

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

THE CANADIAN GROCER

VOL. VIII.

TORONTO FEBRUARY, 2, 1894.

No. 5

COLMAN'S MUSTARD



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HUNTLEY & PALMERS ENGLISH BISCUITS

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AT THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DERBY STOKING TOBACCOS.

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Imitation . . .

Is said to be the sincerest flattery. That being so, we ought to feel highly flattered by imitators who, by copying the package try to pass off inferior French Matches for

Eddy's "TELEGRAPH" MATCHES

which are put up in packages like the sketch given here.



To IMITATE is FLATTERY,
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We Protect Jobbers handling our Matches from any drop in price, on stock in hand.

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Kingston, St. John, N.B., Halifax,
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“Standard Goods are the best to Handle”

THESE

Delicious

SOUPS

are most carefully prepared with the

CHOICEST INGREDIENTS



THE

Most Eminent,
Most Economical,
Most Profitable,

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— You can sell

Don't deal in second-rate goods ; a reputation for selling the best articles will draw the most trade.



THE

“QUEEN”

OF

Table Jellies



The most highly concentrated.

Made only from the finest Gelatine.

E. LAZENBY & SON, London, Eng.

Canadian Agents,

Arthur P. Tippet & Co.

Can anything be said _____
in favor of

COMBINES?

A Combine which has a beneficial effect on the individuals who come under its influence must be a good Combine. Allow me to state a case—**Somerville's Pepsin Gum** when used after meals



COMBINES



Business with Pleasure. You chew the Gum for pleasure and the "**Pepsin**" performs the business of aiding in a substantial manner the digestion of the food you have partaken. It is the **combine** in this case that the **people** value.

Somerville's Chewing Gums have become popular owing to this combination and all good retail stores with an eye to keeping popular goods have our "**Mexican Fruit**" and "**Pepsin**" in stock.

Ad

ADA



Adam's Horehound Tutti Frutti

Send for
Elegant
Advertising
Matter.

ADAMS & SONS CO., 11 and 13 Jarvis St., Toronto, Ont.

Toronto Salt Works,

128 Adelaide East,
TORONTO

Dealers in Table, Dairy, Meat Curing
Barrel, Rock Lump, and Land Salts.

Higgin's Eureka and Ashton's English
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THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.



Sold by the
Wholesale
Grocery
Trade and
the
Manufacturers,

THE HAMILTON
COFFEE AND
SPICE CO

Sales
Increase
Yearly
—
It Holds Trade



ESTABLISHED 1855
Taylor's
Safes
145 & 147
FRONT ST. EAST
TORONTO

- LOOK -

out for our "ad."
next week

ROSE & LAFLAMME

Manufacturers' Agents

MONTREAL





THE TALK OF THE TOWN

**NELSON MORRIS & CO'S
EXTRACT OF BEEF**

Healthful and invigorating to the consumer; profitable to the merchant. These goods sell readily and no grocer can afford to loose the profit to be made on them. 40 lbs. of beef is used in making 1 lb. of extract.

W. H. Gillard & Co., Wholesalers only **Hamilton, Canada.**

JOHN MOUAT, Northwest Representative, WINNIPEG, MAN.

THERE IS NO ROOM AT THE TOP WE ARE THERE.

HUSTLERS.

BISCUITS

CONFECTIONERY

WM. COLEMAN BERT. WELLS M. WILBEE T. B. STERN J. H. SMITH JAS. CLEATOR	WM. PATERSON & SON BRANTFORD	L. R. TERWILLIGAR W. H. CARSCALLEN W. F. STRONG J. W. CARROLL GEO. GARBUTT L. E. RHEAUME
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PICKLES

JAMS

WE ARE AFTER YOU.—Sample Cases overflowing with Staples and Novelties.

COME WITH US.

OUR NEW FACTORY is immense.

Did you see us all
together two weeks
ago?
How did we look?



Vol. VIII.

J. B. McLEAN,
President

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THE CANADIAN GROCER

Vol. VIII.

TORONTO AND MONTREAL, FEBRUARY 2, 1894

No. 5

J. B. McLEAN,
President.

HUGH O. McLEAN,
Sec.-Treas.

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

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MONTREAL OFFICE: - 148 St. James St.
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NEW YORK OFFICE: Room 41, Times Building,
Roy V. Somerville, Manager.

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

The brain of the advertising fakir never resteth. When one scheme has run its course another is evolved and trotted out to catch the unwary merchant and bring shekels to the pocket of its originator. The harder times get the sharper seems to become the inventive faculties of these fakirs. Consequently they have always some scheme afloat which will bear the dollars from the pockets of their victims to their own. The latest development in this line is what is termed the catalogue fake. It cannot in principle be said to be altogether a new scheme; it is an old one resurrected. The victims are selected principally from the wholesale houses, other kind of game being taken when the desired species is not obtainable. The modus operandi is to induce a wholesale house to take a few thousand copies at a given price, said wholesale house to have the privilege of inserting other advertisements, not of the same line of trade, in the catalogue. The victim that bites at this bait is, of course, to make much money out of the venture, that is, of course, according to the soft blandishments of the advertising fakir. How much money is to be made out of such schemes might be ascertained from a peep into the storerooms of some Toronto whole-

sale merchants, where are piled up thousands of dusty pamphlets, monuments to the "moments of weakness" when they were caught by similar schemes. There is no money in such schemes for anybody—excepting, of course, the fakir—much less the ordinary merchant, whose regular business, just now particularly, demands all his attention. To divide his energies at any time is not a wise thing for a merchant to do, and it is foolishness for him to do so when it is with the object of chasing some will o' the wisp set lose by an advertising fakir. The happy hunting ground of these catalogue fakirs is at the moment the United States, but it is pretty safe guessing that Canada will sooner or later receive a visit from them; and for the merchants of this country to be forewarned is to be forearmed.

* * *

The importers at the port of New York have a grievance just now against the government which is exercising them a good deal. For nearly six years the importers have been allowed to pay duties by cheque. Now the continuance of this privilege has been denied them; and all because of the occurrence of one irregularity. The character of the irregularity was this: A custom house broker took invoices, during the rush at the close of business, belonging to people he was not representing, made a continued list of them in connection with his own, drew a total, and handed the cashier currency and cheques equivalent to such total. One of the cheques represented simply so much cash, and was not accompanied by its own invoice. In the ordinary course of business the collector indorsed this cheque, and, notwithstanding that it was shown that a forged withdrawal order had been obtained against it, and that actually no invoice had been presented with it, Judge Lacombe ruled that

the fact that the collector had indorsed the cheque was a sufficient receipt that particular duties had been paid. It was this decision that led the government to immediately revoke the cheque-paying privilege. This the importers claim is both unjust to themselves and inimical to the interests of the Treasury Department; and they are agitating for a return to the old order of things. In the meantime they have assumed a waiting attitude, liquidating only such invoices as they urgently need.

* * *

An interesting phase of the differences between the importers in New York and the government is that the Treasury's receipts of gold are likely to fall off materially, for the importers avow that they will not run the risk or the inconvenience consequent thereto of carting gold to the custom house and there counting it out for the payment of duties. Furthermore, they stand the chance of having some of the gold rejected for not being the exact weight. As a result of this retaliation the gold payments have dropped to insignificant proportions, while the receipts at the custom house have become unusually small. The cause of the importers is being ably championed by the New York Journal of Commerce. "The requirements of business as well as the Treasury's need for all the gold it can get," says that paper, "weigh so strongly in favor of a prompt return to the cheque system that it will doubtless be accomplished, but so long as there is any hesitation about it at the custom house or at the department at Washington, importers and all concerned should keep up their protest." In another article the same paper said that "the form of payment that is good enough for all commerce—especially when guaranteed by a bank endorsement—

We cover the ground from the Atlantic to the Pacific, and have double the circulation of any other journal in Canada.

ought to be good enough for the government." The collector of the port, who seems to recognize the inconvenience if not the injustice of the new order of things, has devised a plan which he feels will relieve him of responsibility and at the same time do away with the transportation of actual cash to the custom house. This plan contemplates the deposit by banks of money the same as under the old system, but instead of the importer drawing a cheque on his bank in favor of the collector, and the bank certifying it, the collector proposes that the importer shall draw the cheque in favor of the bank and the bank in exchange shall furnish the importer with a draft on the money deposited at the sub-treasury. With this draft the importer can pay his duties. The importers seem satisfied with the plan, but it has, of course, yet to receive the endorsement of the Treasury Department, and negotiations are now pending with that end in view.

* * *

Every merchant should make it a rule to answer his letters promptly. Most undesirable of all, next to a reputation for being bad pay, is a name for being slow in the matter of answering correspondence. In fact the two may be said to go hand in hand. As far as possible letters should be answered the day on which they are received. This is business-like. Even if the letter be in regard to a disagreeable subject this rule should obtain. Sometimes it may be in regard to an account which is past due, payment of which is being pressed, but which the merchant is unable to liquidate owing to the slowness with which payments are coming in. But even this should be no excuse for allowing the creditor's letter to go by the board. In fact that is all the more reason for the reply being prompt. To treat letter after letter with silence, as is too often done, is irritating in the extreme, and to a creditor particularly so. Just as a soft answer turneth away wrath, so a prompt reply to a letter tends to make the creditor more lenient than he otherwise would be, while the opposite is the natural result when the debtor is negligent in the matter of letter writing. A good plan for merchants—and in fact everybody for that matter—to adopt would be to set apart a certain pigeon-hole, file, or receptacle of any kind, for letters which are to be answered that day; and make the carrying out of the rule binding upon yourself. In fact there should be system in answering letters as well as in anything else, and the merchant who has not such should inaugurate one before the sun goes down.

DEMORALIZED EGG MARKETS.

UNSATISFACTORY indeed is the condition of the egg market both here and in New York.

As far as this market is concerned, one of the causes of the conditions now obtaining is the high prices that ruled a year ago, pickled being jobbed out at about 25c. and ordinary fresh at 30c. With this in remembrance, together with the anticipated clause in the United States tariff, last fall induced a much larger number of people than usual to undertake the pickling of eggs. This, it will doubtless be remembered, **THE GROCER** pointed out at the time. And what was done in regard to pickled eggs has been repeated in some respects in regard to fresh held stock. Merchants who had but improper facilities for holding eggs, stored them often in damp cellars.

What everybody anticipates in regard to market conditions seldom obtains. When everybody can peep into the future of the market everybody makes preparations to reap the benefits that are to accrue, and thus, nine times out of ten, creating factors which bring about results the opposite from that expected. And this has been the result in the present instance. Stocks of pickled eggs became excessive, and, as a consequence, prices during the past few weeks, when holders began to get anxious to unload before fresh and southern stock put in an appearance, gradually fell off, until now they are ten, twelve, or even more cents per dozen lower than a year ago. Some of the larger egg men, seeing how matters were tending last fall, either did not pickle so many eggs as formerly, or got out some time ago when fair prices were ruling. In addition to all this there are the held stocks to be taken into account. Not only are large quantities of these being offered, but, what is worse, an unusually large percentage of them are bad, and fit only for the "dump." The value of a good many, not absolutely bad, has deteriorated on account of their musty condition, induced by being kept in damp cellars and places unsuited for storing eggs. The lesson of this is that it is folly for anyone to attempt to hold fresh eggs any length of time without having the proper facilities for doing so. Prices of held fresh are something like 50 per cent. lower than a year ago.

Prices in New York are also unusually low. The cause there is unprecedentedly large supplies, the receipts of eggs there last month being, according to the Journal of Commerce, three times what they were January, 1893. The receipts one day alone a couple of weeks ago were 12,500 cases. Quantities at primary points are still very large. "The loss to speculators this season who have put away eggs for the winter and spring trade," according to the authority above quoted, "is unparalleled in the history of the trade, and is felt not only by large shippers but throughout all branches of the

trade, as many dealers in the large city markets have held more or less stock and suffer accordingly. The low prices have opened a new outlet for cheap eggs, and considerable quantities have been taken by waggon boys and peddled around the poorer districts of the city and suburbs. This class of buyers have been paying about \$2 per case of 30 dozen eggs, but this outlet will probably be short lived, as the Board of Health are interfering and seizing all lots considered unfit for food. As a last resort, the buyers for manufacturing purposes will have to be called upon to clean up the large accumulation of poor stock now on the market; these buyers have already secured large quantities as low as \$1 per case."

There is evidently not much encouragement for either the Canadian hen or her American prototype to engage in active operations for some time to come. But then most industries are congested at the moment.

RAW SUGAR.

SOME weeks ago **THE GROCER** referred to the fact that Montreal refiners had been backward this season in the matter of contracting for their supply of raw stock for next season's work.

Since then some contracting has been reported, but the correspondent of this paper in Montreal was assured on Saturday that the operations so far in this connection had been unimportant. There was nothing in the position of the raw sugar market, this gentleman claimed, to call for any particular urgency on the part of the refiners, and he did not think they had placed orders for any very heavy supplies of stock as yet. What transactions there had been were mostly for 96 test centrifugals at New York on the basis of 3c. in store at that part.

With regard to the position of supplies generally, they are generally admitted to be above the average. The Cuban crop is heavy, but owing to recent developments it is in strong hands, and New York reports state that the Cuban agents of the American Trust have closed upon a considerable quantity of the stock. Advices from Barbadoes say that the weather has been cool and showery, and that the crop there is likely to be earlier than at first expected. In Louisiana reports state that the yield in that section will be the largest on record where a larger acreage of cane is said to have been planted last year. All these sources of supply therefore promise to furnish ample stocks to call upon. From the East Indies there are no definite reports, but Licht's estimate gives them a larger yield all round in 1893-94, than in 1892-93. The figures with regard to the estimates of the world's possible supply of beet stock have already been referred to, and Mr. Licht's figures with regard to cane are in order.

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cane sugar. Dealers say that planters have enjoyed fairly remunerative prices during the last few years, and that this has inspired them to renewed efforts for the development of their cultivation. Licht's figures estimate the world's yield of cane for 1893-94 at 2,960,000 tons, or 315,000 odd tons more than in 1892-93. Nearly all the cane-producing countries in the Western Hemisphere are estimated for a large output by Mr. Licht for the present year, viz., Cuba, Porto Rico, Barbadoes, Demerara, Brazil, United States, etc. Java and the Philippine Islands, in fact, are the only countries which are estimated below last season, and the difference in their case is unimportant, while Egypt, the Sandwich Islands, Maritius, etc., are expected to give a materially larger yield during the present year than in the preceding one.

DRIED RAISINS FIRM.

A WEEK or so ago the Montreal correspondent of THE GROCER gave an abstract of a conversation he had with a fruit broker in that city, in which that gentleman predicted it as likely that when the demand in anticipation of Lenten wants set in dried raisins were in such a position that they would be very apt to stiffen in price.

Since then there has been no quotable change in the range of prices on which business in round lots has been done, but the same broker pointed out to THE GROCER correspondent again last Saturday morning that it was a significant fact that buyers of dried raisins to-day evinced marked readiness to do business at 4 1/2 c. for ordinary off stock goods, whereas previously they were disposed to be more critical as to the quality and grade of the goods on which they were willing to pay this figure.

During the last three days of last week a considerable business was done from first hands in Montreal around this figure, and one commission house exhausted all the goods they had of one particular brand, but were still receiving enquiries for it from jobbers, who had either to accept something else or do without. As is well known also, the holiday demand pretty well cleaned up the stock of medium to fine raisins in first hands, and since that time the receipts at Montreal and the American seaboard have been comparatively light. In fact stocks are in very small compass, and with little stock to draw on in New York, and little or none on the way to that port, brokers and fruit dealers in Montreal manifest a very firm disposition on dried raisins, and say they would not be surprised if prices stiffened in the near future. Stocks of layer goods, it is remarked also, are exceedingly limited, nor are any additional supplies in transit, and the same is the case in New York.

FOUR YEARS OF INDIAN AND CEYLON TEAS.

A LONDON tea letter of January 12 contains much that is interesting regarding the Indian and Ceylon product on that market during the last four years. It will be seen from the subjoined tables that while the aggregate exports of Indian tea from Great Britain were somewhat less last year than in 1892, the exports of Ceylon tea were much larger. Bulking both the exports of Indian and Ceylon tea the aggregation is shown, however, to be some 177,315 pounds in excess of the previous year. Canada last year took 107,658 pounds less of Indian tea than in 1892, but some 40,000 pounds more than in 1890. Of Ceylon tea this country took 731,760 pounds. This was 117,943 pounds more than in 1892, and 529,781 pounds more than in 1890. Canada seems wedded to Ceylon tea. The small decrease in the re-export of Ceylon tea to the United States is more than counterbalanced by increased exports direct from Colombo to America. Both Indian and Ceylon teas appeared to have derived benefit from the labors of the Commissioners at the Chicago Exhibition. The Russian trade in Ceylon tea shows encouraging expansion, much of the export to Germany being for Russia. The exports from Great Britain during the four years named are:

INDIAN.				
	1890.	1891.	1892.	1893.
United States...	635,077	659,831	600,216	818,356
Canada.....	567,268	621,490	789,065	681,407
Turkey.....	370,519	978,726	739,429	405,562
Holland.....	309,190	393,394	494,997	270,947
*Germany....	148,566	162,878	297,921	319,647
South America.	104,218	93,595	245,686	200,301
France.....	41,449	34,372	43,860	41,402
South Africa....	40,952	39,241	68,942	106,257
Russia.....	23,267	2,240	10,825	28,645
Other places....	384,113	354,061	472,810	448,800
Total lbs....	2,624,597	3,339,828	3,761,651	3,324,324

CEYLON.				
	1890.	1891.	1892.	1893.
United States...	322,539	417,982	710,365	795,567
Canada.....	201,979	410,958	613,817	731,760
Turkey.....	4473	13,991	32,778	12,382
Holland.....	129,872	153,995	201,886	178,518
*Germany.....	398,134	511,699	975,051	1,233,098
South America..	52,559	83,583	200,113	170,859
France.....	23,973	43,381	45,537	58,513
South Africa....	19,064	40,518	90,493	144,373
Russia.....	26,316	55,361	95,010	174,786
Other places....	253,002	301,561	483,098	655,853
Total lbs....	1,431,931	2,073,029	3,448,058	4,065,709

*Probably the bulk of the tea exported to Germany was for Russia.

WAGES AND VALUE OF PRODUCTS.

A REPORT recently published by the British Board of Trade on the relation of wages to the cost of production in various industries, has a timely bearing on questions that are necessarily involved in the tariff discussion in this country, says N. Y. Journal of Commerce. The report embraces the results of inquiries in regard to agriculture, coal mining, gas manufacture,

iron and steel, shipbuilding, cotton and other textiles, brewing and distilling, and transportation interests, but has the usual deficiencies and disproportion between the scale on which the investigation was attempted and the actual data procured. It proceeds on the assumption that the parliamentary publications of recent years and the printed and quasi-public accounts of joint stock companies throw some light on the relation of profits to wages, and of both to the cost of production and to the selling value of products, but not very much of this light is reflected in its pages. Although the figures presented profess to be only fragmentary and incomplete, it is stated that in consequence of the many recent statistical investigations, official and unofficial, and the public discussions of wage questions, the accessible data in regard to rates of wages and numbers of persons employed are much fuller and more systematic than in regard to production, profits or capital.

The most striking fact shown in any of the tables presented is the rapid and steady increase in the proportion which wages bear to the value of products. In cotton manufacture the percentage of wages to produce is reported at 19.5 per cent. in 1868, 23.6 per cent. in 1870-74, 30.2 per cent. in 1875-80, 28.5 per cent. in 1881-4, and 33.3 per cent. in 1884-9. According to these returns the amount paid for the raw cotton in the first five-year period mentioned was £45,048,000, and for wages £18,854,000, while in 1881-4 the cost of the cotton was £38,132,000, and of wages £29,504,000; and in 1884-9 the cost of cotton was £33,714,000, and of wages £29,875,000. In other words, the amount paid in wages was not much more than one-third the amount paid for material in the earlier period, while it was not far below the entire cost of material at the later date; it was less than one-fifth of the entire value of product in 1868, and was one-third of that value twenty years later. The information collected is not comprehensive enough to allow of a similar comparison on a large scale in other industries.

An interesting table gives the results of the compilation of reports by a large number of British farmers as to the proportion which the cost of labor bears to the value of agricultural products. Reports for single years naturally vary very widely, but the reports covering a series of nine, ten, or twelve years, although from a number of different counties and for different dates, range only from 22.3 per cent. to 26.9 per cent., and many of them correspond very closely. The general tendency of all the information gathered is to sustain the conclusion, based upon a great variety of data in the principal industries of all countries, that the proportion of wages to the total value of products is rapidly and steadily increasing under influences with which the economic policies of governments have comparatively little to do and cannot control.

TWO BAD YEARS FOR RICE.

THE Louisiana rice industry has probably suffered more from a combination of unfavorable circumstances during the past two years than any other agricultural interest in the South. Last year the rapid marketing of an immense crop, twice the size of any previous yield, forced the prices down to ruinously low figures, while this season there has been a severe loss to the producers from a diminished yield, owing to unfavorable weather during the growing season. Unfavorable as these conditions have been the rice trade has been compelled to contend against a persistent tendency in many quarters to overestimate the probable supply of the present season. The best authorities early in the year were convinced that the crop would not be more than 1,000,000 bags, or half the crop of the preceding year. Every evidence as it has developed has borne out the correctness of this estimate. The total receipts of rice at New Orleans to date amount to just one-half the arrivals up to this time last year. The reported stock in the country is believed to be even smaller than half of last year's total at this time, while the local stock in first hands is unquestionably light, compared with what it was a year ago. The statistical position, therefore, points to a very moderate supply of rice for the remaining seven months of the season. So convinced are the principal holders of rice of this fact that they are not willing to part with their property at current prices, and confidently look for an advance in the near future. At current prices they feel convinced there is a margin for considerable advance before importing limits of equal grades of foreign will be possible. It would be well for the rice interests to take steps to widely circulate these facts, so that the consumers of rice all over the country may not be misled by information disseminated by the rice importers, whose interest it is to substitute, as far as possible, grades of foreign rice for the domestic article.—Picayune.

The cheapness of an article does not determine its availability as a good seller, remarks an exchange. There are points that have got to be worked over as well as the one of buying a good article at a low price. There is money in a mastery of the question.

PRESIDENT BLAIN.

IF ever man earned the Presidency of the Toronto Board of Trade, it is Mr. Hugh Blain, whom his brother members saw fit to elevate to that position on the 20th ult., without opposition. Mr. Blain became a member of the board some nineteen years ago, and since that time he has occupied a foremost place in its deliberations. After some years of service on the council, he was promoted to the second vice-presidency. This was in 1890, and he held the office for two terms. In 1892 he was elected by acclamation to fill the vice-chair, and this office he has held until his confregres invited



him to accept a still higher honor—the highest in their gift—the presidency.

The members of the Toronto Board of Trade are to be congratulated on the wisdom of their choice. The presidential line of succession has been a brilliant one, included in it being men princes in the mercantile and financial world; and it will not be dimmed by the accession of Hugh Blain.

Men often spring into positions the highest gift of the people, not because of any inherent ability or qualification for the office, but because of their ability to create notoriety for themselves. But the Toronto Board of Trade is composed of calm, cool, far-seeing business men, who elect their officers because of their especial fitness for the res-

pective positions. The election, therefore, of Mr. Blain to the office of president is all the more honorable.

Mr. Blain was born in the township of King, and is now in the prime of life. His business career has been exclusively in Toronto, and began when in early life he entered the counting-room of Nerlich & Co. There his abilities were soon recognized, and he eventually became business manager. In 1875 we find him a member of the firm. Five years after the latter event he joined Mr. Eby in the formation of the now well-known wholesale grocery firm of Eby, Blain & Co., and a member of that firm he still continues to be.

Mr. Blain has none of the fuss and flurry that characterize some business men. He is calm, cool, deliberate; a man who works hard, and whose opinions regarding trade questions carry more weight with press and people than is usual for those of one man to carry. It is to be hoped that Mr. Blain may yet be induced to step into a wider and more public sphere, and where the citizens at large will have an opportunity of testifying to their appreciation of his ability and sterling character as well as the members of the Toronto Board of Trade. It is not that the public are not conversant with his special aptitude for municipal honors. He has stood out in such contrast to most of his fellows that he could not well be passed unnoticed all these years that he has been an active figure in the trade and commerce of Toronto in particular and of the country in general, and more than once has his name been mentioned in connection with public matters. But the trouble is that, like most business men, he is too closely wedded to his business interests, or has no desire for such honors, to sacrifice the one for the good of the other, and for one, too, in which the servant's best efforts are so tardily recognized.

At the annual meeting of the Westminster cheese factory W. Fitzpatrick was appointed salesman at a salary of \$50; A. E. Carrothers was appointed secretary-treasurer and J. W. Manning, auditor. The following is taken from the auditor's report: Number of pounds of milk, 2,072,928; cheese, 191,390 pounds; number of pounds of milk to make one pound of cheese, 10.83; average selling price, 9 84

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MAKING A LIVING.

THAT it is growing more difficult for the average man to make a living, not to mention a fortune, owing to the steady increase of competition in all occupations, is more and more impressed upon the mind of the observer of affairs every year, and probably to no class is the fact brought more closely home than to the merchants of the country, especially those in the retail branches of the trade, the ranks of which are comparatively easy to enter, because of the small amount of capital that is required. And yet it is doubtful if even those who are struggling against the many obstacles to success in mercantile life are fully aware of the actual state of things, and realize how rare are the successes in their own vocation. Were they thoroughly informed on this head they might lose heart and give up the struggle as a hopeless one; but, on the other hand, they might find consolation in the fact that thousands of other men are in a similar or worse condition, and be encouraged by the knowledge that they are at least making a living. "Making a living!" Who would be content with a bare living? According to a writer in the January Harper's, the bulk of the population ought to be well content if they can attain that end and die clear of debt. This is what he says of the chances of success of the mercantile class:

"Apart from the professions, including literature, journalism and art, is the mercantile class, to which bread and butter should be entirely subordinate, scarcely worthy of consideration. They who belong to it, especially the wholesale firms, often make a deal of money, and retire on fortunes; but, take them as they run, they are hardly successful. They prosper while money is easy and confidence firm, as anybody might, the road being smooth and of gradual descent. But when the market tightens and general credit is disturbed, they undergo a change. No longer able to borrow on favorable terms, they pay usurious interest, sacrifice their goods, and yield at last to the strain, failing, and compromising with their creditors as best they may. * * *

"The veritable history of business houses in any one line since the war would reveal a surprising series of disasters and losses, and make it doubtful if, on the whole, the partners had got more than a living out of their years of labor, anxiety, and vicissitude. If what the many have lost were deducted from what the few have made, would the difference exceed the sum of all the salaries they might and would have received had they been employed? Is it not more probable that the subtraction would need to be

made the other way? Although self-evident that the capital of the republic continuously and swiftly increases, it is difficult to overestimate for any given period the immense total of commercial losses and wages combined which never enter into statistics. Reverses of fortune are numberless and incessant here, for obvious reasons. It is hard to discover a rich man at sixty who has not failed more than once before attaining permanent riches. And the men of energy and enterprise who are poor at that age, after repeated prosperity, cannot be reckoned. Not one in a hundred acquires and retains wealth; and he is the exception who dies without debt—financially clear of the world. The money-maker is scarce, the money-keeper scarcer, and the man who can always

be that the above picture is too deeply colored, it will, if widely circulated, perhaps, accomplish one useful purpose, namely, the keeping out of an already overcrowded avocation of a large number of inexperienced people who imagine that they can make a success as storekeepers, although they may have failed at clerking or farming, or any other pursuit that is less arduous and requires less brains and energy than storekeeping, and who could only succeed in making existence more difficult for the established traders. If such people could be convinced of the rarity of success in merchandising, they might be induced to avoid it and remain in positions to which they are more accustomed.

ENGLISH CATTLE SHORTAGE.

An exporter who has recently returned from England, says Chicago Drovers' Journal, expressed the opinion that there was a noticeable shortage in the home supply of cattle, though this deficiency did not extend to Scotland and Ireland. From information gathered from different sources there is much reason to expect that this fact will have a tendency to stimulate the export trade from the United States in the early part of the year. Feed during the past year in England and France was decidedly short of the normal supply, but the actual diminution in the supplies of live stock has not yet commenced to be seriously felt. Exporters will hail a better condition of affairs with delight, for the past year was not one to add much to their bank accounts.

A GOOD SHOWING.

At last week's meeting of the Brooklyn United Retail Grocers' Association it was decided to donate 100 barrels of flour for distribution among the poor of the city. Messrs. Gray, Mettler, and Sandhusen were appointed a committee to purchase the flour and present it to a charitable society. The financial secretary made a report, showing the association to be in good condition. The assets of the association are \$30,472, a gain of \$5,792 during the past year. The sum of \$2,556 was realized from the annual food exhibit, and \$647 from the annual picnic. The clerk's bureau had realized \$199.50. The estimated value of the real estate held by the association is \$34,000; deposited in banks, \$2,472.58; advocate stock, \$1,000; loan to exhibition committee, \$1,000; total, \$38,472.58; liabilities, \$8,000; net assets, \$30,472.58.—Merchants' Review.

Mrs. Youngluy (at the grocer's for the first time)—I want some egg plant. Grocer—Yes, ma'am. Mrs. Youngluy (severely)—And I want some that is fresh laid, too.

"THE CANADIAN GROCER" HAS
ALREADY

THE LARGEST
ADVERTISING
PATRONAGE

OF ANY GROCERY TRADE JOURNAL
IN THE WORLD, AND

THE LARGEST
GUARANTEED
CIRCULATION

cope with the bread-and-butter question, and does cope with it, achieves, though it is not so considered, a distinct success."

Possibly, says Merchants' Review, the above is too gloomy a view to take, and yet the frequent failures in all branches of business and the occasional fall of some old-established concern of large capital and extensive trade lend support to the conclusion that the success which leads to wealth is comparatively rare in mercantile life, and that the merchant who manages to secure a good living, and is enabled to leave a good name and a business clear of debt to his family at his death, "achieves a distinct success," even though he has missed a fortune, and has been compelled to remain in harness to the end. Even though it may

BOARDS OF TRADE.

THE annual meeting of the Montreal Board of Trade was held Tuesday. In his address to-day, Mr. W. W. Ogilvie, the president, stated that the new building had cost \$600,000, bonds being issued to the amount of \$540,000. The rentals now reached \$38,500 yearly, which would amount to \$52,500 when the offices were all taken, as they would be in the spring. This would leave them a net annual surplus of \$7,500, after the expenses had been deducted.

Mr. E. B. Greenshields also addressed the Board upon the question of harbor accommodation, and came out strongly in favor of a free port. The Board of Trade also discussed inland transportation, and finally adopted resolutions favoring free canals, and the new council was authorized to make the same a case of urgency with the Canadian Government.

The president and vice-presidents were elected by acclamation, but the result of the contests for the other offices were not known at the hour of going to press.

The annual meeting of the Toronto Board of Trade was also held Tuesday, and was largely attended.

Mr. John L. Spink, treasurer, presented his report for the year ending December 31, 1893. The receipts included the annual subscriptions of 919 members and life subscriptions from 93. The rents of the big building for the year amounted to \$22,047. Altogether the receipts were \$61,413, which covered all expenses and \$14,577 besides. The coupons redeemed in the year amounted to \$21,500. The balance sheet shows assets of \$490,825 (including building and equipment, \$470,530), which leaves a surplus of \$13,252 over liabilities.

In presenting the report of the representative on the Harbor Commission, Mr. J. T. Matthews stated that in the western gap rock had been struck at from 11 to 13 feet, but in the eastern gap the rock was 60 feet down. When the Dominion Government had deepened the St. Lawrence Canals, Toronto might hope to see ocean vessels come to her wharves.

Secretary Wills' report gave a resume of the work accomplished by the Board during the year, and was in this respect a valuable document.

The address of the retiring president, Mr. Wilkie, was a masterly effort. In a few graphic words the president showed the fearful and world-wide effects of the existing trade depression, and congratulated Canadians upon having escaped the torrent of bankruptcy and upon the high position occupied by Canada in financial soundness. He declared himself to be in accord with his two immediate predecessors in favoring imperial commercial union. "Canada," he said, "was never so prosperous as it was during

the existence of a preferential tariff in Great Britain in favor of her colonies. The reimposition of such a tariff would afford the colonies the advantages in the markets of Great Britain over foreign rivals, to which we think they are entitled, without pressing upon the consumer; would ultimately compel the revision of tariffs at present hostile to the Empire; would conduce to the rapid settlement of our Northwest and would give the manufacturers of Great Britain an equivalent in the shape of an enlarged market for their products, without the cost to the nation of an endless sacrifice of blood and treasure." He expressed hopes of improved trade relations with the United States as a result of pending legislation and the cessation of useless attempts to make reciprocity conditional upon political union.

"Canada will never consent to barter her national and political individuality for any commercial consideration." He congratulated the people on Canada's success at the World's Fair.

The absence hitherto of insolvency legislation is deplored, and justification is expressed that the efforts of this and other boards to secure a Dominion Insolvent Act are likely to be successful.

The president in small space made out a strong argument for cheap postage. He again advocated a Canadian fast Atlantic line, the present service being described as "slow and inefficient."

He expressed regret at the delay in the Pacific cable project, but was hopeful that awakening sentiment in the Australian colonies and Britain would lead to the project being crowned with success.

In dealing at some length with the mining industries he urged that the Ontario Government should not only abandon the principle of royalties, but also assist directly by bonusing smelters and giving a bounty on pig iron. He also urged that the Dominion Government should admit mining and smelting machinery and coke (if not coal) free and increase the bounty upon native pig iron. He called attention to the financial losses suffered through outbreaks of such diseases as typhoid in the cities, towns, and also on the farms of the country, and urged the purification of the water supply. Calling attention to the success of courts of arbitration in London, he said, "Could we not enlarge our usefulness and influence by obtaining, in conjunction with our own municipal council, similar powers to those entrusted to representative bodies of the great metropolis?"

He commended the banking system of Canada as judged by the experiences of the country in the present crisis, and considering the "hard times" suggested that insolvency might have been avoided in many cases by avoiding outside speculations. Coming closer home, he said that the life membership had realized enough to pay off

the floating debt of about \$13,000 and put the finances on a good footing. The ordinary revenue had been enough to meet current expenses and pay interest, but not enough to pay \$5,000 required by the sinking fund. The assistance of every member was necessary in keeping up the membership and adding to the revenues. The gratuity fund amounted to over \$90,000 securely invested. The address closed with a few graceful words of farewell as president's officer.

On motion of Mr. Donagh, the president's address was received and ordered to be printed.

There was a tremendous outburst of applause when the new president took the place which Mr. Wilkie had just stepped down from.

"Mr. Wilkie and gentlemen," said he, "I desire to thank you very sincerely for the honor you have conferred upon me in electing me as president of the board. I desire especially to express my gratification at the cordial and unanimous manner in which I have been placed in this position. This gratification does not, however, relieve me from a feeling of reluctance in accepting the office. When I consider that I am following in the footsteps of a long line of eminent predecessors, I think you will excuse me in fearing that I may not be able to properly discharge the duties to the satisfaction of the board. Taking yourself, sir, as the last, if not the least, in that line, it would be impossible for me at the present time, while your address entirely possesses our thoughts, to add to the estimation and value in which your services are held by the members of the board. And yet I cannot allow the occasion to pass without bearing willing testimony to the services you have rendered. The very hour that you were elected to the position of president I felt convinced that the selection was a wise one, and the experience of the year has demonstrated such to be the case. What we wanted at the time was a strong man, well schooled in finance. You proved to be the right man, sir, and by your energy, your ability and your devotion to the affairs of the board you have succeeded in placing it upon a fairly satisfactory basis. (Applause.) None except those members who have been associated with you on the various committees know the amount of work that you have given the board during the year, and although there is a deep sense of gratitude in the minds of the members, I feel quite certain, still, sir, I desire to again bear testimony to the splendid services that you have rendered the Board of Trade during the year." (Applause.)

A long discussion followed on a proposed amendment to the by-law respecting the gratuity fund, the object being to release from contributions certain members who were not eligible through age or physical health from participating in its benefits.

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The debate was adjourned for a report on the subject by the Gratuity Board.

ELECTION OF OFFICERS.

The report of the scrutineers on the election held the previous day (other officers having been elected previously) was as follows:

Council—D. R. Wilkie, W. D. Matthews, D. W. Alexander, William Christie, H. N. Baird, Thomas Dunnett, William G. Gooderham, John Donagh, Elias Rogers, M. McLaughlin, J. Short McMaster, A. M. Smith, J. Herbert Mason, Charles Cockshutt, E. Samuel.

Board of Arbitration—George A. Chapman, William Galbraith, J. H. G. Hagarty, J. L. Spink, F. B. Cumberland, R. S. Baird, Thomas Flynn, R. J. Stark, J. H. Sproule, Noel Marshall, Robert McLean, S. E. Briggs.

Representatives on Harbor Commission—J. T. Matthews, George A. Chapman.

Representatives on Industrial Exhibition—H. N. Baird, W. B. Hamilton, Joseph Oliver.

The officers elected by acclamation at the nomination held on the 20th ult. were: Hugh Blain, president; Stapleton Caldecott, vice-president; E. B. Osler, second vice-president.

A GOOD MAN GONE.

DR. G. H. BOULTER, ex-M.P.P., died at his residence, Stirling, on Thursday, the 8th ult., from congestion of the lungs, after an illness of nine days. The doctor was born on Big Island, Sophiasburgh, Prince Edward county, July 17th, 1825, was second son of the late George Boulter, Esq., one of the earliest settlers of the county, and on his mother's side of U.E.L. descent. He attended the public school, Picton, in 1842, under the tuition of a Mr. Blake; then at Victoria College, Cobourg; and, graduating at McGill College, Montreal, in 1852, commenced the practice of his chosen profession, medicine, at Stirling in 1853, where he remained until his death. Of a genial, kindly manner, and a courtesy which was never failing, he soon won the esteem of even his political opponents. Always earnest for the welfare of the town, he was soon elected its reeve and warden of the county, was nominated for the first parliament of Ontario in 1867 for North Hastings, was elected and successfully represented this constituency continuously for sixteen years. Upright, honorable and reliable in all things, his life afforded an example which it would be well for all to follow. In a public position as in private life he was ever true and steadfast on behalf of the right, and never did he neglect or swerve from any duty which he had undertaken to discharge. He was associated with the volunteer force for the past twenty-five years, and held the position of lieutenant-colonel of the 49th Battalion, Hastings

Rifles, at his death. On Saturday last, the 20th, his remains were, at 9 o'clock, conveyed to the Presbyterian church, of which he was an elder, and lay in state until 12 o'clock, viewed by thousands of his friends. Rev. Dr. Smith, of Queen's University, Kingston, of which institution Dr. Boulter was for years a trustee, conducted an impressive funeral service, after which the body was taken charge of by the 49th Batt. The pall bearers were all old personal friends of deceased, officers of the 49th Batt.: Hon. Lieut.-Col. Bowell, Col. Brown, Captains Farley, Graham, Ore and Major Lennox. The battalion in command of Lieut.-Col. Hambly, and the firing party in charge of Lieut. Halliwell, proceeded to the cemetery, followed by over 2,500 friends of the deceased, and laid him at rest by the side of his first wife with full military honors. The school board, in which the deceased had taken a life-long active interest, followed the remains in a body, and members of the cricket club, in which the deceased was an honorary member, were conspicuous by their mourning badges. A special train from Belleville carried out many friends of the deceased, whilst every part of the county contributed representative men, among whom we noted H. Corby, M.P., A. W. Carscallan, M.P., A. F. Wood, M.P.P., James Duncan, Esq., ex-warden, and many other prominent men. The village was represented by the reeve, W. S. Martin, ex-reeve F. B. Parker, and almost the entire body of citizens, who, by their presence, showed their last token of respect to one whom each considered in life a personal friend. The service at the grave was held by his pastor, Rev. Mr. Gray, and with bowed heads as the words "Dust to dust, ashes to ashes" was said, the great concourse of people felt that the county at large and the village in particular had lost a guiding hand in the passing away of Dr. Boulter, and over his tomb kindly hearts would join in the universal benediction, "requiescat in pace." He leaves one child, Mrs. Geo. A. Skinner, of Los Angeles, California, who in her far-away home mourns the loss of a kind and affectionate father. Deceased was a brother of N. J. Boulter, Esq., Big Island, and our townsman, W. Boulter, Esq., to whom the Gazette extends the greatest sympathy.—Gazette, Picton.

POOR ECONOMY.

A Topeka merchant received a postal card the other day on half of which was written, according to an exchange, an order for a bill of goods for his store; on the lower half was an order for more goods of another kind from a merchant in the next block to whom the first merchant was requested to deliver the card. The Topeka man rang for a messenger and had the postal delivered, and charged the customer a quarter on the bill.

PERSONAL MENTION.

D STEWART, general merchant, of Thistleton, was in Toronto this week, and paid his respects to THE GROCER.

W. H. Seyler, of Eby, Blain & Co.'s, has been laid up the past week with his old complaint—quinsy. He is convalescing nicely.

Henry Dawson, of Dawson & Co., was in Chicago the early part of the week. He says business is dull, and that the merchants there are feeling keenly the reaction of the Fair.

C. J. Tisdale has severed his connection with the Merchants' Retail Commercial Agency, Toronto.

It has been reported that T. E. Ladner, the well-known canner, New Westminster, B.C., is lying seriously ill in San Francisco.

The many friends of R. E. Smith, manager of the Empire tea store, London, will regret to hear that he is lying very ill with an attack of inflammation.

Fred. Lashbrook, formerly in business in London, but lately of Calgary, N.W.T., has returned to that city and accepted a position at Ashplant's boot and shoe store, Dundas street.

THE COMPUTING SCALE.

"WORTH ITS WEIGHT IN GOLD."

IS what some of the users of our computing scale say, say Fry & Trask, the Toronto agents. "Merchants in the Dominion will find it to their advantage to send for prices. It is an established fact that more leakages occur at the scales in weighing merchandise than some people care to admit. Sometimes it is through carelessness, but often through the scales being inaccurate, which is the case with a large number of scales in use to-day. On the other hand those who use this scale will admit that it saves them from one to ten dollars per day in any store where 100 to 150 drafts are made daily. Our scale will pay for itself in three months, and there is no possible chance of making a mistake. It is as simple as an ordinary scale, but weighs and computes at the same time. We have a large number of testimonials from some of the most enterprising merchants in Canada, who say they would not go back to the old scales if ours cost three times the price. Having paid for themselves, they have not cost as much as a common scale. We will be pleased to send to anyone price lists and catalogue or have our agent call with samples."

Since the form containing the flour and feed market report went to press some errors have been discovered in quotations. The proper quotations for large lots are: Rolled oats and standard, \$3.95 to \$4; granulated, \$4.05. Broken lots are from 15 to 20c. dearer.



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

A lodge of the Patrons of Industry is to be established at Brockville this week.

The Montreal grocers had their annual drive last week, Harvey's hotel, Lachine, being selected as the terminal point.

The amount of inland revenue accrued during December was \$761,629, a decrease of \$66,054 from same month last year.

Germany's hop crop had an average over 53,000,000 pounds annually during the last ten years. This year it is less than 25,000,000.

A well-known London merchant offers handsome prizes to those of his clerks who are most successful as writers of advertisements.

The shoe dealers, Halifax, N.S., have agreed to close their places of business on Tuesday and Thursday evenings at 6.30 until March 31st.

Massey-Harris Works, the Starch Works, and the Scarfe Varnish Works will hold the city of Brantford liable for damages in connection with the recent flood.

W. Welsh, a Stoney Point grain merchant, was seriously injured Friday night by being caught in a belt by the neck and wound round the shafting several times.

The following officers of the Mitchell Board of Trade have been elected for 1894: President, T. S. Ford; vice-president, W. Thompson; secretary-treasurer, Isaac Hord.

B. & D. Williams, butchers, Carlton Place and Almonte, have dissolved. Mr. B. Y. Williams retains the business at Carlton Place, and Mr. D. Williams that at Almonte.

Prof. Robertson, in an address before the Montreal Butter and Cheese Association, stated that within five years there would be two hundred cheese factories in the Maritime Provinces.

The Warton bakers have reduced the price of bread to 8 cents a loaf, or 12 tickets for a dollar, but refuse to charge a loaf to anyone. They also bind themselves under a penalty of \$25 to maintain these terms.

We understand that the firm of Campbell & Trueman, merchants, Kirkfield, have been doing a flourishing business this fall and winter, for we understand from good authority that they have taken another partner into the firm this week; the agreement was

executed on Wednesday, the 24th inst. We must congratulate Mr. Campbell on the choice he has made of a life partner, and we wish the firm abundant success in the future as well as in the past.—Victoria Warder.

Two new cheese factories will be erected in Hungerford during the coming spring, namely, on lot 3, in the 4th concession, and on Edward Adams' lot in the 6th concession. John Stokes will be president of the former, and T. C. Wilson, of the latter.

A fire occurred on Saturday at midnight on the premises of George S. Brown, Tavistock, occupied by G. Lippert as a fruit store, completely destroying the shop and contents. It will be a complete loss to Mr. Lippert. The premises were insured in the Wellington Mutual for \$800.

The bank statement for December is out. It is noteworthy because it indicates that despite what has been said about depression in trade, last year's bank circulation, that is the average for the whole year, is greater than it has ever been in the history of Canada.

The Vancouver News says that a Mr. McNichol, of New Westminster, is stated to have discovered a method of preserving salmon and other fish that will, without impairing but rather in such a manner as to improve the flavor, dispense with the use of ice or refrigerating process.

A. N. Whitman, Canso's leading merchant, died on the 15th. He was one of the most highly respected men in Nova Scotia, and one who in every progressive and enterprising movement in anything that pertained to the comfort and welfare and moral up-lifting of his fellow men gave his hearty support.—The Gazette, St. Johns.

Mr. J. Vance, salesman of the German Union Cheese Factory at New Hamburg, has addressed a circular to the presidents, directors and patrons of factories throughout the Province, inviting their co-operation in a movement to send a representative to Great Britain to look after their common interests there.

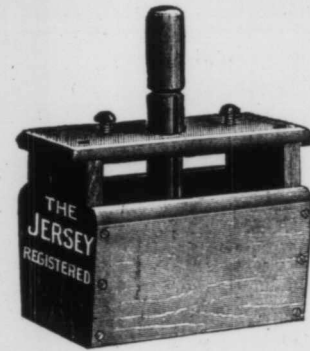
At the annual meeting of the Halifax Board of Trade these officers were elected: President, George J. Troop; vice-presidents, Michael Dwyer, James Morrow; treasurer, Henry G. Bauld. Council—E. G. Kenney, George Mitchell, W. A. Black, J. A. Chipman, J. E. DeWolf, John Pugh, Geoff. Morrow, A. E. Curren, A. P. Silver, Alex. Stephen, W. J. Stewart, Hon. L. G. Power, H. McD. McKenzie, J. W. Allison, A. M. Payne.

When the Hon. Mackenzie Bowell left for Australia he took with him a quantity of information relating to Canadian trade, prices current, trade circulars, etc., which were judiciously distributed in the various parts of Australia he visited. The seed thus sown is already beginning to bear fruit in the way of correspondence between Australian dealers and Canadian manufacturers, and some

orders for Canadian goods have been placed, while a number of Canadian manufacturers are preparing trial shipments for the Australian markets. Amongst these are W. Boulter & Sons of the Bay of Quinte Canning Company, who are preparing a consignment of Canadian fruits and vegetables which are likely to find a good market in Australia.

THE JERSEY BUTTER MOULD.

THE accompanying cut represents the latest article that is being placed on the Canadian market in the line of butter moulds. It is being introduced by Chas. Boeckh & Sons, brush and woodenware manufacturers, Toronto. It is evidently an article that will meet the demand for a practical shop or farm where butter needs to be put up for packing or table use. The firm claim it to be the most satisfactory in every respect that is now on the market, and call special attention to its handle, which can be easily removed for cleaning purposes, and yet is partially attached to the



mould, thus doing away with the annoyance of the print dropping out and getting lost. Another practical advantage is that, by means of screws at the top of the contrivance, it can be regulated so as to produce a mould the exact weight required. Special care is taken to have each mould perfect in every particular. The mould is made of the best white selected maple, and is called the Jersey Butter Mould. Charles Boeckh & Sons are the manufacturers, but it can be obtained from any of the wholesale trade that handle this class of goods.

A HINT TO ADVERTISERS.

I once had occasion to advertise some Japanese salt cellars. The ad. read:

"One hundred decorated Japanese salt cellars reduced from 10c. to 5c. each."

They didn't sell—not even one. A few days later I tried it again. I said:

"Just 20 sets of genuine Japanese individual salt cellars, six in a set, packed in neat pasteboard boxes, at 30c. a set. Only one set to a customer."

If we had had 200 sets, instead of 20, we could have sold them. The last line was what did it.—C. A. Austin, in Printers' Ink.

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The exclusive sale
of our

L. P. & CO. BLENDS

WILL DOUBLE YOUR TRADE.

They are pronounced invariably excellent.
Packed in 25 and 50-lb. air-tight tins.

Lucas, Steele & Bristol, Wholesale Grocers, Hamilton

TELEPHONE 447

LeRoy Mills

Extra Refined Salt

3, 5, 7, 14 lb. bags, full weight.

We strongly recommend this
article to the trade.

Lovejoy's

Breakfast Flakes

Cases, 3 dozen packages, \$4.00.

Cherry's **Irish Mustard**

Absolutely Pure.

BALFOUR & CO. Wholesale Grocers, Hamilton.

**JAMES TURNER
& CO.**

HAMILTON

*We sweep everything before us with
our fine hand made Brooms*

"STANDARD" "SIGNAL"

"CURLING"

Once tried, the good house-wife buys no other.



RETAILERS AND PRICE OF COAL OIL.

DEAR GROCER,—Sometime ago I noticed a statement in one of the leading newspapers from Mr. Fairbanks, of Petrolia, giving his opinion of the retailing of coal oil, in which statement he blames the retailers for the high price of that commodity. Just a few days since I saw another statement from Mr. Waterman, of London, also a dealer in illuminating oils, and who represents the coal oil refiners, in which he is even harder on the retailers than Mr. Fairbanks. Mr. Waterman states that the price of refined oil at Petrolia is only 6½c. a gallon. That is very misleading. I will venture to state that oil cannot be purchased in car lots barreled for any such price. The lowest price it can be got for there is 9½c. barreled, and Mr. Waterman knows that well enough. Then why will men make such statements to mislead the consumers. Any of the consumers reading their statements would be inclined to believe them true, and that the retailers were a lot of extortionists. I am of the opinion that the retailers are fully as honest a lot of men as the producers or the refiners are. If all retailers could buy in car lots, the saving on freight would enable them to sell for much less than when purchased in small quantities; but not one in a hundred of them do so. Nor would it be wise for them to purchase in that way, as a carload would be more than they could dispose of in a year, or even more. I have paid 4½c. a gallon freight from Toronto here; the price in Toronto now is 12½c., so it would cost 17c. here in small lots. Then add to this loss by leakage, which is much larger than some think it is, and there is not such a large "swindle" in it, when sold at 20c. or even 25c., as those over honest producers would like to make people believe there was. If

those refiners want to keep down the price of oil let them do the delivering themselves, either in car lots or less, then they will be able to state more honestly about the high prices that retailers get. How many of the retailers weigh the barrels when they get them delivered to see just what loss there is? Not very many do. Let all do so and they will be surprised to find they run from 3 to 8 gallons short.

MERCHANT.

Trout Creek, Jan. 25.

RETAIL GROCERS VS. DRY GOODS MEN.

DEAR GROCER,—Permit me, through your estimable journal, to suggest that the Retail Grocers' Association of Toronto, which has at present such an able and progressive minded president to preside over its deliberations, set apart an evening for discussion upon a very interesting subject, viz., "Are the retail grocers of Toronto as smart business men as the retail dry goods merchants of Toronto?" This would be an exceedingly interesting subject if debated intelligently. My reason for suggesting this subject for discussion is the strikingly apparent desire on the part of both trades to meddle with each other's business. One appears to have done so by talk and ridicule; the other by practical experience, except in one particular case, where a certain dry goods firm in the west end of the city advertised some months ago a clearing sale to make room for groceries by the 1st of February. The bait seems to have taken well, for almost every grocer in the city became, and acted as, special agents of this dry goods firm in advertising their business. And now just on the eve of the appointed opening day for groceries they are advertising that they have purchased a former competing neighbor's bankrupt stock of dry goods, and cannot possibly fulfil their promises of going into groceries. Surely there is some food for thought and reflection in this announcement, and something worth considering, for such an intelligent body of business men as is to be found in the Retail Grocers' Association of Toronto.

FORMOSA.

Toronto, Jan. 27.

CANNED GOODS IN THE STATES.

TOMATOES are in luck, but there is almost a certainty that there will be too much love for Love Apple this year among growers and packers. Already it is certain that contracts for acreage will greatly exceed last year's proportions. The contracts made for 1893 were about 20 per cent. above the average, and but for the drought of the summer there would have been an excess of tomatoes packed; if there is an increase on last year's amount contracted for, and the pack is in proportion to average, canned tomatoes will be cheap and plentiful for a year or two. If, however, the packers can buy these tomatoes from growers proportionately cheaper, and keep down canning cost of packing, they can take the risk.

But from what we learn the New Jersey packers are contracting at about \$1 per ton cheaper for raw stock than last season, and if others do the same mischief will be hard to prevent. The peninsula farmers of Kent county, Md., who have resolved to increase their trucking acreage greatly, will this year make a specialty of tomatoes for the Baltimore packers. As this city nearly doubled its average tomato pack last year, this now will probably result in lower prices in Baltimore for raw materials, an important matter to the whole country. In the last there will be quite an increase of tomato growing. With these known facts it looks like thoughtlessness to increase contracting figures with growers; for the supply of the canned article will be such as will tend to keep prices down next fall, and the reduction of wages will make lower prices imperative, so we cannot see where the market is to come from for the increased supply. There is nothing we need so in commercial circles as confidence, but we do not wish to see the packers furnish it all in recklessness of the cost of packing tomatoes, and then next fall and winter have the blue devils from over-pack and low prices, when everybody else is getting happy again. Possibly the lack of orders for futures will prevent a little of this impulse; but a knowledge among the packers that they can easily get their tomatoes for 50 cents per ton less rather than \$1 per ton more, should be the governing influence.—Trade, Baltimore.

5 cents

BUYS A CAKE OF

Sweet Home Soap.

The largest cake.
The purest soap.
The nicest wrappers.
The most popular music.
The best selling soap in the market.



London Soap Co.

LONDON, ONT.

"TO-MORRO

LONGFELL
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The shiftless ma
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"TO-MORROW" NEVER COMES.

LONGFELLOW has said that "Our unfinished tasks wait like mendicants at our gate," remarks a contemporary. The shiftless man expects to accomplish to-morrow the work of yesterday, and wastes to-day in vague plans for the future. The satisfaction of being abreast of his work he has never felt. His office table is always buried under an avalanche of unanswered letters, unchecked accounts, and unsorted documents of every kind. A place for everything and nothing in its place is his idea of order. Correspondents have to write twice or more before he replies, and then he never answers their communications fully. And as to paying accounts on the date due, that

is an act he is never guilty of. He intends to be honest, but he delays the doing of it until it is too late. The man who through mere habit has fallen into shiftless methods and dilatory ways seems to himself to be overwhelmed with business. He has, he complains, "no time to do anything." He is always a few minutes too late to catch the train, or just misses an important appointment.

His position is like that of a person who would attempt to climb a ladder with both hands full of packages. A step forward means the loss of balance, and the shiftless man spends all his energy in recovering his own possessions.

What he did yesterday slips from his

grasp as he reflects on to-morrow, because his plans do not provide for the necessities of to-day. He resolves at night to accomplish the unfinished task to-morrow, but when the sun rises he discovers that it is simply another "to-day," and delays the purpose for a more leisurely occasion.

The prospector digs among the rocks and washes the sand in search of gold, and when the day is over and nothing of value has rewarded his efforts, buoys his courage with dreams of the glittering nuggets which the shovel of to-morrow will bring to the surface. The miner's to-morrow may serve some useful purpose and cheer his heart, but the business man who puts off the present duty will never find to-morrow to which he can intrust the demands of to-day.

PRUNES.

We have a very desirable line of fruit in kegs . . .

Quality Good, Price
Reasonable.



H. P. Eckardt & Co.

Wholesale Grocers

Toronto.

**1000
BOXES
LEFT**

BOXES LEMON PEEL, CANDIED
TOO LATE TO FILL XMAS OR-
DERS, WILL BE SOLD TO OUR
REGULAR CUSTOMERS AT A
LOW PRICE, IN ORDER TO
CLEAN UP THE LINE.

SEE OUR TRAVELERS

--

--

WRITE FOR QUOTATIONS

PURE GOLD MANFG. CO.

TORONTO.

LOBSTER PACKING.

AN elderly citizen of Portland, who was one of the first to pack lobsters in Maine, and who began business in 1850, talks very interestingly in regard to the great changes in the business since that early period, says a contemporary. In 1850 the lobsters caught in Portland Bay and those brought from Friendship and Bristol were sufficient in quantity, but the business grew, and in 1859 the firm established a large plant further down the coast. But comparatively few traps were necessary then, for every day each trap would catch from 25 to 30 lobsters, and frequently when it was pulled up, three or four great savage fellows, weighing from 15 to 20 pounds, would be clinging to the outside. Disturbed by the movement of the trap, they had seized it and pugnaciously held on. There was no close time then. They packed lobsters there for seventeen summers, and at the end of that time it almost took 25 traps to catch a lobster. They had been packing an average of about 20,000 lobsters a day. All the time they were filling orders from the great firm of Crosse & Blackwell, in London. They sent them annually from 10,000 to 20,000 dozen cans. The English were very fond of the spawn or red ros of lobsters, and one specification was that each can should contain a piece of it. Little girls were employed to remove this from the fe-

male lobsters. About 75 or 100 pounds of it were handled daily. Of course this meant the destruction of possible myriads of lobsters in the future; but the present law is no more effective than the absence of law then. It provides that no female lobsters shall be taken with eggs attached outside, but those with the eggs, or roe, inside are still taken. A law prohibiting the catching of any female lobsters during the proper months (between April and September, perhaps) would alone prevent the rapid annihilation of this delicious shellfish that is going on to-day.

In 1874 the firm was obliged to remove to Nova Scotia in quest of sufficient lobsters. Theirs was the first, or possibly the second plant on that coast, every little cove of which has now a packing establishment. Then they paid 35 cents for 100 pounds. Now the price is \$1.50. In so far as he knows our informant was the first to stop the cruel and unnecessary practice of thrusting small pegs of wood into the joint of the lobster's claw to prevent their biting each other when placed in the cars. It was fully twenty years ago that he told his men not to "plug" the lobsters that year. They were placed in the car, and the trifling injury they did to each other was nothing compared to the value of the cans of the meat that had been spoiled by one of those pine plugs being boiled with it. Also the vast time and labor of making the plugs and plugging the lobsters were saved.

The plugs were about an inch and a half long, flat on one side, round on the other, and with a sharp point. We learned for the first time, and we believe that many who read this will have a similar experience, that lobsters are right and left-handed, so to speak. The two long claws on either side of the head are different. The larger has no sharp teeth on the edges, and is used to hold the prey for food, while the smaller has many sharp teeth, and is used to tear the food held by the larger, and carry the fragments to the mouth. These claws are on right and left sides indiscriminately, and apparently with no preference either way, as will be seen by examining any pile of lobsters. Our informant says that few people are aware of this fact, that he has seldom known a retail fish dealer that knew it, and offered to make the experiment at the nearest fish market. We found that the dealer, though he had handled lobsters for years, had never noticed this peculiarity of their claws. A right-handed lobster would be one whose smaller claw, which does the tearing of food and feeding of the mouth, is on the right side, and vice versa.

There is an unusually large catch of lobsters this year; not for many years have the smacks brought so many to this market. Our authority says it is due to the fact that there have been fewer heavy storms along the Nova Scotia coast than for many years. Always during his long experience he has found that more lobsters are caught under such conditions. The more the water is disturbed the more they hide away under the rocks, and vice versa.

THE SOAP THAT'S ALL SOAP

is the soap which everyone should use.

The Impurities in the other kinds are put there to Cheapen them; but Cheap Soaps are Ruinous to the clothes and skin.

SUNLIGHT SOAP

Is a long way the Purest, and therefore the Best Laundry soap known. It is also

THE BEST VALUE FOR THE CONSUMER

of any soap in the market.

It recommends itself.

PLEASE NOTE: } The capacity of the "Sunlight" Soap Works is now 1600 Tons of soap per week. Colossal figures, are they not? This comes of **SUNLIGHT'S QUALITY**, backed, of course, by enterprise.

J. F. EBY

HUGH BLAIN



If you drink

COCOA

Drink the Best

and that is

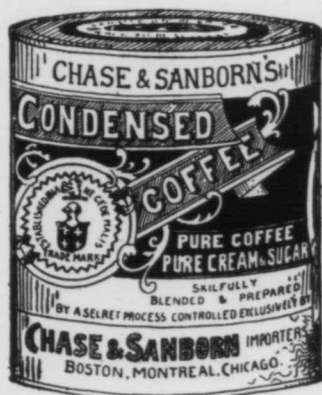
“Bensdorp’s Royal Dutch”

$\frac{1}{4}$ LB., $\frac{1}{2}$ LB., AND 1 LB. TINS.

Ask for the Yellow Label. We guarantee every tin.

Write for Samples and Prices.

All live Merchants should have in stock



CHASE & SANBORN'S Condensed Coffees

RED, BLUE, AND YELLOW SEALS

A combination of Pure Coffee, Cream, and Sugar. If you have not tried them send us an order for an experimental case of 2 doz.

EBY, BLAIN & CO., Wholesale Grocers, **Toronto, Ont.**

THE CURRANT MARKET.

SINCE the date of our previous article upon the special subject of currants, the market has touched a depth of greater depression in the matter of price, and yet the situation does not show any indications of increasing trade, the dealers of all sections pursuing an indifferent course when approached with offers of additional supplies. Currants are undoubtedly looked upon by consumers as a luxury and not a necessity, but certainly when the goods are obtainable at the prices ruling to-day they should be reduced from the ranks of luxuries and classed in their proper position among the "lowliest of the low" in the list of food staples. Cables from Greece yet indicate a deplorable condition of affairs among the currant growers of that country, and also those who are burdened with stock for which a market is anxiously sought. The value of Calamata and fair Provincial stock in barrels has receded to the unprecedented low point of 5s., which, figured in currency, represents a value of 1½c. per pound laid down in this market. It does not seem possible that the market abroad can drop to a lower lever without actually giving the goods away for the cost of transportation; but, notwithstanding the cheapness of the article, the goods appear to be ignored by the buyers, not only of this, but all European countries; hence it is natural to suppose that the importations that have been made to date by the merchants in all distributing markets have proved fully equal to the requirements of their people, and that sufficient stocks remain as a surplus to meet the necessities of the near future without calling for additional parcels from primary sources. Latest advices from Greece indicated a heavy quantity of stock remaining, and it is now said that a liberal portion will be carried over for next season unless better prices prevail, growers arguing that something may turn up to enhance the value of their produce, and if the worse comes to the worst they can scarcely realize less than present rates, unless the article is to become quite unsaleable. The Government officials there are endeavoring to devise ways and means to afford some relief to the industry, and as a result of their labors thus far Messrs. Barff & Co. make the following statement:

"The report of the committee appointed by the Chamber of Deputies to study the currant question has been issued, and it recommends that the Government should endeavor to obtain reciprocity treaties from countries where currants pay a heavy import duty. Also that a certain portion of the present export tax should be retained towards a fund for introduction and distribution of currants at cheap prices in countries where the article is at present almost unknown; that an agricultural bank, with certain privileges accorded to it, should be founded in order to advance to currant

growers against mortgage, at a moderate rate of interest, and thus keep them out of the hands of unscrupulous persons who now grind them down fearfully; and, finally, the committee recommends that early in August of each year the Government should obtain from all parts an exact estimate of crop, and then retain on exportation such a percentage as would bring the amount exported for eating purposes to the average annual consumption of the world for the preceding five years. The amount retained to be turned into pulp or otherwise rendered useless for eating purposes, and sold by the Government to distillers and wine-makers. We think most of the recommendations of the committee will be embodied in the bill which Government is preparing, and which, no doubt, will soon become law."

The nominal value of the fruit in this market to-day is 1½c. in barrels and 1¼c. for ordinary in cases. These figures do not cover the cost of original importation, the business at present being done at an actual loss; and although such is the fact, there is evidence afloat which shows that the market is barely steady upon the above basis, very broad intimations being put forth that, were firm bids a fraction less presented, business would undoubtedly follow. The condition of affairs is certainly to be regretted, but the whole trouble arises from an over-production of the fruit, hence it is to primary sources that the merchants of the world look for a change that will prove beneficial to all in interest.—N.Y. Journal of Commerce, Jan. 27th.

ENGLISH VIEW RE CURRANTS.

The demand for currants is not so good as was expected would be the case, and the duty payments have only been on a very moderate scale. By far the most important element in calculating the probabilities of the future of the market is the question whether the Greek Government will be able to divert any sufficient weight of currants from the ordinary channels of consumption to some outside use. The most likely purpose to which the fruit could be applied is that of wine-making or of spirit distillation, but the difficulties of devising any scheme to force it off in this way appear to be very great. Forty thousand tons of currants does not sound at all overwhelming, but when that weight of fruit is made into wines or spirits, it represents a quantity which it is not easy to force into consumption, especially at a time when the ordinary wine-producing countries have been favored with unusually heavy crops. It is regarded in some quarters as being certain that the government will do something to relieve the present unfortunate position, but it is said that, when the details of any plan come to be discussed, each method proposed is found to bristle with difficulties. The market for forward delivery is firm, but for fruit on the spot the tendency is in favor of the buyer.—Produce Markets Review.

DRY GOODS.

TORONTO MARKET.

Trade continues very quiet in nearly all spring lines, while sorting orders are very scarce and lean. No particular demand is apparent in any particular line. Travelers are by no means enthusiastic over the prospects, and very few of them are securing satisfactory orders. Winter goods have not sold so well as dealers expected, hence they are buying sparingly on spring account. Most of the large dealers have already placed their full orders for spring.

Some of the houses report that January is nearly as good as last year, in some cases fully equal, yet prospects are not so good. Goods are shipped out in January on 1st of April dating, and this keeps up the volume of the turnover. Entry rooms have been fairly busy, but mostly with goods ordered before the holidays.

W. R. Brock & Co. are showing extra value in some lines of unlaundried shirts to retail at 37½, 50, and 75 cents. One line, called "extra special," was a big seller last spring; it is again offered in both laundried and unlaundried. It makes a good dress shirt to retail at \$1. They have leaders in flannelette shirts to retail at 35 and 50 cents. Their spring neckwear includes many novelties and all the staple lines.

Alexander & Anderson are busy looking after spring goods. Mantles and dress goods are their specialties this year, the mantles being the output of their own factory.

Winter is not over yet, in fact it has scarcely commenced, so say Gordon, Mackay & Co. They have again purchased a large lot of shaped horse blankets, lined, which they offer at \$9, \$11, and \$12 per doz. This is full 15 per cent. under lowest market value. They show a grey cotton leader, 34-inch, at 5¾c. This is a heavy, slightly cotton, and really cheap. Two thousand white crochet quilts were passed into stock this week. "Defiance" is the brand they bear. The range commences at 75c. for 10-4. Their famous Honey Comb at 72c. for 10-4 and 92½c. for 11-4 is as great a seller as ever.

ESTABLISHED 1850.

Mail us your order for

FRUIT JARS

For March delivery and save the rebate.

Prices Guaranteed.

JAMES A. SKINNER & CO.

TORONTO, ONT. VANCOUVER, B.C.

AI
AUNT

Compl

Barrels F
Barrels M
Herr
Half-barr
Herr
Kegs Sc
Cases Sh
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SC

Fresh
Kippel
Herrin
Herrin
Herrin
Herrin
Preser

Mar

Spr

DAVIDSON & HAY

WHOLESALE GROCERS

AGENTS FOR

AUNT SALLY PANCAKE FLOUR

AUNT ABBEY'S ROLLED OATS

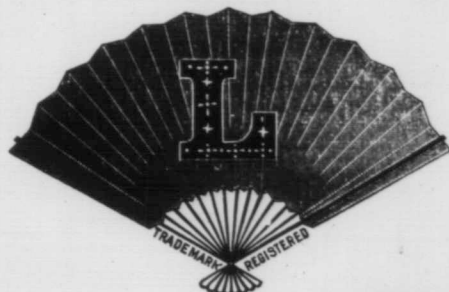
GLISTENING CREAM POLISH

Complete assortment of Groceries
always on hand.

ZENITH STAIN KILLER

FISH - FOR - LENT

Barrels Fraser River Salmon
Barrels No. 1. Labrador
Herring
Half-barrels No. 1 Labrador
Herring
Kegs Scotch Herring
Cases Skinned and Boned
Codfish



Cases Fine Table Codfish
Quintals No. 1 Large Dry Cod
Boxes Munn's Extra Codfish
Boxes Quail on Toast
Boxes Imperial Boned Fish
Boxes Medium Scaled Herring
Also full line of Canned Fish

Edward Adams & Co., Established 1844 Wholesale Grocers

LONDON, ONTARIO

Marshall's Choice

SCOTCH

Fresh Herrings
Kippered Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, Etc.

FISH

Warranted SOLELY from the
FAMED ABERDEEN FISHERIES.

ARE THE BEST TO BE HAD

The recognized leading Brand in all
the markets of the world.

SALT HERRINGS, in tins and kegs,
and RED HERRINGS, in tins.
"CROWN" BRAND.

DELICACIES

Specially adapted for family use. No household should be without them.

FOR SALE BY ALL LEADING GROCERS.

Marshall & Co.

Spring Garden Works, ABERDEEN, SCOTLAND.

WALTER R. WONHAM & SONS,

Sole Agents for Canada, MONTREAL,

IN RETAIL CIRCLES.

THOMAS SELI & CO., of Harriston, have rented the adjoining store, and opened an archway into it from their present premises. The object of the firm is to go more extensively into crockery and boots and shoes.

A. Macdonald, of Listowel, has bought out John Riggs, of that place.

Peter Anderson, Guelph, has just shipped two fancy dinner sets to China.

A. Wenger, of Ayton, who has been a victim to la grippe, is well again.

J. Rothwell, of Walkerton, who has been ill for some time, is able to be about again.

Cantleon Bros., of Clinton, made a large consignment of eggs to Liverpool; also to Nova Scotia.

"P. N. Ulrop, of Berlin, has a nice, neat grocery store," said a traveler. "He was in Elgin at one time."

The business of the late John Tindall, of Fergus, is being carried on by Fred. Tindall, a son of deceased.

Hector J. Davis is about to start a store at McLean, Assa, N. W. T. THE GROCER wishes Mr. Davis success.

W. J. Cameron, general merchant, Port Elgin, has just received big shipments of groceries and dry goods.

H. N. Norrich, of Guelph, has opened a branch store in Walkerton. It is well stocked with fruits, fish, and canned goods.

James Philip, general merchant, Fergus, who broke a small bone in one of his ankles some time ago, is able to attend to business again.

R. A. Smith, grocer, Newmarket, is a live man. He has just purchased a new coffee mill, which he will run by water-power.

"Watson Bros., Guelph, have one of the finest and best stocked grocery stores in the west," said a gentleman who had just been up that way.

The trade of D. W. Dulmage, of Palmerston, has doubled the last twelve months, and he attributes it largely to the cash system he inaugurated a year ago.

Robertson & Sons, general merchants, Drayton, had a "Red Letter" clearing sale of 30 days before they began stock-taking. Every article was marked away down and in red figures.

"A large general business has been done lately in the west end store of H. B. Putnam, Paisley," said a traveler. "It is under the management of Wm. Keys, and William is a good live man."

W. J. McFarland, general merchant, Markdale, has just received a large consignment of Japan teas over the C. P. R. The shipment was 60,000 pounds. Not bad for a country merchant, eh?

Honors are heaping fast upon the head of F. J. Gillespie, general merchant, Uptergrove. At the last municipal elections he

was elected reeve of Mara Township, and the other day the members of the county council of Ontario elected him to the highest office in their bestowal—the wardenship. Congratulations, Mr. Gillespie.

Rich. Wells, of Harriston, has bought out T. Seli & Co.'s Hanover branch. Mr. Wells was formerly with John McPherson & Co., of Hamilton. "He is an old-timer and will do well," said a traveler.

George Hasenflug, grocer, Waterloo, has discarded the credit system, and inaugurated a cash system. The change was made in December last, and Mr. Hasenflug says he has done well so far. He is one of the most enterprising merchants in the west.

B. A. Belyea, grocer, of Southampton, has moved into his new store. "His store would do credit to a leading Toronto grocer," said THE GROCER'S informant. "It is really a splendid store, and when Mr. Belyea is fully settled he will have one of the finest stores in the country."

McGillivray & Spears, of Listowel, are soon to lose their popular cashier. Palmerston has for some time had greater attraction for her than Listowel, and now she goes there to form a partnership with the attraction. Her friends hope the venture may prove successful.

AN EXCELLENT FLAVORING.

FLAVORING is to a cake what the mainspring is to a watch—it makes it "go." This the business, editorial, reportorial, and printing staff of THE GROCER have had occasion to realize during the week. A few days ago there arrived by express a substantial cake with a tempting-looking rose-colored covering of icing, and during its discussion by the members of the several staffs the palate agreed with the conclusions arrived at by the eye, namely, that the cake was excellent. And the palate discovered something more: It found that the flavoring was something exceptionally good. The particular flavoring was what is known as the Consolidated Flavoring Powders, manufactured by Tarbox Bros., and which has already found so much favor in the home and in the bakeshop. Merchants who may not yet have it in stock should see about getting a supply forthwith.

ONE MISS IN FIVE YEARS.

Here is a sample of the way THE CANADIAN GROCER does its work. By careful attention to every detail in the mailing department, a system is now in use that makes it almost impossible for a subscriber to miss a single issue. This is saying a good deal when such a large circulation is considered:

GUELPH, Jan. 30, 1894.

DEAR SIRS,—For the first time in five years I have missed one number of the ever welcome CANADIAN GROCER. My last week's number has failed to put in an appearance. Will you kindly mail one and oblige? Yours truly, J. H. SIMPSON.

SAMPLE "ADS."

THE first essential of successful advertising is that the "ad." shall have the property of attracting attention. Printers' Ink devotes some of its space nearly every issue to sample "ads" for the guidance of advertisers in the different trades. Here are some of recent appearance:

Canned goods will soon be receiving more attention, and an "ad." something like the following may be of service:

WHOLESOME FOODS

are essential to happiness and longevity. They're cheaper by far than doctors' bills. When you buy tea and coffee you want the pure article—something of good strength and pleasing fragrance. We sell this kind—couldn't afford to sell any other. If you'd try our spices, the results would gratify you.

Baking powders, canned goods, and crackers are a few of our specialties.

The same country merchant may have a stock of slippers left over from the holiday trade, and this might help him in the premises:

DEM GOLDEN SLIPPERS

of the song might possibly have been worth a trifle more than anything we have to offer in the slipper line, but they weren't any easier—wouldn't last any longer than some of ours. If you prefer shoes to slippers, we think we can help you make a selection.

Our rubbers are good wearers—perhaps you're ready to throw the old ones away.

Here is an attractive "ad." that may be used at almost any season:

STORIES OF STARVATION

that come to us from the big cities seem almost incredible in view of the low prices at which the necessities of life can be obtained. To people who are now seeking to economize, we offer not merely the necessities, but the

LUXURIES OF LIFE,

at prices that make life worth living. Here are some of the articles we recommend for this week's purchases:

W. H. Gillard & Co. "Our special lines of black teas Imperial Congou, Dalu Kola Congou, and Russian Congou are meeting with unusual success, not only in Ontario and Quebec, but a number of orders, some of them repeaters, have been received from Nova Scotia and British Columbia."

Nothing on earth
polish your sto



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A choice co

F. W.

EST
WE OFFER

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New Sul
barrels, bu
tee them
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Nothing on earth will
polish your stove like **Matchless Stove Polish**

Manufactured by



Robt.
Ralston
& Co.
HAMILTON
ONT.

BEANS Hand-Picked
White Beans.

Fancy Cleaned, California, Lima
Beans.

Green Soup Peas.

A choice consignment of each just received.
Write for quotations.

F. W. FEARMAN,
HAMILTON, ONT.

ESTABLISHED 1851.

WE OFFER

5,500 Boxes Arguimbau
New Valencia Raisins.

Also "G. Marcapoli & Fils" brand.

New Sultana Raisins and new Currants in
barrels, half barrels and cases. We guaran-
tee them first quality. Ask our prices and
samples before buying elsewhere.

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

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

FULL LINES OF
Raisins
Currants
Figs and
Pure Spices
AT LOWEST PRICES.

SLOAN & GROWTHER,
WHOLESALE GROCERS,
Toronto.

VALENCIAS

Selected Layers

1892

Prime Condition. Bargain Prices

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

Teas

Ceylon, Assam,
Congou, Hyson,
Japan.

J. W. LANG & CO.

59, 61, 63 Front St. East, TORONTO

VICTORIA BLEND

(Ceylon Tea)

In 1 lb. and ½ lb. packages. Blended
to suit all tastes.

GIVE IT A TRIAL

T. KINNEAR & CO.,

49 Front St. E., TORONTO.

Condensed Mince Meat.

Delicious Mince Pies
every day in the
year.

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

Sells at all Seasons.

Will not ferment in
warm weather.



The best and
Cheapest Mince
Meat on Earth.

Price reduced to
\$12.00 per gross,
net.

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

SYRUP

Extra Bright (American)
in ½-brls. (pure cane)

Send for samples and quotations.

PERKINS, INCE & Co.

41 and 43 Front St. East

We are offering some splendid values in

NEW ORLEANS MOLASSES

Canadian and American

Syrups

Smith and
Keighley

9 Front St. E., Toronto



THE CORN PACK.

According to the annual report of the American Grocer, the pack of canned corn in the United States and Canada last season reached the unprecedented total of 4,301,451 cases of two dozen cans each. This shows an increase of 770,372 cases over the comparatively large pack during the preceding year. The increase was largest in New York State, the record for which is 1,074,530 cases for 1893, against 805,503 cases in 1892. Maine turned out 118,000 cases more; Maryland and Virginia increased 78,700 cases. In the Western States there was, on the face of the returns, more or less falling off; but the East and the South, it is shown, offset the falling off there in no uncertain manner. How rapidly the industry has expanded is evidenced in the fact that only 1,082,174 cases were packed in the year 1885. Three years later the total was raised to 3,491,474 cases. In 1889 and 1890 there was a considerable reduction owing chiefly to poor returns to packers consequent upon various adverse conditions. In 1892 the previous record was broken by a few thousand cases; and last year, as noted above, was the banner year. From 1890 to 1893 the pack increased no less than 2,712,500 cases, or nearly 300 per cent. Various authorities estimate that the consumption has increased very rapidly, and editor Barrett of the Grocer goes so far as to state that about 3,500,000 cases per annum are now being used, but at the same time holds to the opinion that the surplus pack of the past year is so large that it is bound to have unfavorable bearing upon the market. His views are expressed as follows: "In our report of last year we stated that a pack of 3,500,000 cases is barely abreast of consumptive requirements. We adhere to that opinion. Any excess over that quantity, whether it be 100,000 or 500,000 cases, left in first hands puts the market in an unsatisfactory condition. This year, under unfavorable trade conditions, there are 700,000 cases beyond the annual consumptive needs of the country. It can be marketed and sent into consumption, but not without loss to holders. When associated packers perfect a plan to regulate production, then and not till then can they make corn-packing a profitable industry from year to year. The game is in their hands, but so long as every packer operates upon his individual estimate as to supply and demand, the advantage of the market will be with the jobbers and retailers." Some of the broadest statements here made may be open to criticism, but that the general idea conveyed is justified by facts is more than probable. In any event, there has been a gradual softening of prices during the past month, and some strong circumstantial evidence that packers in several localities are carrying surplus stocks that afford them neither aid nor comfort. Some-

what significant in connection with the returns is the following statement in the Grocer: "It is certain that the preceding figures are below the actual results. In previous years we have met with no trouble in getting returns from Maine, while this year the reports are varied and conflicting. Large and influential packers claim that the pack in Maine was fully equal to that of 1892, while others claim it was 25 per cent. less. It is certain that the acreage was greater, and this increase offset in part the loss by drought. Our figures are liable to be increased by deferred returns." Harmonious with this is the fact that various brands of Maine, as well as New York corn, have been quite freely offered during the past two weeks, and that prices have in not a few instances been named that averaged lower than those that ruled during the advance order season.—N. Y. Journal of Commerce.

MASTERING THE BUSINESS.

"DO you see that young man behind the counter?" asked an old grocer friend the other day.

We looked in the direction pointed out to us, and nodded.

"Well, when that young man first came to me I placed him in charge of a single department. He mastered it thoroughly, and I congratulated myself. When the dull season came on I used to have him assist in other departments, when he was not engaged in his own, and it didn't take me long to see that he knew only one thing. While master of one line of goods, he was all at sea touching other lines. It was a weakness that I undertook to cure. He was a good salesman—honest, painstaking, prompt, courteous and all that, and I took an interest in him. So I called him aside, one evening, and told him what I had discovered. Instead of sulking and feeling offended, as so many do, he thanked me for my friendly counsel and became more attentive to business than ever. I used to see him, at odd times, testing the quality of goods, searching into every department of the store. He would take my trade journals home with him, and actually study their contents. He read up on teas, coffees, spices, sugars, and made himself familiar with all manner of canned goods. In a word, he studied the business just as a doctor studies medicine. The other clerks guyed him for awhile, but it didn't make a bit of difference. And he wasn't afraid to ask questions. He used to come to me a dozen times a day, asking about this and that. The result is natural: that young man is my head salesman today, and does most of my buying. I pay him double what I do any other man in the store, and he's worth it. I tell you there are plenty of positions—good, lucrative positions of trust—for men who are competent to fill them. Instead of looking higher—looking for these positions of trust—most young men

become machines. They work for their weekly salary—so many hours a day; they don't work for knowledge of business, position, and independence. It's their fault; it isn't the fault of business nor the lack of opportunity."

The old grocer spoke wisely. We wonder how many young men will read his words, and profit by them?—Commercial Tribune.

COMPOUND LARD.

AMONG the products which but a few years ago were comparatively unknown, says an American paper, and which have grown to become important articles of commerce, is compound lard, a product which has been growing in favor yearly since its introduction. It is probably not more than a dozen years since it was first placed upon the market as a healthful substitute for pure lard, and yet, notwithstanding that there is an inherent prejudice against the use of compounds, especially those in which oil forms a component part, its manufacture and use, both here and abroad, has grown to such immense proportions that it forms the principal article in the business of various firms, and its production gives employment to a large amount of capital and a large number of men.

Like many other articles which have grown in commercial importance, this has attracted the attention of those seeking the employment of capital, and especially of the manufacturers of lard, most of whom now also manufacture compound of lard, the result being that its manufacture is not now so profitable as it was, by reason of the sharper competition.

The difference in the price of the pure product of the fat of the hog and compound lard has varied with the market value of the former, and during seasons when lard was high the compound gained rapidly in popularity by reason of its relative cheapness. At the present time, when pure lard is exceptionally cheap, the relative difference in the price of the two products is smaller, and there is, therefore, less inducement for the substitution by the consumer of one for the other, and, consequently, both the export and home demand for the compound shows some falling off, although comparing the consumption one year with another, there has been a more or less steady growth in the consumption of the substitute. The lower price of lard and the constantly increasing number of firms engaged in the manufacture of the compound has brought the price of the latter down to a point where the profits are small, and, while in the early years of the industry the profits were large and several concerns have been enabled to declare large dividends therefrom, it probably now yields but a fair manufacturer's profit, while the tendency of the times is to narrowing this more and more through increasing manufacture and sharp competition for trade.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases, Show Cases, etc., from the Cheapest to the Most Elaborate, made well, quick, and at Reasonable Charges. Alterations, Repairs. Estimates Free. Post cards promptly attended to.

114 SPADINA AVENUE, Toronto.
Cor. of Adelaide St.,

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.

R. & T. WATSON, Manufacturing Confectioners,

If you wish to handle the MOST SALABLE CONFECTION in the market, try BALA LICO-RICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

Will give positive and instant relief to those suffering from Colds, Hoarseness, Sore Throat, etc., and are invaluable to Orators and Vocalists. R. & T. W stamped on each drop. Try them.

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.



IT IS A GREAT SUCCESS.

Grocers from all parts of the country report that it is a quick seller from the start. Order a case from your jobber at once. Every customer you sell a bottle to will thank you after using it. Delicious Clam Broth can be made from it in one minute, with Hot water.

Three sizes, retails at 25c., 50c., and 90c., in bottles only.

Order from E. S. BURNHAM COMPANY, "Manufacturers," 120 Gansevoort St., New York, U.S.A., or JAMES TURNER & CO., Hamilton; R. H. HOWARD & CO., Toronto H. P. ECKARDT & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.



CHAS. SOUTHWELL & CO'S

High-class **JAMS** (Kentish Fruit)

JELLIES

MARMALADES

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

New Season's Jams
Now ready . . .

Messrs. Frank Magor & Co., 16 St. John St., Montreal
Chas. Southwell & Co., Works, Dockhead, London, England



ESTABLISHED 6 YEARS

The "Monsoon" Brands

CONSIST OF THE FOLLOWING:

INDIAN.

1. Finest Assam Pekoe
2. Assam Broken Pekoe
3. Assam Pekoe Souchong

CEYLONS.

4. Finest Ceylon Pekoe
5. Ceylon Broken Pekoe
6. Ceylon P. Souchong

In Cases of 60 1-lb., 120 ½-lb. or 12 5-lb. packets. Cases can be assorted Indians and Ceylons.

The Above Brands Give Universal Satisfaction and Suit all Tastes.

We carry the largest and best assorted stock of Indian Teas in Canada. Write for samples and you will be satisfied with the values we can give.

STEEL, HAYTER & CO., Growers,

11 and 13 Front St., Toronto.

CHRIST^Y JAMES & CO., LONDON, ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

Are you to be one of the few not yet stocked with these PICKLES at \$2.40 per dozen?

You do not know how many customers not seeing them in your store go to your neighbor who has them. If your jobber has not got them write to

M. F. EAGAR, General Agent, HALIFAX, N. S.

Currants

IN GOOD ORDER
AND CONDITION

In Barrels at 3c. per lb.

Cases at 3¼c. per lb.

CROP 1892.

Our Best Value for Grocer
or Consumer to-day is

JAPAN TEA DUST

AT SIX CENTS PER LB.

Send for Samples to

Lightbound, Ralston & Co.

WHOLESALE GROCERS,

MONTREAL.

MARKETS AND MARKET NOTES

TORONTO MARKETS.

TORONTO, Feb. 1, 1894.
GROCERIES.

Quiet and uninteresting has been the local market the past week. In no one line is there anything approaching actual activity, what there is doing being of a small, sorting-up nature. Careful buying has characterized retailers for some time; they seem to be exercising more than usual caution at the moment. The volume of business is not probably, however, much if anything below the average for this time of year, the light condition of country stocks necessitating frequent replenishing. Canned vegetables show a little more activity than a week ago, and the same remarks apply to teas. Further strength has developed in Valencia raisins, and the tendency is towards still higher values. The green fruit trade is quiet and both oranges and lemons are easier. Payments are rather slow. The volume of business for the month of January seems to have been on the whole above the average.

CANNED GOODS.

A fairly active movement in small lots of tomatoes, peas, and corn at 80 to 85c. is reported. But the market is devoid of any special features. The demand for salmon is almost nil: for good red fish the ruling prices are still \$1.20 to \$1.30 for talls, and \$1.50 for flats; cohoes, \$1.10. Lobsters are at the moment in rather better request than salmon, but this is not expected to be the case long. Flat tins of lobsters are getting scarce. Prices rule as before at \$1.85 to \$2.10 for tall tins, and \$2.40 to \$2.50 for flat tins. Canned fruits are in moderate demand only, with peaches and apples the most in demand. Prices are unchanged, and are: Peaches, \$3 to \$3.25 for 3's, \$2.10 to \$2.25 for 2's; raspberries and strawberries, \$2 to \$2.10; apples, fancy preserved quarters, \$1.40.

COFFEES.

Locally there is just an ordinary demand at unchanged prices. Mocha coffee is reported higher in New York. The Journal of Commerce, New York, says that operations there in Brazil growths had a discouraging week, valuations being kept easy with fractional shadings from day to day. On the Toronto market we quote green, in bags, as follows: Rio, 22 to 23c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 22 to 23c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.

NUTS.

The local market continues much as before. Brazil nuts are easier in New York, but here demand is nil and prices unchanged. We quote: Brazil nuts, 13 to 15c. a pound; Sicily shelled almonds, 28 to 32c. a pound; Tarragona almonds, 12½ to 14c.; peanuts, 11 to 12c. for roasted and 8 to 10c. for green; cocoa nuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½ to 15c.; Marbot walnuts, 12 to 13c.; Bordeaux walnuts, 11½ to 12½c.; filberts, 9¾ to 10¾c.; pecans, 13½ to 15c.; nuts, per bushel, hickory, \$2.

RICE.

Trade continues quiet and prices unchanged. We quote: Ordinary, 3¾ to 3¾c.; Montreal Japan, 5 to 5¾c.; imported Japan at 5¾ to 6¾c.

SPICES.

Demand continues fairly active at following unchanged prices. We quote: Pure black pepper, 13 to 15c.; pure white, 20 to 28c.; pure Jamaica ginger, 25 to 27c.; cloves, 14 to 25c.; pure mixed spice, 30 to 35c.

SUGARS.

There has been a further easing off in the demand, but prices continue firm, in sympathy with the outside markets. Business at the moment is confined to small sorting-up parcels. The turnover for January was above the average of previous corresponding months. For granulated 4¾c. is the ruling price, and it is only on rare exceptions that this figure is shaded. Yellows sell at 3¾ to 4¾c., the inside quotation being, of course, for the dark article.

Willett & Gray, in their Weekly Statistical, say:

THE WEEK—Raws advanced ½c. for Muscovados. Refined advanced 1-16 to ¼c. Total stock in all the principal countries, 1,675,462 tons, against 1,496,052 tons at same dates last year. Afloats to the United States from all countries estimated 1,40,000 tons, against 60,000 tons last year.

RAWS—The week under review has been steady and firm at unchanged quotations as to sales, but with a hardening tendency in favor of sellers. This is mostly due to the tariff agitation in Congress, which keeps business in an unsettled condition, and the final outcome of which it is difficult to foresee, although the weighing down of the Wilson Bill by injudicious amendments gives hopes of its final defeat even in the House of Representatives. European markets have been steady to firm with a small business doing. Cuban production to date is about the same as in the two preceding years, and gives no indications of any change from our first estimates of 1,000,000 tons.

REFINED—The acceptance of an amendment in the committee of the whole in the House of Representatives to place refined sugar on the free list has caused increased dullness and the curtailing of orders for refined sugar and a consequent reduction in quotations of 1-16c. to ¼c. per lb. on different grades. Soft sugars are particularly weak, and list prices will be shaded 1-16c. to ¼c.

SYRUPS.

There is a free movement, with the demand principally for the brighter varieties in half-barrels, at about 2¾ to 3c. per lb. Bright goods are scarce, and good value is being shown in low and medium grades.

MOLASSES.

Demand has been fair, for New Orleans especially, in barrels, at 28 to 30c., and half-barrels at 32½ to 34c.

TEA.

Increased activity has developed in this line during the week. Japans particularly are selling well. Indians and Ceylons are

moving fairly well, and a good many Congous are by some reported to be going out. Good China greens are said to be unusually scarce. Medium Japans, ranging in price from 16 to 18c., are showing excellent value, and much better than is thought to be likely later on, present stocks being light.

DRIED FRUIT.

The feature of the dried fruit trade is the continued increase in the firmness of Valencia raisins, another advance of 1s. having been reported, while on the spot layer and layer selected are held firmer. Stocks here are light, and indications point to higher prices when the usual increased demand, which is due soon, springs up. A good many old layer Valencias have been selling at \$1 to \$1.25 per box, but they are said to be getting pretty well cleaned out. We quote: Off-stalk, 4 to 4½c.; fine off-stalk, 5 to 5½c.; selected, 5¾ to 6c.; layers, selected, 6¾ to 6¾c. Sultana raisins are quiet and unchanged, at 5½ to 6½c. The movement in Malaga raisins is almost nil. There is not much inquiry for currants, and prices are unchanged. We quote: Provincials, 3¾ to 4c. in brls. and half brls.; Filiatras, 4 to 4½c. in brls., and 4¾ to 4¾c. in half brls.; Patras, 5 to 5½c. in brls., 5¾ to 5¾c. in half brls., 4¾ to 6¾c. in cases; Vostizzas, 6¾ to 7¾c. in cases, 6¾ to 7¾c. in half cases; Panarti, 9 to 10c. Figs are dull and easy with stocks larger. Holders seem willing to take what they can get, and although 10 to 11c. is the standing quotation there are lots of layer figs to be had at 8 to 8½c.; tapuets are still quoted at 4½c. Bosnia prunes are in good demand at from 5½ to 6½c. in cases; prices have a firmer tendency, particularly in the larger sizes. Dates quiet and unchanged.

BUTTER AND CHEESE.

No material change has developed in the butter market during the week. Stocks of dairy butter are large, and there is plenty offering. Of really choice dairy tub, however, there is not much, stocks having been picked and repicked. But at the same time there is no scarcity of the good dairy article, pound rolls being in unusually large supply. Among these, however, there is alleged to be a good deal of what is termed made over butter. Stocks of butter are accumulating, while sales are becoming harder to make. There is a little creamery butter passing into retailers' hands, but the demand from jobbers is sluggish, and there is plenty offering; for rounds lots of tubs outside 22 to 23½c. is the idea. We quote jobbing price: Dairy—Choice tubs, 20 to 21c.; medium tubs, 17 to 18c.; low grade, 15 to 16c.; large rolls, 18 to 19c.; pound rolls, 22 to 24c. Creamery—Tubs, 24 to 25c.; pound prints, 25c.

Cheese continues in fair demand locally at about previous prices, namely 11 to 11½c. for October and 10 to 10¾c. for earlier makes.

GREEN FRUIT.

The green fruit market is generally quiet, and if anything even more so than is usual at this time of the year. Prices, in both oranges and lemons, have declined somewhat during the week on account of the liberal supplies. Deliveries of California navel oranges have been, comparatively

MARKETS.—Continued

speaking, particularly free. Locally there is not much demand, but fair quantities are being taken outside at the prices quoted below. We quote: Oranges—Floridas, \$2.25 to \$3; Mandarines and Tangarines, \$2 to \$2.25 half box; Valencias, \$4.25 to \$4.50; California navels, \$2.80 to \$3.25 per box. Lemons—Messinas, \$4 to \$5 for 300's, \$4 to \$5 for 360's; bananas, \$1.25 to \$2; California pears, \$2.50 to \$3 per box; Malaga grapes, \$5.50 to \$6 per keg; pineapples, 15 to 30c. Cranberries, New Jersey, \$7 per barrel; Canadian, \$5 to \$6 per barrel; boxes, \$2 to \$2.15. Apples, good to choice, \$3 to \$4.50; second quality, \$2.25 to \$3. California dried fruit—Apricots, 17½c. per lb.; peaches, 14c. per lb.; nectarines, 15c.

HOGS AND PROVISIONS.

A good many carloads of dressed hogs have been arriving during the week, and prices are lower, at \$6 to \$6.15 for heavy and medium weights respectively. Provisions are quiet and unchanged.

BACON—Long clear, 8½ to 8¾c.; smoked backs, 11c.; breakfast bacon, 12½c.; rolls, 9 to 9¼c.

HAMS—11½ to 12c. for smoked, and at 10½c. for pickled.

LARD—Pure Canadian 10 to 10½c. in tubs, 10½c. in pails and 9¾c. in tierces. Compound, 8 to 8¼c.

BARREL PORK—Canadian heavy mess \$16, Canadian short cut \$16 75 to \$17, shoulder mess \$14.50.

DRESSED MEATS—Beef fores, 5c., hind-quarters 6½ to 8c., mutton 5 to 6c., lamb 6 to 8c., veal 7½ to 9c.

COUNTRY PRODUCE.

BEANS—Quiet and unchanged. Jobbers are still quoting hand-picked at \$1.30 to \$1.40.

DRIED APPLES—The feeling appears to be a little easier. A few barrels have changed hands at 5¼ to 5½c. delivered; 5¾c. would be paid for a carload of No. 1 stock. Jobbers are ordinarily getting 5¼ to 6c.

EVAPORATED APPLES—No transactions are reported outside. Jobbers here are quoting 9½ to 10c. for 5-box lots, and 10½ to 11c. for small lots.

EGGS—New laid are beginning to come in more freely, and the market is becoming still easier. We quote: New laid 18c., held stock 14 to 16c., pickled 12½c.

POTATOES—Are dull and easy; 45c. was bid on track and 50c. asked; 55 to 60c. is still the ruling price for small lots out of store.

HONEY—Dull and unchanged. We quote: Extracted white in tins, 7 to 9c.; white in sections, 14 to 15c.; dark ditto, 9c.

POULTRY—Demand is small and prices as before. We quote: Turkeys, 8 to 10c. per lb.; geese, 7 to 8c.; chickens, 30 to 50c. per pair; ducks, 50 to 75c. per pair.

ONIONS—Market easier for domestic article, lots of which are selling as low as \$1.10. We quote: Spanish, 75 to 85c. per crate; Canadian, \$1.10 to \$1.25 per bag.

HOPS—The tendency of the market is still downward. Sales of bale lots of '93's are reported at 15c., and of small lots at 17 to 18c. We hear of crate lots of '92's selling at 10 to 12c.

MAPLE PRODUCTS—Fresh shipments of last year's maple syrup and sugar are arriving. The former is quoted at 75c. per wine gallon tin, and the latter at 8½ to 9c. per pound.

SEEDS.

The movement is fairly liberal in alsike, and prices are fairly steady at quotations. Red clover is dull, and prices about 15c. lower in sympathy with the decline in the American market. Timothy is almost nominal in price, offerings being so small. We quote: Alsike, \$5.75, to \$6.25 for good to prime seed, and \$6.50 to \$6.80 for choice to fancy. Red clover, \$5.10 to \$5.85 for ordinary to prime; \$5.85 to \$6.10 for choice to fancy. Timothy, \$1 to \$1.25 for inferior, \$1.50 to \$1.60 for prime; choice to fancy, \$1.80 to \$2.

SALT.

Good sales are reported to have been made in coarse sacks and barrel salt; land salt is also beginning to move. Prices are about the same. We quote: Barrels, 90c.; coarse sacks, 58c.; land salt, \$5.50 per ton; fine sacks, 70c.; dairy, \$1.25; rock, \$10 per ton.

FISH.

The fish trade has considerably improved during the past week, and a heavy trade is anticipated for the next five or six weeks. Sea herring are not so heavy in weight as they were supposed to be at last report, they only selling on an average of 50 pounds to the hundred fish. The receipts for week ending January 29th were 3 carloads. Demand fair with prices firm at \$2 per hundred. We quote as follows: British Columbia is quoted at 15c. and Restigouche salmon 17c.; fresh sea salmon, 17 to 19c.; skinned and boned codfish, 6½c.; shore herring, \$4 per bbl.; Digby herring, 15c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, frozen, 4 to 5c. per lb.; blue pickerel, 4 to 5c. per lb.; yellow ditto, 7 to 8c. per lb.; salmon trout and white fish, 7½c.; oysters in bulk, \$1.20 for standard and \$1.75 selected; ciscoes, \$1.35 per 100 for small, and \$2.25 for very large; salt mackerel in bulk, 10c. per lb.; pike, 6 to 6½c. per lb.; black bass, 10c. per lb.; had-dock and cod, 5½c. per lb.; steak cod, 6 to 7c.; chicken halibut, 12c.

HIDES, SKINS, WOOL, TALLOW.

HIDES—The drop of a ¼ per cent. has taken place since last report. Several cars of cured, inspected hides have been disposed of during the past week at 4c. The present standing quotations are: 3½c. for cows', and 4c. for steers'.

SKINS—Nothing much doing at present; dealers are offering 80c. for fresh slaughtered green skins, and for country lots 30 to 50c.

TALLOW—Nothing new to report in this article. Prices continue the same, with but small prospects of change at present. Dealers are paying 2c. for rough and 5½c. for rendered.

WOOL—Remains quiet with very little chance of improvement. It is reported that there has been over 1,500,000 lbs. of wool received into Canada since the corresponding date last year. This is altogether more than the trade requires, and dealers stand a poor show of advanced prices until this extra surplus is disposed of. Green Cape is moving slightly at 11 to 13c.; B. A. clothing from 27 to 29c.; yellow ditto, 24 to 26c. East India wools—White, 17 to 18c., yellow, 10 to 14c.; black and grey, 11 to 12c. Mediterranean wool—Whites, from 15 to 17c. according to grades; grey and fawn color, from 10 to 12c. Domestic fleece, 23 to 24c.; fresh clothing, 20 to 22c.; Southdown, No. 1, 25 to 26c.

PETROLEUM.

The Petroleum Advertiser, in its weekly report, says: "Crude oil, \$1.01 per bbl.; refined, 6¼ to 6½c. in bulk, or 9 to 9½c. in barrels in car lots f.o.b. here. There is nothing of consequence to report in oil matters, with the exception of the firms who are experimenting with new processes of refining oil, and with regard to which we shall deal later. The price of both crude and refined is unchanged, and may be quoted firm at the above figures."

Trade continues brisk on the Toronto market at unchanged prices, without any special features to note. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; American water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

Oranges and lemons are easier.

Valencia raisins are 1s. dearer.

Brazil nuts are easier in New York.

Wm. Hannah & Co., Toronto, are open for a car load of onions.

Sloan & Crowther are getting in a line of Ceylon tea in half-chests.

The enquiry for potatoes from Western towns has fallen off considerably.

Clemes Bros. have just received a shipment of maple syrup and maple sugar.

T. Kinnear & Co. have a line of Japan tea which they are offering at a low price.

It was intimated that an advance in the price of cheap brands of condensed milk is likely to be made ere long, chiefly for the reason that the business in the goods at un-

CANNED
DRIED
CHOPPED

WE BUY
APPLES
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CORES
EVAPORATED
PEELINGS

Butter in good demand; large rolls, pails, crocks, and best store-packed tub selling 19 to 20c.; choice dairy tub, 20 to 22c. no stock on hand. Eggs, 16½ to 17c. We charge five per cent., and prompt returns by registered letter.

JOHN HAWLEY, Provisions and Commission
88 FRONT ST. EAST.
 Established 1870. Egg Trade a Specialty

WHITE & CO.

70 Colborne Street Toronto.

General Fruit and Produce
 Commission Merchants.

Write us for Quotations. : Consignments Solicited. Tel. 887.

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JAMES E. BAILLIE
PORK PACKER

AND WHOLESALE PROVISION MERCHANT
 66 Front St. East, Toronto.

Mess Pork, Bacon, Hams, Lard, Cheese.
 Cold Storage for Butter and Eggs.
 Country Consignments Solicited.
 Prompt Returns Made.

WILLIAM RYAN,
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HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
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Wholesale Produce & Commission Merchants
 76 FRONT ST. EAST, - - - TORONTO,

DEALERS IN
 Butter, Eggs, Cheese, Poultry, Lard,
 Cottolene, Dried Apples, Honey,
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Correspondence invited. Consignments solicited. Egg Carriers supplied.

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FRUIT
 PRODUCE
 and COMMISSION MERCHANTS

32 WEST MARKET STREET,
 TORONTO.
 Consignments Solicited

profitable prices is too large and interferes with the sale of the higher priced brands.—N. Y. Journal of Commerce.

Smith & Keighley are offering some excellent value in Redpath's syrups in 3 gallon tins.

J. W. Lang & Co. are offering a nice line of Packing teas in caddies at what they term cut prices.

Potatoes are booming at Orangeville. Wm. Hannah & Co., of Toronto, handled 1,500 bags there last week.

Warren Bros. & Boomer claim to have the finest Japan tea in the market which retail merchants can sell at 25c.

T. Kinnear & Co. are offering, in attractive packages, Redpath's syrups in 2 and 3-gallon pails and 2lb. tins.

Dawson & Co. are in receipt of a carload of Messina lemons. The stock is fine, and consists of six different brands.

Smith & Keighley were successful in obtaining a big shipment of Valencia raisins before the recent advance in prices.

Prime red Alaska salmon was offered in New York last week by one commission firm at 97½c. per dozen in less than carload lots.

Wm. Paterson & Son's hustlers are all out with sample cases filled with staples and more new goods than ever before. See "ad"

H. J. Bray, West Market street, has over 20 tons of fresh, frozen, lake and salt water fish in stock, in preparation for the Lenten season.

The grocery departments of certain retail dry goods firms in this city, it is stated, are steadily expanding, with the increase heaviest in canned goods.—N. Y. Journal of Commerce.

Jobbers are free sellers of Jersey canned tomatoes at \$1 per dozen to the retail trade. Salesmen of some concerns assert that competitors have recently taken orders at 2½ to 5c. less.—N. Y. Journal of Commerce.

Davidson & Hay are in receipt of 400 half-chests of Japan tea; also three lines of black tea, all of which are said to show exceptionally good value. "They were never imported for the price at which we are selling them," said a member of the firm.

In passing through the sample rooms of James A. Skinner & Co., a representative of THE GROCER noticed a self-pulling cork-screw, so simple in construction a child can use it without breaking the bottle. This is an article that should be in every house, it being cheap as well as durable.

EPPS'S COCOA

¼ lb packets, 14 lb. boxes secured in tin. Special Agent for the Dominion:

C. E. Colson, Montreal

. POTATOES .

We are always open to buy or sell car lots of potatoes.

WM. HANNAH & CO.

78 Colborne St., Toronto
 Commission Merchants. Correspondence Solicited

J. HUNTER WHITE

Manufacturers' Agent, Broker and Commission Merchant
 Dealer in all kinds of produce, fruits, etc. Also purchasing and forwarding agent. Consignments solicited. Personal attention given to correspondence. References by permission: The Bank of New Brunswick. Messrs. Turnbull & Co., Geo. Robertson, Esq., President Board of Trade.
 61 Dock St., ST. JOHN, N. B.

THE
Winnipeg Produce and Commission Co. Ltd.
 WINNIPEG, MANITOBA.

We handle Grocers' Specialties, etc. Can we sell anything for "you" in this market? Write us. Good connection with Wholesale and Retail trade.

W. M. BOWIE 44 Front St. E., Toronto.

Grocery Broker.

Agent for
 Armour Packing Co., Kansas City, U.S.A.
 Canned Meats, etc.
 W. Strachan & Co., Montreal,
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LAURENCE GIBB

Provision Merchant,
 83 COLBORNE STREET, - TORONTO
 All kinds of Hog Products handled. Also Butter
 Cheese, Poultry, Tallow, Etc

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

Fancy Florida Oranges,
 Messina Lemons and
 Malaga Grapes for New Year's

HUGH WALKER & SON

Send for quotations. GUELPH, ONT.

HUNTER & CO.

24 FRONT ST. EAST,
 Toronto and Western Agents for
CHRIST'ER JAMES & CO., London, Eng.
 PICKLES, SAUCES, JAMS AND MARMALADES
 Ask your wholesaler for them.

PARK, BLACKWELL & CO.

(Limited.)
 — SUCCESSORS TO —
JAS. PARK & SON.
 TORONTO.

Full lines of Superior Cured Hams, Breakfast Bacon, New Special Rolls, Beef Hams, Long Clear Bacon, Butter, Cheese, Lard, Eggs, Etc.

Write for Price List.

MONTREAL MARKETS.

Montreal, Feb. 1, 1894.

GROCERIES.

THERE have been few new features since our last, but one of them, and an interesting one, is the development of increased strength and activity in dried raisins. As we have noted, this line for some time back has ruled firm, and as we intimated a fortnight ago higher prices are now an established fact. In fact an actual famine in the fruit is not at all unlikely. All other lines show a reasonable degree of activity. Sugar is quiet and steady, and there has not been much business to note in tea. Molasses has shown a fair degree of activity, while syrups are in good demand also and prices rule steady. Canned goods furnish a fair seasonable business, and fish hold steady, while arrivals have been rather freer. Stocks are small, however, and concentrated in few hands. Payments on the whole are fair, and the general situation is considered promising.

SUGAR.

The prospect of free sugar in the United States is interesting to refiners here, because in case the change is made they expect to do a good business in the Western States, owing to the advantage they possess on account of cheap water freights during the summer months. Business in refined sugar during the week has been quiet, the volume of business being much smaller than last. Prices at the time of writing are steady; granulated selling at $4\frac{3}{4}$ c., and yellows, $3\frac{3}{4}$ c. for dark and $3\frac{1}{4}$ to $3\frac{3}{4}$ c. for bright from the refineries here.

MOLASSES.

The week has witnessed more activity in Barbadoes molasses, quite a good quantity of stock being moved at 30c. from first hands. In round lots we quote 30 to 31c. and in jobbing parcels 34c.

SYRUPS.

There has been a good demand for both Canadian and American syrups also, and we quote prices steady at $1\frac{1}{4}$ to $1\frac{3}{4}$ c. per lb. in the wood for the former and $17\frac{1}{2}$ to 23c. for the latter.

TEA.

The tea market is very quiet and business is of an ordinary jobbing character. The only sale during the week was a lot of Japans at $18\frac{1}{2}$ c. We quote: Blacks, 12 to 22c.; greens, 15 to 21c.; Japans, 12 to 13c. for common; 14 to 17c. for medium to good; 18 to 21c. for fine, and 23 to 28c. for finest.

COFFEE.

The coffee market continues quiet and steady, the roasters not being anxious buyers at the moment. The only business of any importance has been a few lots of Mocha, Maracaibo and Rio. We quote: Maracaibo at 20 to 21c., and Rio at $19\frac{1}{2}$ to 21c. And we quote: Maracaibo, 19 to 21c.; Porto Cobello, 18 to 20c.; Rio, 19 to 21c.; Java, 24 to 30c., and Mocha, 25 to 28c.

SPICES.

There is little doing in spices. Pimento continues firm at last week's advance, and stocks of it are still light on spot. We note sales of nutmegs since our last at 65c. We quote: Jamaica ginger, 16 to 18c. for common, and 18 to 20c. for fine; black pepper,

$6\frac{1}{2}$ to $7\frac{1}{2}$ c.; pimento, $6\frac{1}{2}$ to $7\frac{1}{2}$ c.; and nutmegs steady and quiet at 65c. to \$1, as to quality.

RICE.

The rice market continues quiet, and the only movement has been a few lots on account of actual requirements. We quote: Standard Japan, \$3.75 to \$4, "B," \$3.50; Crystal, \$4.25 to \$4.50; Patna, \$4.25 to \$7.50; Carolina, \$6.50 to \$7.

DRIED FRUIT.

The strength of Valencia raisins to which we have referred before has been strongly developed since our last under demand from jobbers who want to fill up spaces in their stock. The stock of all kinds is light on spot, and it is not at all unlikely that before the Lenten demand is satisfied that they will be entirely exhausted. Business in strength lots of off-stalk, has transpired at $4\frac{3}{4}$ c., and we quote prices firm, $4\frac{1}{2}$ to 5c., with layers, $5\frac{1}{2}$ c. to $5\frac{3}{4}$ c. in straight lots. Jobbing parcels call for an advance upon these prices. Currants move along at the old gait under a moderate demand. We quote barrels $3\frac{1}{2}$ c., half-barrels, $3\frac{3}{4}$ c., and cases 4c. per lb. There is a quiet movement in figs at former prices, 8 to 10c. Dates are steady at $4\frac{1}{4}$ to 5c. Prunes range from $4\frac{3}{4}$ to 5c.

NUTS.

The market is steady and unchanged with business of moderate volume. We quote: Grenoble walnuts, 11 to 13c.; pecans, $8\frac{1}{2}$ to 12c.; peanuts, 8 to 11c.; cocoanuts, \$3.75 to \$4; Terragona almonds, $11\frac{1}{2}$ to 12c.; and shelled almonds, 23 to 45c.; filberts, $9\frac{1}{2}$ to 10c., and walnuts, 12 to 13c.

CANNED GOODS.

There is a fair seasonable business in canned goods, mackerel having sold at \$1.02 $\frac{1}{2}$ to \$1.05, and salmon \$1.05 to \$1.30 as to size and quality. Several lots of tomatoes have also been placed at 75 to 80c. We quote: Tomatoes, 75 to 80c., corn 75 to 80c., peas 90 to 95c., strawberries \$2.75 per doz., raspberries \$1.80 to \$2.05, salmon \$1.25 to \$1.27 $\frac{1}{2}$ for best brands and \$1.05 to \$1.10 for cohoes, lobsters \$1.60 to \$1.75, mackerel \$1 to \$1.05.

GREEN FRUIT.

The green fruit market continues quiet. Apples are moving at a slow gait at \$3.50 to \$5.50. Almeria grapes range from \$3.50 to \$6. Florida oranges seem to command all attention at present. Golden Russets sell briskly at \$1.50 to \$2.25. Valencias take a back seat, and only meet a fair demand. We quote: \$3.50 to \$4 for 420's and \$4.75 to \$5 for 714's. Lemons move at a very slow pace at \$3 to \$3.50 per box. California pears have a slow sale at \$4 to \$7 per bbl.

FISH.

Fish are moving freely, but the market holds steady to firm under a good demand both for immediate and future wants. Stocks are small and in few hands. We quote: No. 1 C. B. herring, \$5.50; No. 1 Newfoundland do., \$5; Labrador salmon, \$12.50 to \$14; B. C. do., \$11.50; No. 2 mackerel, \$12; Finnan haddies, 7 to 8c.; Yarmouth bloaters, \$1.10 to \$1.50 per box; haddock, $3\frac{1}{2}$ to 4c.; cod, $3\frac{1}{2}$ to 4c.; boneless cod, $6\frac{1}{2}$ to 7c.; hand picked Malpecque oysters, \$4.50 to \$5; No. 1 green cod, \$5; No. 1 large, \$5.50 to \$6; No. 2 do. \$4.

COUNTRY PRODUCE.

The egg market is dull and depressed. Strictly fresh range from 17 to 20c., and Montreal limed 15c., while Western limed are 13 to $13\frac{1}{4}$ c. Poultry is quiet. Turkeys,

9 to 10c.; chickens, 6 to $7\frac{1}{2}$ c.; geese, $5\frac{1}{4}$ to 7c., and ducks, 9c. to 10c. Maple syrup runs from 50 to 65c. in cans, and 4 to 5c. in the wood, as to quality. Maple sugar is quiet and dull at 6 to 7c. Beans are unchanged, \$1.25 to \$1.55 fair to choice. Hops are quiet at 15 to 16c. for medium and 20 to 22c. for finer goods. Strained honey is steady at 7 to 8c. for 1893, with old stock a sale at 4 to $5\frac{1}{2}$ c. Comb honey sells at 8 to 13c., as to quality. Potatoes have changed to dulness, but prices are steady at 60c on the track, with 10c. additional for jobbing lots. Onions are having a slow sale at \$2.25 per barrel.

PROVISIONS.

The provision market is quiet, and the demand is very slack. A few sales of Canada short cut have been made at \$17 to \$18, and lighter pack brands range from \$16.50 to \$17. Lard is quiet, car lots of compound changing hands at \$1.50. Smoked meats are quiet at quotations. Canadian short cut, per bbl., \$17 to \$18; mess pork, Western, new, per bbl., \$16.50 to \$17; hams, city cured, per lb., 12 to 13c.; lard, Canadian, in pails, $11\frac{1}{4}$ to $12\frac{1}{4}$ c.; bacon, per lb., $11\frac{1}{2}$ to $12\frac{1}{2}$ c.; lard, common, refined, per lb., $8\frac{1}{4}$ to $8\frac{3}{4}$ c. Dressed hogs are very quiet. Sales have been made during the week at \$6.30 to \$6.35 on the trade, and we quote that as a range.

CHEESE AND BUTTER.

The cheese situation is unchanged. The remaining supply owned or controlled by traders on this side the Atlantic is so small, and in such few hands, that the market has narrowed down to close limits, and the general run of traders have little opportunity to do any new business. In New York exporters are still looking around for underpriced goods, but there is little to note in this respect on spot, as there are little or none of these goods to be had. We do not hear of much new business over the cable of high priced fall goods, but advices from New York state that a round quantity was taken on that market at $11\frac{1}{2}$ c. and if this is the case the same figure would very likely do business here. One thing that is a decided advantage in the case of purchases at present is the low through rate of freight offered on cheese, which is figured to be equivalent to $\frac{1}{8}$ of a cent a pound. We still quote $11\frac{1}{2}$ c. as the basis at present.

The butter market does not show any change. There is a steady jobbing demand at quotations:

Finest fall creamery, 24 to 25c.; earlier makes, 22 to 23c.; finest Townships dairy, $24\frac{1}{2}$ to 25c.; Morrisburg and Brockville, 19 to 20c.; roll stock, 20 to 21c.; Kamouraska, 19 to 20c.

MONTREAL TRADE NOTES.

C. A. Chouillion reports a good demand for "Chocolate Menier." He has placed quite a few orders recently.

Stewart, Munn & Co. report a good demand for frozen herring from jobbers. They have placed round lots of medium at \$1.25, and large at \$1.75.

Several round lots of Barbadoes molasses have been turned over during the week on spot, some of it on Western account, at 30c. The inference is that stocks need replenishing in some quarters.

There has been no statement of the assets of Mr. E. Elliott, insolvent grocer, made up to the time of writing. Another meeting of creditors is to be held this week, however,

CAFFAROMA

Makes the finest cup of coffee in the world. Sold in 1 and 2 lb. tins only. For sale by all wholesale and retail grocers throughout the Dominion.

C. A. LIFFITON & CO., Montreal
Proprietors of the original patent Caffaroma

**IF YOU WANT
CHOICE FRUIT**

Malaga Grapes
Florida Oranges
Messina Lemons

ORDER FROM

CLEMES BROS.,
TORONTO

GEORGE McWILLIAM. FRANK EVERIST
TELEPHONE 645.

McWILLIAM & EVERIST

GENERAL FRUIT
Commission Merchants

25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLI-
CITED. Ample Storage.
All orders will receive our best attention.

BUCHANAN & GORDON,

Brokers and Commission Merchants and
Manufacturers' Agents.

WINNIPEG

Representing in Manitoba and the
North-West Territories:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo
THE B. C. SUGAR REFINING CO., Ltd., Van
couver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville
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JOHN DEWAR & SONS, Tullymet Distillery
Perth, N. B.
PERINET ET FILS, Reims, Champagne.

Warehouses on C. P. R. Track.

EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

FOR DAIRY

BUTTER

OR DRESSED

Write or Wire **POULTRY**

**PARSONS
PRODUCE CO.**
WINNIPEG—MANITOBA

when Mr. F. Hort, the provisional guardian, expects to be able to have something ready. The prevailing opinion seems to be that the failure will be a very bad one and that the creditors will not realize much.

J. J. Keating & Son, grocers, have assigned at the demand of Carter, Galbraith & Co., with liabilities of about \$6,000. The principal creditors are Carter, Galbraith & Co., \$1,003.

There has been further purchasing of 96-test centrifugal sugar at 3c., cost and freight, in New York on behalf of Montreal refiners. Cables on beet from London to brokers here have been firmer lately.

Rose & Laflamme report that the line of Botger's Marmalade, to which we referred a week or so ago, has caught the trade. The neat, attractive way in which the goods are put up is a decided advantage.

The marked scarcity of Valencia raisins of all kinds has led to an all-round advance equivalent to ½c per lb. The stock of both layers and off-stock of 1893 growth in New York is placed at less than 6,000 boxes.

The imports of currants into Canada during the season to January 6th aggregated 1,079 tons. This is some 249 tons less than the imports for the same period last year, when it is well known that there was little enough to supply our wants.

Mr. D. H. Rennoldson, trading as J. Lee & Co., commission and grocery specialties, has filed a consent of abandonment with liabilities of about \$18,500. The principal creditors are: C. E. Colson, \$1,698; Simcoe Canning Company, \$1,448; Bank of Commerce, \$5,000; Molsons Bank, indirect, \$3,000. C. E. Colson is provisional guardian. This firm has the general sympathy of the whole trade, as their difficulties were the result of circumstances beyond their control.

A delegation of the French wholesale grocers called upon the Roman Catholic Archbishop this week for the purpose of ascertaining if Lent was to be strictly observed, as the uncertainty in regard to the matter was a disadvantage for them when they wanted to figure on the question of fish supplies. The fish dealers are also interested. The Roman Catholic authorities have not come to any decision in regard to the matter, but expect to do so this week.

Walter R. Wonham & Sons, Montreal, sole agents in the Dominion for Marshall & Co., Aberdeen, report a very large demand for Marshall's Crown brand of salt Scotch herrings in barrels, kegs, etc., and an ever-increasing consumption of kippered and fresh herrings, bloaters, herrings in shrimp, tomato and anchovy sauce, potted meats, etc. They have recently received some substantial orders from the far west and the lower provinces, which shows the widespread popularity of Marshall's productions. Retail grocers will find the goods active stock, and should ask the wholesale houses for them.

LAWSON BROS. Manufacturers

Roller Oats, Rolled Wheat, Flake Peas
Flake Hominy, Flake Barley, Wheatlets
Etc Put up in bulk, boxes, barrels, and
packages.

The Best Goods in the Dominion.

The College Grounds,
Adelaide St. West. Toronto, Ont.

WITT, MACAULAY & CO.

WHOLESALE

PRODUCE and COMMISSION MERCHANTS

64 Colborne St., TORONTO

Consignments of Butter, Eggs, Cheese, and
Poultry Solicited.

FRESH FISH FOR LENT

Send for Price List. All kinds of Sea
and Lake fish.

D. W. PORT & GO.

TORONTO

COX'S GELATINE

Always
Trustworthy.

ESTABLISHED 1725.

AGENTS FOR CANADA:—

C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
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Toronto, St. John, N. B., and Montreal

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO, ONT.

DEALER IN

Oysters, Oyster Carriers, Fresh and Salt
Fish, Oranges, Lemons, Dates,
Figs, etc.

Orders Solicited.

MUNN'S**BONELESS CODFISH.**

NEW ARRIVALS.

Send in your orders. Full stock on
hand of Assorted Boxes, 5 lb., 10 lb.,
20 lb. and 40 lb. boxes; also

SKINLESS CODFISH in 100 lb. Cases.

The Munn Brand, after a most severe
test, gained the only medal awarded
at the World's Fair this summer,
which speaks highly for the merits of
this article.

Stewart Munn & Co.,
MONTREAL.

FLOUR AND FEED

Flour dealers notice an increase in the consumption of wheat cereals, as compared with oatmeal. This is due, probably, to the lower price of wheat products, as well as to the fact that wheat is considered to be less heating to the blood than oatmeal. It must not be forgotten, however, that oatmeal carries a high head, because it is supposed to be the national food of Scotland.

"Looking backward" at the range of prices is likely to be an interesting experience before long. It will be in order (as it has been many a time before in the flour trade) to wonder why we didn't buy heavily at the "lowest prices on record," which, up to date, are the present prices.

France is clamoring for an increase in the import tariff on wheat. The duty is now 8s. 9d. per 480 lbs., but this does not satisfy a people who, rightly or wrongly, think it the proper thing to cultivate their home soil, and eat the product of their own labor.

America has taken the lead among the wheat exporting countries during the past year, as the following return of the shipments from each of the principal countries shows:

	1893. qrs.	1892. qrs.
United States.....	23,000,000	25,300,000
Russia.....	11,000,000	5,500,000
India.....	2,632,000	4,415,000
La Plata.....	4,750,000	2,150,000
Australasia.....	1,125,000	665,000

Total..... 42,507,000 38,030,000

With regard to the United Kingdom, the supplies during the past year, owing to the small English crop, have been considerably less than those of last year, and must have been at least 500,000 qrs. below our consumption, though stocks in the ports only show a decrease of 100,000 qrs., as already shown. The inference is that stocks in second hands, that is to say, in the hands of millers and dealers, must be considerably less than they were last year. The United Kingdom's supplies in the past three years have been as follows:

	1893. qrs.	1892. qrs.	1891. qrs.
Foreign wheat } and flour..... }	21,582,000	21,943,000	20,601,760
English.....	6,000,000	6,800,000	7,250,000
Total.....	27,582,000	28,743,000	27,851,760

A Tacoma, Wash., despatch says: Between 12,000,000 and 15,000,000 bus. wheat have been destroyed in the wheat districts

of eastern Washington by continued rains. In 1892 the yield from that district was 12,000,000 bus. In 1893 the acreage was increased, and it was expected the yield would reach 15,000,000 bus. Many thousands of bushels rotted in the field, but the rains have continued up to date and have flooded the granaries and destroyed most of what was harvested and rendered the roads impassable.

THE MARKETS.

TORONTO.

With fractional ups and downs in the speculative markets in the United States, the world's values continue the same as a week ago. The very low price of flour continues to keep quite a number of millers from offering anything. Mill feed is very strong, for the reason that there is little being made.

FLOUR—Manitoba patents, \$3.60 to \$3.70; strong bakers', \$3.50; white wheat patents, \$3.25 to \$3.40; straight roller, \$2.80 to \$2.95; Ontario family, \$2.85 to \$3.10; low grades, \$2.10 to \$2.25. These prices are in round lots delivered here to the trade.

MEAL—Rolled oats, \$3.85 to \$3.90; granulated and standard, \$3.80 per brl.; corn meal (common) \$3.10; Gold Dust, \$3.25 to \$3.20.

BRAN—Bran still continues in active demand, with city mills selling at \$16 per ton; carloads on track; \$15.50 to \$16 a ton. Shorts are steady at \$17 per ton in small lots, and offering at \$16 per ton carloads in bulk.

OATS—Are strong and in good demand, cars on track selling at 35 to 36c. per bush, while farmers' loads are selling as high as 39 to 40c. per bush.

FEED CORN—50 to 52c. per bush.

BARLEY—Dull, farmers' loads on market selling at 45 to 48c. per bush.

HAY—Prices are unchanged, with local trade quiet; farmers' loads selling from \$8 to \$10 per ton, according to quality, with

good timothy, baled, on track, worth \$9.25 to \$9.50, carloads.

STRAW—Demand moderate, with prices unchanged. Quoted at \$5 to \$5.50 for car lots on track; market prices are \$7 to \$7.50 for sheaf.

PEAS—Steady, with sales on the market at 58c. per bush.

MONTREAL.

The flour market was slow to-day, the demand being of a purely local character. Winter wheat, \$3.60 to \$3.80; Manitoba patents, best brands, \$3.60 to \$3.70; straight rollers, \$3 to \$3.10; extra, \$2.90 to \$3; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.40 to \$3.60; Manitoba strong bakers', best brands, \$3.50 to \$3.55.

Oatmeal is moving slowly; the demand is of a purely local character and prices are unchanged. Standard, bags, \$1.95 to \$2.05; do. brls., \$4 to \$4.10; granulated, bags, \$2 to \$2.05; do., brls., \$4.20 to \$4.30; rolled oats, bags, \$2; do., brls., \$4.20 to \$4.25.

Feeding stuffs are in fair demand and steady under small supplies. Bran, \$16 to \$17; shorts, \$17 to \$18; Moullie, \$22.

ST. JOHN, N.B.

In flour the market is not so strong. Business is light and stocks are large. There are some, however, who think the supply of wheat not as large as reported. Oatmeal is strong, as are split peas and barley. Hay here, as farther west, is lower, and there is complaint of short weights. Oats are lower, that is those the product of this province. Manitoba, \$4.40 to \$4.50; best Canadian, \$3.60 to \$3.80; medium, \$3.50 to \$3.60; oatmeal, \$4.40 to \$4.50; cornmeal, \$2.55 to \$2.60; middlings, on track, \$20.50 to \$21; oats, local, on track, 33 to 34c.; P.E.I. oats, 40 to 42c.; Ontario, 43 to 44c.; beans, H.P., \$1.35 to \$1.45; prime, \$1.30 to \$1.35; split peas, \$3.75 to \$4; barley, \$3.75 to \$4; hay, on track, \$12.50 to \$13.

Why Bother with Selling Substitutes or Imitations, when

- SAPOLIO -

Has stood the test of between 30 and 40 years, and is sold throughout the civilized world as

THE GREAT SCOURING SOAP

It retails at 10 cents, leaving you a fair profit. **GROCERS** not having been supplied with iron signs nor advertising matter yet, will please ask their jobbers to have these enclosed with their next shipment of goods, as we gladly furnish same.

Depots at: } **Emil Poliwka & Co.**
Toronto, Ont. } 38 Front St. East, Toronto, Ont.
Montreal, Que. }
St. John, N.B. } Canadian Agents.

There is hardly another Food Cereal in the market which can be used for so many purposes as

CRYSTAL RICE.

CRYSTAL RICE FOR SOUP.
CRYSTAL RICE FOR BREAD, BISCUITS, ETC.
CRYSTAL RICE FOR PUDDINGS, MUSH, ETC.
CRYSTAL RICE FOR OYSTERS.
CRYSTAL RICE FOR OMELETTES, ETC.

Send for sample and Receipt Book. If you prefer order through your jobber. Crystal Rice is now handled by the wholesale: ade and in all the provinces.

CANADIAN SPECIALTY CO.,
38 Front St. East, Toronto, Ont.,
Dominion Agents.

"A WOMAN OF NO IMPORTANCE"

(WHOM OSCAR WILDE DRAMATIZES)

May not know the difference between good flour and bad flour, but if she has once baked

"QUEEN"

Flour and experiments with any other variety afterwards her title is well earned.

Queen Flour unequalled for all purposes.

Sold only wholesale by the makers.

M. McLAUGHLIN & CO.

Royal Dominion Mills, TORONTO.

Solid Merit——

has made . . .

Tillson's

Pan-Dried Rolled Oats

THE LEADING BRAND IN THE MARKET.

E. D. Tillson, Tilsonburg,
Ont.

Embros Oatmeal Mills

D. R. ROSS, . . . EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

Ireland's Desiccated

OF EXCELLENT QUALITY
IN ATTRACTIVE PACKAGES.
IT SELLS ITSELF.

3LB. PACKAGES.
1 DOZ. PER CASE.

Rolled Wheat

The Finest Breakfast Cereal Food in the World. Many competitors but not an equal. It's saying a great deal, but it's the truth. Write us for particulars.

The Ireland National Food Co. Ltd., Toronto, Can.

OPERATING The LARGEST and MOST COMPLETE BREAKFAST-CEREAL FOOD MILLS in the Dominion

ST. JOHN, N.B., MARKETS.

ST. JOHN, N.B., Feb. 1, 1894.

Just at this time there seems but little of interest to report from week to week. One reason why trade is so quiet through January is that a number of our merchants do not take stock till the first of February, and therefore they like, during January, to get things in order. Mr. C. H. Dearborn and Mrs. Dearborn have gone south to their orange grove for a few months. Mr. Dearborn is head of the well-known firm of Dearborn & Co.

CANNED GOODS—The market here is quiet. It would seem from outside advices that the market, except perhaps in beef, is not over strong. Canned apples are firm. Oysters are lower. Salmon, tomatoes, and corn are in large supply. Corn, 90c.; peas, 90c.; tomatoes, 95c. to \$1; salmon, \$1.40 to \$1.45; lobsters, \$1.75 to \$2; canned beef, 2-lb. tins, \$2.90 to \$3; oysters, \$2, \$2.15 to \$2.25; gal. apples, \$2.40.

TOBACCO—The prices remain as last week. The effect of the reduction made by McDonald on the other factories is looked for with much interest. Crown 44c, Index 45c, Pilat 46c, Napoleon 49c.

SALT—10 lb bags in barrels, \$3.10; 5 lb. bags do., \$3.25; factory filled, \$1; coarse, 50c.

DRIED FRUITS AND NUTS—Dried and evaporated apples are firm. Raisins are higher in New York, but prices here are unchanged. Currants from New York are being offered at a lower figure than ever before this year. New prunes are not yet to hand, except California's, which, though a very extra fruit, find but small sales on account of the high prices. Valencias, 4¼ to 5c.; layers, 5¼ to 6c.; Sultana raisins, 7 to 7½c.; London layers, \$2 to \$2.25; prunes, 6¼ to 7½c.; California prunes, 12½c.; dried apples, 6½ to 7c.; evaporated, 11 to 11½c.; dates, 5½ to 6c.; figs, 10 to 12c.; onions, \$2.75 to \$3; Grenoble walnuts, 13 to 15c.; French, 11 to 12c.; almonds, 13 to 14c.; Brazils, 15 to 16c.; filberts, 10 to 11c.; pecans, 12 to 13c.; peanuts roasted, 10 to 11c.

SUGARS—The market is rather unsatisfactory. Though considerable is moving, it does not look as if there would be any higher prices, at least for a time. Granulated, 4¾ to 4¼c.; yellows, 3¾ to 4c.; powdered, 6 to 6¼c.; Paris lump, 6 to 6¼c.; Barbadoes, 4¼ to 4½c.

MOLASSES AND SYRUP—Demand is quiet. There has been no report as yet from Ottawa on the alleged mixture. They still continue to pass the goods, which facts are taken by those who handle it as to be in their favor. Best goods continue to hold their prices, though market is easier. New molasses, it is expected, will cost high. Best Barbadoes, 31 to 32c.; second, 29 to 30c.; best Porto Rico, 35 to 36c.; second, 31 to 32c.; Antiqua, 29 to 30c.; syrup, 30 to 35c.

DAIRY PRODUCTS—Butter is not as strong as was expected, and though good butter is scarce it will not bring a full price, and poor is slow. There is a market for Canadian butter in England which is not properly taken advantage of, large quantities being imported there from New Zealand and Australia. Cheese is firm though there is no advance here, ½ to ¼c below Montreal. There is a fair stock held here. It is the general opinion that the prices must be higher. Eggs are unsatisfactory, and if shippers wish to get good prices they should be much more careful in the quality of the goods they send to market. It is better they should sell at a low price when they are fresh than to hold them till they are bad,

waiting for an advance and then spoiling the sale of their good eggs with the number of bad ones sent. Creamery butter, 24 to 25c.; dairy, 23 to 24c.; store packed 20 to 22c.; cheese, 11c.; eggs, 18 to 22c.

FRUIT—Lemons are lower. Apples are firm with improved demand. Apples, \$2 to \$3.25; lemons, \$4.50 to \$5; oranges, Florida, \$3.50; Valencia, \$4.50 per case; grapes, \$5.50 to \$6.50 per keg; cranberries, \$7.50 to \$8.

FISH—Market is strong. The lobsters which are coming to this market are small. We quote: Codfish, large, \$4 to \$4.20; medium, \$3.50; pollock, \$2 to \$2.10; bay herring, brls., \$3.60 to \$3.75; half-brls., \$1.85 to \$1.95; shad, \$4.75; lobster, \$1.75 per 100; Shelburn, brls., \$4.25 to \$4.50; half-brls., \$2.40 to \$2.60; medium herring, 12c.; lengthwise, 9c.; frozen herring, \$1.10 per 100; codfish, 2½c. per lb.

PROVISIONS—There is no change, but if anything market in pork is easier. Clear mess, \$19.50 to \$20; American mess, \$18 to \$18.50; plate beef, \$14 to \$14.50; extra plate, \$14.50 to \$14.75; pure lard, 11½ to 12c.; compound, 9½ to 10c.

CO-OPERATIVE BUYING.

THE lady manager of a co-operative buying concern in our neighboring city of Brooklyn recently said: "We cannot hold in our employ men who are competent buyers, because sooner or later they obtain positions which pay them better; so we generally employ women."

So the real danger of co-operative buying on the part of the consumer must lie in the woman—that is, danger to the grocer. These concerns are becoming a little more active than they have been for a long time past. The dismal failures during past years do not seem to have had a really deterrent effect. Now it is claimed that wholesalers welcome the buyers of those concerns with open arms, and save them as much as 50 per cent. Bless their innocent hearts! The wonder is that these dear childish creatures don't save the whole 100 per cent., and so carry their money away in their pockets. It is most pitiful to hear them complain that they cannot get a discount on sugar! As a matter of fact, members of the concern are advised to buy that useful article at the grocers. For all this the grocer should be very thankful, and, while selling the sugar, should see that he receives his cash for it at the time of selling.

It is a matter of very much doubt as to whether wholesalers receive these people as

cleverly as they claim to be received. We do not believe that any honorable firm has anything at all to do with them. We shall not, however, attempt to deny the fact that some wholesalers would do so, and are doing so. More than likely this class of men actually encourage such buyers.

We are certain that the sales of specialties in the grocery line are made to dry goods stores by some jobbers, and not by the manufacturers.

In fact, we have reason to believe that the actual beginning of the dry goods stores dealing in groceries was formulated by a jobbing house of this city. This house urged the matter while posing as a great friend of the retail grocer, and succeeded in starting the ball a-rolling. It is known that the Chicago agent supplied dry goods firms in that city with groceries as far as possible.

To-day it is more than likely that this same establishment needs the friendship of retail grocers, and they will not get it on this very account. We do not know that grocers have much to fear from co-operative buying on the part of consumers.

They need have no fear at all if those of whom they bought their goods acted fairly and honorably. The majority are disposed to do this without doubt, but those who are double-faced should be accounted as a common enemy who should be avoided. For if these men were true to the interests of their customers co-operative concerns amongst consumers could exist only under the same conditions as do the regular dealers, and no one would have a right to complain.

That active and progressive dealers in this city have formed numerous exchanges for buying goods in common is a sign that the trade does not propose to sit down and let others reap the harvest.

The grocers who belong to these exchanges are the flower of the trade, men of worth and probity, and of the best commercial standing. They are a force in retail business circles, and are all remarkably successful in their respective enterprises.

As they are not confined to the "limits" of their less wise brethren, co-operation on the part of consumers has no terrors for them, and they can afford to treat such enterprises with the same contempt that they do other sub rosa sales to consumers on the part of those who claim to cater to the retail trade.—National Grocer.

1894

L. CHAPUT, FILS & CIE,

. . . MONTREAL . . .

WHOLESALE GROCERS

Importers of

TEAS, WINES, LIQUORS, FRUIT, Etc., Etc.

Established 1842

BUY RELIABLE GOODS

.. Quality Is Our Aim ..

VEGETABLES:

Tomatoes, Corn, Peas, Etc.

FRUITS:

Pears, Peaches, Strawberries, Etc.

Lakeport Preserving Co.

LAKEPORT, ONT.

THE

"Kent" Brand

is our registered trade mark. When you buy "Kent" Pickles or "Kent" Canned Goods you have a guarantee of getting the BEST on the market. Don't be misled into taking something "just as good as Kent," but insist on getting what you order.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

Bay of Quinte Canning Factories.

PICTON and DEMORESTVILLE

W. BOULTER & SONS,

PROPRIETORS,

PICTON, ONT.

X. L. C. R. SOAP

\$2.25 per 1 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,

The College Grounds, Adelaide St. West,
TORONTO, ONT

TRY

PHOENIX BRAND

CANNED CORN PEAS TOMATOES.

Factory, Welland, Ont.

W. E. HARDISON, Manager.

SOME PEOPLE BOAST OF THEIR

Imported Pickles and Jams

But if you want a first-class article for less money, try

T. HOSKIN, 535-537 King St. West . . . TORONTO

"Jersey Brand" Condensed Milk



It is guaranteed Pure and Unskimmed.

An excellent Food for Infants

Buy only the **Jersey Brand** for all purposes. Sold by Grocers. Outfitters and others.

— MANUFACTURED BY —

FORREST CANNING CO.,

HALIFAX, N. S.

F. W. HUDSON & CO., Agents, Toronto.

Keep your

EYE

on the

and your mind on the fact, that every can of goods put up

by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class.

Yours truly,

DELHI CANNING CO.



MEETING EMERGENCIES.

EMERGENCIES we must all meet, and many of us are just now having to settle the question of "Shall we be able to master the situation, or will the situation master us?" remarks Merchant Sentinel.

It is now, in a crisis like this, that the man who has never neglected anything, who has never lost an opportunity offered for useful knowledge of any kind whatsoever, finds his time and trouble rewarded by being able to do something, even if it is not the thing most desired.

'Tis not always the man with the lightest heart who makes the world smile, and not always the best machinist, who would not have held a college chair, had he the privilege of a first choice.

But let us not easily be discouraged. Let us have a strong determination that we will at least be equal to the emergency which presents itself now—leaving the fears for future troubles out of the consideration of present difficulties.

Don't worry about the future, meet the emergencies and overcome them as they arise; but keep yourself in such a condition, your business under such systematic control as will insure your being able to push it over and through all adverse circumstances.

Driving without reins looks well in a circus display, but it isn't quite the practical thing for every day use.

Such men as Gleason, Magnus and York, natural horsemen, men with exceptional ability, manifested in their power over and control of animals, might be able to reduce to practice their methods of governing the horse until they could with comparative safety divest him of bit, bridle and reins, and depend upon the motion and crack of their whip and the voice, to start, guide or stop the most spirited animal under ordinary circumstances; but even they would be powerless and at his mercy when the unexpected arose—the emergency.

But drivers of horses are not all Gleasons or Yorks. The hundreds of men with less ability must drive and use horses, and they must have reins in hand ready to meet every change, overcome every emergency, or the runaway, the crash and disaster must occur.

There is not one of our careless, heedless business men who would endanger his life and limb by trying to imitate these expert horsemen in driving a spirited colt down to their office or store in the morning; and yet they will drive their business day after day, and week after week, without the reins of order and system, and the bit of definite purpose. Because some man of extraordinary financial ability has plunged along on the road to success, and, perhaps, safely reached his destination, these others think they can

SURPRISE SOAP

For the benefit of your customers. For your own profit.
ALL JOBBERS SELL IT.

THE ST. CROIX SOAP MFG. CO.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.

follow, and throw the reins of all restraint and proper management out over the dash, and on they go with hurrah and shout until they sight the danger signal of an emergency, such as has met our business men within the last year, and then their charger, who isn't under their control, goes pounding down the difficulty-blocked Failure Street until there is not a vestige left of spoke, or hub, or axle to their elaborate but visionary business cart.

The horse could have been controlled very easily when the incoming train frightened him, but the over-confident driver had thrown the reins out upon his back, given him his head, and away he went. It wasn't necessary to worry about the train, but it would have been only the right thing to do to hold the reins ready for any unexpected emergency.

It is not necessary to borrow trouble from the threatening clouds, but it is good policy to keep the rudder of your business ship always within touch, so that you may be master of the unexpected situations.

Know the details of your work; be able, if necessary, to perform them; don't be a helpless, reinless driver.

It is apparently wasteful for a man who can earn several dollars an hour at the work which is his specialty, to spend any time in labor which can be performed for him by the man whose time is worth very much less. If the better man lets his chores encroach upon the hours that belong to his special work, he certainly is wasteful; but it does not prove that it is wiser for him to forego chores altogether. It would not be wise for the captain to always go into the rigging to take in the top and main sails, but he should know how, and be able to do so if the circumstances demanded, for this bit of menial

service performed by him might at the time of meeting an emergency save the vessel.

Know every detail of your business; be able to stop this leak with practical knowledge and overcome this obstacle with actual experience. Keep the reins in your hands.

MONTREAL BOARD OF TRADE.

THE result of the election of officers of the Montreal Board of Trade came to hand just as we go to press.

Mr. Judge was elected treasurer by a small majority, the vote standing: Judge 361; Esdaile, 353. The following were elected members of the Council: Messrs. E. S. Clouston, D. L. Lockerby, A. A. Thibaudeau, T. J. Drummond, F. J. Hart, Wm. Cunningham, John Baird, J. D. Rolland, John McKergo, Chas. F. Smith, D. A. McPherson, and David Robertson.

The Board of Arbitration was elected as follows: Messrs. E. B. Greenshields, Robert Archer, Jas. P. Cleghorn, Chas. P. Hebert, Robert Reford, Geo. A. Drummond, Geo. Childs, James Slesson, H. Montague Allan, F. W. Henshaw, Chas. H. Gould, and H. A. Budden.

The following had been re-elected by acclamation: President, Mr. W. W. Ogilvie; first vice-president, Mr. Jas. A. Cantlie; second vice-president, Mr. John Torrence.

Mr. W. M. Milligan is confined to his bed.

Mr. John Cameron, agent for the J. B. McLean Publishing Co., who has been spending since Christmas with his family here, starts out again this week. During his year's canvas Mr. Cameron visits every province in the Dominion. He reports that during '93 he met with a gratifying amount of success with THE GROCER. — Durham Chronicle.

Pettijohn's California

Breakfast



Food

FOR SALE BY

All Wholesale Grocers

Wright & Copp

Agents, TORONTO

SNIDER'S

Tomato
Soup



Tomato
Catsup

FOR SALE BY

Wholesale Grocers

Wright & Copp

Agents, TORONTO

BATTY & CO.'S Pickles, Etc.

FOR SALE BY



TORONTO:

Eby, Blain & Co.
H. P. Eckardt & Co.
Perkins, Ince & Co.
Sloan & Growther
Warren Bros. & Boomer

MONTREAL:

Caverhill, Hughes & Co.
Hudon Hebert & Co.

KINGSTON:

A. Gunn & Co.

HAMILTON:

James Turner & Co.

LONDON:

Fitzgerald, Scradett & Co.

Wright & Copp

Agents, TORONTO

Highland

Evapor-
ated



Cream

It is the most
complete and safest
Food for Infants

Wright & Copp

Agents, TORONTO

NO USE FOR SLOW MEN.

IN the second of a series of articles by a noted writer on "How to Get On in the World," says a contemporary, education is considered as a factor in success. It used to be the case, says the writer, that young men as they grew up took their places according to natural endowment, the gifted entering into the higher and more remunerative occupations, while the less gifted took up the humbler callings. Then there was a disposition to stay on the level where one found one's self; now there is a disposition to rise. All this is in a measure true, but talent and training are changing places. There is relatively less room for what is called talent, and more for education; I mean that the educated man now does a great part of the work that used to be assigned to men of special gifts.

Accuracy, finish, proportion, convenience, adaptation, enter nearly all that is done—features of work that can be rendered only by men of training.

Commerce and trade are now complex affairs. In former days a man put up a sign, bought his dry goods or groceries, marked them with a certain per cent. of profit, and sold them soon or late, as happened. To-day he must know the markets of the world, and conduct his business, even though it be a moderate one, from an induction drawn from a multitude of conditions, not the least of which is competition. The strong point in competition is brains, or the ability to look broadly and closely at things; and this can be done only by thoroughly trained minds. One of the main reasons why one man goes down before others in the competitions of business is that he is out-thought and out-planned. The result follows not because the better man desires to crush him, but as a natural result. No provision is made in the race of life for slow runners; the swiftest will reach the goal first, and he is under no obligation to wait for the slow. It is difficult to find a place in the workshop of human life where education, and trained faculties are not required; and it is useless for a young man even to raise the question how he shall get on in the world, without first securing the greatest possible amount of training. Little education—little success; this is true all the way through.

By education I do not mean the accumulation of knowledge. One may know a great deal, and yet not be educated. By education, I mean, rather, such training of the faculties by study that they become strong, pliant, quick, comprehensive in grasp, and able to see things on all sides. The opposite conditions are slowness, stiffness, inability to hold to a point intelligently, or to yield it when the time comes, narrowness of range, and, worst of all, ignorance of these defects and faults. It is just as true that these can be overcome, and the former quali-

ties secured strength, pliancy, alertness, breadth, intelligence, as that the hand of a pianist can be trained to do its work. But there is no way by which the qualities can be gained except by a long and continuous process of study. It does not greatly matter what one studies, if one only studies well. Anything that makes the mind strong, pliant, quick, comprehensive, broad, and responsive, will answer, although it is better that the studies should be useful and congenial.

Count no hour or year wasted that is spent in helping you to get possession of yourself and your faculties. What you need, in order to win any sort of success in any kind of work, is a trained mind—the ability to think quickly, steadily, accurately, and broadly.

Bring your mind into such a condition as this: Put behind it good health, a strong will, and a noble ambition, and there is little doubt whether you will get on well in this good country of ours.

THE BUCKWHEAT CAKE.

Oh buckwheat cake, oh buckwheat cake,
With syrup moist and sappy,
As in my boyhood still you make
Your votary most happy.

For still I eat you with delight,
While life serenely passes
You ever sweeter make the bright
And yellow gold molasses.

Your chaste aroma fills my soul
With sweet and idle dreaming;
I sigh at rapture's utmost goal
When you're before me beaming.

To have you right it ever takes
My dear and loving Nancy;
You are the batter great that makes
A home run on my fancy.

Of rare beefsteak I never rave,
Nor of the chick or rabbit;
I'm proud to say I am a slave
Unto the buckwheat habit.

And still, as in my infancy,
The dear old buckwheat griddle
More musically speaks to me
Than banjo, harp or fiddle.

The turner e'en excites my love,
And the old griddle greaser
Just makes a romping school-boy of
Your Uncle Ebenezer.

Oh, princess of my bill-of-fare
E'en in the glowing moonlight,
Your presence has the pathos rare
Of melody in moonlight.

And though less wealthy than a king,
A coalman or a plumber,
I'll eat you while your praise I sing,
Right through the scorching summer.

—R. K. MUNKITTRICK, in Milling.

ADVERTISING GROCERIES.

ONE of the most striking illustrations of the benefits to be derived from judicious advertising, steadily and systematically pursued, is seen in the success achieved this year by Finley Acker & Co., says the Philadelphia Ledger. In a retail business which, according to the cherished tradition of the trade, it would not pay to spend much in advertising; with a store located away from the dwelling quarters of the city, they have forged to the front rank during the past year in a way that is without precedent in their line either in this or any other city.

During the week preceding Christmas of last year, which was a good season almost everywhere, the business of this house exceeded that done during the whole of the first year after they commenced business, and the corresponding week of this year exceeded that week of 1892 by over 50 per cent. Without going into details generally, it may be stated that for ten days preceding Christmas 108 employees were engaged in the order and delivery department alone, working day and night in sections that relieved each other, so that for this period the work of getting out the orders never stopped.

While, of course, other important factors entered into the gratifying result, yet, as Mr. Acker himself puts it, it would have been impossible without his advertising. It must not be supposed that Acker & Co. are new converts to a belief in the value of advertising. On the contrary, they have been prominent figures in this arena for a number of years, but when the hard times came on, instead of cutting down their advertising, as many did, they increased it, and became this year, for the first time, large daily advertisers in the Ledger and other papers, backing this up with the most thorough system in all of their departments, and adding facilities for meeting the convenience of their customers.

So conspicuous have been their advertisements, and so notable the departure which they have inaugurated, that leading papers both in New York and Boston have mentioned it editorially and commended the example of the Quaker City grocer as worthy of imitation; while there have been, also several instances of grocers in suburban towns who have written to their own local paper in terms of remonstrance that so many of their townspeople were being attracted by Finley Acker & Co.'s persistent advertising and solicitation.

Finley Acker's advertisements reflect the life and sparkle of his methods. There are other fancy retail grocery establishments in Philadelphia which have been regarded as models in their line, so far as the usual facilities and attractions are concerned, but it was reserved for him to add to this the master touch of handling printers' ink in such a way as to make their year's business an interesting object lesson.

BUTTER
BOWLS
Ladles
Moulds
Spads

BUTTER
Tubs
Prints
Paper

WALTER WOODS & CO.,
HAMILTON, ONT.

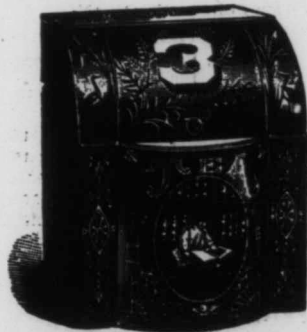


Retailers

Why not brighten your customers' faces these hard times by selling them

BUTTERMILK TOILET SOAP

Best thing in the world for the COMPLEXION.



WE MAKE THE FINEST—S

**TEA CADDIES
IN CANADA**

Spice, Baking Powder, Tobacco Tins and Tin Signs
LITHOGRAPHED OR JAPANNED.

In 3 and 5lb. Lithographed Tea Caddies we can make an original design for each customer.

Try this plan for increasing sales.

Write our nearest house for Prices and Catalogue.

THE McCLARY M'FG COMPANY

London. Toronto. Montreal. Winnipeg.

**LYTLE'S
PICKLES**



Increase of Sales for 1893

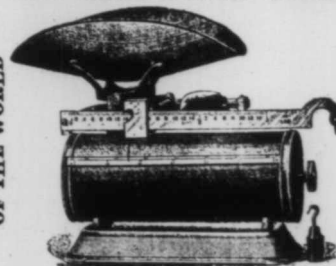
68 PER CENT.
Over 1892

T. A. LYTLE & CO.,
Vinegar and Pickle Manu-
facturers,
TORONTO.

Medal Awarded at Industrial Exhibition, Toronto, 1893

THE COMPUTING SCALE

THE EIGHTH WONDER
OF THE WORLD



IT HAS BRAINS, AND
ALL THE TALKS

.. TEA SCALE ..

CAPACITY, 1/4 oz. to 6 lbs.

COMPUTES FROM 5c. to \$1.00.

Are you making all the money you desire? An investment paying from 100 to 1,000% per annum, according to your volume of business. A scale that weighs in money. The results are marvellous as well as startling. Why hesitate on a good thing? No man is so blind or deaf as the one who refuses to see or hear. It costs nothing to investigate. They may prove just what you have needed for years. Over 4,000 grocers are now saying so.

For further particulars address

Fry & Trask, 34 Yonge St., Toronto

Canadian Agents for the Computing Scale Co.
of Dayton, Ohio, U. S. A.

FROM INDIA & CEYLON.

**TETLEY'S
TEAS**

IN LEAD PACKETS.

469 ST. PAUL STREET, MONTREAL, or 30 FRONT ST., TORONTO.

YOU LOSE
MORE
THAN WE DO
BY NOT
ADVERTISING
IN THIS
JOURNAL

A PATRON STOREKEEPER.

UNCLE Sam temporarily shields from Canada another defaulting citizen of the Dominion. John Franklin Moore, treasurer of the township of Whitby, slipped away to Chicago on the midnight Grand Trunk train on Thursday from Brooklin, Ont., to escape apprehension by the authorities for defaulting to the amount of over \$10,000 in the Dominion Bank at Whitby, besides a large amount of private funds entrusted to his care as one esteemed by the whole community above suspicion. He was highly respected for his supposed personal worth of character. His class and choir leadership in the Methodist church and other religious activities served admirably to deceive the best judges. Moore held a multiplicity of offices. He was agent of the Grand Trunk railroad, did telegraph and express business, was storekeeper for the Patrons of Industry, and got half of the receipts of the township weigh scales. Many trustful people lent their earnings to him in implicit confidence that they would be safe. By the merest accident Manager Thornton, of the Dominion Bank branch at Whitby, where the township bank account was kept, found out that a fraud had been practised by Moore for years. At the initial meeting each year in January the Council passes a by-law authorizing the reeve and treasurer to raise money by notes in the bank to tide over the township finances till the fall of the year, when the taxes are paid. Moore forged by-laws from year to year for any amount he desired to cover in notes he floated. Upon investigation it was found that upwards of \$10,000 had been got in this way by notes and overdrawn account. Moore's criminal conduct is made worse by his treatment of his wife and daughter, the latter a charming girl in her teens, in leaving them practically dependent upon the public charity. Extravagant living is reputed as being the cause of his downfall. Moore is easily recognized by his great size, weighing nearly 300 pounds. He is of fair complexion, with unclipped red brown beard.

SOME BORN TO FAIL.

There are failures in all kinds of business, remarks a contemporary. Some men seem born to fail. At least, there are some who never make a success of anything. Some men have started out under exceptionally favorable circumstances and have failed, while others, apparently less gifted, and with less capital at their command, have stepped in and succeeded. It is a noticeable thing in the business world, that almost invariably when a man fails, some one is ready to step in and take his place, in full confidence that he can make a success of the enterprise. Failure is sometimes the result of accident, or of a combination of circumstances over which one may have no control—such, for

instance, as repeated losses by fire. Many failures, however, are avoidable. The individual has a good deal to do with the result. Generally speaking, incompetency and neglect are the principal causes of failure in ordinary commercial business. Lack of knowledge of the particular business embarked in, as well as lack of ability generally, lead to a large number of failures. Laziness, lack of push, intemperance, gambling, are simply different forms of neglect. But come how they may, failures are bound to occur, from one cause or another, while complete success is seldom attained in business. Statistics show that complete and continuous success in business is the great exception—failure eventually is the rule.

A COUNTRY TRADER'S COMPLAINT.

A country merchant complained to the Commercial the other day about the difficulty of getting small parcels enclosed in cases from wholesale houses. Frequently when ordering goods in the city he had arranged to have small parcels sent to wholesale warehouses where he had made larger purchases, with the object of having the parcels enclosed, but they had almost invariably been left out, and had to be sent on singly afterwards. Speaking to a wholesale dealer about this, he said they had always experienced difficulty in securing enclosures. They were frequently asked by customers to send parcels to other warehouses in the city, to be enclosed, but very often the enclosures were not made. He said the trouble is with the packers, who seem to be opposed to accepting parcels from other houses to be enclosed with shipments being made up to customers. It is an accommodation to the customer to have these enclosures, and the warehouses should compel the packers to be a little more accommodating in this matter. They should be made to understand that the interest of the customer is of more importance than their whimsical objections to making enclosures.—Commercial, Winnipeg.

EVIDENCES OF ADVERTISING.

The experience of a carpet manufacturing firm of Philadelphia is a practical demonstration of the value of advertising. They had been carrying on a large retail establishment in New York with unsatisfactory results, and decided to close out the stock and abandon the branch store.

To hasten the disposal of the goods large, attractive cards were inserted in the papers. Thereupon trade at once began to pick up. In place of a weekly average of about \$1,800, the sales amounted to over \$23,000. The results were so much of a surprise that the firm changed their decision and have established a New York branch in another location, the premises previously occupied having been sold.

BIG FIGURES THESE.

France is worth, all property considered, £8,000,000,000.

The property of Germany is assessed at £6,500,000,000.

All the property of Italy is assessed at £3,000,000,000.

The public buildings of England are valued at £240,000,000.

Germany has £231,000,000 invested in the banking business.

French capital invested in trade is estimated at £311,000,000.

The British mercantile navy has cost in building £133,670,000.

The rented houses of Great Britain bring in their owners £133,300,000 in value.

The house property of Philadelphia annually increases £30,000,000 in value.

The bank capital of France is £268,000,000.

The bank capital of Great Britain is \$910,000,000.

The annual value of the clothing made in the United States and Europe is estimated at \$2,205,000,000.

Mulhall estimates that the total manufactures of the world annually equal in value the enormous sum of \$22,370,000,000.

The total value of London houses is £673,000,000; of Paris houses, £286,000,000; of the houses of New York, \$1,355,000,000, or £271,000,000.

Mulhall estimates that the land in the United States is worth \$12,500,000,000; the cattle, \$5,500,000,000; the houses, \$14,200,000,000; the furniture, etc., \$7,200,000,000; the railroads, \$10,000,000,000; the shipping, \$300,000,000; the total wealth per inhabitant, \$1,050.

SUSPENDED PAYMENT.

The bullying manner sometimes assumed by certain barristers in cross-examination, in order to confuse a witness and make his replies to important questions hesitating and contradictory, is notorious.

In a civil action in money matters the plaintiff had stated that his financial position was always satisfactory. In cross-examination he was asked if he had ever been bankrupt.

"No," was the answer.

Next question was: "Now, be careful. Did you ever stop payment?"

"Yes," was the reply.

"Ah!" exclaimed the counsel. "I thought we should get it at last. When did that happen?"

"After I payed all I owed," was the answer.

SITUATION WANTED.

YOUNG ENGLISHMAN DESIRES POSITION IN first-class grocery store. P. Webb, 27 McGill St. Toronto. (5)

BUSINESS CHANCE.

GENERAL BUSINESS FOR SALE, IN UNIONVILLE. Stock amounts to about \$3,500. A first-class going business, and a chance offered where a safe trade can be done. Sell at rate on the dollar. Address R. A. Stiver, Unionville. (5)

McALPIN TOBACCO Co.

Manufacturers,
Toronto, Can.

THESE FIGURES HAVE AN

"Anti-Combine" EXPRESSION

- Gold Shield Black, extra quality, (finest made) - 47c.
- Standard Black Chewing, No. 1 Goods, all sizes, - 45c.
- Solid Comfort Smoking, Great Value, - - - - 44c.
- Special Smoking, 7s. This is what hurts—(formerly 48c.) now - - - - 44c.
- Beaver, as usual, - - - 61c.

Send in your orders.

Monopoly is at an end.

Tags don't count.

Tobacco sells on its own merits from now on.

McALPIN TOBACCO Co.
TORONTO

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

.. ODART'S SPECIALTIES ..
- HIGH CLASS - - GREAT NOVELTY - - GOOD PROFIT -
ODART'S PICKLE - AND - ODART'S SAUCE
ODART & CO., PARIS, FRANCE, AND LONDON, ENG.

Slee, Slee & Co.
makers of



ESTD 1812.

pure malt vinegar.
London, England.

*Batty & Co have for half a century used
Slee, Slee & Co's pure malt vinegar in making
their genuine pickles, & sauces.*

Ammonia Soap
LEADS



W. A. BRADSHAW & CO.
TORONTO

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

JAMES ALEXANDER & CO., general merchants, of Campbelton, N.B., made an assignment on Saturday. The liabilities are \$27,000, and the assets, stock about \$7,000 and the book debts \$6,000.

The Montreal Cafe Co. is offering to compromise at 25c on the dollar.

John H. Wyle, general merchant, Ruthven, has assigned to C. S. Scott.

Mackay & Co., general merchants, Rat Portage, have secured an extension.

William Murray, boots and shoes, Woodstock, has assigned to J. S. McKay.

E. Y. Messinger, general merchant, Wilmot, N.S., is offering to compromise.

R. McGowan, general merchant, Kirkton, has assigned to Alfred Robinson, London.

Ganong & Wilson, grocers, St. Stephen, N.B., have effected a settlement with their creditors at 50c. on the dollar.

Shea & Co., general merchants, Port Arthur, have secured a settlement with their creditors at 60c. on the dollar.

The business of the Patrons, Wholesale Supply Co., Front street west, Toronto, has been placed in the hands of a receiver.

Kennedy & Adam, boots and shoes, Yonge street, Toronto, have assigned to Alfred White. The failure has been expected for some days.

G. T. Turrell, boots and shoes, Chatham, has assigned to W. A. Campbell, of Toronto. The liabilities are placed at \$4,500, and the assets at \$5,500.

James Lee & Co., importers and wholesale grocers, Montreal, have assigned. Marie Ste. Pierre, a retail grocer of the same place, has also assigned.

W. W. Nettleton & Co., wholesale liquor dealers, of Collingwood, who were reported financially embarrassed a few days ago, have assigned to Sandford Lindsay.

A. O. Lucas, general merchant, Sherbrooke, Que., is offering to compromise at 60c. on the dollar. Ben. Campeau, in the same line of business at St. Clet, Que., has secured the desideratum at 40c. on the dollar.

A meeting of the creditors of F. Chalmers, merchant, Woodstock, was held in W. A. Campbell's office Monday afternoon. No satisfactory settlement was arrived at, and the meeting in consequence adjourned.

David Henry Rennoldson, Montreal, doing business as merchant under the name of Jas. Lee & Co., has assigned at the demand of C. E. Colson, with liabilities of about \$18,500. The principal creditors are: C. E. Colson, \$1,698; Simcoe Canning Co., \$1,448; Bank of Commerce, \$5,000; Molsons Bank, indirect, \$3,000.

James Edwin Macdougall, trader, Montreal, has assigned at the demand of C. E. Macpherson, of St. John, N.B. The total liabilities are about \$20,000. The principal creditors are: The Union Bank, \$3,000;

Victoria Park Syndicate, \$3,000; Samuel Fenton, \$1,400. The cause of the abandonment is depression in real estate, but it is expected that the estate will pay in full. Mr. A. F. Riddell is in charge for Mr. Macpherson.

PARTNERSHIPS FORMED AND DISSOLVED.

Robinson & Osgood, general merchants, St. Croix, N.B., have dissolved.

Esau & Loewen, general merchants, Gretna, Man., and Esau, Loewen & Co., Winkler, Man., have dissolved.

SALES MADE AND PENDING.

Henry F. West, shoemaker, Amherstburg, has assigned.

The stock of E. Stevenson, groceries, boots and shoes, Aurora, has been sold.

Christopher Moore, general merchant, Orillia, is advertising his business for sale.

CHANGES.

Davis & Palmer, groceries, flour and feed, Belleville, have sold out to Wallbridge & Clark.

FIRES.

Hall's biscuit factory at St. John, N. B., was badly gutted by fire Sunday. Much stock was destroyed and the machinery was damaged. The Phoenix of Hartford, the United Fire and Union are the insurance companies interested to the extent of \$4,000.

DEATHS.

John Pocock, sr., father of the proprietors of the London shoe factory, died Saturday, aged 74 years.

THE VALUE OF A BRAND.

Once an amusing story was told me by a South Sea trader, writes Robert Louis Stevenson. He had been in the habit of carrying all sorts of tinned meats, which the natives bought with avidity. Each tin was

branded with a colored picture—a cow for beef, a sheep for mutton, and a fish for sardines. It happened that the firm who furnished the mutton thought it a good plan to change their labels, that their goods might be more easily distinguished from others. The mark chosen was a red dragon. The natives came with their copra to trade as usual. The new tins were shown them, but they recoiled with horror and gave the trader to understand that they had had some religious instruction, and were not to be deluded into eating tinned devil. The trader was forced to eat his stock of mutton himself, for not a native could be persuaded to touch the accursed thing.

TRADE SALES.

Three bankrupt stocks were sold at auction in London on Monday last. That of James Scott, of Wallaceburg, valued at \$8,195.58, was purchased by G. A. Graves at 60 cents on the dollar; R. J. McLaughlin & Co.'s, of the same place, valued at \$4,627.71, was sold to Henry Macklin, city, at 47 cents; the stock of E. L. Cleland, of Alvinston, valued at \$1,228.99, was sold to A. S. Hood, of St. Thomas, at 40½ cents.


These stocks were sold last week at Suckling's, Toronto:

J. L. Armson & Co., dry goods, Woodstock, \$4,779.45, to G. F. Spackman, Queen street east, city, for 72 cents on the dollar. Peddie & Ernst, Berlin, dry goods, to Mr. Ernst, Berlin, at 58 cents on the dollars.

Edward Stevenson, boots and shoes, Aurora, \$1,200, to Danford Roche for 60½ cents on the dollar.

Butler Bros., boots and groceries, Oshawa, \$5,920, to R. E. Nelson, Guelph, for 58½ cents on the dollar.

Wright & Co., hats and furs, city, book debts, \$2,800, to M. Martin, Wellington street east, for 9½ cents on the dollar.

Do You Sell 

BROOMS ?

We make the best. Our Brands are all Sellers.

-: THE QUEEN BROOM :-

Is the favorite, and has the largest sale of any Broom made in Canada.

.. THEY GIVE SATISFACTION ..

Taylor, Scott & Co.

TORONTO.

BRUSHES WHISKS BROOMS

Wholesale dealers arranging for a line of the above for Spring trade will find ours a profitable line to handle. Prompt shipment. Correspondence and trial order solicited.

The Windsor Patent Brush Co., Ltd.,
SANDWICH, ONTARIO

*Young & Smylie's
Licorice Leads.*

The increasing consumption of Pure Licorice in the Dominion, proves that a good thing is always quickly recognized. Don't forget Y. & S. when getting your Fall supplies.

SEE QUOTATIONS.

THE BEST IS THE CHEAPEST . USE .



MORSES' BEST SOAP
MFG'D ONLY BY
JOHN TAYLOR & CO.
Toronto

PRITHEE PRETTY MAIDEN, PRITHEE TELL ME WHY
ON WASHING DAY SO LAUGHING SHINES THINE EYE?
"MY SECRET GENTLE READER MOST EASILY IS GUESSED,
THE ONLY SOAP I USE, IS 'MORSES' BEST."

Sold
by . .
all . .
Dealers
every-
where.



**Silver Star .
. Stove Polish
Has No Equal.**

Is put up in two sizes of fancy tin boxes, packed in 2 gross cases, making a handsome package. The sale of it is on the increase. Where once tried, always used. This polish saves labor. It makes neither dust nor dirt. It gives a beautiful bright black polish. No mixing required. Always ready for use. Ask your wholesale or hardware house for it; they all keep it.

The F. F. Dalley Co.
of Hamilton, Limited.

We also make a polish for stove mounter's use; put up in bulk only.

LION "L" BRAND



REGISTERED TRADE MARK.
PURE GOODS.
JAMS,
JELLIES,
VINEGARS,
PICKLES.

The largest factory of the kind in the Dominion.

DIPLOMA AND MEDAL
Toronto Exhibition, 1893.

MICHEL LEFEBVRE & CO., Montreal & Toronto.
Beet Sugar Factory at Berthierville, P. Q.



Samples to be seen at
T. G. WILLIAMSON & CO., TORONTO.

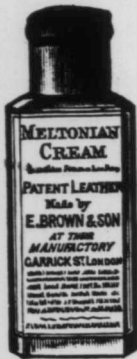
E. BROWN & SON'S,

7 Garrick St., London,
England, and
26 Rue Bergere, Paris.



**MELTONIAN
BLACKING**
(As used in the Royal
Household)
Renders the Boots soft, dur-
able and waterproof.

**BOOT PREPARATIONS
SOLD EVERYWHERE.**



**MELTONIAN
CREAM**
(white or black)
For Renovating all
kinds of Glace Kid
Boots and Shoes.



**ROYAL
LUTETIAN
CREAM**
The best for Cleaning
and Polishing Russian
and Brown Leather
Boots, Tennis Shoes,
Etc., Etc.



**NONPAREIL
DE GUICHE**
Parisian Polish
For Varnishing Dress Boots
and Shoes is more elastic and
easier to use than any other.

Messrs. SALOMON & PHILLIPS, 33 Spruce St., New York, Sole agents for Canada and U. S. A

**The British Columbia
Commercial Journal**

Is the universally recognized leading trade and commercial paper west of Toronto. As an advertising medium to reach the B. C. trade it cannot be surpassed.

The Commercial Journal is devoted to the Lumbering, Mining, Shipping, Commercial and Industrial Interests of British Columbia. It is found on the counter in nearly every retail store in the Province. To reach the retailer you must advertise in The Commercial Journal.

SUBSCRIPTION \$2.00 PER YEAR.

Advertising Rates made known on Application.

77 JOHNSON ST., VICTORIA, B.C.



ASK FOR
MOTT'S

OTHER SPECIALTIES.
NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA



MEDALS AND DIPLOMAS.
PARIS
SYDNEY
MELBOURNE

ST. JOHN'S WORKS, LONDON, W.C., ENGLAND.

THE "MOST POPULAR" BLACK LEAD



By Royal Warrant Manufacturers to Her Majesty the Queen.



THE "MOST REMARKABLE" POLISH

For KNIVES, FORKS, BRASS and STEEL WORK, Etc., Etc.
Won't Wear the Blades like others.



6d. and 1s. Tins.
**NIXEY'S
"CERVUS" KNIFE POLISH.**

OF ALL STOREKEEPERS EVERYWHERE.
Wholesale: W. G. NIXEY, London, England.

Canadian Representatives

Mr W. Matthews, 7 Richmond St. East, Toronto.
Mr. Chas Gyde, 33 St. Nicholas St., Montreal.

Our Patrons

Will understand that as usual we will meet them liberally in sorting for Xmas trade in what they may run short and order by express.

THE
SNOW DRIFT CO.
BRANTFORD

NOTICE

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

VANCOUVER, B.C.

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

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

Their Flavoring Extracts are of the choicest quality.

A larger package and superior quality for the same money.

Nelson's Gelatine

Is the best in the market.

Will bring new Customers to your store.

Good Profits Are Always Welcome

The Grocer who handles

Robinson's Patent Barley

AND

Robinson's Patent Groats

Makes a good profit and satisfies his customers.

THEY ARE THE BEST FOODS ON EARTH.

Write for quotations to the Agents,

FRANK MAGOR & CO.

16 St. John Street, MONTREAL.

THE "JERSEY" Butter Mould.

Made in following sizes:

1/4 lb. 1/2 lb. 1 lb. 2 lbs.

This Mould is by all odds the most satisfactory in every respect on the market.

The square shape is the most convenient form in which butter can be put up, both for packing and table use.

By means of the Screws at the top the size of the Mould is adjustable, and exact weight can be arrived at.

The Handle and Print are practically fastened to the Mould, and still easily removed for cleaning purposes.

We use only the very best selected white maple, thoroughly seasoned.

PRICES QUOTED ON APPLICATION.

Manufactured by

Chas. Boeckh & Sons,
TORONTO, ONT.

Registered 1893.



Patented, 1893.

CURRENT MARKET QUOTATIONS

TORONTO, Feb. 1, 1894

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

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

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

BAKING POWDER.

PURE GOLD, per doz	
5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00
3 1/2 lb. cans, 1 and 2 doz in case	10 50
16 oz. cans, 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz in case	1 90
4 oz. cans, 4 and 6 doz in case	1 25
Dunn's No. 1, in tins	2 00
" 2 " " "	75
Cook's Friend—	
Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 " "	80
" 12, in 6 " "	7c
" 3, in 4 " "	48

Found tins, 3 doz. in case	3 00
12 oz tins, 3 doz in case	2 40
9 oz tins, 4 " "	1 10
5 lb tins, 1/2 doz. in case	14 00
No 10-4 doz cases	30 75
1-lb. 3 doz cases	1 20
No 1 (14oz) 2 doz case	1 80
1-lb. 2 doz in cases	3 00
3-lb. 1/2 doz. in cases	5 75
5-lb. " " "	9 00
5-lb. " " "	9 60
DIAMOND—1/2 lb. tins, 4 doz cases	0 67 1/2
" 1-lb. " 3 " " "	1 17
" 1-lb. " 2 " " "	1 18

OCEAN WAVE

No 10-4 doz cases	30 75
1-lb. 3 doz cases	1 20
No 1 (14oz) 2 doz case	1 80
1-lb. 2 doz in cases	3 00
3-lb. 1/2 doz. in cases	5 75
5-lb. " " "	9 00
5-lb. " " "	9 60

BISCUITS.	
TORONTO BISCUIT & CONFECTIONERY CO	
Abernethy	8 1/2
Arrowroot	10 1/2
Butter	6
" 3 lbs.	20
Cabin	7 1/2
Cottage	8 1/2
Digestive	8
Daisy Wafer	16
Garibaldi	9
Gingerbread	10
Ginger Nuts	10
Graham Wafer	9
Lemon	10
Milk	9
Nic Mac	12
Oyster	6 1/2
People's Mixed	10
Pic Nic	09 1/2
Prairie	8
Bich Mixed	14
School Cake	11
Soda	6
" 3 lb.	20
Sultana	10
Tea	10
Tid Bits	9
Variety	12
Village	7 1/2
Wine	8 1/2

BLACKING.	
Spanish, No. 3	4 50
" 5	8 00
" 10	9 00
Japanese, No. 3	4 50
" 5	7 50
Jaquot's French No. 2	3 00
" 3	4 50
" 4	6 00
" 5	9 00
1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" 2	4 50

P. G. FRENCH BLACKING.	
No. 4	per gross \$4 00
No. 6	4 50
No. 8	7 25
No. 10	25
P. G. FRENCH DRESSING	
No. 7, 1 or 2 doz. in box	per doz \$2 00
No. 4	1 25

BLACK LEAD.

NIXEY'S	
Refined in 1d., 2d., 4d. and 1s. packages, (9lb. boxes)	7s 6d \$2 25
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00
Silver Moonlight, Plumbago Stove Polish (13 1/2 lb. boxes)	6 1/2 lb. in large 1/2 d. pkts, 1 gross 4s 3d 1 50
13 lb. in large 1/2 d. pkts, 2 gross	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d 2 50
McCatt's Black Lead, per box	1 15
Each box contains either 1 gro. 1 oz.: 1/2 gro., 2 oz., or 1/2 gro., 4 oz.	
Per gross	
Silver Star Stove Paste	9 00

BLUE.	
NIXEY'S	
"Soho Squar" in 8 lb. boxes, of 16x6d boxes, London	6s 0d
"Soho Squar" in 9 lb. boxes, of 16x6d. boxes, Canada	\$2 25
Per gross	
"Cervus" bag blue, 1 size	2 50
" "	1 25
Beckitt's Pure Blue, per gross	2 10

KEEN'S OXFORD.	per lb
1 lb packets	0 17
1/2 lb "	0 17

KNIFE POLISH.	
NIXEY'S	
"Cervus" boxes of 1 doz. 6d	London 3s., Canada, \$1 15
"Cervus" boxes of 1 doz. 1s.	London 6s., Canada, \$2 30
For 5 gross and upward	

CORN BROOMS.	
CHAS. BOECKH & SONS, per doz net.	
Carpet Brooms—	
"Imperial," ex. fine, 8, 4 strings.	\$3 65
Do. do. 7, 4 strings.	3 45
Do. do. 6, 3 strings.	3 25
"Victoria," fine, No. 8, 4 strings.	3 30
Do. do. 7, 4 strings.	3 10
Do. do. 6, 3 strings.	2 90
"Standard," select, 8, 4 strings.	2 90
Do. do. 7, 4 strings.	2 75
Do. do. 6, 3 strings.	2 60
Do. do. 5, 3 strings.	2 40

CANNED GOODS.	
Per doz	
Apples, 3's	\$0 95 \$1 00
" "	2 10 2 20
Blackberries, 2's	1 75 2 00
Blueberries, 2's	1 00 1 10
Beans, 2's	0 85 0 95
Corn, 2's	0 80 0 85
" Epicure	1 15
" Special Brands	1 40 1 50
Cherries, red pitted, 2's	1 85 1 90
Peas, 2's	0 90 1 00
" Sifted select	1 40
Pears, Bartlett, 2's	1 75
" Sugar, 2's	1 50
Pineapple 2's	2 25 2 75
Peaches, 2's	1 85 2 00
" 3's	2 85 3 00
" Pie, 3's	1 85 2 00
Plums, Gr Gages, 2's	1 50 1 60
" Lombard	1 50 1 60
" Damson Blue	1 50 1 60

A Nation's Greatness

Depends upon its backbone.
To Keep it Stiff

USE

BRANTFORD STARCH

THERE'S NOTHING LIKE IT.

British America Starch Co., Ltd.,

BRANTFORD, ONT.

Prices Current Continued—

Pumpkins, 3's	0 90	1 00
" gallons	2 10	2 25
Raspberries, 2's	1 75	1 85
Strawberries, choice 2's	1 80	1 90
Succotash, 3's	1 40	1 50
Tomatoes, 3's	0 80	0 85
"Thistle" Finnan haddies	1 40	1 50
Lobster, Clover Leaf, flat	3 75	3 00
" Star (tall)	3 00	3 00
" Impr'l Crown flat	3 60	3 00
" tall	1 90	2 00
" Other brands	1 80	2 00
Mackerel	1 00	1 10
Salmon, talls	1 20	1 53
" Hats	1 50	1 60

Sardines Albert, 1/4's tins	13	15
" 1/2's	15	20
" Sportsmen, 1/2 genu-		
ine French high grade, key		
opener	12 1/2	13
Sardines, key opener, 1/2	10 1/2	11 1/2
" Exq. fine Frch, k.op. 1/2	11 1/2	11 1/2
" " " " " " " "	10 1/2	11
" " " " " " " "	18 1/2	19
" " " " " " " "	11 1/2	17
" P & C, 1/4's tins	23 25	23 25
" 1/2's	33 36	33 36
Sardines Amer, 1/4's	6 1/2	8
" 1/2's	9 11	9 11
" Mustard, 1/2 size, cases		
50 tins, per 100	11 00	11 00

CANNED MEATS.

CANADIAN		
Comp. Corn Beef 1 lb cans	\$1 50	\$1 60
" " " " "	2 60	2 65
" " " " "	4 80	5 00
" " " " "	7 50	7 75
" " " " "	17 25	17 50
Minced Collops, 2 lb cans	2 60	2 65
" " " " "	8 50	8 50
Par Ox Tongue, 2 1/2		
Ox Tongue	3 40	3 50
Lurch Tongue	6 90	6 90
English Brawn	2 75	2 80
Camb. Sausage	2 50	2 50
Soups, assorted	1 50	1 50
Soups & Bouilli	1 80	1 80
Potted Chicken, Turkey, or		
Game, 6 oz cans	1 60	1 60
Potted Ham, Tongue or Beef, 6		
oz cans	1 35	1 35
Devilled Tongue or Ham, 1/2 lb		
cans	1 40	1 40
Devilled Chicken or Turkey,		
1/2 lb cans	2 25	2 25
Sandwich Ham or Tongue, 1/2		
lb cans	1 50	1 50
Ham, Chicken and Tongue, 1/2		
lb cans	1 25	1 25

CHEWING GUM.

ADAMS & SONS CO.		
To Retailers:		
Tutti Frutti, 36 5c bars	1 20	1 20
Pepsin Tutti Frutti, 25c. packets	0 75	0 75
Nerve Food Tablet, 36-5c. bars	1 20	1 20
Orange Blossom	150 pieces	1 00
(each box contains a bottle of high		
class perfume. Guaranteed first		
class)		
Flirtation Gum (115 pieces)	0 65	0 65
Monte Cristo	160 pieces	1 30
(with brilliant stone ring)		

Mexican Fruit, 36 5c. bars	1 20	1 20
Sappots,	150 pieces	0 90
Sweet Fern,	230	0 75
Black Jack	115	0 75
Red Rose,	115 pieces	0 75
Magic Trick,	115	0 75
Oolah	115	0 75
Puzzle Gum	115 pieces	0 75
Bo-Kay	150	0 90
Red Spruce Chico	200	1 00
Automatic		
Tutti Frutti Girl	800 pieces	6 00
Sign Box (new)		
Tutti Frutti cash box	800	6 00
Glass Jar with Pepsin Tutti		
Frutti, 115-5c. pkgs, per jar	3 75	3 75

C. B. SOMERVILLE.		
Mexican Fruit, 36-5c. Bars	1 20	1 20
Pepsin (Dyspepsia), 30-5c. Bars	0 70	0 70
Sweet Sugar Cane,	150 pieces	1 00
Celery,	100	0 70
Lalla Rookh (all flavors)	100	0 70
Jingle Bell,	150	1 00
Cracker,	144	1 00
O-Dont-O,	144	1 00
Little Jap,	100	0 70
Dude Prize,	144	1 00
Clock Gum comprising 500 pieces		
Gum (assorted flavors), and 1		
"Little Lord Fauntleroy" clock		
guaranteed.)	3 75	3 75
La Rosa (20-10c. pieces)	1 40	1 40
Baby (100-1c. pieces)	0 65	0 65
Alphabet (100-1c. pieces)	0 65	0 65
Keno Prize (144-1c. pieces)	1 00	1 00
Love Talk (100-1c. pieces)	0 70	0 70

CHOCOLATES & COCOAS.

CADBURY'S.		
Per doz		
Cocoa essence, 3 oz. pkgs	\$1 55	\$1 55
per lb		
Mexican chocolate, 1/2 & 1/4 lb pkgs	0 40	0 40
Rock chocolate, loose	0 37 1/2	0 37 1/2
" " " " " "	0 40	0 40
Cocoa nibs, 11 lb. tins	0 35	0 35
TAYLOR BROS.' CHOCOLATE & CHICORY		
Per lb		
Soluble chocolate, 1/2 lb packets	0 30	0 30
Granulated chicory	0 10	0 10
Powdered	10 1/2 to 11	10 1/2 to 11
TODHUNTER, MITCHELL & CO'S		
Per lb		
Chocolate—		
French, 1/4's, 6 and 12 lbs.	0 30	0 30
Caracacas, 1/4's, 6 and 12 lbs.	0 35	0 35
Premium, 1/4's, 6 and 12 lbs.	0 30	0 30
Sante, 1/4's, 6 and 12 lbs.	0 26	0 26
Diamond, 1/4's, 6 and 12 lbs.	0 22	0 22
Sticks, gross boxes, each	0 00	0 00
Cocoa, Homepat'c, 1/4's, 8 & 14 lbs	30	30
" Pearl	25	25
" London Pearl 12 & 18 "	22	22
" Rock	30	30
" Bulk, in bxs	18	18
EPP'S.		
per lb		
Cocoa—		
Case of 112 lbs each	0 35	0 35
Smaller quantities	0 37 1/2	0 37 1/2
BENSNDORP'S ROYAL DUTCH COCOA.		
Boxes each 1 lb		
1/4 lb. cans, per doz	22 40	22 40
1/2 " " "	4 50	4 50
1 " " "	8 50	8 50

FRY'S		
(A. P. Tippet & Co., Agents)		
Chocolate—		
per lb		
Caracacas, 1/4's, 6 lb. boxes	0 40	0 40
Vanilla, 1/4's,	0 40	0 40
"Gold Medal" Sweet, 6 lb bxs.	0 30	0 30
Pure, unsweetened, 1/4's, 6 lb bxs.	0 40	0 40
"Fry's" Diamond 1/4's, 6 lb bxs.	0 26	0 26
"Fry's" Monogram, 1/4's, 6 lb bxs.	0 26	0 26
Cocoa—		
per doz		
Concentrated, 1/4's, 1 doz in box	2 40	2 40
" " " " "	4 50	4 50
" " " " "	8 75	8 75
Homoeopathic, 1/4's, 14 lb boxes	0 34	0 34
" " " " "	0 34	0 34

JOHN F. MOTT & CO'S		
R. S. McIndoe, Agent, Toronto.)		
per lb		
Mott's Broma	\$0 30	\$0 30
Mott's Prepared Cocoa	32	32
Mott's Homeopat'c Cocoa (1/2)	32	32
Mott's Breakfast Cocoa	45	45
Mott's Breakf. Cocoa (in tins)	30	30
Mott's No. 1 Chocolate	28	28
Mott's Breakfast Chocolate	40	40
Mott's Caracacas Chocolate	40	40
Mott's Diamond Chocolate	23	23
Mott's French-Can Chocolate	18	18
Mott's Navy or Cooking Choc	26-27	26-27
Mott's Cocoa Nibs	35	35
Mott's Cocoa Shells	5	5
Mott's Vanilla Chocolate stick	22-24	22-24
Mott's Confec Chocolate	23-43	23-43
Mott's Sweet Choc. Liquors	18-30	18-30

COWAN COCOA AND CHOCOLATE CO.		
Cocoa—		
per doz		
Hygienic Cocoa in 1 lb. tins, 12		
24 and 36 lbs in box	7 25	7 25
Hygienic Cocoa in 1/2 lb tins, 12		
24 and 36 lbs in box	3 75	3 75
Hygienic Cocoa in 1/4 lb tins, 12		
24 and 36 lbs in box	2 25	2 25
Cocoa Essence, pkgs, 2 and 4 doz		
in box	1 40	1 40

WALTER BAKER & CO'S		
Chocolate—		
Premium No. 1, bxs 12 lbs each	45	45
Baker's Vanilla in bxs 12 lbs each	55	55
Caracacas Sweet bxs 6 lbs each	40	40
Best Sweet in bxs, 6 lbs. each	30	30
Vanilla Tablets, 416 in box, 24 bxs		
in case, per box	4 00	4 00
German Sweet Chocolate—		
Grocers' Style, in bxs 12 lbs each	30	30
Grocers' Style, in boxes 6 lbs each	30	30
8 Cakes to the lb., in bxs, 6 lbs ea.	31	31
Soluble Chocolate—		
In canisters, 1 lb., 4 lb., and 10 lb.	56	56
Breakfast Cocoa—		
In bxs 8 & 12 lbs. each, 1/2 lb., tins	48	48
MENIER FABRICANT DE CHOCOLAT.		
Paris et Noisiel.		
Per 120 lb. Per 12 lb.		
case lot.	box.	box.
per lb.	per lb.	per lb.
Yellow wrapper	\$0 34	\$0 34
Chamois	0 43	0 43
Pink	0 50	0 50
Blue	0 58	0 58
Green	0 50	0 50
Lilac	0 58	0 58
Bronze	0 65	0 65
White Glace	0 88	0 88
Premium	0 38	0 42

Fancy Chocolates.		
Fingers—		
40 in a box.... per box	\$0 36	\$0 40
20 " " " " "		
Croquettes—		
Yellow wrap. " " "	2 70	3 00
Pink " " " " "		
Green " " " " "	3 75	4 90
Croquettes are packed 12 1/2 lb. pack.		
ages in a box, and 8 boxes in a case-		
Pastilles—		
Yellow wrapper per lb	\$0 40	\$0 45
Pink " " " " "		
Green " " " " "	0 55	0 60
Each case contains 54 1 lb packages or		
108 1/2 lb packages.		



"Highland Brand Evaporated Cream, per case..... 7 25
4 doz 1 lb tins.

CLOTHES PINS.		
5 gross, single & 10 box lots	0 60	0 65
Star, 4 doz. in package	0 85	0 85
" " " " "	1 25	1 25
" " " " "	0 90	0 90
" " " " "	0 90	0 90

COFFEE.		
GREEN		
c per lb		
Mocha	28, 33	28, 33
Old Government Java	25, 35	25, 35
Bio	21, 22	21, 22
Plantation Ceylon	29, 31	29, 31
Puerto Rico	24, 28	24, 28
Guatemala	24, 26	24, 26
Jamaica	22, 23	22, 23
Maracaibo	24, 26	24, 26
Cafaroma, 1 & 2 lb. tins asstd	3	3
TODHUNTER, MITCHELL & CO.'S		
Excelsior Blend	34	34
Our Own	32	32
Jersey	30	30
Laguayra	28	28
Mocha and Java	35	35
Old Government Java	30, 32, 36	30, 32, 36
Arabian Mocha	35	35
Maracaibo	30	30
Santos	27, 28	27, 28

DRUGS AND CHEMICALS.		
Alum	lb \$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 03	0 03 1/2
Borax	0 19	0 14
Camphor	0 65	0 70
Carbolic Acid	0 30	0 50
Castor Oil	0 07 1/2	0 08
Cream Tartar	0 25	0 28
Epsom Salts	0 02 1/2	0 03 1/2
Paris Green	0 16	0 17
Extract Logwood, bulk	0 13	0 14
" " " " "	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb	0 17	0 20
Hellbore	0 16	0 17
Iodine	5 50	6 00
Insect Powder	0 26	0 30
Saltpeper	0 08 1/2	0 09
Soda Bicarb, per keg	2 50	2 50
Sal Soda	1 18	1 25
Madder	0 19 1/2	0 20



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



A Common Error.

Chocolate & Cocoa are by many supposed to be one and the same, only that one is a powder (hence more easily cooked) and the other is not.

This is wrong—
TAKE the Yolk from the Egg,
TAKE the Oil from the Olive,
What is left?

A Residue. So with COCOA.
In comparison,
COCOA is Skimmed Milk,
CHOCOLATE, Pure Cream.

Ask your Grocer for
CHOCOLAT MENIER
Annual Sales Exceed
33 MILLION POUNDS

If he hasn't it on sale send his name and your address to
C. ALFRED CHOUILLOU
12 & 14 St. John Street, Montreal.

GEO. ROSSITER,

Brush Manufacturer,
10 to 14 Pape Avenue, TORONTO
Machine Brushes Made to Order
SEND FOR PRICE LISTS

The Hilliard House
RAT PORTAGE, ONT.

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



STERLING SOAP

BEST AND GOES FARTHEST.

Manufactured by

F. W. HUDSON & CO.,
Agents, TORONTO.

Wm. Logan
ST. JOHN, N.B.

Prices current, continued.

PICKLES, SAUCES, SOUPS.

Wright & Copp, Agents, Toronto.

Snider's Tomato Catsup, per doz	5 50
" " " " pts	3 50
" " " " 1/2 pts	2 00
" Chili Sauce, per doz	4 50
" " " " 1/2 pts	3 25
Snider's Soups (in 3 lb cans)	
Tomato, per doz	3 50
Chicken, Mock Turtle, Cream of Pea, Cream of Asparagus, Cream of Celery, Cream of Corn, Oxtail.	4 50
Chicken Gumbo, Mulligatawny, Mutton Broth, Beef, Vegetable, Printanier, Julienne, Vermicelli, Noodle.	4 25
Assorted—Consomme, Bouillon, Pea.	4 00
Worcester Sauce, 1/2 pts.	\$3 60
" " pints	6 25
Pickles, all kinds, pints	3 25
" " quarts	6 00
Harvey Sauce-genuine-hlf. pts	3 25
Mushroom Catsup	3 25
Anchovy Sauce	3 25

PRODUCE.

Butter, creamery, tubs	\$0 24	\$0 26
" dairy, tubs, choice	0 20	0 22
" " medium	0 18	0 19
" low grades to com	0 15	0 17
Butter, pound rolls	0 22	0 25
" " large rolls	0 18	0 20
" " store crocks	0 18	0 19
Cheese, fresh, per doz	0 11	0 11 1/2
Eggs, fresh, per doz	0 17	0 15
" " limed	0 14	0 15
Beans	1 25	1 50
Onions, per bag	1 10	1 20
Potatoes, per bag	50	60
Hops, 1892 crop	0 9 1/2	0 10 1/2
" " 1893	0 17	0 00
Honey, extracted	0 05	0 08
" " section	0 14	0 15

PROVISIONS.

Bacon, long clear, p lb	0 08 1/2	0 09
Pork, shortcut, p. bbl.	17 00	17 50

Hams, smoked, per lb.	0 12	0 12 1/2
" " pickled	0 11	0 13
Bellies	0 12 1/2	0 13 1/2
Rolls	0 09 1/2	0 09 1/2
Backs	0 11	0 11 1/2
Lard, pure, per lb.	0 10	0 11
Compound	0 08	0 08 1/2
Tallow, refined, per lb.	0 05	0 05 1/2
" " rough	0 02	0 02

RICE, ETC.

Rice, Aracan	38	3 65
" " Patna	42	4 50
" " Japan	5	5 00
" " Imperial Secta	5 1/2	5 1/2
" " extra Burmah	3 1/2	4 00
" " Java extra	6 1/2	6 1/2
" " Genuine Carolina	9 1/2	10 00
Grand Duke	4 1/2	5 00
Sago	4 1/2	5 00
Tapioca	4 1/2	5 00
Goathead (finest imported)	6 1/2	6 1/2
Crystal, 25 lb sacks	\$1 35	
" " 50 " bags	2 60	

SAPOLIO.

In 1/2 or grs. boxes, per gross... \$11 30

ROOT BEER.

Hire's (Liquid) per doz \$2 25

SPICES.

Pepper, black, pure	\$0 14	\$0 16
" " fine to superior	10	15
" " white, pure	20	28
" " fine to choice	20	25
Ginger, Jamaica, pure	25	27
" " African	16	18
Jassia, fine to pure	18	25
Cloves	14	25
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	32
KEEN'S MIXED		
1 oz. tins, 2 lb boxes, per box	1 00	

STARCH.

BRITISH AMERICA STARCH CO

1st Quality White Laundry—	
3 lb. cartons, boxes, 36 lbs.	5 1/2
Ditto, brls., 175 "	5
Ditto, kegs, 100 "	5

Canada Laundry, boxes, 40 lbs.	4 1/2
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.	7 1/2
Lily White Gloss, kegs, 100 lbs.	6 1/2
1 lb. fancy cartons, cases, 36 lbs.	7
6 lb. draw-lid boxes, 8 in c'te, 48 lbs.	7
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases, 28 lbs.	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.	7 1/2
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.	7
KINGSFORDS OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack's	9 1/2
36-lb " 3 lb. packages	9 1/2
12-lb " "	8 1/2
38 to 45-lb boxes	8 1/2
Silver Gloss Starch—Less trade dis.	
40-lb boxes, 1, 2 and 4 lb. pack's	9 1/2
40-lb " 1 lb. package	9 1/2
40-lb " 1/2 lb. "	10
40-lb " assorted 1/2 and 1 lbs.	9 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9 1/2
Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages	8 1/2
20-lb " "	8 1/2

ST. LAWRENCE STARCH CO'S

Culinary Starches—	
St. Lawrence corn starch	7 1/2
Durham corn starch	7 1/2
Laundry Starches—	
No. 1, White, 4 lb. Cartons	5 1/2
" " Bbls	5
" " Kegs	5 1/2
Canada Laundry	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	7
Ivory Gloss, fancy picture, 1 lb packs	7
Patent Starch, fancy picture, 1 lb. cartons	7 1/2
Ivoryne Starch in cases of 40 packages	\$3 00

SUGAR.

Granulated	4 1/2
Paris Lump, bbls and 100 lbs. boxes	5 1/2
" " 50 lb. boxes	5 1/2
Extra Ground, bbls	5 1/2
" " less than a bbl	5 1/2
Powdered, bbls	4 1/2
" " less than a bbl	4 1/2
Extra bright refined	4 1/2

Bright Yellow	3 1/2	3 1/2
Medium	3 1/2	3 1/2
Brown	3 1/2	3 1/2
Dark yellow	3 1/2	3 1/2
Raw, brl.	3 1/2	3 1/2

SALT.

Bbl salt, car lots	0 90
Coarse, car lots, F.O.B.	0 80
" " small lots	0 75
Dairy, car lots, F.O.B.	1 25
" " small lots	1 50
" " quarter-sacks	0 38
Common, fine car lots	0 70
" " small lots	0 85
Rock salt, per ton	10 00
Liverpool coarse	0 75

SYRUPS AND MOLASSES.

Dark	20	25
Medium	25	33
Bright	30	35
Very Bright	50	60
Redpath's Honey	40	
" " 2 gal. pails	1 25	
" " 3 " "	1 50	

Trinidad, in puncheons	0 32	0 35
" " bbls	0 36	0 37
" " 1/2 bbls	0 40	0 40
New Orleans, in bbls	0 30	0 52
Porto Rico, hdds.	0 38	0 40
" " barrels	0 42	0 44
" " 1/2 barrels	0 44	0 46 1/2

SOAP.

Ivory Bar, 1 lb. bars	6
Do. 2, 6-16 and 3 lb bars	5 1/2
Primrose, 12 oz. cske, per doz	8
Sterling (100 cakes)	4 85
MORSE'S	
Per box—in 6 box lots	
100 bars	\$5 95
60 bars	3 25
Chicago Water Electric	2 50



Eclipse, 3 lbs..... 3 30

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

NO BLUEING Material whatsoever is used in the
 Manufacture of **OUR GRANULATED**

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

MANUFACTURERS OF REFINED SUGARS OF THE WELL-KNOWN BRAND

Redpath

Of the Highest Quality and Purity, made by the Latest Processes, and the newest
 and Best Machinery, not Surpassed Anywhere.

Lump Sugar, in 50 and 100 lb. boxes.
"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.
"Cream" Sugars, (not dried.)
Yellow Sugars of all Grades and Standards.
Syrups of all Grades in Barrels and Half Barrels.
Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

THE CANADIAN GROCER



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THIS TO BUILD,
an
advertisement
in the
**CONTRACT-
RECORD.**

TORONTO
will bring you
tenders from the
best contractors.

FACSIMILE OF PACKAGE



Here it is again

**JOHNSTON'S
FLUID BEEF**

You cannot escape seeing
it advertised.

Very few can get along without it.

That is why we are continually re-
minding the Grocer to keep up his
stock; it will run down in spite of him.

**THE PUBLIC
WANT THE GOODS
WE SUPPLY THEM**

The Johnston Fluid Beef Co.
MONTREAL.

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT, TREASURER.

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
EXECUTIVE OFFICES, PROPRIETORS.

NOS. 279, 281 AND 283 BROADWAY, NEW YORK

Offices in the principal cities of the United States
Canada, the European Continent, Australia and
in London, England.

The Bradstreet Company is the oldest and,
financially, the strongest organization of its
kind—working in one interest and under one
management—with wider ramifications, with
more capital invested in the business, and it
expends more money every year for the collection
and dissemination of information than any
similar institution in the world.

TORONTO OFFICE 36 Front St. East and
27 Wellington St. East.

THOS. D. IRVING, Superintendent.

THE

Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealer

Oakville, Ont.

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. Beech & Sons, Toronto,
H. A. Nelson & Sons, Montreal.

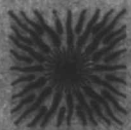


Crosse &

Blackwell

CELEBRATED FOR

- Jams,
- Pickles,
- Sauces,
- Potted Meats,
- Table Delicacies.



—SOLD BY—

All Grocers in Canada

ORDER
IVORY BAR
SOAP

THE MOST DELICIOUS SAUCE
IN THE WORLD.

Yorkshire Relish.

ENRICHES HOT
JOINTS, STEWS, & BLENDS
ADMIRABLY WITH ALL GRAVIES.
DELICIOUS TO CHOPS,
STEAKS, & C.

SOLD
EVERYWHERE.

PROPRIETORS.

GOODALL, BACKHOUSE & CO.
LEEDS, ENGLAND.

C. H. BINKS & CO., Montreal, Agents for Canada.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DERBY SMOKING TOBACCOS.

THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DERBY STOKING TOBACCOS.

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.

DO WE SELL LAMPS!

Well rather, and all through
the year; not only a little spurt
during the fall like the other fel-
lows, but all the year round.



We have some nice _____

JOB LOTS

Now. Do you want one?
Write for lists and colored cuts.



GOWANS, KENT & CO. - TORONTO and WINNIPEG.

GROCERY BROKERS

W. C. A. LAMBE & CO.,
TORONTO.

AGENTS FOR
THE ST. LAWRENCE SUGAR REFINING CO.,

Oakey's 'WELLINGTON' KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN Oakey & Sons, Limited,
Manufacturers of Emery, Black Lead, Emery and
Glass Cloths and Papers, etc.
Wellington Mills, London, England
REPRESENTATIVE IN CANADA:
JOHN FORMAN, 18 St. Alexis St.,
MONTREAL. sp

HYDE PARK, ATHLETE. PURITAN. DERBY, SWEET SIXTEEN CIGARETTES.