

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

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$2.00 PER YEAR

VOL. V.

TORONTO, JULY 17, 1891.

No. 29

Fac-Simile of Package.



Registered.

BENSON'S

CANADA PREPARED CORN STARCH

IS THE BEST AND PUREST IN THE MARKET.

For Sale by all Grocers.

CAUTION:

On account of the acknowledged superiority of this favorite brand, imitations of our "yellow label" are being offered which are apt to deceive the public, so we request that buyers see that the name of the manufacturers "EDWARDSBURG STARCH CO., LIMITED" is on every package. This is a guarantee of quality and without it none is genuine. Buyers are particularly requested when ordering, to ask for "Benson's" and insist on getting it.

EDWARDSBURG STARCH CO., Limited.

H. A. NELSON & SONS
MANUFACTURERS

AND

Wholesale Dealers

-IN-

BROOMS
AND
WHISKS,

Brushes, Woodenware,
Baskets, Cordage,
Grocers' Sundries.

MONTREAL,

TORONTO.



ASK FOR

MOTT'S

DUNN'S BAKING POWDER

THE COOK'S BEST FRIEND
Largest Sale in Canada.

Taylor, Scott & Co.

TORONTO.



THE BEST

IS THE CHEAPEST.

Retail Price, 25c.

For sale by all first-class grocers

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.

MADRE E' HIJO (7 SIZES).

EL PADRE AND CABLE.

THE CANADIAN GROCER

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

BRYANT, GIBSON & Co.,

TORONTO,
Manufacturers of



This is a facsimile of our bottles.

"Worcestershire Sauce," "Yorkshire Sauce"
"Devonshire Relish" Raspberry Vinegar, Evi-
porated Vegetables, Chocolates, Coconas, Confectionery.

W. BOULTER & SONS,
PICTON, ONT.

PACKERS OF THE CELEBRATED

LION



BRAND

Canned Fruits and Vegetables.

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

Bay of Quinte
Canning Factories.

Head Office, Branch,
PICTON. DEMORESTVILLE.

LEONARD H. DOBBIN,

Commission Merchant,

Representing the chief Lobster Canneries of the Dominion.

1891 packs now offering.

Send for Quotations.

Fraser Building St. Sacramento St.,
MONTREAL, P.Q.

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

The Sabiston Litho. & Pub. Co.?

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

BECAUSE They have the best machinery.

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

BECAUSE They turn out the most satisfactory work.

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

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

Before placing your orders for lithographic work, see what

The Sabiston Litho. & Pub. Co.

can do for you. Address all communications to

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

How is your stock of Soap?

Seourine

Soap

Is right and yields Profitably.

ARMITAGE & CO.,

22 Bay St.

Manufacturers, TORONTO, CANADA.

SPANISH
BLACKING
THE
KING OF
BLACKINGS.



THE CANADIAN GROCER
& GENERAL STOREKEEPER

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

Vol. V.

TORONTO, JULY 10, 1891.

No. 28

J. B. McLEAN,
President.

HUGH O. McLEAN,
Sec.-Treas.

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

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Olemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

SPECIAL TO OUR READERS.

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

The Patrons of Industry are in this country favored with a good deal of gratuitous advertising. Their attempt to gain a foothold has been aided by the advantage which seeming success gives to a struggling cause. That they have not succeeded is a fact; that they have seemed to succeed partially is due to the reports of their meetings, circulation of their professed principles, laudation of their aims and personal notice of their leaders and organizers. All these oblique indications of progress have come from the news paper press, whose references in those and other connections to the Patrons, have roused that curiosity which advertisements awaken in anything new that is sought to be launched upon public attention. People who never heard of the Patrons are made inquisitive concerning them by such news items, they are led to take an exaggerated estimate of the Patrons' numbers and influence, and soon are on the high road to becoming Patrons themselves.

* * * *

It is possible in this way to make that a success which intrinsically has not the elements of success in it. If reports of lodge meetings contain complimentary references, if an enthusiastic tone pervades accounts of movements to organize, the aid thus given will have a strong effect in forwarding the

union of consumers that the Patrons aim at. Lately the Patrons have been hailed by several newspapers in terms that would leave the impression on readers that a general emancipation from the bondage of trade was a crying necessity, and that the Patrons were to be the instrument of the people's deliverance. It is noticeable that identically the same matter has more than once appeared in different papers at about the same time, which is apt to cause a suspicion that its form was due to a member of the society and not to any of the papers' own staff. It also suggests the possibility that the newsy paragraphs with headings calculated to stimulate strong interest may be paid for as advertising matter.

* * * *

One thing is clear: it is not to the interest of newspapers that the Patrons should succeed in fastening their shackles upon the trade of this country. If retailers have to forego the greater portion of their profits because the Patrons get a controlling hand upon the trade of the country, the retailers will have to cut down the expenses of doing business, and one expense that will be unnecessary in such a supposed subjection of the trade will be that for advertising. When the country has got organized into lodges of Patrons of Industry, each with its own storekeeper bound to it, where will there be need for advertising, every group of consumers being bound to deal with none but a particular dealer, and that dealer aware that all consumers outside of his group are arranged in similar systems round their dealers? No trader will be able to dislocate from another trader's custom a single consumer, and he will be sure of what he has. Then why advertise? There will be no need to advertise, and the occupation of the newspapers now booming the Patrons will be gone. The local traders have heretofore given these papers strong support. It is difficult to see, looking ahead or looking backward, any reason for the remarkable readiness such papers have shown to make themselves the auxiliaries virtually to co-erce traders to surrender the greater portion of their profits.

* * * *

We have an outspoken newspaper here and there, and the Huntingdon Gleaner is one of them. That journal has not feared

to risk the alienation of a few agricultural subscribers by speaking the truth. It opposes the attempt to put the trade of the country upon an arbitrary and irrational basis, and for this has drawn upon itself the displeasure of the Patrons. It does a public service by taking the attitude it takes. The newspaper press generally would not only be working in its own interest but would be benefiting its readers if it would leave the Patrons to stand or fall on their own merits. To give them a factitious importance is not called for by the duty of that press to the public.

* * * *

Newspapers have little to gain by the advancement of the combine principle among either consumers or distributors and manufacturers. The more that principle informs departments of trade or bodies of consumers, the deeper is buried the hatchet of competition, and the less reason have producers and others in the same line to vie with one another in the advertising ring. The competition which is least fettered is best for the newspapers, and it is hard to reconcile with an apprehension of that truth the more than lukewarm support the Patrons get from certain papers in this country.

* * * *

Despite the help of the press in question the cause of the Patrons languishes. Lodges do not spring into existence under the wand of the professional organizer, and the farmers show a commendable hard-headedness in yielding to the persuasions of the emissaries of the society. The farmers indeed have their own reasons, because they have their own experience, to counsel them. Theirs is the only trade in the country which has given a trial to the plan of co-operative buying, and the Grange they have to a very large extent given up as a failure. The Patrons regard all producers as eligible for membership to their society, and would put all mechanics', etc., on the same footing as farmers. This is not in accord with the movements towards union among farmers, who have regarded mechanics, etc., as very much in the same category with tradesmen. For that among other reasons the society is not apt to come to much strength. Reports from the United States show it to be a waning movement there.

MEN OF THE TIMES.

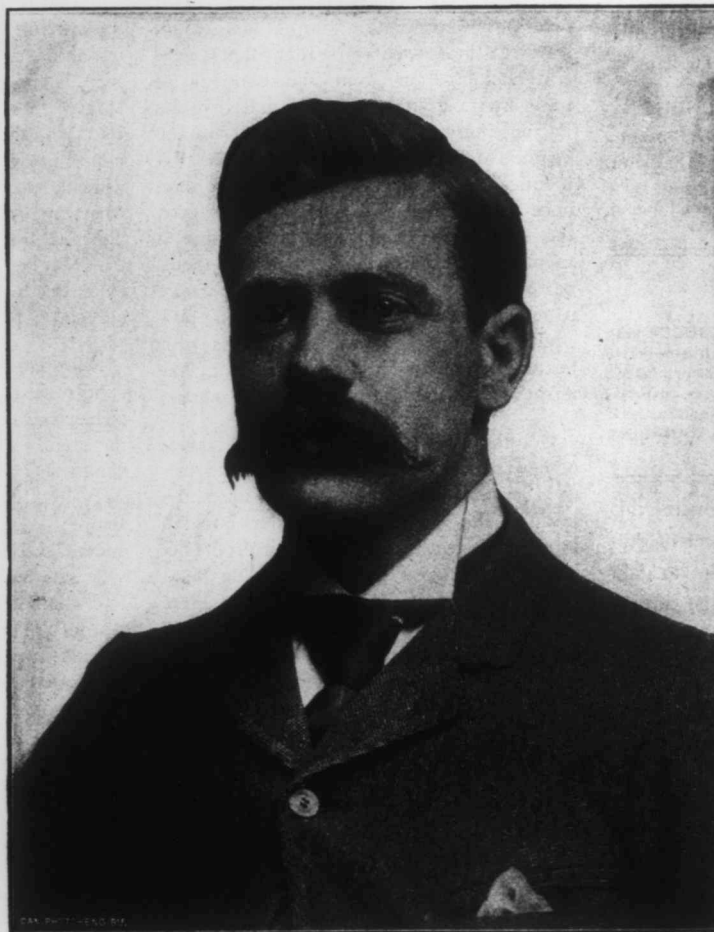
MR. J. E. GANONG.

"You season with sports your serious hours."
—DRYDEN.

An individuality that is the mainspring of a very far, extending and well, established business is that of Mr. J. E. Ganong, the youthful and energetic head of the St. Croix Soap Company, St. Stephen, N. B. Mr. Ganong was born in 1866, and has lived for the most of his life in the town of his birth, which is the seat of his company's extensive soap works. His education, well begun at St. Stephen, was continued at Fredericton, where he went through the greater part of a university course, and was only prevented from proceeding to his degree by an inviting opportunity to enter business. That opportunity presented itself and was seized in 1885, when the young student quit his studies and accepted a position with his father in the St. Croix Soap Company. He gave close attention to his duties from the outset, and laid the ground work of the thorough and practical knowledge that makes him so capable a manager to-day. At the end of three years his father died, and the management of the business devolved on Mr. J. E., who has since held that onerous position with credit to himself and great advantage to his company. The clever financier of the firm, Mr. C. W. Young, was admitted into partnership in the St. Croix Soap Company a short time before the death of its founder, Mr. J. E. Ganong's father.

The St. Croix Soap Company was incorporated in 1884. Its business was a very flourishing one therefore in 1888 when the guidance of it fell into the present hands. Since 1888 the volume of its trade has more than doubled, which satisfactory expansion is due, both to the excellence of the Company's soap and to the careful engineering of its business. The strong favor in which Surprise soap is held proves that it is a good thing, but many a good thing has remained in obscurity, not because it was wanting in anything, but because it was controlled by men who did not do their part to make and keep it conspicuous. Business men must advertise to withstand the tendency of even the very best

thing to gravitate towards oblivion. The keeping in mind of that which they seldom or never hear of is too heavy a task to lay on the memory of the public. They need constant reminding to ingrain the impression that you want to make. This fact was apprehended by the manager of the St. Croix Soap Company. He believed that Surprise soap had merit that would carry it farther than the limits of its distribution in 1888. He consequently advertised on a much larger scale and the results answered to his expectations. The business developed rapidly, the demand over the territory in which the soap had for years been known became much more compact, and new regions of consump-



MR. J. E. GANONG.

tion were added, until the output of the Company became doubled. The same able advertising policy continued, and the St. Croix Soap Company is to-day one of the largest advertising concerns in the country. It did not relax its advertising efforts because it had realized an unusually full measure of success through the putting forth of them. Advertising is as necessary to the preservation of a reputation as it is to the attaining of one. An article of commerce may be nourished into wonderful popularity by the liberal use of printers' ink, but the withdrawal of that sustenance will in most

cases be followed by the early collapse of the best reputation. Advertising can reverse the fate of being born to blush unseen or it can keep the confirmed reputation from sinking into decline. The name of Surprise soap is now a familiar one throughout the Maritime, St. Lawrence and Lake provinces. And it had not the advantage of a starting point that was a geographically central one. If it had it probably would have been equally well known over an additional area, on the other side of its distributing point, as large as that it has already covered. A house in one of the Maritime Provinces, that can establish a business with almost numberless connections halfway across the continent, could by the exercise of the same energy in the same time spread its business from ocean to ocean, with the seat of its manufacture in the midst of the country.

But advertising was only one of the means which Mr. Ganong used, and the use of that one rather illustrates what is a leading tenet in his business faith. His own ability was a fertile source of measures for the advancement of his firm's interests, measures that have always been attended by success. The local interests of the house have always been well attended to in the various towns and cities where it has resident representatives. This fact is significant, showing not only that good men are selected, but also that the selection of them is in good hands. This is a very important matter, and is a material factor in the results that have been achieved by the St. Croix Soap Company. A manager ought to be above all things a judge of men. The men he selects are to be his proxies in the various spheres of their duty. The thing he would do himself is what he wants done in every case,

and the recognition of the qualities specially called for by the position is not vouchsafed to all men who are managers.

Mr. Ganong's activities have not been confined to business solely. They have found free play in the public and social environment of his life. He is secretary of the Liberal Conservative Club of the county of Charlotte. He is a hearty supporter of all movements for the benefit of trade and the good of his town and country. His capacity for hard commercial work appears to be enlarged rather than further taxed by attention to the duties of citizenship. With the ardor

of youth he gives the encouragement of his example to athletic sports. He is secretary of the St. Stephen Curling Club. He is also a prominent member of another athletic club, and is a member of a skating rink company in his town. His patronage of manly exercises is itself a healthy influence in his town, and one that in its effect upon the welfare of the young men is incalculably good.

The outlook for the St. Croix Soap Company is, like its retrospect, a very gratifying one, as the best years of its manager are yet before him. His sagacity will develop itself and the possibilities of his house. In the few years of the firm's existence it has given ample earnest of what it will be likely to do with the momentum of its past success and the experience of its present manager behind it. In a few years there has been progress made that would be a credit to a closed record. This has not been because the harvest was large and the laborers few, for in the particular line of production in which Mr. Ganong's company has been engaged, competition was both sharp and ubiquitous. The sheer force of merit, able management, or both, had to be on the side of those who would win a fair share of the general success.

THE ADVERTISEMENT RANKS AS NEWS.

The reputable trade press has done more than any other agency to lift the advertisement out of its former subordinate position, and place it on a level with the news paragraph, or the editorial comment. It has always been, but now is very generally recognized to be, co-ordinate in importance with any other description of a paper's contents. Before the days of high-class trade journals the portions of a newspaper given up to advertisements were more or less popularly regarded as space that had not been reclaimed by the pens of those who provided the reading matter. It was deemed of subsidiary usefulness or interest. But the trade paper put it on a different footing. It made advertising a department, the natural accompaniment of that reading matter which is of the very essence of a trade paper—the market review. The market review deals with prices and gives the ups and downs of the supply and demand, the sort of information that is primarily the object of trade paper's existence. The advertising department is a directory to show what constitutes the market, and it is as important to know that as to know the functional movements of the market. The trader looks as often to see who are the distributors or collectors of the merchandise he wishes to buy or sell as he does to find out what the ruling price is. In fact the latter class of knowledge is of no service to him without the former, and he naturally seeks the one where he finds the other.

Thus the trade paper has redeemed the advertising columns of modern newspapers from the class in which they long lay.

They presented to the trader in the proper light the nature of advertisements as a department of matter secondary in importance to none, and they established the habit of looking for interesting matter in the advertising columns. The advertisements of the trade paper are read not incidentally, but usually with a curiosity that is as strong and as peculiar as is the curiosity aroused by the reading matter. And as it is necessary that the reading matter should be fresh and pertinent, it is equally necessary that the advertising matter should be bright and pointed. The space given to each advertiser is like a plot in a garden. As it pleases the eye to see all the plots looking trim, fresh and neat, so it is an agreeable effect to the reader of the trade paper to see the advertisement brightly varied and often changed. The plots in which the plants of every brief period of transitory vegetable life are placed change their appearance every week or so, they are watered, weeded and raked. The process of cultivation is ceaseless. It ought to be so with a paper's advertising department. Each advertiser is the editor of his own space, and it ought to be his study to change and refresh it as often as possible. The effect of such care on the part of all advertisers would be to increase still more the interest that is taken in this branch of the journal, as with so many interested and capable persons at work upon it, it should be the best edited department in the paper.

THE WANT OF AN INSOLVENT ACT.

A strong feeling exists throughout the entire mercantile community that an insolvent act would have a beneficial effect on the trade of the country. Some of the recent decisions given on the Ontario Act respecting assignments have caused considerable alarm among the wholesale merchants, some of the sections of the act having been held to be "ultra vires." The decision given recently by Judge Galt on section 9, places the creditors in a very awkward position, for in consequence of this decision, should a creditor get an execution into the sheriff's hands before an assignment is made, the other creditors are powerless to take the estate out of the hands of the sheriff and place it in the hands of a man of their own choosing, who in all probability is better fitted to wind it up. The sheriff goes on winding up the estate under the Creditors' Relief Act, and the creditors have no control over him whatever as to the manner in which the assets shall be realized, and they receive no notification other than the ordinary sheriff's notice, which a number of them may never see or hear of. Therefore the estate may be distributed among only a few of them, whereas an assignee is bound to notify by registered letter each creditor whose name he finds in the insolvent's books or becomes aware of in any other way.

An assignment made under the Ontario Act or an act of any of the Provinces, makes no provision for the discharge of the insol-

vent, because the provincial parliament have no power to pass an insolvent act, which can only be passed by the Dominion parliament. Consequently many deserving men who have been unfortunate, cannot get their discharge because some greedy creditors refuse to sign it.

A very large number of the wholesale merchants, retail merchants and others who clamored for the repeal of the Insolvent Act in 1879, would be very glad to have the same act in force to-day. Such strong pressure was brought to bear on members of parliament, that Sir John Macdonald and his government were powerless to stop the repeal of the act, so the act was repealed by a large majority. Sir John voted against the repeal and expressed his opinion that those who were so anxious to be without an Insolvent Act would find that they had made a mistake. The Insolvent Act on the whole was a good one, and the principal argument used against it was that any one could get a discharge. Certainly any one could get a discharge when the creditors took no trouble to stop it. They had the power to do so if they chose to exercise it.

The Hon. J. J. C. Abbott, the present leader of the government, framed the Insolvent Act and thoroughly understands the question, and it is not at all improbable, if our boards of trade and the business community take the matter up now and bring it before the government, that an insolvent act can be got next year.

THE DAY OF SMALL THINGS.

The liberal and large spirit of trade in great centres and large establishments, is apt to leave the impression upon the mind of the superficial observer that there is an immense unnecessary waste going on all the time. That appears to be the case. No account seems to be taken of little things, and the refuse heap is supposed to be a costly pile by the end of the year. This is as the fact seems, not as it is, for there is a very careful collection made of the odds and ends that are accounted waste in a large business house. Small dealers are not usually so careful, though to them the extravagance of doing business on a large scale seems greatest. The bits of string, the scraps of paper, the fragments of old packing cases, and the numberless remains or ruins of damaged stock, do not go to the pile of debris that is to be carried and deposited out of sight at cleaning up time. They are not swept up. They are very carefully gathered up, assorted, and made into neat looking collections whose value will tell in a few weeks. In all the big stores of the cities there is a boy employed solely to gather bits of string, paper, etc., whose duties warrant his employment at a fair rate of pay, quite as much as a boy would earn in any other capacity. If this is true of large stores it is no less true of small ones. If a boy can make his pay and some-

thing for his employer, by saving such scraps from the refuse pile in a large store, it surely will pay storekeepers of all degrees to practise the same economy.

The lavish ways of some merchants, their sovereign disdain for the bits of paper and string that fall on the floor, etc., are not typical of the time, and the maxim that "money saved is money gained" is held to even more firmly than in the more primitive days of trade when that maxim was coined. The greater stir and bustle of business create a cloud of dust through which the observer cannot always penetrate into the details, but those details are on principle what would be considered quite petty by those not well grounded in commercial economy. Certain frugal and careful habits of this description may be designated as "small" by people who have not the rudiments of a business training, but they are the means whereby the leakages are soldered up, and whereby the solvency of the trade is maintained in the face of the severe competition that meets him everywhere.

HINTS ON BOOKKEEPING.

The success of every merchant depends largely on the manner in which his books are kept.

A man may be a good buyer, a first-class salesman, and have a genial manner that will attract customers to his shop, yet his business may not prosper, because his books are not kept in a methodical manner and regularly posted up.

Country storekeepers neglect their books more than any other class of merchants. In the larger towns and cities where extensive businesses are done, competent bookkeepers are usually employed who devote the whole of their time to the work, and in such establishments the bookkeeping is generally well attended to, but the average country merchant who has to do his own bookkeeping or trust it to incompetent clerks, gets his books so muddled that they are a heavy load on his mind by day and a nightmare at night.

In order to make his business a success the proprietor should know at least once every month, how much he has purchased, how much he has sold for cash, how much on credit and how much he has collected from his accounts, and these facts can only be ascertained by a proper system of bookkeeping.

It is not at all necessary that the system should be an elaborate one in which a great many books are used, but it is necessary that whoever keeps the books should understand thoroughly the system on which he is working.

It is always better in business to be practical rather than theoretical, therefore any one who has not had experience in a good office should adopt some simple system that he is likely to be able to master, in place of

trying some intricate system which may be very nice in theory, but not so easily carried out in practice.

Some very pretty theoretical bookkeeping is taught in our high schools and commercial colleges, but it is to be feared that a large number of pupils trained at these institutions get into a rut which they cannot get out of, and can see nothing good in any variation from the system they have been taught.

The high school or commercial college may possibly lay the foundation, but common sense must raise the structure on that foundation, and any one who in business sticks rigidly to the formula acquired at these institutions has wasted his time in studying bookkeeping. Different businesses require different variations in the details, the main thing to be attained, whether the books are kept by double or single entry, being the keeping of an accurate record of all the transactions connected with the business, so that a statement can be made up from the books at any time which will show the loss in the event of a fire occurring. If books are kept in such a shape that a statement of this kind can be made up without much difficulty, there is nothing radically wrong in the bookkeeping. But how many country merchants are there who keep their books in such order? Very few indeed, and to this cause may be attributed many of the failures in business, because, where the books are badly kept and irregularly posted up it is impossible for any man to know correctly how he stands.

Accountants who have had opportunities of examining the books of some of the country storekeepers assert that there are cash books which have come under their notice that contain nothing more than a record in pencil of the daily cash receipts, no entries being made of disbursements in the same book, but occasionally a memorandum in pencil in the margin of a bill book showing that a note has been paid or part paid and part renewed. How any man could ever hope to balance his cash under such a system is more than the accountant can tell, and such cases are not isolated but numerous.

Some even do not keep a record of their receipts or anything that has the appearance of a cash book, and for cash book and ledger can show a long wire with a hook on the end and a knot on the other hanging by the hook on a nail on the wall, on which is filed invoices, bills of lading, etc., dog-eared and well covered with dust and fly spots. How this kind of bookkeepers ever got into business and obtained a line of credit is a mystery!

If a merchant has to keep his own books or employ a clerk to do so who is not an expert, the system of bookkeeping should be as simple as is consistent with efficiency. Whether the books are kept on the double or single entry principle all the books that are really necessary for an ordinary retail business are a cash book, day book, ledger,

and bill book, except where the business is large enough to warrant the employment of several clerks and the use of counter check books, when another book should be kept in which should be entered every night in columns headed with the numbers of the different salesmen the amount of each sale for cash or credit, then the cash columns when added up should balance with the cash receipts for the day.

A cash book badly kept and irregularly posted is a source of endless trouble to any business man. An accurate result should be kept in the cash book of every dollar received and paid out. The daily cash sales should be entered every night at the close of the day's business in a separate column from the cash received from other sources, so that the merchant may know, by adding up the cash sales column every week or every month, how his business compares with previous weeks or months, and the other column will show how his accounts are being paid, then the two columns added together can be posted in one sum into the cash account in the ledger. The plan of mixing the cash sales, with the cash received on account and from other sources, is more common than otherwise among retail merchants, and such plan not only gives a man an erroneous idea of the progress of his business, but in the event of a fire (which is liable to occur to any one) it necessitates the separating of all the items in the cash book, and classifying them under their proper headings—in fact the making of a new cash book—before he can prove to the satisfaction of the insurance adjusters, the amount of the loss sustained.

When a bank account is kept it is a common custom among merchants to charge the bank with each deposit and credit each cheque given for money withdrawn. This is unnecessary work and makes the amount of cash handled appear very much larger than it really is. The cash in the bank should be treated as cash on hand, for it is simply in the bank for safe keeping and the bank pass book, which may be verified by memoranda kept in the margin of the cheque book, will show the balance in the bank at any time, whereas when the amounts deposited in the bank are charged to the bank they appear as so much money paid out of the business and in balancing the cash book the amount in the bank is not shown as so much available cash on hand. All monies paid out should be charged at once in the cash book to the accounts on which they are paid. A great many merchants have the habit of making a memo on a slip of paper and putting it in the till to save time. This habit is liable to lead to errors for these slips are sometimes mislaid or lost altogether, and no time is saved; if the cash book is kept handy the entries can be made as quickly in it as on slips of paper, and it has at some time to be made in the cash book, so time is actually wasted.

All the entries in the cash book should be posted regularly into the ledger every week, or at the latest every month. The old-fashioned custom of journalizing everything before posting into the ledger is more ornamental than useful.

[TO BE CONTINUED.]

ASSOCIATION DOINGS.

TORONTO
RETAIL GROCERS' ASSOCIATION.

At the last regular meeting of the Toronto Retail Grocers' Association, held on Monday evening in the association's rooms in Richmond Hall, the following were present: President Barron (in the chair) and Messrs. Gibson, Thackray, Sykes, Tolchard, White, Binnie, Booth, Sinclair, Clarke, McCulloch, Mills, Saunders, Johnson, Scully, Williamson.

The meeting was called to order at 9.20 p.m., or one hour and twenty minutes behind time, the last man necessary to form a quorum not having arrived before that time. It is unfortunate that members have got into the habit of disregarding the rule that the meetings are to open at 8 p.m. sharp. Valuable time would be saved, and more business would be overtaken if all would be strictly punctual.

The minutes of last meeting were read, and upon the motion of Mr. Clarke, seconded by Mr. Booth, were confirmed.

The roll call found the treasurer and one member of the executive committee absent.

ASSOCIATIONS FORMING OUTSIDE.

Communications asking for copies of by-laws and for other information that could be of use to grocers considering the question of forming an association were read from the following: Mr. M. McIlhargey, Stratford, who referred approvingly to the idea of a convention which he had learned of through THE GROCER'S report of the Association's last meeting; Mr. R. W. W. Coulter, St. Thomas; Mr. V. Cornell, Petrolea; Mr. Robt. Rolston, Dunnville; Mr. James Scott, Woodstock, who also asked if an association could be carried on as a section of the board of trade, as a means of avoiding the suspicion of having combined. These letters were received, having been answered by the secretary, who complied with the requests for forward information, etc., in every case.

OTHER COMMUNICATIONS.

Mr. E. Sutton, the secretary of the London Retail Grocers' Association, wrote, to say that his association had passed a resolution requiring further information in the matter of the adoption of a rule to buy the granulated sugar of the St. Lawrence refinery only. They wanted to know why this refinery was the one favored, and if it had made any special offer. This letter, having been also answered by the secretary, was received.

A letter from the Toronto Commercial Travelers' Association was read, wherein were enclosed tickets for the president, vice-president and secretary, along with an invitation to the officers and members generally to attend the travelers' annual excursion on the 22nd inst. A challenge to the Grocers to make up a team to meet nine of the Travelers in a game of baseball at Niagara Falls,

N.Y., was included in the letter. The secretary had acknowledged the receipt of the tickets, and upon the motion of Mr. Booth seconded by Mr. McCulloch, the invitation and the challenge were accepted, ex-President Mills being named in the same motion captain of the team to be sent by the grocers.

An invitation was also received and accepted to attend the Hamilton Grocers' picnic on the 15th at Oakville.

The following communication was laid over for consideration among the convention topics:

Windsor, Ont., June 29, 1891.

JOHN F. THACKRAY, ESQ., Toronto, Ont.

MY DEAR SIR,—I have the pleasure to inform you that an association has been formed as above, and I am instructed to acknowledge receipt of yours of May 22nd last to our Mr. Smith and thank you for your kind offer for to give any information in your power.

About the first thing we find to do is to take steps to remedy the unmitigated evil of peddling from door to door by itinerant vendors, the articles of tea, spices and baking powder.

We see that your city council has been trying to do something in the matter, accounts of it appearing in the CANADIAN GROCER. We have consulted our Mayor, who is a lawyer and we find that although we have a by-law exacting a license of 200 dollars per annum from hawkers of tea, dry goods and jewelery, the same is ultra vires owing to a clause in the Ontario Statutes Municipal Act, which protects them and we cannot get a conviction for an infraction of the by-law.

I have written to London and Chatham associations on the subject and it is suggested that united action on the part of our trade in the province is the only way to secure such legislation as we all feel we are entitled to in this matter.

Will you kindly bring this matter before your association for their consideration and let us know what you are doing in Toronto about it as the reports seem to conflict with each other.

We are just getting down to work nicely. Chatham is about three months old; of course we all look up to you somewhat as the oldest organization and shall be glad of your advice and counsel from time to time. Will send you copy of our constitution as soon as I get them from printer.

The enclosed papers will show you how we propose to work our delinquent list. I am, dear sirs, yours etc.,

B. G. DAVIS,
Market Clerk, (Secretary).

The following communication was also received:

No. 6 Wellington St. W.,
TORONTO, 10th June, 1891.

To the Secretary,

The Retail Grocers' Association, Toronto.

DEAR SIR,—We beg to acknowledge the receipt of your communication of the 9th inst., conveying to us the thanks of your association for the editorial entitled False Brands on Pickles, which we published in a recent number of our journal, THE CANADIAN GROCER. We esteem highly the commendation and encouragement which the generous resolution of your influential body extends to

us, and assure you that our efforts to deserve and retain your confidence, will be as earnest in the future as they have been in the past. We thank you for the honor your association has done us in the public and unstinted expression of its thanks that we have received.

We are, dear sir,

Yours faithfully,

The J. B. MCLEAN Publishing Co. (Ltd.)

THE PIC-NIC.

Mr. Mills reported for the pic-nic committee that they had selected Victoria Park as the place to hold the pic-nic and had fixed on Wednesday the 29th inst. as the day. Contributions in cash amounting to \$212, and a large quantity of goods had been subscribed and in part already received from the wholesale trade and manufacturers. The terms made with the Victoria Park people were very favorable. Two boats would run, the first trip beginning at 10:30 a. m. if desired, the next at 1 p. m., with a trip at intervals of 35 minutes after that.

PEDLARS' LICENSES.

Mr. Mills reported for the Pedlars' Committee that he had found it impossible to get it together, though the pedlars had in the interval since last meeting been very active to have the fees reduced. A notice of motion had been made at the last meeting of the City Council, wherein the alderman who made it proposed to make the organizations governing pedlars more stringent, but his notice was declared out of order and the whole matter was referred back to the Markets and License Committee. Mr. Mills had gone to the City Hall, to be present at a meeting of that Committee and found the chamber in which it sat thronged by pedlars. He was advised not to attempt to put in the case for the grocers then, as any representations he would make would be overwhelmed by the pedlars present, and his cause would be injured rather than advanced. The Markets and License Committee, however, had put off the matter till fall, when, he was convinced, there would be a concession made to the pedlars unless the trade bestirred themselves most actively. The streets would be free to the pedlars soon if there was not less lethargy on the part of the grocers of the city.

RETAIL SUGAR PRICES.

Mr. Gibson said that a grand opportunity had been allowed to pass unimproved by the grocery trade of this city when the duty was removed off sugar. A time had come and apparently gone when the trade might have turned over a new leaf in their sugar dealings, when they might take to a course of fair profits. But they chose to cut more extravagantly rather than not cut at all. This association and the retail trade had long been fighting the guild, but they had to consider the graver fight of one retailer with another, which certain members of this association, whom he was sorry not to see present, forced upon those who wished to pursue

a policy of fair prices. He himself had been put in an awkward position by these very members. He had taken hold with a will and pushed forward, movements which these men urged against the guild, and he found that the concessions which he and other genuine friends of the association had been the means of securing from the guild, were used by certain members of this association to cut the throats commercially of their fellow members. Those members wanted the duty off sugar. They got it. But they seem to have no regard for the real interests of the trade. They began immediately upon the removal of the duty to sell 20 lbs. of granulated sugar for \$1. Was it for such objects or for such men that this association existed? They kept up a dog-in-the-manger attitude. They were unfit to do business on business principles. They cannot meet rivals on fair ground and succeed. He wished sincerely that the persons meant were only present. What he recommended as the best course with a neighboring price-cutter was to catch him in his own trap. If one of these men put out a card quoting sugar 20lbs. for a dollar, you get out one right away, and prevent him having the benefit of special advertising which such a card aims to secure. These men had no nerve. They could be cured in no time by an energetic, aggressive competitor who would lie up close alongside of them and fight them with their own weapons. He did not believe in a combine, but did believe that every article should bear its own proportion of profits. The day had gone by when you could sell one thing at a loss and make up for it by an exorbitant profit on another. Every commodity had to show a solvent position in itself or there would be a standstill reached soon by the whole business it belonged to. He wished his fellow-members would consider the question of sugar prices carefully, and be ready to give some practicable schemes for the solution of the matter at the next meeting. In the meantime the solution he advocated he thought ought to be tried. He had tried it and it had worked well. He had promptly followed when his competitor quoted 5c. a pound on granulated, and that competitor had to strike his flag very soon and quote sane prices. (Applause).

Mr. Mills belived in the policy that Mr. Gibson recommended and practised. The small grocer need not fear to cope with the large one at this game, as the assemblage of small ones could worry the large one into reasonable courses, and above all could deprive him of his special drawing feature by making the same feature common. The public never expected 20lbs. to the dollar till they were surprised by receiving it. Now the difficulty of getting back to an 18lb. or other rational basis was great.

Mr. Gibson would add to what he said before that every grocer should pay strict and almost exclusive attention to the custom that was really good. Be sharp to those who hag-

gled, who always had the story of lower prices somewhere else. Drive them away rather than yield to them. It is better they should impoverish somebody else.

Mr. White had not heard so much sound sense talked since he had joined the Association. Heretofore the one string harped on night after night was the combine, the Guild. As an association of retailers he had before now expressed his opinion that retail questions ought to be grappled with, and something done to make retail methods more satisfactory. They ought to give more attention to themselves. Certain members were very regular attendants when the anti-combine crusade was going on, their sole study apparently being how to get still lower prices to crowd their fellow retailer. But these members were never here when some remedy was sought for the evils they and their kind did to the trade. He would go in for a fair price, and hope by his example to bring others into the same course.

Mr. Saunders thought the grocers had shown extraordinary stupidity during the last two weeks. They had an excellent opportunity to place the sugar trade on a sound basis but had rejected it.

Mr. Gibson referred to the difficulty of getting good help in grocery stores. The reason was that the salaries paid were wretchedly low, and young men of promise or self-respect would not take to such ill-paying service. And the trade could not afford to pay salaries that would bring in the best class of help, the present ruinous price-cutting making better pay out of the question.

NOTICES OF MOTION.

Mr. Saunders gave notice that he would move at the next meeting that a monthly prize of \$10 be given for the best essay on certain trade topics of interest and value to members of the trade, upon subjects to be selected by the Association monthly, in advance, for the months of December, January, February, March and April.

Mr. Gibson gave notice that he would move the following change in the constitution at the next meeting: "That an officer or member of the executive committee who is absent from three consecutive meetings without furnishing satisfactory excuse, be considered to have vacated the position held by him.

Mr. Gibson also gave notice that he would move at next meeting that a Sick Visiting Committee be appointed. He knew of no more useful committee. When brother members were on sick beds who could befriend them by little offices of kindness better than their fellow grocers? If stock had to be bought to keep the store running, if work or books had to be supervised, none could do it so well as a friendly member of the trade. He cited an instance where great service could have been done and where the consequences of a fellow member's sickness could have been greatly mitigated by such a committee. A general murmur of acquiescence greeted these words.

The meeting then adjourned.

LONDON RETAIL GROCERS' ASSOCIATION.

A meeting of the Retail Grocers' Association, of London, was held in Sherwood Hall, on the afternoon of the 8th inst., with a good representation of members present. The chairman of the picnic committee reported that they had met with better success than anticipated with regard to securing donations in cash and goods as prizes for the picnic. The thanks of this association were then tendered those who have contributed so liberally and willingly toward the picnic fund. The date of picnic on motion was changed from the 22nd to the 29th of July. The secretary was ordered to send special invitations to all contributors, and that the public generally be invited through the press to come to the picnic. The programme committee reported that although they had not quite completed the programme, yet they would guarantee a fine afternoon's sport, and that they purpose providing as much amusement as can possibly be given in an afternoon. The thanks of the meeting were tendered to the Western Fair Board and City Council and those controlling the ring and grand stand for granting permission for use and full control of grounds for the day; also to the Street Railway Company for carrying all children under 12 years of age free, when accompanied by their parents. Communications from Windsor, St. Thomas and Toronto associations were received and duly disposed of, and the meeting adjourned.

HAMILTON RETAIL GROCERS' ASSOCIATION.

At the regular meeting of the Retail Grocers' association the committee appointed to confer with George E. Tuckett on the tobacco question reported verbally. Owing to the new tariff, the price of tobacco is likely to be increased and the grocers want Mr. Tuckett to reduce the size of Myrtle Navy plugs so that they can sell at the old price and retain the margin of profit. The committee reported that Mr. Tuckett had promised to consider the committee's representations, but had given them to understand that, whatever he may do in regard to other tobaccos, the size of the plugs must remain as it is.

The association elected these new members: J. E. Selden, D. Sullivan, D. Canott, F. Smith, Mrs. McKeown and D. Sutherland. T. Morrison, of John street, was proposed as a member.

NOTES.

The Montreal grocers have decided to hold their annual pic-nic at Cuthbert's Grove, Berthierville, on Aug. 5. The grove is splendidly situated, being immediately adjacent to the St. Lawrence River, with good fishing and boating. A deputation consisting of Messrs. Elliott, and Demers, president and vice-president of the Grocers' Association, accompanied by Mr. Ibbotson, Ont., side Passenger Agent of the Canadian Pacific Railway, visited this place a few days ago and completed the necessary arrangements. Train service, etc., is being looked after by Mr. Wm. F. Egg, district passenger agent of the C. P. R.

“ REDUCED ”

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

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

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

Agents for Hamilton :

LUCAS, PARK & CO.,

71 McNab St. North, Hamilton, Ont.

Special figures for five barrels and over.

Special Notice to Grocers and Confectioners.

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

The Snow-Drift Baking Powder Co.,

BRANTFORD.

KOFF NO MORE.

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

R. & T. WATSON, TORONTO,

for Prices, etc.

Mention THE GROCER.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

Represented by

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

LOCKERBY BROS., WHOLESALE GROCERS, MONTREAL, P. Q., ARE OFFERING THIS WEEK

SUGARS. { Barbadoes
TEAS. { and
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE., WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

304, 306 St. Paul St.

143, 145 Commissioners St.

MONTREAL.

THEY ARE FINE !

And sell to a good profit,

HUNTLEY & PALMER'S

BISCUITS--In Casks and 14 lb. Tins.

CAVERHILL, ROSE, HUGHES & CO., Montreal.

BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,

MONTREAL.





A creamery at Chesley, Ont., is making 1,000 pounds of butter daily.

The Winnipeg Early Closing Association had its picnic on the 9th inst.

Mr. J. W. Flavelle, of Gunn, Flavelle & Co., returned from Europe on Thursday.

The Nova Scotia sugar refinery, at Richmond, has declared a half yearly dividend of 2½ per cent.

The stores of Burlington closed at 6 p.m. on the 9th, and will do so every Wednesday during the summer.

The tenders for the penitentiary supplies have been awarded to Thomas H. Johns, Kingston, for groceries.

Mr. Johnson, grocer Sarnia, lost a horse in a fire which burned on Monday the stable in which the animal was kept.

The firm of Johnson & Purvis, grocers, Sudbury Ont., has been dissolved, and the former will continue the business.

Mr. Soles, Dutton, has leased the store lately occupied by Mr. Scates in Highgate, and intends to start a general store.

Clemes Bros. will open their wholesale fruit and commission store at 51 Front St east Toronto, about the first of August.

The Edwardsburgh Starch Company began on Wednesday to quote their "Canada Laundry" at 4½c. a reduction of ¾c. per lb.

Daniel Donoghue, a young man employed with W. J. Morrow, grocer Peterborough, was drowned in the Otonabee river on Monday.

An agitation has been begun in favor of closing stores in New Westminster, B. C., on Saturday afternoon. The ladies are being appealed to assist the movement.

Mr. Wm. Henderson, Moncton, N. B., who formerly had charge of the Western Union down town office has started a grocery store in the Henderson building, Main street.

On Wednesday, Mr. J. C. Conlin started out on his fall trip to the North-West and British Columbia for J. W. Lang & Co. This is the sixth season for Mr. Conlin to cover that ground.

Owing to increasing business at the Vancouver, B.C., sugar refinery, a new warehouse is being constructed. The building is 32 feet long, and extends from the end of the present warehouse.

The thanks of a representative of THE GROCER are due to Henry Cairns, general storekeeper, Eugenia, Ont., for many kindnesses during a trout fishing experience in his neighborhood. Mr. Cairns is one of those genial men who puts himself to no end

of trouble to oblige, and he does it in such a hearty manner that he makes you think that the pleasure is all on his side.

Mr. Geo. S. Johnston, 73 Clarence street, Ottawa, is enlarging his premises, with a view of greater accommodation for immense new stock of general merchandise in dry goods, groceries, hardware, etc.

The firm Edwards, Catchpole & Co., manufacturers of essential oils, flavoring extracts, writing inks and blacking, Toronto, has been dissolved, Mr. Chas. M. Edwards continuing the business alone at 265 Gladstone avenue, Toronto.

Mr. James Edgecombe, for the past eleven years foreman at the Aylmer Canning Factory, will on August 1st sever his connection with that institution to accept the management of a recently established factory at Dresden. Mr. Edgecombe's removal will vacate the position of deputy reeve of that town.

A meeting of the retail grocers of Woodstock was held on the night of the 7th inst., for the purpose of forming a protective association. The association was formed with Mr. W. A. Reid as president, Mr. F. Millman, secretary, and Mr. Jas. Scott, secretary-treasurer. The object of the association is to protect its members in the matter of bad accounts and in other ways.

The name of the E. B. Eddy Manufacturing Company Limited has been changed with advantage, from the point of view of brevity, to the E. B. Eddy Company Limited. A circular advising the trade of this change has been sent out by the president, Mr. E. B. Eddy, who refers to the business intercourse he has had with some of them for upward of forty years.

Amongst their arrivals of new Japan teas, Messrs. Lucas, Park & Co., Hamilton, are showing samples of one that should commend itself to all buyers as being particularly good value, in fact the "cup quality" is one of the finest brought in this year. We allude to their brand "Under Two Flags." The outside facing is very attractive, being a blending of the Dominion and Japanese Naval Flags, and a prominent position being given to the Maple Leaf.

The Hamilton Retail Grocers' Association got up a very handsome 32-page pamphlet for the use of those attending the picnic, held at Oakville, on Wednesday. It contained the programme of sports, etc., the rules and regulations governing the awarding of prizes and the names of the committee of management. This information takes up but a small portion of the book. The remainder is filled up with the advertisements of the wholesale trade and manufacturers who wish to help to make the picnic a success.

The employes of Messrs. R. & T. Watson and John Taylor & Co. went to St. Catharines Wednesday morning with about 300

of their friends per steamer Empress of India and held a picnic and a long list of sports and games. They reached St. Catharines about 11 o'clock, and after dinner men representing the two firms engaged in a game of baseball, which was followed by athletic competitions. An excellent string band accompanied the picknickers and dispensed dance music on the way over and coming home in the evening on the Empress. Every one seemed to be delighted with the trip, and this will probably be the inaugural annual picnic of these firms.

The St. Croix Soap Manufacturing Co. of St. Stephen, N. B., manufacturers of Surprise and Sea Foam soaps, are now employing twenty hands at their factory, and have two agents in the Maritime Provinces and four in Western Canada. They are now making arrangements to be represented in Winnipeg or British Columbia so that their trade will eventually embrace the whole of Canada. A number of improvements have been made the past year in the shape of labor saving machinery, so that now the factory is equipped with the latest machinery known in soap manufacturing, and compares favorably with the best equipped American factories. Their output is entirely laundry soap, of which Surprise soap forms the main part. They are now turning out some eight hundred boxes per week, and have in view the adding of another kettle or pan of large size to the factory and still further increasing its capacity. This building is now one hundred feet front with, an average depth of 65 feet, three stories high, with storage building separate. Their output goes largely through the Maritime Provinces, but their Western Canada business viz, Ontario and Quebec, is growing rapidly, so much so that the proposed additions are to be made for this increasing trade. Their product comes in competition with all soap sold in Canada, and the fact that they are making headway against this competition shows the superiority of their good sound business methods, which are simply to give the best article possible and make the price accordingly. There is an increasing demand for purer and better goods all over Canada, and they are trying to fill that demand.—Halifax Critic.

STORAGE

FREE AND IN BOND.

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

BLAIKLOCK BROS, Agents,

17 Common St., MONTREAL.

ALL GROCERS SHOULD SELL
THE
**Empire
Baking
Powder.**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

M. LEFEBVRE & CO.



Established 1849.

GOLD, SILVER

—AND—

BRONZE MEDALS

Reg. Trade Mark.

20 1st prizes.

MICHEL LEFEBVRE & CO'Y

Manufacturers of

Lion--L--Brand

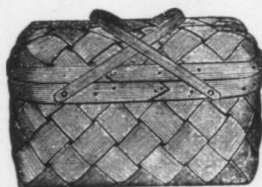
Pure Vinegars, Mixed Pickles, Jellies, Jams,
Preserves.

Montreal, P.Q.

P. DOTY & SON,

(Successors to W. B. Chisholm)

MANUFACTURERS OF



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

OAKVILLE ONT.

**SOMETHING NEW !
A GREAT TREAT.**

Fresh Cod

TONGUES

In 1 lb. Tins.

This is the Delicacy of the Season.

Pronounced by connoisseurs far ahead of
oysters.

A GREAT LUXURY.

Apply to

EBY, BLAIN & CO., Toronto.

STEWART MUNN & CO., Montreal.

JAS. TURNER & CO., Hamilton.

LUCAS, PARK & CO.,

Send for Samples.



**STUART,
HARVEY & Co.**

Importers and

WHOLESALE GROCERS

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

HAMILTON, ONT.

FOR THE
HOME, PICNIC,
CRUISE, or CAMP

The "STAR BRAND" delicious

HAMS & BACON

CAN BE HAD FROM ALL THE
BEST GROCERS

F. W. FEARMAN,
Hamilton, Ont.

E. Lazenby & Sons,

18 Trinity St., London, S.E.

SOLE PROPRIETORS OF

Lazenby's Harvey Sauce,

We beg to remind our friends that EVERY ARTICLE
prepared by us is ENTIRELY UNADULTERATED and
our labels are affixed to the CHOICEST DESCRIPTION
OF GOODS only.

For full Price List on application to

A. P. TIPPET & CO.,

1 Wellington St. E., Toronto.
or St. JOHN, N.B.



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



**Ram Lal's
PURE
INDIAN TEA**

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

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

JAMES TURNER & CO., - - **Hamilton.**
WHOLESALE AGENTS.



A LETTER

Received by us a few days ago from a traveler contained

62 ORDERS

Not bad for two days work was it. Everybody buys our goods. Why should not you and

Save Money

Empire Tobacco Co.,

Montreal.

EGG MARKET REPORT.

Tulloch & Co., London, England, send to THE GROCER the following report: During the last few weeks, the market has been heavily stocked with continental descriptions, supplemented also by large domestic supplies. Consequently prices have tended downwards, and at the present time inferior goods are practically a drug in the market. The position for all but the best selected goods is rendered further unfavorable by the very low prices at which other food stuffs are being offered here. In fact, there have been sales made of inferior qualities, as low as 4s. to 4s. 6d. per long hundred, less usual allowance. Under present circumstances, therefore, bearing in mind that there is still some amount of prejudice against Canadian imports, we cannot see, even supposing that shippers can lay the goods down here in a fairly fresh condition, that business could be worked to show any margin.

From investigations we have made we find that undoubtedly the breakages in Canadian shipments have been decidedly in excess of other imported qualities, a fact which we cannot but consider is largely due to the small packages in which these goods are sent over; as, being comparatively light they can be handled by one man, but without that amount of care which is needed to properly protect contents. When packing is adopted in the longer double cases, as suggested by us at an earlier date, it is found that the extra weight necessitating handling by two or more men, the package is not liable to such rough handling.

We have also noticed this further drawback amongst many shipments coming on this market, viz., that the eggs are more or less tainted by the packing, specially has this been so when packed in paper compartments or shavings. Even when clean dry straw is used, there is always a certain amount of taintedness in the eggs, but it is a peculiar fact that so far, with all experiments that have been made, as regards the former two styles of packing, the taintedness is distinctly more strongly brought out when boiling the eggs, than as regards the latter. It would seem therefore that in the case of the paper and shavings, the odor permeated through the shell of the egg, whereas in the case of straw it did not.

So far we do not consider that the steam lines running to this port have provided sufficient facilities for the transit of these goods to encourage the trade.

It is customary for many of the steamers to call at the mouth of the river to land cattle and thus a delay of often a day or two is occasioned, as the eggs are only delivered at the docks.

As illustrating this delay we believe that recent shipments arriving on this market have been shipped via Liverpool on a through rate, and have been received here it is estimated at least three to four days earlier than they would come to hand by direct steamer to London.

HOW THEY SALTED A FRESH DRUMMER.

Some of these old traveling men who have been on the road so long that they look lonesome when they are not carrying a gripsack, have a good deal of fun with fresh drummers who are out on their first trip. Lately there were several of these missionaries at Delavan trying to convert merchants to the true faith and among them was one from Chicago who needed salting. It was his maiden trip, and he was like a new book agent who has learned a piece to speak and was practising it on the people. He was so new that if you touched him you would be liable to get fresh paint on your hands. He was in a store discoursing on the greatness of Chicago, her enterprise etc., and finally spoke of all the charities that all Chicago people were noted for. He said that a true Chicagoan would divide his money and clothes with those in distress. Charley Mott, a Milwaukee Elk, who has traveled some, heard the cheering words, and to him to think is to act. The Chicago young man, in the effort, had removed his overcoat on account of the heat, and the merchant and several citizens, including a man who was canvassing for clothing for the Dakota sufferers, were gazing at the young man in admiration. Charley took the Chicago man's overcoat, with its fur collars and cuffs, and folded it up and wrapped it in a paper, tied a string around it unbeknown to its owner, took a pen and wrote on the package, "For the Dakota sufferers," handed it to the man who was collecting for Dakota and went out to another store. The Chicago man spoke his piece and then looked for his overcoat, which was gone. He turned pale and then howled. Finally the coat was found in the possession of the Dakota collector and he was asked to give it up, but he would not. He said that a chunky-built man that looked like one of these fat little angels, only he had a moustache, had handed him the package and he couldn't give it up. There was a stirring time until Charley Mott could be found. He was discovered and charged with giving away the coat. He admitted that he did, but said he supposed, from the remarks of the Chicago man, that it was his intention to give the coat when he took it off, and he thought it would save time to wrap it up at once. He said talk would never keep anybody warm in Dakota. What they wanted was clothes.

"How do you know," said Charley, "but some fellow in Dakota, about your size, is starving for an overcoat."

The Chicago man said he couldn't spare his coat, but he was willing to do something for the sufferers, and if they would give him back his fur coat he would give five dollars toward the sufferers, and they compromised for that amount, though Charley said that the coat ought to go to Dakota, as it would look well on some farmer out in a blizzard driving oxen to water. The insulted Chicago young man has a string tied to his coat now when he takes it off.—Peck's Sun.

One Trial

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

DIAMOND BAKING POWDER in 1/4, 1/2 and 1 lb. tins is more satisfactory and nets you a better profit than any first-class powder on the market.

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

W. H. GILLARD & CO.,
WHOLESALE GROCERS, HAMILTON, ONT.,
 Agents for Canada.

ALL GROCERS SHOULD SELL
 THE
EMPIRE
BAKING
POWDER

Manufactured by
ELLIS & KEIGHLEY,
 TORONTO.

W. A. McCLEAN
& CO.,
 OWEN SOUND

OFFER TO THE TRADE
 LONG CLEAR
 BREAKFAST
 SMOKED BACKS
 SMOKED BELLIES
 SPECIAL ROLLS

BACON

Write for Quotations.

JAMES E. BAILLIE,
PORK PACKER, TORONTO.
 Hams, Breakfast Bacon Rolls.



GANONG BROS.,

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MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND  REFINED LARD.

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

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

Packed in 1/2 and 1/4 gross cases.

Ask your wholesale grocer for it.

Sole manufacturer for Canada.

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

GEO. MATTHEWS

-PACKER and CURER.-

HAMS

BACON

LARD

PORK

PURE LEAF LARD A SPECIALTY.

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



TORONTO MARKETS.

TORONTO, July 16, 1891.

GROCERIES.

The influence yet in the ascendant in the grocery market is that of small fruits, which favorable weather is bringing into rapid maturity everywhere. Strawberries are succeeded by raspberries, cherries, gooseberries and currants, which crowd upon the housewives of the country in unusually large volume for the opening of the season, as they have come in almost simultaneously. The effect is to keep up the rush for sugar, which goes out as fast as the refineries can get it ready for the market, and would go probably as fast for another week if the producing capacity were one-half greater than it is. Sugar almost monopolizes attention, so that the business of the week with outside buyers yields little material to comment upon but the sugar trade. Local trade has been very greatly benefited by the incursion of visitors to the city that have come here to attend the National Educational Association's convention, which has added many thousands to the number of Toronto's regular consumers. Canned goods have been bought freely, as has tea, coffee, and other lines, by local retailers.

CANNED GOODS.

The small quantity of stock on the market last week has been further reduced this week, the local demand alone having made a considerable inroad upon supplies. Present appearances indicate that the pack of '90 and the pack of '91 will merely about meet each other, and that no long jagged edges of the former will be overlapped by the latter. Prices are unchanged, but as the stock in some lines is about out, the quotations for present business in such goods are little better than nominal. Tomatoes are firm and will soon be unobtainable at \$1.55 to \$1.60. Corn is \$1.10 to \$1.25, and peas are \$1.40 to \$1.50. Salmon is fairly active at \$1.40 to \$1.55. The favorable reports of a large catch cannot affect the prices of present stock, as that is apt to be off the market by the time goods prepared from that catch are ready. The business in futures is beginning to receive some attention from the retail trade, who are sending in orders now and then for tomatoes, corn and peas on a basis of \$1.10 for choice brands, and \$1 to \$1.05 for others. The jobbers do not all with equal eagerness undertake these orders, as their ability to fill them at those prices is subject to conditions which have to be specified in the contracts with the packers. With the bargain an absolute one, the jobbers are not all ready to jump at offers at these figures.

COFFEE.

The coffee market is featureless. There has been a moderate demand at steady prices. Rios are 21 to 22½c.

DRIED FRUIT.

The trade in Valencia rasins, particularly in the poorer grades has been active, 4¾c. being the lowest price at which sales were made. The finest off stalks are held at 6c., though very good go at 5½c. Currants locally quote much the same as they did a week ago, though an advance of ¼ to ⅜c. in the New York market on Monday has made prices here much firmer. The advance in New York was merely a recovery to a normal state of the market, owing to the disappearance of a very large stock that had been brought into the trade by one buyer in the spring at easy prices. This market followed the New York market at that time but tentatively, and prices righted themselves by degrees. Prunes are moving still at 7¾ to 8c. in cases.

NUTS.

There is only the small demand for nuts from the trade which is usual at this season. Stocks and prices are unchanged.

RICE AND SPICES.

Rice is in request and the stock of it on this market is rather light. Aracan remains at 3⅞ to 4c. Spices are steady and featureless.

SUGAR.

The position throughout the interval since last issue has been one of increasing disability on the part of jobbers to keep pace with the demand, the refineries being more than ever unequal to the task of providing sugar as soon as it is wanted. Wholesalers are impatiently waiting for every carload that arrives, and when it does get in it goes but a short way to satisfy the cravings of the demand which the fruit season keeps up among consumers. A hundred barrels a day are but a drop in the bucket. Retailers who send in for 15 barrels have often to be content with one for the moment. The prices have not changed for any but low grade yellows, which are selling as low as 4c., some Woodside yellows having been brought on the market to sell at that figure. Granulated is 5c. in 15 barrel and larger lots, and 5⅞c. in smaller lots. The strong bent of the demand is for granulated, and as the capacity of the refineries is taxed to produce enough of that sort, the price of higher grade yellows is firmer in consequence. Raw sugar advanced in London on Tuesday, and the general situation is one of firmness.

SYRUPS AND MOLASSES.

The demand for syrups is slack. A scarcity of low grade stock is not felt to be much of a drawback, as little of that or any other kind is wanted these days. Molasses is as firm as ever, but in unchanged quotation, and a considerable quantity goes out, the sort of cooking that calls for it in this province being now quite general.

TEAS.

A moderately good business goes on in medium teas, the grades that are in fullest stock. Japans continue to come in, low and medium grades having just begun to arrive, New season's at 19c. is the lowest. Full stocks of low grades will soon be on hand. The want of Young Hysons is not felt so much as before the receipts of popular grades of Japans.

PETROLEUM.

Prices are steady, and the demand is easy. No change has taken place in any of the features of this market.

DRUGS AND CHEMICALS.

The hot weather keeps up the demand for summer drink constituents, for fly poison, disinfectants, etc., but the price of everything is unchanged. Trade generally is rather steady in staple lines.

BUTTER AND CHEESE.

Choice dairy tubs are in as eager demand as ever, though the supply of them has been improving. The local market is good, as boarding houses, hotels, restaurants and many private families have more than doubled their demand for the guests come to attend the N. E. A. Convention. This offsets locally the effect of the summer migrations to places of seasonal resort. Good dairy tub brings 14 to 16c., but only strictly prime ever attains to the upper value. There is a scarcity of cooking grades which is now felt very strongly, as the sort of edibles involving the use of such grades in their composition are more generally produced at this season than in others. Creamery butter is not receiving much local attention. One large lot of tubs changed hands at 19c. outside on Monday. Most of the business done is on shipping account, and that is a limited business.

Cheese is still easier. Good May and June stock is weak at 9¼ to 9¾c.

COUNTRY PRODUCE.

BEANS—Few are to be had and few are asked for, but the range of prices, \$1.55 for common and \$1.70 to \$1.80 for fine hand picked is unchanged.

DRIED APPLES—Have shrunk into comparative insignificance, in market attention, in the face of the supply of small fruits. They are also in small compass. Quotations remain at 7¾ to 8¼c.

EVAPORATED APPLES—Are not showing much of the interest that keeps up the market in produce. Some inquiry on shipping account is heard from, but it is limited. Stocks are fairly large yet, and prices run from 12 to 13½c.

EGGS—This market is just now furnishing an exhibition of what a slight concentration of the demand upon one point lightly stocked

CLEMES BROS. :-

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

NEW SEASON'S
GARDEN PICKED
JAPANS.

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

James Lumbers

Wholesale Grocer,

67 FRONT STREET EAST,

TORONTO, ONT.

Brain Tire and Worry Offset.



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

ST. LEON
is the
SWEETEST
REFRESHER.

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

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

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THE
EMPIRE
BAKING
POWDER.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

TO GROCERS.
SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

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



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

IS A BOOK

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

Which will secure an increasing trade,

ANY USE TO YOU ?

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

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

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

PRICE 1.00.

TORONTO.

REFERENCE : The Wholesale Grocery Trade of Toronto.



Seasonable Goods.

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

Sold by First-Class Grocers everywhere.

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

MARKETS—Continued.

with eggs will do. Supplies needed for households this week were many times larger than the average proportions of the summer demand, and prices here accordingly went up on Monday to 14½c., with 15c. asked and in some cases paid. On Tuesday some holders who had made provision for a supply beforehand were selling at 14c., but most were steady to 14½ to 15c. The market is apparently but in a temporary state and is therefore unsettled at 14 to 15c.

HAY—Is \$11 to \$11.50 for baled timothy. Supplies are not by any means liberal at these prices.

HIDES—Continue dull at 5c. for No. 1 green and 6¼c. for buffs.

HONEY—Is very dull at 7 to 10c. for strained, and 14 to 16c. for sections.

HOPS—Are steady at 35 to 38c. for '90, and 25c. for choice yearlings.

OATS—Are somewhat quieter and easier at 51c. on track.

ONIONS—Are steady at \$4 per sack for Egyptian.

POTATOES—New are the chief sort in stock. They are \$3.10 to \$3.25 in cars and \$3.25 to \$3.50 out of store. Old are \$1.10 to \$1.20 in broken lots, and \$1.30 out of store. They are very scarce.

SKINS—Are unchanged at 25c. for pelts, 35c. for lamb skins and 5 to 7c. for calf skins.

STRAW—Is \$6 to \$8 and quiet.

WOOL—Is flatter than ever at 18 to 19c. for fleeces.

FISH.

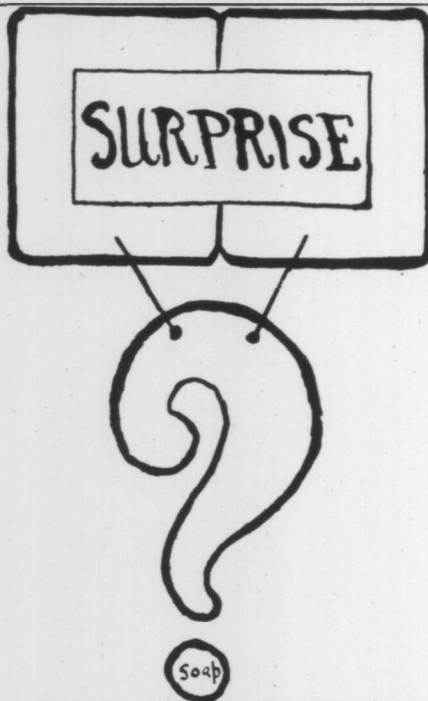
The demand is light, stocks are kept down and trade is in a rather dull condition. The hot weather and the fruit supply are unfavorable to early improvement, which is never looked for at this time of year. White fish and salmon trout are unchanged at 6½c. Lake herring are still dull at \$1.50 to \$1.75. Salmon is in some request at 15 to 16c. The week has been locally a better one than last, for the same reason that it has been better in other lines on the spot.

GREEN FRUIT.

The week's trade has been fairly good in small fruits, but all green fruits except lemons have been in fair demand. The weather has been propitious for the sale of lemonade and lemons have gone off very well. There are no changes in prices of any moment. Messina oranges are \$4.50 and about done. Rodis are \$6.50 to \$7 and scarce. Mediterranean sweets are in good supply at \$5 to \$5.50. Lemons are \$5.50 to \$6. Bananas are \$1.50 for seconds and \$2 for firsts. Pine apples are \$2 to \$2.50 per doz.

SMALL FRUITS, ETC.

The market is very liberally supplied, the difficulty of getting sugar making the demand rather duller than it was sometime ago. Strawberries are 9 to 12c. per box, and all but done. Raspberries are 11 to 13c.; gooseberries, small, per basket, 60 to 80c.; gooseberries, large, per basket, \$1 to \$1.25; peaches



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

Branches :

MONTREAL : 17 St. Nicholas St.

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

MONTREAL MARKETS.

MONTREAL, July 16 1891.

The grocery market has been fairly active during the week, more especially for sugar, the demand for which has been maintained so that prices now are firmer on granulated, especially the reduction in the price of which is inducing a large call. In the whole matters are very encouraging in connection with the various branches of this business, and will it not for the season of the year more trade would probably be doing.

SUGAR.

There has been a good active trade doing in sugar and granulated especially has come in for a good deal of attention and prices in consequence are firm at 4¾c. and we hear of reported sales at a fraction better than that. Yellows are in good demand at about 4c. No raws are to be had, but there is a good enquiry for them, and prospects are good for trade when any stock is on the market.

Syrups are nominal as the refineries are not offering any to speak of, so we do not quote any price in the meantime.

MOLASSES.

Molasses have been quiet with few transactions of importance, the only sale being one round lot at 40c. The market on the whole however, although quiet, is essentially strong.

TEA.

Tea has been fairly active during the week, but business in the aggregate has been small, owing to the fact that offerings are very

per crate, \$1.75 to \$2.25; watermelons, each, 30 to 40c.; cucumbers, per doz. 60c. to \$1; cherries, cooking, per basket, 75c. to \$1; cherries, eating, per basket, 90 to \$1.10; tomatoes, per crate, \$1 to \$1.25; apples, southern, per bbl. \$3.50 to \$4.50; currants, red, per basket, \$1 to \$1.25; currants, black, per basket, \$1.50.

PROVISIONS.

The demand has become quite keen and prices are firming in consequence. Outside inquiry is strengthening the position of smoked meats, particularly hams.

BACON—Long clear is firm at 8 to 8½c. Bellies are 10 to 10½c.; backs 10c.; rolls 8 to 9c., and quite firm.

HAMS—Rule higher, some houses having advanced to 11½ and 12c., but others hold their quotations unchanged at 11 to 11½c. A strong Western inquiry has given tone to prices, and strengthened the expectation of an early shortage.

LARD—Is firm at an advance, quoting at 10 to 10¼c. The scarcity of cooking butter and the fact that United States pure would cost 11½c. laid down here make prices stiffer.

MESS PORK—is steady at \$15.50 to \$16 for heavy and \$17 for short cut.

SALT.

The trade in salt has been very good this last week. The sales are 2 cars bbls. at \$1.20, 1 car sacks at 70c. 1 car dairy \$1.25. Smaller quantities remain at the same price.

DRY GOODS.

Nothing has developed in the dry goods trade to change materially the situation, which is rather hopeful in the outlook than active in the reality.

WE ARE BUYING
Dried Apples.
SEND SAMPLES
AND QUOTATIONS

ESTABLISHED 1890.
STANWAY & BAYLEY.
BROKERS
AND
GENERAL COMMISSION MERCHANTS.
44 FRONT ST. EAST. TORONTO.

WE ARE BUYING
Evaporated Apples
SEND SAMPLES
AND QUOTATIONS.

ALL GROCERS SHOULD SELL
THE
**EMPIRE
BAKING
POWDER.**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

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

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

Consignments solicited and business transacted
for Eastern Canada Merchants.

Established 1886.

VANCOUVER, B.C.

References : Bank of British Columbia.

WILLIAM RYAN,
Produce and Commission Merchant,
72 FRONT ST. EAST, Toronto, Ont.
WANTED,
CHOICE DAIRY BUTTER

Correspondence Solicited.



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

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

ORANGES.

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

J. F. YOUNG & CO.,
PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

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

We Furnish Egg Cases. Try Us.

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

FANCY CALIFORNIA EVAPORATED AND
GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign
Fruits, Figs, Dates, Nuts, etc., furnished on appli-
cation.

29 Church St., Toronto

TELEPHONE 806.

ESTABLISHED 1841.

W. H. Schwartz and Sons,
Coffees,
Spices,
Mustard.
HALIFAX, N.S.

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

For Choice full flavor goods send us a
Sample order.

Jas. Park & Son,
Toronto, Ontario.

**GOLDEN BRAND
CANNED
FINNAN HADDIE**

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

AGENTS,

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

KING, GRAINGER & CO.
81 Front St. E.

Produce and Commission Merchants.

BUTTER, EGGS,
and Country Produce.

Correspondence Solicited. Prompt Returns Mad
TELEPHONE 2237.

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

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

41 St. Francois Xavier Sts., Montreal.

LAURENCE GIBB

Provision Merchant,

83 COLBORNE STREET, TORONTO.

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

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

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

Reesor & Rogers,
Produce and Commission Merchants

Solicit consignments of Country Produce
from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Established 1874.

W. H. SMITH,
Wholesale Produce
Commission Merchant

186 KING ST. EAST, TORONTO.

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

McLAREN'S

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



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

MONTREAL Markets Continued.

light here. All new crop Japans arriving are quickly picked up at 18 to 23c. There is no business in blacks to note.

COFFEES.

Coffee is scarce as ever, while the enquiry, especially for Rios and Jamaicas, is active. Sales to arrive of both descriptions have been made at 19½ to 20c. There is no stock on spot in first hands.

RICE.

There is a fair distributive trade in rice at unchanged prices. We quote Patna \$4.50 to \$5, choice \$4.25 to \$4.50, standard \$3.90, and off grades \$3.50 in car lots.

FRUIT.

In dried fruit supplies generally have been well reduced, and as a natural consequence business has been small since our last. Valencia raisins have been steady, and recent cables from Denia state that reports from all districts report a smaller quantity this year than expected. Locally there has been more enquiry for the fruit as there has been for other articles, and we quote prices firm at 3¾ to 4c. Currants are as scarce as ever, in fact there are none on spot, but there have been some sales to arrive a week hence at our quotations, 5¾ to 6c.

In green fruit business is of a steady, seasonable kind. Lemons are easier at \$4.50 to \$5, and oranges unchanged, \$6 to \$7.50 per case.

CANNED GOODS.

The feature in the canned goods market has been an absence in tomatoes, and holders are now asking from \$1.45 to \$1.50. Salmon, quiet, and buyers do not seem anxious despite bullish reports from the coast. Taken on the whole, indications point to good, fair pack this year.

FISH.

This market is in a purely nominal position at present, and there is not enough business doing to note a quotation for the market in a strictly wholesale way in any line. All descriptions of stock are worked down to a very slim basis, a few new cod are arriving but we hear of nothing in connection with them yet.

HOPS.

Hops are dull and quiet with only an odd jobbing sale now and then as brewers claim to be well supplied and are not taking anything to speak of. About 25c. is the idea for what stock there is, but business is very small.

PROVISIONS.

The provision market has been without feature since our last. We quote prices as follows:—Canadian short cut, per barrel, \$16.25 to \$16.75; mess pork, western, per barrel \$15.00 to \$15.50; short cut, western, per bbl \$16.25 to \$16.75; hams, city cured, per pound 10 to 11c; hams, canvassed, per lb 0 00 to 0 00c; lard, Canadian, in pails, 8¾ to 9c; bacon, per pound, 9 to 10c; lard, com., refined, per lb, 7¾ to 8c.

EGGS.

Export shipments of eggs continue, but local demand in itself is quite sufficient to keep prices steady at 12½ to 13c.

BUTTER.

It is still a matter of a stand off between buyers and seller on creamery, consequently business in a wholesale way is small. Holders want 19c. and buyers can only see a margin at 18½c. The same remarks apply to Western dairy, holders ideas on which are also too high for an export basis.

British Markets.

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

Canadian Produce

in British Markets.

We have a large trade in

Cheese, Eggs, Butter,
and Apples, also

Canned and Evaporated Goods,
Honey, etc., etc.

Liberal advances made on suitable goods.

Correspondence Solicited.

IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

CHEESE.

The market has a steadier feeling, all the June make having passed out of first hands. Operators therefore are not so pessimistic. Recently sufficient business has been done in a quiet way to demonstrate the fact that 8¾c. is the basis for finest colored and 8½c. for finest white. The cable has advanced 6d. and advices from the other side are somewhat more encouraging.

GRAIN.

The grain market is quiet, the only business to note being small movement in oats. The stocks in store compared with those of a week ago show a decrease of 96,361 bushels of wheat, 14,630 bushels of oats, 4,519 bushels of barley and an increase of 730 bushels of corn, 6,498 bushels of peas. Compared with a year ago there is an increase of 262,042 bushels of wheat, 133,792 bushels of peas, 2,379 bushels of oats, and a decrease of 111,122 bushels of corn, 133,792 bushels of peas, 11,407 bushels of barley. We quote: No. 2 hard Manitoba, \$1.10; to \$1.12; No. 3 do., 99c; No. 2 Northern, \$1.01 to \$1.03; feed do., 62c. to 65c.; peas, 90c. per 66 pounds in store; 91c. afloat; Manitoba oats, 52½ to 53½c. Upper Canada do., 55½c. to 56½c. per 34 pounds; corn, 72c. to 75c. duty paid; feed barley, 56 to 58c.; good malting do., 65c. to 67c; rye, 83c. to 84c.

FLOUR.

The flour market is fairly steady and there has been considerable export shipments since our last, in the aggregate 20,000 sacks of hard wheat patents and strong bakers. The stocks in store show an increase of 5,369 barrels over a week ago. We quote:—Patent spring, \$5.50; patent winter, \$5.25; straight roller, \$4.90 to \$5.00; extra, \$4.60 to \$4.70; superfine, \$4.00 to \$4.25; city strong bakers', \$5.25.

ST. JOHN, N.B., MARKETS.

ST. JOHN, N.B., July 15, 1891.

We do not notice any material change in the grocery market since our last. The wholesale houses all have been fairly busy. Sugar is still the leading staple, and the activity of it seems to have increased the sales in other lines.

FLOUR—Though there has been a steady demand for breadstuffs in a jobbing way buyers are holding off and talk of lower prices, and we have heard of slight concessions being given to make sales. Manitoba patents are selling at \$6.10 to \$6.25, Ontario high grades \$5.65 to \$5.70, medium patent \$5.35 to \$5.45.

CORN MEAL—The market remains unchanged and the demand limited to present requirements. Stocks are being gradually reduced, while \$3.35 to \$3.45 is the present jobbing price.

SUGAR—The past week a gradual increase in the price of refined sugars has been noted, and grades which then could be bought for 3¾c. are now selling at 3¾ to 4c. The demand still keeps up, and present prices are: Granulated, 4¾ to 4¾c.; yellows, 3.90 to 4¾c.

BUTTER—Is still coming in freely, and prices have not altered since our last.

EGGS—Have come in quite freely the past week and a gradual lowering of the price has been the result. They are now selling at 13 to 13½c.

PROVISIONS—We have had a quiet trade in all kinds of smoked meats as the market has been overstocked and holders are offering at considerably lower prices than usual to affect sales with a poor result. The direct cause is unscrupulous packers allowing their salesmen to sell all they could to jobbers and then going to the retailers and filling them up as well. Clear mess pork is selling at \$16.50 to \$17. Beef \$15.25 to \$15.50.

FISH—The arrival last week of several cargoes of cod and pollock broke the price for those kinds, somewhere near \$3.50 being paid for mediums and \$4.10 for large. Since then the price has stiffened up some and \$3.75 for mediums and \$4.25 to \$4.30 for large cod has been paid. Pollock \$1.60 to \$1.75. Pickled fish are coming in in very small quantities and are selling at good prices.

MAY IT GO ON INCREASING.

COBOURG, July 10th, 1891.

MESSRS. J. B. MCLEAN CO., TORONTO.

DEAR SIRS.—Enclosed please find \$2 to renew our subscription to THE CANADIAN GROCER. We are pleased to notice the increased circulation and hope it may go on increasing as it should be taken by every grocer. Yours truly,

GUILLET BROS.

AN EQUIVOCAL PUFF.

"Did you see the notice I give you?" said the editor to the grocer.

Yes; and I don't want another. The man who says I have got plenty of sand, that the milk I sell is of the first water and that the butter I sell is the strongest in the market, may mean well but he is not the man I want to flatter me a second time.—Ex.

SPECIAL TO OUR SUBSCRIBERS.

We would ask our subscribers to take notice that W. J. Weatherley is no longer in our employ. He, therefore, has no authority to collect or transact any business whatever for this journal.

The commanding officer of the British war ships in Newfoundland waters has issued an order closing 58 lobster factories along the French coast, which, it is alleged are running in violation of the modus vivendi. Over a thousand fisherman and others are thrown out of employment by this action and there is much indignation among the residents of the French coast.

A Moncton N. B. merchant opening a tea chest the other day found it filled with a white substance in pieces about the size of tea, but otherwise totally unlike it. In the bottom of the chest was a sandal made of grass, woven together and tied with grass thongs, several small pieces of red clay, such as is used in making statuettes. The material has been sent to St. John for analysis.

BREADMAKER'S DRY HOP YEAST

Makes light white, wholesome, and delicious Bread.
For sale by all wholesale grocers, at \$1 per box.

Manufactured by

THE BREADMAKER'S YEAST CO.,
TORONTO, ONT.

Brantford New Mills.

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

J. & R. ROBSON,
Brantford, Ont.

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

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

A MOST ATTRACTIVE PRIZE LIST

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

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

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

MELDRUM & DAVIDSON,

MERCHANT MILLERS,
PETERBORO',

MANUFACTURERS OF
Choice Winter Wheat and Manitoba
FLOURS

Mikado, White Lilly,
Delight, Manitoba

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

HALIFAX AGENT. J. P. Cox.

Dominion Mills,
LONDON, ONT.

HEADQUARTERS FOR

OATMEAL

CORNMEAL, POT BARLEY,
SPLIT PEAS, ROLLED WHEAT,
AND ALL BREAKFAST CEREALS.

Write for Samples and Prices.

CARTLEY & THOMSON,
303 to 311 Talbot St.

The Ontario Produce Co'y.

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

BUTTER

—AND—

EGGS

In good demand and prices improving.

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

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

4 Adelaide St. W., Toronto.

A responsible agent wanted in every town and city.

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -
(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

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

HODD & CULLEN
Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

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

Heavy dealers in

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

Quotations by wire.

Address, **STRATFORD, ONT.**

EMBRO
OATMEAL
MILLS.

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

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

OWNED BY JOBBERS.

About a year ago we called the attention of the retail trade to the fact that a good many of them were laboring under a serious disadvantage with their competitors owing to their dependence upon the jobbing trade for support, they being, indeed, almost literally slaves of the jobbers. This state of affairs, which still exists, is not the fault of the wholesalers, who would rather have their customers stand alone and meet their obligations promptly, but is due to the circumstance that many retailers begin business with insufficient capital. Lack of cash is not an insuperable obstacle to the building up of a successful retail business, provided sufficient energy is put into the experiment, but a respectable percentage of small dealers in this country do not seem able to overcome it, and remain for years upon the very verge of failure. It is from this class of dealers that come the complaint of the unprofitableness of the grocery business—a complaint that is discovered to be founded upon a very unsubstantial basis when one has an opportunity to converse with a retailer possessing experience and ample financial resources, such a one, for instance, as a grocer from a thriving interior town of this State whom we met the other day, and who said in answer to a question: "Business is fair—no 'boom,' of course; but the grocers in our town are making money, as every grocer should who starts right and uses judgment. Of course a retailer must know how to buy and when to buy, and he must have the necessary capital to enable him to get goods at bottom prices, to take advantage of bargains, &c. If a dealer possessing a knowledge of his business and adequate capital, fails to make money, it must be because he neglects his business. I know of retailers, however," said the grocer, "who have hard work to make both ends meet, because they are always in debt; having started in debt they never have been able to catch up with their liabilities, and are practically owned by some jobbing house with whom they are compelled to trade, but who some day will be forced to close them out."

The exercise of self-denial, economy and industry would soon enable nine out of ten of the retailers who are thus hovering on the brink of failure, and who retain the nominal control of their businesses by sufferance of the jobbers, to pay off their debts and assume an independent attitude. They would then be able to accept the discounts on certain goods, to take advantage of a bargain whenever the opportunity occurred, to buy at rock bottom prices in every case, and, indeed, to make money in numerous ways, whereas now they make but a bare living.—*Merchants' Review.*

WHAT IS THE REASON ?

Let any one walk through the streets of his city and see the men that have been in business for years. He will find some that started with only a limited capital and have advanced from year to year until they have gained a good competency. He will find others are just about where they were when they started years ago. They have managed to scrape out a living, and that has been all.

Now, in cases like the two above mentioned ones, there must be some cause or reason why the one has advanced and the other has failed or remains just where he was when he started in business. We do not believe we have the solution, because many causes enter into the business life of a man. We do not believe we can tell the reason why many do not succeed.

Do you know the character of the goods you sell? It's not a nonsensical question by any means. Visit the merchants stores and convince yourself. Here is a man that has goods upon his shelves that have become shop-worn. He can't sell them, let alone give them away. Here is a man that hasn't any. Now, there is a difference between these two buyers, and what is it?

A man goes to his tailor and finds that the clothes he has been buying don't wear well. He changes tailors, and finds that his clothes wear much longer and better. Why is it? Was the first man a good judge in buying cloth, or was the second one a good judge?

Then, again, do you know what it costs you to do business? In other words, what per cent of your profits must be deducted for

expenses? How many of you ever sat down and figured up all your expenses, taking into account breakage, loss by waste, as well as loss by over-weight and over-measure? Do it once and see what margin you have left.

The successful business man is the one that has a sharp lookout to purchase the best goods in the cheapest markets. He knows to almost a dollar what it costs him to sell his goods. He has few, if any, to see through bad debts, because he knows who to give credit to and who to refuse. Nothing is too small to escape his attention. If he finds a clerk has a customer that is hard to please, and is taking no interest in selling the customer goods, he takes that customer in hand and lands him. So we could go on and enumerate. Give this subject a little attention, and some day you may thank us for this article.—*Merchants' Mail.*

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

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

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

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

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.



GOLD

MEDAL

AWARDED

DELHI CANNING CO.,

Jamaica Exhibition.

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

Delhi Fruit and Vegetable Co.,**FACTORIES : DELHI AND NIAGARA.**

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

DAVIDSON & HAY

Wholesale Grocers,
36 Yonge Street,
TORONTO, ONT.

WE ARE NOW PREPARED

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

Sloan & Crowther

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

MACKEREL

(In Kits)

H. P. ECKARDT AND CO

Wholesale Grocers,
3 FRONT ST. EAST, TORONTO.

Thos. KINNEAR & Co

Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

35 and 37 Front St. East,

TORONTO, ONT.

SUGARS, COFFEES AND TEAS,
SPECIALTIES.

EDWARD

ADAMS & CO.

ESTABLISHED 1846.

Wholesale Grocers and Importers of

TEAS,
SUGARS,
COFFEES,
TOBACCOS.

95 & 97 Dundas St., London, Ont.

BALFOUR & CO.,

IMPORTERS OF TEAS

—AND—

WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR

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

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

SMITH & KEIGHLEY

Wholesale Grocers and Importers of

TEAS,
COFFEES,
SUGARS,
and General Groceries.

Large assortment new season's Japan Teas. Extra value. Write for samples and quotations.

9 Front St. E., Toronto

" MONSOON "

Is the Registered Trade Mark of the

PURE INDIAN TEA

That has become such a favorite.

These Teas have had a Three Year's Test.

Particulars on application to

STEEL, HAYTER & CO.,

Growers and Importers,

11 & 13 Front St. E. Toronto.



This celebrated brand of
CEYLON TEA
Is packed expressly for

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

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

IMPORTERS.

Just to hand :

NEW JAPANS

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

Send for samples and quotations.

J. F. EBY.

HUGH BLAIN.

LOBSTERS

1891

PACK.

First New Stock in the Market.

WRITE FOR QUOTATIONS.

EBY, BLAIN & Co.,

Wholesale Grocers,

FRONT AND SCOTT STS. TORONTO.

PROGRAMME OF THE TORONTO GROCERS' PIC-NIC.

1. Boys' race—200 yards, open to grocers' sons and employees under 16 years of age. 3 prizes. Entrance fee 10c.
2. Butcher boys' race—200 yards. 3 prizes. Entrance fee 25c.
3. Old mans' race—100 yards, open to members of association only, over 45 years of age. 3 prizes. Entrance fee 25c.
4. Girls' race—100 yards, open to grocers' daughters under 16 years of age. 3 prizes. Entrance fee 10c.
5. Target competition—(blindfolded), open to travelers connected with the trade and master grocers, (other conditions for travelers same as No. 8.) 3 prizes. Entrance fee 25c.
6. Putting the 16 lb. shot—Open to all excepting professionals. 2 prizes. Entrance fee 25c.
7. Hop step and jump—Open to grocers' sons under 16 years of age. 3 prizes. Entrance fee 10c.
8. Walking match—Open to the city commercial travelers, representing city houses connected with the trade, and who have been traveling 6 months in the city. 3 prizes. Entrance fee 25c.
9. Wheelbarrow race—Open to grocers' sons and employees. 3 prizes. Entrance fee 25c.
10. Donkey race—Open to members of pic-nic committee only. 3 prizes. No entrance fee.
11. Sack race—100 yard, open to boys under 16 years of age. 3 prizes. Entrance fee 10c.
12. Three legged race—Open to all grocers' sons and employees 16 years of age and over. 3 prizes. Entrance fee per team 25c.
13. Tug of war—Teams will be picked on the grounds. No entrance fee.
14. Hurdle race— $\frac{1}{2}$ mile, open to all grocers, grocers' sons, and grocers' employes. 3 prizes. Entrance fee 25c.
15. Donkey race—Open to masters grocers. 3 prizes. Entrance fee 25c.
16. Ladies' race—100 yards, open to ladies of 20 and over. Competitors to be grocers' wives, daughters, or employes. 3 prizes. Entrance fee 10c.
17. Half mile race—Open to drivers and warehouse men of wholesale houses connected with the grocery trade. 3 prizes. Entrance fee 25c.
18. Donkey race—Open to grocers' sons under 14 years of age. Last donkey to win. 3 prizes. Entrance fee 10c.
19. Three legged race—Open to boys under 16 years of age. 3 prizes. Entrance fee 25c.
20. Girls' tricycle race—Open to grocers' daughters under 12 years of age. 3 prizes. Entrance fee 10c.
21. Ball throwing contest—Open to all ladies. 3 prizes. Entrance fee 10c.

22. Climbing greasy pole—2 competitions with good prizes. No entrance fee.

23. Obstacle race—Open to all employees of the grocery trade. 3 prizes. Entrance fee 25c.

24. Donkey race—Open to city travelers of wholesale grocery houses. 3 prizes. Entrance fee 25c.

THE BETTER WAY.

The "one-idea men" have made a lasting impression upon the history of the country, hence we are not at all troubled when the Philadelphia Cash Grocer attributes our enthusiasm for the Boston system of selling sugar to "one ideaism." We are perfectly aware that many grocers get a fair profit on sugar without membership in any Association. But we do know that there is not one-tenth the temptation to cut, under associated arrangements, there is under "the devil-take-the-hindmost" system advocated by our contemporary. Its whole basis of argument rests upon the right of grocers to cut prices to any figure they desire, and that being the case isn't it natural to suppose that there will be a very general resort to such practices?

The Cash Grocer now admits that some combinations are beneficial, but never, no never, can a combination be beneficial that regulates the price of a commodity. We claim that it can be and is beneficial, and we base our claim upon facts—upon what has been done in Boston. "We know whereof we affirm." It has been beneficial not alone to dealers but also to consumers. This is easy of proof. Why will our contemporary, which admits that half to three-fourths cent per pound is not an exorbitant profit on sugar, continue to talk about Retail Grocers' Associations "preying upon the people?" It's the old stock argument, but it hasn't any force whatever, because it isn't true. It talks about the independent "stand outers," the "kickers," as possessing all the brains and refusing to enter into a "combination with snails." Let us again reiterate—but we presume it will do no good for our contemporary prefers glittering generalities—let us reiterate the fact that the ablest, the most enterprising, the wealthiest, the most far-sighted grocers are at the head of the Association movement in New England. They are not "snails," as some grocers we wot of would learn to their cost, should they attempt to keep up with them.

"It is perfectly legitimate," says our contemporary, for a grocer to sell at cost, "whether it injures a competitor or his creditors or not." In the sense that legitimate means lawful, that is true. In the sense that legitimate means fair, honorable, above board, it may not be. How do we know that a man sells goods at cost to injure a competitor? How do we know that night follows day? The grocery trade is "as far apart from church, state or school, as the poles, as regards purpose and methods,"

says the Cash Grocer. We should say that under the system you recommend it would be. Cutting, slashing, selling at cost, whether creditors suffer or not, fierce and bitter competition, a literal warfare year in and year out—not much church, or school, or common sense in that, we admit.

"Every tub should stand upon its own bottom; so every tradesman should rely upon his own individual efforts, without hanging on to the coat tails of others." True. But the man who would try to lift a ton by his own individual efforts, when there were others ready to help him, would be a fool. Individual effort is all right, but it needs the co-operation at times of other effort—wiser and more skilled effort. Harmony is better than discord, peace is better than war, good fellowship is better than hatred—especially when with these comes a good profit (not an exorbitant one) that would not otherwise have been received.

Our contemporary would doubtless revel in the 'independence' that non-associated effort has brought to the Denver grocers and would prefer it to the condition of things that exists in Boston and Minneapolis. The Northwest Trade tells this story of cutting in Denver:

The grocers of our prosperous little neighbor, Denver, are cutting prices so enthusiastically and vigorously, after the energetic manner they do things in Denver, that it has become a serious question as to what line of goods can be safely placed on the market. One grocer cuts on one line, his neighbor follows, and his neighbor's neighbor helps to swell the procession, which is soon joined by every grocer in the city.

That is the legitimate result of the gospel the Cash Grocer preaches. It is the natural outcome of its theory. This is what the Northwest Trade suggests as a remedy—just what we have always maintained to be the "cure all" for these price distempers that occasionally break out to demoralize trade:

"This fool's policy, (no mild or civil terms effectually describe it) suggests to the thoughtful and unaffected observer that, if the Denver grocers would direct their attention hither, they might find exemplary instructions. No city of the size of Denver can well afford to be without an Association, and to secure through its operations the common protection which such combination alone now offers, and it may be added the only protection which retail grocers can attain."—N. E. Grocer.

The Delhi Canning Co. had their new strawberries first on the market this season. The quality is very fine.

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

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

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



STILL THEY COME!!!

POST OFFICE STORE, PENINSULA LAKE, 30th June, 1891.
GENTLEMEN,—Enclosed find one dollar for 3 dozen of your 5 cent packages of your "Barm" Yeast. Send show card for store. Send freight or express to Huntsville Station, Muskoka, and oblige
Yours truly,
JOHN G. HENDERSON.

MAXVILLE, 22nd June, 1891.
DEAR SIR,—I have tried a couple of boxes of your "Barm" Yeast and find it to be the best Yeast I have used for many years. It could not make nicer bread than I have done. It is so light and easy. I shall continue to use it. I have recommended it to several persons and I shall to all who use other Yeast.
Yours truly,
MARY I. STEWART.

Order a box from your wholesale grocer or send direct to
THE BARM YEAST MFG. CO.,
TELEPHONE 1920. 35 Wellington St. E., Toronto.

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

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

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

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

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

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

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

California Fruits, 3 lb. tins, heavy syrup.
Apricots, Peaches, Pears, Plums, Figs, etc.
Correspondence Solicited.
TELEPHONE 2662.

TANGLE FOOT



STICKY FLY PAPER

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

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

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

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

PETROLIA, - ONTARIO.

JACQUAND FRENCH BLACKING



PRICES

In cases of 6 gross each, assorted if necessary.

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

5 per cent. discount cash.

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

The Norton Manufacturing Co.,

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

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

Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.

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

Wholesale Grocers, LONDON, ONT.

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

Values are far ahead of previous years

Inspect before placing orders and save money.

R. TEW & CO.,

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

10 FRONT ST. East,

(Adjoining Board of Trade Building.)



SALES MADE OR PENDING.

J. Mullin, grocer, Winnipeg, has sold out to J. T. Wilson.

The stock in the estate of A. Smith & Co., grocers, Winnipeg, has been sold.

W. H. Nesbitt, general merchant, Roland, Man., has sold out to Hood & Hooper.

The stock and book accounts in the estate of A. G. Hepworth, general merchant and trader, St. Laurent, Man., have been sold.

REMOVALS AND DEATHS.

Thomas Watson, general merchant, Blyth, Ont., is dead.

FIRES.

L. L. Sibley, grocer, Truro, N. S., is burnt out. Insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. W. Langman, general merchant, Portage la Prairie, Man. has assigned.

W. H. Hill & Co., grocers, Sarnia, Ont., have assigned to Elgin Wood, Sarnia.

J. H. Dean, general merchant, Shedden, Ont., has assigned to Dugald Brown, St. Thomas.

TRADE SALE.

J. F. Cassidy & Co. sold on Tuesday the general store stock belonging to the estate of A. J. McKechnie, of Mount Forest, to Hampton & Co. of the same place, at 70 cents on the dollar.

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

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

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

BUSINESS CHANCES.

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

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



THE GAIL BORDEN
Eagle Brand Condensed Milk
Has maintained its high reputation for **ABSOLUTE PURITY** for over a **QUARTER OF A CENTURY.**
AS A FOOD FOR INFANTS IT HAS NO EQUAL.
FOR SALE BY
Grocers and Druggists Everywhere.

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

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

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

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

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

We are open to accept one or two more Agencies of first-class houses, either at Halifax or Kingston. We have a good connection and splendid storage facilities.
References: The Merchants Bank of Halifax. The E. B. Eddy Mfg Co., Hull, P.Q. The Mercantile Agencies.



Sold only in 10c. packets.
6 lb. in a box.



Sold in 5c. and 10c. tablets.
6 lb. and 10 lb. in box.



Sold only in 15c. tins.
6 lb. in box.



Sold in 15c. and 25c. packets.
2 doz. in case.

Order through your wholesale grocer or direct from

GIBSON & GIBSON,
TORONTO.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere
R. CARRIE,
27 Front St. E. Toronto.
60W





Sustaining, Strength-giving, Invigorating.

JOHNSTON'S FLUID BEEF

is a perfect food for

Invalids & Convalescents

Supplying all the Nutritious properties of PRIME BEEF in an easily-digested form.

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

AGENTS FOR

The St. Lawrence Sugar Ref'g Co., Montreal.

The British America Starch Co., Brantford.

ORIENT MILLS.

SINCLAIR, HOOD & CO.,

(SUCCESSORS TO W. A. BRADSHAW & CO.)

Importers and Manufacturers of

Coffees,
Spices,
Mustards,
CREAM OF TARTAR, BAKING POWDERS,
FLAVORING EXTRACTS, ETC.
48-50 Lombard Street, Toronto.

-STORAGE-

(BOND AND FREE)

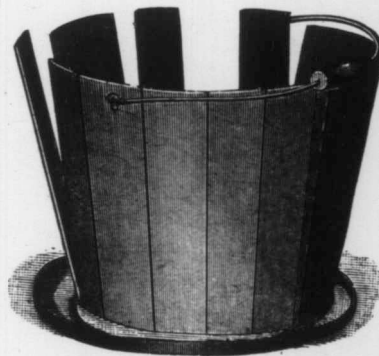
Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

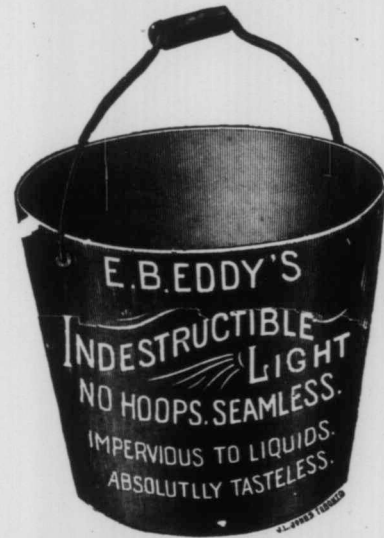
184 Front St. East,

TORONTO

CATCH ON!



The Old Wooden Bucket.



E. B. Eddy's Indurated Fibre Pail.

The Neatest, most Durable, most Attractive and very Best Ware in the Market! The Cheapest because the most Durable!

These Superior Wares are moulded in one piece from wood fibre. No hoops. No joints. Cannot leak, shrink, swell or water soak. Will not taint milk or other liquids. Proof against hot and cold water, kerosene oil, benzine or naphtha

If your Wholesale Grocer does not keep these wares in stock, apply direct to the sole owners of the Patents and sole Manufacturers in Canada.

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

TORONTO ENGRAVING CO.
53 KING STREET W. ENTRANCE ON BAY ST.
BEST CLASS WORK AT MODERATE PRICES
CUTS FOR ALL ILLUSTRATIVE PURPOSES.
OUR PROCESSES:
WOOD ENGRAVING
PHOTO ENGRAVING
ZINC ENGRAVING
HALF TONE
WAX ENGRAVING
DESIGNING
F. BRIDGMAN MGR

Chivers' Carpet Soap

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

Chivers' Disinfectant Cloth Soap

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

J. H. WALKER,
Alma, Ont.

ADAMS & SONS'
TUTTI-FRUTTI
CHEWING GUM.

The fastest seller the trade handles to-day

Other Staple Brands :

Bo-Kay, Sappota, Magic-Trick, etc., etc. See our price list page 21. Send to Adams & Sons, 13 Jarvis St., Toronto, Ont., for beautiful advertising matter.

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

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

Agent for Maritime Provinces

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

TO THE TRADE

—IN—

Canned Goods.

We are making all arrangements for this season's pack—and enlarging our factory considerably—Thanks for last season's trade and soliciting this year's.

Faithfully yours,

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

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

CUT SMOKING :

OLD FLAG.
GOLD FLAKE.
HAND MADE.

FINE CUT CHEWING :

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

MANUFACTURED BY

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, July 16, 1890.

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.



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

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

COOK'S FRIEND.

(In Paper Packages.) Per doz
Size 1, in 2 and 4 doz boxes. \$2 40
" 10, in 4 doz boxes. 2 10
" 2, in 6 " 80
" 12, in 6 " 70
" 3, in 4 " 45
" 1 Gem 4 " 3 25
" 2 " 3 " 2 65
" 3 " 2 " 2 40
" 4 " 1 " 1 10
" 5 lb tins, 4 " 14 00
" 5 lb tins, 1/2 " 75
Ocean Wave, 1/2 lb, 4 doz cases. 1 30
" No. 1, 2 " 1 30
" 1 lb, 2 " 2 20
" 5 lb, 1/2 " 9 60

BISCUITS.

Per lb
Arrowroot \$0 11 1/2
Abernethy 9
Ginger Nuts 11 1/2
New York Fruit 15
People's Mixed 6
Pilot Family 11 1/2
Snowflake 15
Niagara 8 1/2
Soda 21
" 3 lb " 11 1/2
Sultana 7
Oyster crackers 9
Milk biscuit 7
Butter crackers 6 1/2
Tea 11 1/2
Wine 9
Wine, sweet 9

BLACKING.

Day & Martin's, pints, per doz \$3 20
" 1/2 " 2 10
" 3/4 " 1 10
Spanish, No. 3 4 50
" 10 " 9 00
EDWARDS, CATCHEPOLE & CO'S
No. 1 per gross 9 00
No. 2 do 4 50
No. 3 do 3 60
JACQUAND FRENCH BLACKING.
No 2 per gross 2 00
No 3 " 3 00
No 4 " 4 00
No 5 " 6 00

BLACK LEAD.

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

BLUE.

Reckitt's Pure Blue, per gross... 2 10
TELLIER, ROTHWELL & CO'S.
Parisian Square Blue, per lb. .13 to 14c
BROOMS. Per doz.
Carpet... 4 strings 2 90
X Parlor, 2 " 2 65
Louise 3 " 2 65
1 Gem 4 " 3 25
" 2 " 3 " 2 65
" 3 " 2 " 2 30
" 4 " 1 " 1 95
" O Hurl... 4 " 2 65
" 2 " 3 " 2 35
" 2 " 2 " 2 05
" 1 " 3 " 1 70
" OK " 2 " 1 35
" Hvy Mill 4 " 3 70

CORN BROOMS.

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

CANNED GOODS.

Per doz
Apples, 3's \$ 1 15
" gallons 3 25
Blackberries, 2 2 00 2 10
Blueberries, 2 1 25 1 40
Beans, 2 0 95 1 10
Corn, 2's 1 10 1 25
" Special Brands 1 30 2 10
Cherries, red pitted, 2's 2 25 2 40
Peas, 2's 1 40 1 50
Pears, Bartlett, 2's 2 00 2 25
" Sugar, 2's 1 70
Pineapple, Baltimore 2 40 2 50
" Bahama 2 50 3 00
Peaches, 2's 2 40 2 50
" 3's 3 50 3 60
" Pie, 3's 1 60 1 65
Plums, Gr Gages, 2's 2 00 2 10
" Lombard 2 00 2 10
" Damson Blue 1 90 2 00
Pumpkins, 3's 0 90 1 00
" gallons 3 00 3 25
Raspberries, 2's 2 45 2 50
Strawberries, choice 2's 2 25 2 40
Tomatosh, 2's 1 50 1 65
Tomatoes, 3's 1 55 1 60
Finnan haddies 1 50
Lobster, Clover Leaf 2 75
" Other brands 2 10 2 25
Mackerel 1 15 1 25
Salmon, 1's 1 40 1 55
" white 1 10 1 25
Sardines Albert, 1/2's tins 10 11 1/2
" 1/2's " 15, 18
" Martiny, 1/2's " 10 10 1/2
" 1/2's " 18, 19
" Other brands, 9 1/2, 11, 16, 19
P & C, 1/2's tins 23, 25
" 1/2's " 33, 36
" Amer, 1/2's " 6 1/2, 8
" 1/2's " 9, 11

JAMS AND JELLIES.

Jams.
Gooseberry
Strawberry
Black Currant
Red Currant
Green Gage
Apricot
Raspberry
Damson
Plum
Red Currant and Raspberry
Jellies. Red Currant, 1 lb. white \$2 75
Black Currant, 1 lb. white 2 75
DELHI CANNING CO.
Jams assorted, 1's 2 35
Jellies, 1's 2 25



1 lb. white pots, 4 doz. assorted, per doz. \$2.35

CANNED MEATS.

Comp. Corn Beef 1 lb cans \$1 70 \$1 75
" 2 " " 2 75 2 80
" 4 " " 5 00 5 15
" 6 " " 8 75 9 25
" 14 " " 20 00 21 00
Minced Collops, 2 lb cans 2 80
Roast Beef 1 60
" 2 " 2 75 2 80
" 4 " 5 85
Par Ox Tongue, 2 1/2 " \$8 50 8 75
Ox Tongue 8 25 8 50
Lunch Tongue 3 25
" 2 " 5 75 6 25
English Brawn 2 75 2 80
Camb. Sausage 2 50
" 2 " 4 00
Soups, assorted 1 35
" 2 " 2 25
Soups & Bouilli 1 80
" 6 " 4 50
Potted Chicken, Turkey, or Game, 6 oz cans 1 50
Potted Ham, Tongue or Beef, 6 oz cans 1 35
Devilled Tongue or Ham, 1/2 lb cans 1 35
Devilled Chicken or Turkey, 1/2 lb cans 2 25
Sandwich Ham or Tongue, 1/2 lb cans 1 50
Ham, Chicken and Tongue, 1/2 lb cans 1 50

MINCE MEAT.

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

CHEWING GUM.

ADAMS & SONS.
To Retailers.
Tutti Frutti, 36 5c bars \$1 30
Bo-Kay (new) 150 pieces 1 00
Sappota, 150 " 1 00
Magic Trick, 115 " 0 85

ALWAYS ORDER

RECKITT'S BLUE.

Prices Current, Continued—

Table listing various items like Black Jack, Red Rose, Sweet Fern, Adams' N.Y. Gum, Caramel Tolu, New Fruit Asst., Puzzle Gum, and Oolah with their respective prices.

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S.

Table listing chocolate products such as French, Caracacas, Premium, Sante, Diamond, and Sticks, along with Cocoa and Homopatec products.

JOHN P. MOTT & CO'S

Table listing chocolate products from R. S. McIndoe, Agent, Toronto, including Mott's Broma, Prepared Cocoa, Homopatec Cocoa, and various other brands.

COWAN COCOA AND CHOCOLATE CO.

Table listing cocoa and chocolate products from Cowan Cocoa and Chocolate Co., including Hygienic, Iceland Mulk, Soluble, and various cocoa nibs and shells.

WALTER, BAKER & CO'S

Table listing chocolate products from Walter, Baker & Co's, including Premium No. 1, Baker's Vanilla, Caracacas, Eagle, Vanilla Tablets, Spanish Tablets, and German Sweet Chocolate.

Table listing various types of fingers, cocoa, and chocolate products with their prices.



GIBSON & GIBSON'S

Table listing products from Gibson & Gibson's, including Sydney Gibson's Cocoa, Dr. Clarke's Cocoa, Soluble Cocoa, and Confectioners' Pure Chocolate.

COFFEE.

Table listing various coffee products such as Mocha, Old Government Java, Rio, Plantation Ceylon, Porto Rico, Guatemala, Jamaica, and Maracaibo.

TODHUNTER, MITCHELL & CO'S

Table listing coffee products from Todhunter, Mitchell & Co's, including Excelsior Blend, Our Own, Lagnayra, Mocha and Java, Java Standard, and Arabian Mocha.

J. W. COWAN & CO.

Table listing coffee products from J. W. Cowan & Co., including Standard Java, Standard Imperial, Standard Blend, and Say's Parisien.

EXTRACTS.

Table listing coffee extracts such as Dalley's Fine Gold, No. 8, No. 1, No. 2, and No. 3.

FLOUR AND MEAL.

Table listing flour and meal products including Flour, Manitoba Patent, Ontario patents, Straight Roller, Extra, Low grades, Strong bakers, Oatmeal, standard, bran, rolled, Rolled Oats, Bran, per ton, Shorts, and Cornmeal.

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Table listing fluid beef products in cases, including No. 1, 2, 4, 8, and No. 5, 2 lb tins.

FRUITS.

Table listing various fruits such as Currants, Provincial, Filiatras, Patras, Vostizzas, 5-crown Excelsior, Dates, Persian, Figs, Eleme, and Seven-Crown.

Table listing raisins and prunes, including Raisins, Valencia, Selected, Layers, Raisins, Sultanas, Eleme, and Malaga.

Table listing various types of raisins and prunes, including London layers, Loose muscatels, Imperial cabinets, Connoisseur clusters, Extra dessert, Royal clusters, Fancy Vega cartoons, Black baskets, Blue, Fine Dehesas, Lemons, Palermos, Oranges, Floridas, and Mediter'n sweets.

DOMESTIC.

Table listing domestic products like Apples, Dried, per lb, and Evaporated.

GLASSWARE.

Table listing glassware products such as Lamp Chimneys, O, A, and B.

GRAIN.

Table listing grain products including Wheat, Fall, No. 2, Red Winter, No. 2, Spring, No. 2, Man Hard, No. 1, Oats, No. 2, Barley, No. 2, Rye, No. 3, Peas, and Corn.

HAY & STRAW.

Table listing hay and straw products, including Hay, Pressed, and Straw, Pressed.

LARD.

Table listing lard products such as 'FAIRBANK'S' REFINED COMPOUND, Butter Tubs, Fancy, 3-hoop pails, and 60 lb. cases.

MUSTARD.

Table listing mustard products including Durham, Fine, in 1/2 and 1 lb tins, and Superior, in bulk.

COLMAN'S AND KEEN'S

Table listing Colman's and Keen's products, including In 4 lb jars, In 1 lb jars, D. S. F., in tins, and D. F. in 1/2 lb tins.

NUTS.

Table listing various nuts such as Almonds, Ivica, Tarragona, Forinetta, Shelled Valencias, Jordan, Brazil, Cocomnuts, Filberts, Sicily, Oblong, Peanuts, roasted, green, Walnuts, Grenoble, Bordeaux, Naples, cases, Marbots, and Chilis.

PICKLES & SAUCES.

Table listing pickles and sauces, including John Bull, mixed, in bulk, Chow Pickle, Mixed & Chow, and Horse Radish.

MARSH MALLOW The Toronto Biscuit and Confectionery Co. are making the finest Mallow in Canada, put up in small tin boxes and in bulk; also CHOCOLATE MALLOW. Send for sample order. Nothing like these goods ever before manufactured.—7 FRONT ST. E., TORONTO.

Prices current, continued—

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

CROSE & BLACKWELL'S.

Pickles, all kinds, pints, per doz	3 25
LEA & FERRIN'S, per doz.	3 75
Worcester Sauce, 1/2 pts., \$3 60	3 75
" pints	6 25 6 50

LAZENBY & SONS.

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

PRODUCE.

Butter, creamery, rolls	\$0 22 \$0 23
" tub...	0 20 0 21
" dairy, tubs, choice	0 12 0 15
" medium	0 10 0 12
" low grades to com.	
Butter, pound rolls	0 15 0 16 1/2
large rolls	0 12 0 14
store crocks	0 12 0 14
Cheese	0 9 1/2 0 9 1/2

COUNTRY.

Eggs, fresh, per doz.	0 14 1/2 0 15
limed	1 60 1 80
Beans, per bbl.	4 00
Onions, per bag lots	1 10 1 20
Potatoes, per bag lots	0 15 0 18
Hops, 1889 crop	0 35 0 38
" 1890	0 08 0 10
Honey, extracted	0 08 0 10
" section	0 14 0 16

PROVISIONS.

Bacon, long clear, p. lb.	0 07 1/2 0 08 1/2
Pork, mess, p. bbl.	15 50 16 00
Hams, smoked, per lb.	0 11 0 11 1/2
" pickled	

Bellies	0 10 0 10 1/2
Rolls	0 08 1/2 0 09
Backs	0 10
Lard, Canadian, per lb.	0 10 0 10 1/2
Hogs	6 25 6 50
Tallow, refined, per lb.	0 05 0 05 1/2
" rough, "	0 02

RICE, ETC.

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

SPICES.

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

STARCH.

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

KINGSFORD'S OSWEGO STARCH.

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

12-lb "	8 1/2
38 to 45-lb boxes	8
Silver Gloss Starch	
40-lb " 1, 2 and 4 lb packages	9
40-lb " 1/2 lb package	9 1/2
40-lb " 1/4 lb package	10
40-lb " assorted 1/2 and 1/4 lbs.	9 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40 lb boxes, 1 lb packages	8 1/2
20 "	8 1/2

SUGAR.

Granulated, 15 bbls or over	5
less than 15 bbls	5 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
" 50 lb. boxes	5 1/2
Extra Ground, bbls	5 1/2
" less than a bbl.	5 1/2
Powdered, bbls	5 1/2
" less than a bbl.	5 1/2
Extra bright refined	4 1/2
Bright Yellow	4 1/2
Medium	4 1/2
Brown	4 1/2
Raw Jamaica, in-bags	None

SYRUPS AND MOLASSES.

D	28 2 1/2
M	22 2 1/2
B	2 1/2
V.B.	3 1/2
E.V.B.	3 1/2
E.S.V.B.	3 1/2
XX	3 1/2
XXX	3 1/2

MOLASSES.

Trinidad, in puncheons	Per gal. 0 38 0 40
" bbls	0 40 0 42
" 1/2 bbls	0 42 0 44
New Orleans, in bbls.	0 48 0 65
Porto Rico, hdds.	0 38 0 40
" barrels	0 42 0 47
" 1/2 barrels	0 44 0 49

TEAS.

Gunpowder—	Per lb
Cases, extra firsts	42, 50c
Half chests, ordinary firsts	22, 38
Cases, sifted, extra firsts	42, 50
Cases, small leaf, firsts	35, 40

Young Hyson—Moyunes	
Half chests, ordinary firsts	22, 38
" " seconds	20, 22
" " common	18, 20
PING SUYERS.	
Half chests, firsts	28, 32
" " seconds	20, 22
Half Boxes, firsts	28, 32
" " seconds	20, 22

JAPAN.

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

CONGOUS.

Half chests, Kaisow, Moning	52, 55
Caddies and half chests	32, 36
Cadies, Pakling and new makes	18, 50

SCENTED ORANGE PEKOE

Boxes, Foochow and Canton	28, 60
---------------------------	--------

OOLONG.

Half chests Formosa	34, 50
Caddies	36 55

ASSAMS.

Chests and half-chests Pekoe	27 40
No. 1 Finest Assam Pekoe	40
2 Assam Broken Pekoe	35
3 Assam Pekoe Souchong	25

TOBACCO AND CIGARS.

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and readv, 7's	64
Laurel, 3's	67
Brier, 7's	60
Index, 7's	55
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette and Lovely, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" in 75 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	53
Diamond Solace, 12's	50
Mvrtle Cut Smoking, 1 lb tins	70
1/2 b pg, 6 lb boxes	70
oz pg, 5 lb boxes	70



KINGSFORD'S OSWEGO STARCH.

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

Corn Starch,
FOR THE TABLE,

Standard of Excellence. Absolutely Pure.

For Sale by all Leading Jobbers in Canada.

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

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

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

The Canada Sugar Refining Co.

Redpath (Limited),
 MONTREAL.



We are now putting up, expressly for family use, the finest quality of PURE SUGAR SYRUP, not adulterated with Corn Syrup, in **2-lb.** cans, with movable tops.

FOR SALE BY ALL GROCERS.

THE CANADA MEAT PACKING CO., It is well-known

MONTREAL,
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.

:- HOW TO SELL GOODS :-

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

GROCER PUB. CO.,

6 Wellington St. W., Toronto.

TRAVELLERS' GUIDE

WM. PROUT. J. E. INSLEY, Manager.
LELAND HOTEL
Corner Hastings and Granville Streets, one block
from Railway Station and Steamship dock.
Vancouver, B.C.
PROUT & INSLEY,
Proprietors.

THE COLONIAL,
New Westminster, B.C.
Headquarters for Commercial Travellers. Fine
Sample rooms. First-class in every respect.
GEO. E. RAYMOND, Proprietor.

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

THE SANITARIUM
BANFF, N.W.T.
Favorite Western Summer Resort. The best of
accommodation for travellers.
R. G. BRETT. H. RANSFORD,
Medical Director. Mgr.

Grand Pacific Hotel
KAMLOOPS, B.C.
The leading hotel in the city. Sample rooms
convenient to stores, provided for commercial
men
BREEDEN & SMITH, Props

Queen's Hotel,

WINNIPEG, MAN.

First-class in every respect.

JAS. O'CONNOR, Prop. FRED SPREADO, Mgr

LELAND HOUSE,

Graduated Prices. Recently furnished.

W. D. DOUGLAS & CO., Proprietors.

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

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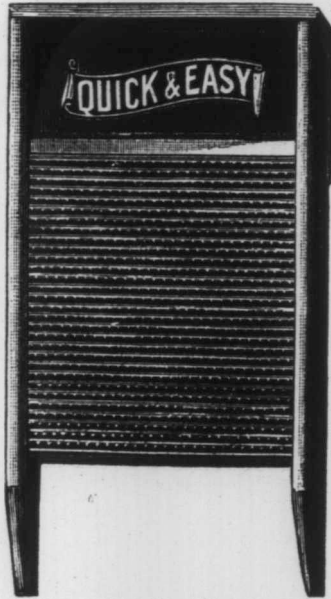
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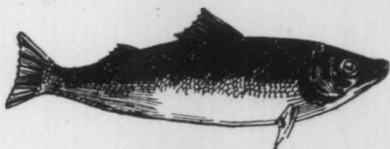
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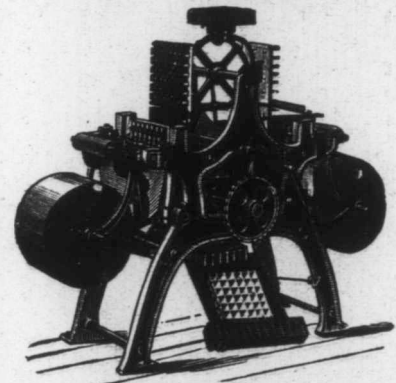
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