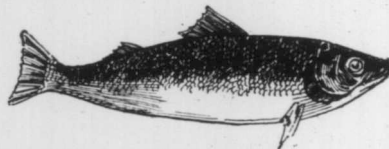
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