

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

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED
 WEEKLY
 \$2.00 PER YEAR

VOL. VII.

TORONTO, JANUARY 13, 1893.

No. 2

MADRE E' HIJO (7 SIZES)

Manufacturers by Special Warrant
 To Her Majesty THE QUEEN

COLMAN'S MUSTARD

HAS OBTAINED THE HIGHEST AWARDS AND UNEQUALLED HONOURS AT ALL THE PRINCIPAL
 INTERNATIONAL EXHIBITIONS

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
 INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862 Only Silver Medal Paris 1875
 Only Medal Dublin 1865 Grand Gold Medal Moscow 1872 & 80

Trade Mark Bull's Head

COURT OF HOLLAND AND THE KING OF ITALY TO THE
 PURVEYORS TO HER MAJESTY THE PRINCE OF WALES
 CROSS OF THE LEGION OF HONOUR 1878

ASK YOUR
 WHOLESALE GROCER

—FOR—

RAILROAD AND STEAMSHIP
MATCHES

GUARANTEED
 Second to None.

H. A. NELSON & SONS

Manufacturers and Wholesale Dealers

56 AND 58 FRONT ST. W.

TORONTO.

PURE



SOLUBLE

MAKE SIMPLY WITH BOILING MILK OR WATER
 FOR SALE BY ALL GROCERS.

**DUNN'S
 BAKING
 POWDER**

THE COOK'S BEST FRIEND
 Largest Sale in Canada.

Dont fail to handle

THE CELEBRATED IMPORTED

**MENIER'S
 CHOCOLATE**

ANNUAL SALES EXCEED 33 MILLION LBS.

TO HAVE IT ADVERTISED

FREE & FREELY

IN YOUR OWN NAME AMONGST
 YOUR CUSTOMERS WRITE TO

C. ALFRED CHOUILLOU AGENT MONTREAL.

EL PADRE AND CAELE.

"LA CADENA" and "LA FLORA" The Cream of the Havana Crop.

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

THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers,
and Family Flours.

OATMEAL — Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y** ROLLED OATS.

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.

WATSON'S COUGH DROPS

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

TORONTO.

The Norton Manufacturing Co.

E. P. Breckenridge, President. C. C. Warren, Secretary.
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MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

SHINE

WITH

YOUR BOOTS



MANUFACTURED BY
PURE GOLD MFG. CO.
TORONTO.

To Our Grocer Friends:

GENTLEMEN:—

We are in the last month of the year; Christmas Holidays with their festivities will soon be here, and '92 will soon be passed. We will be pleased to have your orders by card for any small quantities you may require to stock up for Christmas trade, and in reference to freight or express in transmitting these small amounts you will find us liberal. Let us hear from you as you may want.

And wishing you the compliments of the season,

We remain,

THE SNOW DRIFT CO.,

BRANTFORD

**MORSE'S
MOTTLED**



We have removed to our new premises, No. 146 & 148 Carling St. Call and see us when in our City.

**GORMAN,
ECKERT
& CO.**

LONDON.

TRY A SAMPLE ORDER

**MACLAREN'S
IMPERIAL
CHEESE**

IN GLASS JARS.

LARGE, MEDIUM and SMALL.

WRIGHT & COPP,

Dominion Agents,
TORONTO.

FRY'S
Pure Concentrated
COCOA.

Is the strongest preparation of Cocoa made, and is absolutely pure, without flavoring matter or any other ingredients.

It is recommended by the highest medical authorities for its marvellous purity and strength and solubility. It is a profitable line to handle.

The highest grade of Pure Cocoa manufactured.
For sale by all leading dealers.

Toronto Office, **J. S. FRY & SONS**, 43 1/2 Wellington St. E.

An **P**reservitas — — — —

The use of this product has enabled Australian Butter Makers to capture the English Butter Market and obtain higher prices than is paid for any other make of butter—See Editorial Notes Canadian Grocer, in issue of Jan. 13.



FOR preserving Milk, Cream, Eggs, Meat, Poultry, Game, Etc., during the Warmest Weather.

One Agent Dealer in Each District to supply Dairymen

Consignments of Butter, Cheese, Bacon, Lard, Eggs, Etc., solicited for the Markets of London, Liverpool, Glasgow and Halifax

Agent **M. F. EAGAR**, Halifax, N. S.

IF YOU WANT A GENUINE SURPRISE

..... Ask for Sample of

JAPAN TEA--at 12 1-2c. f. o. b. Montreal or Toronto.

IF YOU WANT A BARGAIN

— ORDER —

Porto Rico Molasses in Barrels, 32c.

And whatever you want you can get from

Lightbound, Ralston & Co.,

Wholesale Grocers,

MONTREAL,

EDDY'S MATCHES

INDURATED FIBRE WARE.

TO THE DEALER THERE IS A GREAT SAVING IN FREIGHT & STORAGE.

EDDY CAN SELL YOU WOODEN WARE WASH BOARDS. PAPER TEA TOILET TISSUE WRAPPING

Factories :--Hull, Que.

Branches :--Toronto, Montreal, Winnipeg.

THE

Vol. V

J. B. McLE...

THE J. B. FIN

TRAD HEAD OFF MONTREA

NEW YORK

EUROPEAN Cana

Advertis correspond our offices any time. set apart papers and all parts of correspond cels may a

Most p the South sert its consequ basis to b issued by medium o worthless may attac green goo endeavori these not upon the honest pe There we enough founded "Honor been me packages nals who ten times The cons appears l their sen their pals

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

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

Vol. VII.

TORONTO, JANUARY 13, 1893.

No. 2

J. B. McLEAN, President. HUGH O. McLEAN, Sec.-Treas.

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

HEAD OFFICE: - - - 10 Front St. E.
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NEW YORK OFFICE: Room 41, Times Building,
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EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

Advertisers and Subscribers may have their correspondence addressed to the care of any of our offices and they are invited to use them at any time. At the Head office, Toronto, a place is set apart where they can see all the latest newspapers and the latest issues of trade papers from all parts of the world, where they can do their correspondence or obtain any information. Parcels may also be directed to the Head office.

Most people are aware by this time that the Southern Confederacy was unable to assert its separate corporate existence, and consequently that its credit is hardly a good basis to build up a fortune upon. The notes issued by its short-lived government as a medium of exchange have of course long been worthless as currency, though some value may attach to them as historical relics. The green goods men and their dupes are now endeavoring to revive the buying power of these notes, and their success will depend upon the carelessness or ignorance of the honest people to whom they are proffered. There were some green goods men base enough to outrage the confidence that is founded on the time-honored principle of "Honor among thieves." They have been mean enough to send bricks and packages of sawdust to the confiding criminals who sent them good money to pay for ten times its face value of counterfeit money. The conscience of these green goods men appears however to have been burdened by their sense of guilt, and now they are using their pals a little better, for they are sending

them some of the bills of "The Confederate States of America." It is not supposed that even these are genuine, but their buying power is as good as that of the genuine bills, of which the source of issue was long ago defunct. It is reported that one enterprising business man in the province of Quebec invested \$500 of good money in this counterfeit Secessionist money. Others may have got some of it too, so it is as well for traders to be on the look out for five, ten, and twenty dollar bills of "The Confederate States of America." There is also a new counterfeit of the \$2 Dominion note that needs to be guarded against. Only a few days ago a specimen was brought for the first time under the notice of the Commissioner of the Dominion police. The counterfeit is printed from a wood cut, is very poorly executed and should easily be detected. The signatures are especially bad. But traders should get out of the habit of assuming that all money tendered them is good. It is necessary nowadays to examine it carefully, otherwise a new and constantly widening avenue of loss will be opened.

* * *

Counterfeiters for the most part confine the exercise of their talents to the increase of the circulating medium. The art beloved by them is the making of money, in both senses of that phrase. But they occasionally find the production of other material that is of the nature of official vouchers or tokens to be profitable employment for their skill. They seldom descend to anything so low as postage stamps, as these call for too much trouble for little return, though they are simple enough to invite imitation. Revenue stamps are of course valuable according to the amount of the duty borne by the article whose name is printed in the stamp, but independently of that variability, there is the uncertainty of the tariff, which in these mutable times is likely to change suddenly,

and cut down materially or abolish altogether a duty that made it worth while for crooked traders to take the risk of practising frauds on the revenue. Further, the perils of smuggling are not faced with the same hardihood in these degenerate times as they used to be. All these considerations no doubt influence enterprising counterfeiters and incline them to neglect revenue stamps. But it appears there is one man who believes there is money in fraudulent revenue stamps, and a despatch from New York tells something about him. This man left an order a short time ago with an engraving company in that city to make him a plate of the Canadian 20 lb. tobacco revenue stamp. It is not said whether the stamp was an inland revenue or a customs certificate, but it was most probably the latter, and intended to cover a contraband trade in United States manufactured tobacco. Unless he meditates a raid upon some of the bonded warehouses of our manufacturers or wholesalers, it is difficult to see how he could make any money out of spurious excise stamps. It appears that the engraving company reported the matter to the United States Secret Service bureau, that when the man returned for the plate he was arrested, and that the United States and Canadian Governments are communicating with each other concerning him. The name given by the man was E. C. Wintele, and he represented himself as from Toronto.

* * *

Though an influential deputation of Montreal merchants last week waited on the Provincial Government again to ask the remission of the heavy tax that has been laid upon the commerce of that city, it is pretty certain they will be granted no relief. The deputation included the President of the Board of Trade, the president of the Chambre de Commerce, the president of the Corn Exchange, as well as other

members of these bodies and of the committee appointed by a general meeting of the merchants to deal with this subject of taxation. The Provincial Treasurer, Hon. Mr. Hall, pointed out the necessity of meeting the province's temporary loan on the 16th July. A tax upon real estate was impracticable. The tax on personal property was likewise out of the question. The Government had at last to take to a tax levied on the rental value of business places. He showed that Montreal was paying less than half of the real estate tax, three-fifths of the license tax, and five-sixths of the commercial corporations tax. The deputation claimed that the rental tax should be collected from professional as well as business men. The taxes they considered unfairly distributed, and they would rather pay two years' taxes in one to tide the Government through its financial difficulty than to pay more than their fair proportion. The premier promised that the measure would be amended, but that the present year's taxes would have to be paid.

* * *

The Canada Salt Association is no more. It was dissolved on the last day of the old year. This was the consummation long looked forward to with the eyes of faith by the Patrons of Industry, and that body no doubt takes to itself the credit for bringing the thing to pass. But there is another claimant for the people's gratitude for the same public service, and that is the C. P. R. The President of that company says, in an interview published in the Empire, that the new salt works at Windsor were started in the interest of the C. P. R. and the public, because the Association had closed the only salt works on the C. P. R. line, namely, those at Wingham. He is further reported to have said in the same connection, that since the railway company could not properly engage in such an enterprise as the production of salt, "some of us" took hold of it as a private matter and the works at Windsor were the result. The C. P. R., he added, has nothing to do with these works, though they were started chiefly for its benefit. He states that the Windsor works would not have anything to do with the combine. In the Globe, President Van Horne's statement that the Association closed the works at Wingham is flatly contradicted by John Ransford, the secretary of the late Association. The secretary of the Association, says also that owing to new wells being started at More-

town, Windsor, etc., it was felt impossible for the Association to continue. In his statement he also says that the salt manufacturers feel especially aggrieved that a public institution like the C. P. R., which owes its inception and its present existence to the large sums of money that have been given to it by the taxpayers of the Dominion, should condescend to enter into a needless and wasteful competition in the manufacture of salt. The Association has resolved itself out of existence at any rate, and the price of salt may be expected to take a drop. Prices are at present nominally as they were, but they are certain to be lower as soon as trade begins to exercise its influence, which now entirely favors the buyer. Retail merchants will have nothing to gain by the break, because they must now expect that every sale goes to the dealer making the lowest quotation.

* * *

The retail grocer or general merchant does not need to be told to avoid high prices. But while he is seldom a party to the making of high prices, and while his influence is nearly always decidedly on the side of low prices, he cannot prevent the rise that is a consequence of shortage in the supply. He therefore has high prices frequently to deal with, and should take note of incidental effects of them, where such are manifest and can be turned to account. He is aware that a great increase in the cost of any article is always attended by a shrinkage in the consumption of that article, everybody using less of it and many withdrawing the support of their consumption entirely. It commonly happens that an alternative article is found to which the difference in the demand is transferred, and the trader ought always to be on the still hunt for such substitutes when the price of any staple is unusually high. That is the only way he can requite himself for the loss of trade in the dearer staple. When the price of tea was kept up by the retailers ten years ago, trade waned and the tea pedlar interloped and enriched himself between the consumer and the retailer. When oats grew so high about three years ago that they were deemed a good thing to speculate in, on account of their supposed indispensableness, consumers took to chopped feed, to corn, etc. Just now the price of flour is cheaper than ever it was before, but the city bakers charge the same price for bread as they did when flour was half as dear again. What is the result? A

great many housewives are baking their own bread, and the bakers are complaining of it. The price of pork is now at an extraordinarily high figure. People who used pork from preference now use beef and mutton from economy. It is reported that some of the lumber firms are purchasing beef to supply their camps up north. Good beef is about 5½c., while barrel pork is about 9c. When flour is too dear people buy potatoes, unless they are also too dear. Thus very high prices estrange trade from the goods in which they hold, and the trader ought to think of this, both when he is tempted to speculate in an advancing commodity and when he finds the call for that commodity declining.

* * *

The diluted advertisement is a failure. The funny paragraph or sensational item that ends with a trader's advertisement in lower case letters is about the most repellant bid for business that could be adopted. Nobody likes to be fooled. Consequently the feelings with which a man comes to your name are just about the most unpropitious for the favorable impression you want to make that they could well be. If you undertook to guy a customer of common sense and self respect, in your own store, and tried to excite his interest simply to wind up with some irritating and senseless joke turned on him, he would cease to be your customer probably from that moment. Aside from the disagreeable effect of such insinuating advertisements, they impress the reader with a very unflattering opinion of yourself. The advertiser is decided to be a very light-headed, inconsequential person, for whom a considerable degree of contempt is felt by the irritated reader. Somebody else will get the bulk of that reader's business.

* * *

The almanac would appear to be hard pressed, between the publication of the weather probabilities in the daily newspapers on the one hand, and the annual distribution of calendars by advertisers on the other. These two agencies have long threatened to supersede it as an authority on the weather and current chronology. But the old household favorite seems to have an abiding place in the people's affections. It has never been successfully rivalled for long range weather predictions. The farmers still turn to it with faith, to see when the last snow of the winter will fall, it is still the orthodox reference for dates, and its ancient jokes

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continue to delight the weary agriculturist who stays home from church. An almanac can be used for backward as well as forward reference, while the past part of a calendar is stripped off. Then the calendar does not give the changes of the moon, upon which hog-killing, soap-boiling, tree-pruning, sheep-washing, and so many other vital interests depend. Even if the people all took a daily paper and were all in daily view of a train with the weather signals on it, they would still want their almanac. The almanac has worked itself into the domestic life of the country more than many more useful and necessary things have done, and the trader will oblige many an old customer by keeping a few for distribution. The other day a man of bucolic dress and demeanor dropped into a drug store in town and asked for an almanac. He was asked which he preferred, but being rather uncertain, the fluent clerk recommended X's, which he declared hit the weather to a t last year. This settled the granger's choice, and X's almanac was taken.

A BAD YEAR IN APPLES.

During the early fall THE GROCER referred to heavy losses made by Canadian shippers on early fall apples, pointing out that the chief cause of this was the high price which, through unnecessary competition between buyers, had been paid in the country for early fruit. Since then some shippers have pulled out a little on the later shipments, but the results of the season as a whole this year have been to forcibly demonstrate the utter folly of such a proceeding as the one referred to above. During the week, a leading Montreal shipper, F. J. Hart, of Hart & Tuckwell, returned from an extended visit to Great Britain, and the personal investigations he made while over there bear out what we have said on the matter.

After remarking that the apple trade was not a successful one for the middleman this year, Mr. Hart proceeds to explain the causes of this. The chief one in his opinion was the heavy shipments of early apples which were dumped on the English market just as a large quantity of home-grown British fruit had to be sold. The English people therefore had a surfeit of early apples, and when winter stock commenced to arrive it had to face an unfavorable market, besides competing with French oranges. In fact Mr. Hart is opposed to shipping early fruit at all, and thinks that the only remedy is to abstain from doing so, and ship good keeping properly packed winter stock.

This course would be desirable no doubt to the shippers in Montreal and elsewhere, but it is hardly possible, for something has to be done with the early fall apples, as it is extremely doubtful that the fruit growers will adopt Mr. Hart's advice and cut down their early fall trees. No, they made too much money this fall, so if they don't want to

feed this surplus to the live stock, they will have to accept a price which allows shippers some margin to work on, and then money can be made.

But the blame for the disastrous results of last season to shippers rested far more with themselves than with the fruit growers. They started cries of short crops, rushed in and bid up prices, and kept on doing so, so that it was not surprising that holders in the country held on. With all this experience in mind it will be their own fault next year if buyers don't profit by it and refuse to pay high prices on crop scores, unless they are justified in doing so by positive and unmistakable information.

DRESSED HOGS IN MONTREAL.

Dealers in dressed hogs in Montreal have manifested considerable excitement during the past week on account of some large purchases in Ontario, and the news from Chicago, which gives evidence of a decided scarcity in hog meat. Buyers in Montreal have paid as high as \$8.20 in the west, or equivalent to \$8.25 to \$8.35 laid down in Montreal for car load lots, and the general expectation is for much higher prices. In fact some of the more sanguine operators profess to see the possibility of big profits in store for them on the small lots they hold, for this is the single drop of disappointment in their cup of satisfaction, that they do not control anything like their usual quantity of stock. There can be no doubt that the receipts of dressed hogs in Montreal have been much smaller this year than for a long time, and the presumption is that the same state of affairs rules elsewhere. But whether we are to have a scarcity similar to the remarkable experience of 1868 is another matter, and a development not safe to calculate on. At present the continued spell of clear, cold weather has helped to increase the firmness, so that holders now hardly know what to ask.

HAMILTON RETAIL GROCERS' ASSOCIATION.

The Retail Grocers' Association of Hamilton, elected officers on the 3d inst., as follows:

- D. Winnifrith, president.
- Adam Ballentine, first vice-president.
- G. Elder, second vice-president.
- C. Bremner, treasurer.
- W. R. Harvey, secretary.
- John Ronan, J. O. Carpenter, O. H. Peebles, J. Main, T. Hazell, executive committee.
- C. Holt, G. Powell, auditors.
- B. Winnifrith in the chair.
- W. J. O'Brien was proposed as a new member.

A letter was received from Hon. J. M. Gibson to the effect that the resolution passed by the association recently, regarding the weekly payment of wages, would receive the attention of the Ontario Government.

TORONTO RETAIL GROCERS' ASSOCIATION.

The Toronto Retail Grocers' Association held its January meeting on Monday evening in its rooms in Richmond Hall. The following were present: Messrs. Booth, Clark, Gibson, White, Mills, Westren, McMillan, Saunders, Doyle, Bond, Butcher, Cleary, Johnston, Roberts.

The minutes were read and duly confirmed.

AMENDMENTS TO THE CONSTITUTION.

The motion of which Mr. Gibson gave notice at the last meeting was moved by Mr. Gibson, seconded by Mr. McMillan. It was that the constitution be so amended that the nominations to offices be made at the last meeting of the old year and the elections be held on the first meeting of the new year.

After some discussion this motion was amended so as to make the November meeting the time for nominations and December meeting the time for elections. In this amended form the motion was carried.

Mr. McMillan withdrew the motion of which he gave notice at last meeting, and of which the object was similar.

Mr. Roberts' motion of which notice was given, to amend the constitution so as to make 10.30 the time for adjournment, was proposed by Mr. Westren, seconded by Mr. Mills, and carried unanimously.

NEW MEMBERS.

J. Ferguson, W. R. Kindree and R. Rowland were proposed for membership and duly elected.

THE ANNUAL REPORT.

The following is a report on the progress of the Association for the present year up to the present date:

SPECIAL FUND.

Jan 1st. There was.....	\$526.68
Oct. 11 Added from general fund	70.00
Nov. 4. Int. to that date.....	19.79
	<hr/>
	\$616.47
Nov. 14. Donated to Charity...	200.00
	<hr/>
Balance on hand.....	\$416.47

GENERAL FUND.

Balance on hand January.....	\$244.59
(With liabilities \$187.16)	
Rec'd for tickets of At-Home....	328.85
Fees Collected.....	315.00
	<hr/>
	\$888.44
Paid out by Warrant.....	859.02
	<hr/>
Balance on hand.....	\$ 29.42

MEMBERS.

In Jan, 68 now accepted as basis. To these 120 have been added who have paid fees. Total 188. Audited and found correct.

(Signed.) M. McMILLAN.
FRED. S. ROBERTS.

Mr. Mills said the Treasurer should be

present to answer any questions that might arise out of items in the report.

Mr. Clark moved that the report be received and adopted. Mr. Johnston seconded this motion and it was passed.

THE AT HOME COMMITTEE.

Mr. Gibson reported progress by the At Home committee. He believed this at home would be one of the most successful yet held. The tickets were in demand and a large number of people were desirous of attending.

INSTALLATION OF OFFICERS.

President Booth rose and said that he now laid down the gavel for his year of tenure. He heartily thanked the members for their courteous and considerate support, and he bespoke an equally helpful support for his successor, president-elect Clark. He then called upon Mr. Mills to formally install the officers.

Mr. Mills said that it became his pleasurable duty to introduce into their offices his fellow-members who had been elected to the responsibility of directing the Association for another year. He hoped they would be well seconded by the members in their efforts to do their duty faithfully. He reminded the Association that there was still work to be done, and hoped that officers and members would labor to do it well. He then introduced by name each of the officers who were present in graceful words.

President Clark on being conducted to the chair thanked the members for his election, and hoped that harmonious and energetic work would be done this year. There was work to be done, and there were good men to do it. He would like to see the members, as well as capable outsiders, contributing special papers on various trade subjects, and proposed to call on members for such papers. A question box ought also to be adopted, as thereby much light might be thrown upon troublesome questions. He suggested as well that there should be a blackboard in the meeting room on which entries of goods for sale might be placed, to give members a chance to offer any excess of stock.

Mr. Gibson approved the new ideas proposed by the new chairman, and particularly favored papers or lectures by specialists, members of the Association, wholesalers, travellers, and others qualified.

Mr. Mills in appropriate terms moved a vote of thanks to the retiring president, Mr. Booth, and to all the officers.

Mr. Saunders seconded this motion, and it was unanimously carried and tendered by the President.

Mr. Booth acknowledged the vote.

ACKNOWLEDGMENTS.

The receipt of the \$50 donations by the St. George's Society and St. Andrew's Society was gratefully acknowledged in communications which were formally received.

SWELLED CANNED GOODS.

The letter from the Hamilton Association read at last meeting, in relation to swelled canned goods, and advising co-operation on

the part of associations to get the views of the wholesale trade at the various centres was brought up again.

Mr. Gibson said both jobbers and canners always took back swelled heads. They took all back cheerfully, so far as his experience went.

Mr. White said the retailers had to do not with the packers, but with the jobbers, whom he always found ready to take swelled goods back. Therefore the retailers had no ground of complaint.

Moved by Mr. White, seconded by Mr. Gibson, that the secretary inform the Hamilton Association that Toronto wholesalers always take swelled goods back.—Carried.

Mr. Gibson moved that the Executive Committee take into their consideration whether it would not be advisable to invite some gentleman every alternate meeting to address the Association on trade questions. Mr. Westren seconded this.

Mr. Booth thought that the Association was in a position to consider this matter of itself, without referring to the executive. There could be no two opinions about the value of such matter as was contemplated in the proposed arrangements for specialists to read papers before the Association. As an illustration of how much good could be done in this way, he referred to the paper on Tea, read before the Hamilton Association by Harold Lambe, and published in THE CANADIAN GROCER. That was an excellent paper, and he was sure his fellow-members would bear him out in that opinion, for he made no doubt they had all read it, as he assumed they all took THE GROCER and regularly read it. If they did not they ought to. The article was full of useful information, and contained much that was unknown to most grocers.

Several members spoke in favor of the Association dealing directly with the proposal.

Mr. Mills favored the initiating of the matter through the Executive Committee to arrange details and prepare the matter for the consideration of the Association. Another idea he favored was the occasional meeting of the members of the Association at the Public Library to consult works bearing specially on the grocery trade. An arrangement had been made for the improvement of the skilled and scientific knowledge of mechanics, to whom the use of special books had been thrown open on given evenings by the Library Board, and the same thing might be done for the grocers.

In amendment, Mr. Booth moved, seconded by Mr. Bond, that the President, Vice President and the mover be a committee to consider the plan of arranging with trade specialists to read papers and lectures before the Association every other meeting evening.

The resolution was withdrawn and the amendment substituted and passed.

A TEA BOOK.

The Secretary suggested that a Tea Book

be compiled by the Association. He thought a very useful one could be put together. The matter was no further pursued.

ACCOUNTS.

A post card account of \$1.75 was ordered to be paid.

THE TOBACCO TAX.

Mr. Mills reminded the meeting that the tobacco tax was now due, and that all should govern themselves accordingly.

Mr. Johnston knew a man who was selling tobacco, cigars and cigarettes to minors. He moved that the Secretary write complaining of him to the inspector. The motion was not seconded.

The meeting then adjourned.

MISREPRESENTING GOODS

There is little question but that, theoretically, the average merchant subscribes to the highest ethics of shop-keeping. He finds, indeed, a certain moral satisfaction when giving his concurrence to the opinions of speakers and writers on trade topics, who assume to teach from an elevated point of view, and though it is a question when, after all, in the practical application of such theories, there is not a great deal of divergence from the theory itself, possibly the temptation to have a lower code of business ethics than what is conceived to be absolutely just, has its strongest force in the matter of representing goods to customers.

An esteemed English contemporary suggests that "there is a song of a not very elevated character which carries the refrain, 'It's all right, if you love the girl, and we fear,' it adds, 'there may be here and there a tradesman who sings as a lullaby to his own conscience, 'It's all right, if you sell the goods.' But is it? Is it even all safe and prudent and good policy?"

While this may be regarded as shifting the question to a very much lower plane, it has the advantage of attracting more attention. Our English contemporary argues that the chief reason for a lowering in ethical consideration of the practical side of this question is that "we all know how to live uprightly and won't, whereas we do not know how to make fortunes, and wish we did." It, undoubtedly, is true that business morally has a much better chance, if the odds are in favor of its paying a dividend in hard cash.

The solution of this question in a way that deals fairly with the consumer and satisfies him, and justifies the merchant's own conscience, even when tried rigidly by the standard of the highest business ethics, is to handle only good goods.

We have no question that a man is a better man, better satisfied with himself, better contented with his business, more successful in his business, more popular with his customers, and more likely to obtain larger custom, if he sells goods that he does not feel he is compelled to misrepresent in order to "make them move." Good goods at fair prices, when put into practical effect, therefore satisfies not only the moral, but the material side of the merchant's life. There can be no possible reason why a merchant should not adopt that motto as his own, and put it into practical operation. Poor goods at any price do not pay in the long run. Good goods at a fair price always pay.—Michigan Tradesman.

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TWO PICTURES.

NO. 2.—CREDIT.

It was a beautiful summer's morning. The sun shone brightly in the clear blue sky. Not a cloud was to be seen, all nature seemed to be smiling in sweet content, and the birds warbled forth their sweet songs as if their little hearts would burst with joy. It was a sweet scene, and I myself felt at peace with all mankind, as I sauntered down the street meditating upon the marvellous works of nature, and from nature my thoughts travelled to nature's God. I could not help but wonder how it was that man seemed to be the only dissatisfied creature upon the face of the globe, and then I began to wonder why was it that he of all creatures the one who ought to be the most contented and satisfied, the one who has most to be thankful for, the one for whose use all things were made, and intelligence given him to teach him how to utilize them, was the most dissatisfied of all. Thus thinking and being unable to account for this state of things, I thought I would take a walk over to B—street and see my friend Brown. I thought that he being a grocer and coming into contact with all kinds and conditions of human nature, I would be able through his insight into the hearts of his customers perhaps to solve the problem. So I walked leisurely over, and entering his store I found him busy behind the counter. He was up to his eyes in work, the counter was just strewn with orders, so he did not notice me as I entered. I could not help but look at him. There he was working like a slave with his sleeves rolled up and the perspiration rolling down his cheeks. Talk about excitement; why, he was as excited as if there had just been a fire in the place and he had just got over putting it out. He would shout to one clerk, and then to the driver to hurry up, and see that this was right, and the other right. "Here, Jim," he would shout, "see that Jones' oranges are in the box, and you, Bill, see that Simpson's get their coal oil, and don't put it near the other things or else it will spoil them, and they will be coming back and telling me that the butter and tea taste of coal oil, and I'll be that much out. Coal oil is a bad thing to have near groceries; it has a worse effect almost than smoking in a store." With this he looked up and saw me. With a smile he extended his hand, and said, "Why, bless my heart, where have you been all this time? I thought you were dead, I have not seen you for so long." "Well, I have been out of town, I said, and just got back yesterday, and as I was going down B—street I was thinking over some things which I could not understand myself, and which I thought you by your experience of human nature could perhaps explain to me, so I decided to come over and see you. But I see you are very busy, and I will not disturb you at present, but take a more convenient season." "Well," said he, "if it is

anything that will occupy much time I guess you had better, as you see I am very busy and will be so until night, but I tell you if you could make it convenient to come over to the house to-night at 8 o'clock, I will be free from that time all evening, and would enjoy your company very much, as I have not had a good chat since the last time you were over, old boy. Can you do that?" Not having anything on hand that night, and seeing that he was really very busy, I told him that I would be there sharp at 8 o'clock. "By the by," I said, "I heard you say that coal oil was as bad for spoiling groceries as smoking. Do any grocers smoke in their stores?" "Well, I should think so," he said. "Why, some of them have the pipe or cigar in their mouth from morning till night, and quite a few can trace their failure to that habit." "How is that?" I asked. "Well," he replied, "in the first place the tea, butter, spices and provisions absorb the nicotine from the smoke, the smoke hangs to everything, and by and bye the store begins to look cloudy and dirty, the goods don't taste the same, and you catch the nasty, musty smell as soon as you enter the store coming in from the fresh air. By and by, Ladies of any delicacy of taste sicken at the smell, and by and by they cease calling and without giving any reason. If you meet them out in company you will here them sometimes say, 'I used to deal there but I don't go now. There is something about it I don't like; it seems dirty, and there is always a musty smell of smoke about it, just like the smell of a coat that has been in a bar room all night.'" "Well sir," I said, "I guess you are right. Women are particular on these points, and it is not a pleasant thought." "Oh," he said, "it is too true, I know several stores I call on that have that nasty smell." "Well," I said, "I will wish you good day for the present and call and see you at 8 o'clock sharp." "All right, I'll be home." So I left him and went down town to my own office, pondering all the way upon what he had said.

That night I kept my appointment. If the morning was fine the night could not be surpassed. The moon shone brightly through a cloudless blue sky. It was neither too hot nor too cold, just a lovely night for a walk. According to promise I wended my way up to Brown's. Arriving at the door I knocked, and in a few minutes the door was opened by a child of about seven years of age. She looked at me as if she was afraid of me, and wanted to shrink into a corner out of sight. She looked as if she never knew what a kind look was. I asked her in a warm friendly way if her father was in, and in a kind of half hesitating way, as if she was afraid she should make a mistake, and as a consequence get a beating, she said, "Yes, sir, I think so, I will go and see," and leaving me standing in the hall she went to see, and I heard her tell her father, for I could tell it was him by the

sound of his voice, that a man wanted to see him at the door. "Well, why didn't you tell him to come in?" said he in a sharp impatient voice, and with that he came out into the hall himself, and seeing it was I said, "oh it is you, is it! Come in and sit down." Obeying his invitation, I followed him through the hall, which was lightened by a lamp, which according to appearances had forgotten to shine, the little girl keeping behind me as if she was afraid of getting a slap on the ear for being so dull. Passing through the hall we entered through the door into the sitting room. Entering through the sitting room door, a cold chill passed through me, and a keen sense of confusion all around took possession of me. The room in the first place was not properly heated. The floor was carpeted with an old carpet, which looked as if it had been used for a century. The fire in the grate had retreated as if it were in disgust, and left nothing but ashes to remind you of the past. In the centre of the room stood an old square table upon which stood a lamp, which from its appearance seemed to be struggling for a breath of oxygen upon which to live, and the glass looked as if it was in mourning over its fruitless efforts. Upon this table also lay a ledger, two or three day books, about two dozen pass books and several other books, and a lot of bill heads. Kneeling down under the table was a woman which proved to be his wife. She was hunting through an old waste paper basket for some invoices which he had mislaid in his hurry. She looked up at me as we entered and smiled a welcome. I don't think I will ever forget that face. The eyes were kindly, but oh such a sorrowful look shone through them. You could read the whole book of her life at once. It was a tale of sorrow, worry and anxiety, the lines around the mouth told of sadness and care. The expression was that of one who had lost all relish of life and desired to be at rest, as if death itself would be a sweet relief. She smiled as well as she could, and extending her hand wished me to take a seat, which I did while he tried to coax back the retreating fire, but it was no use, for it had disappeared never to return again. Beside the grate was his other little girl. She was trying to make mud pies out of what the retreating fire had left. Beside her lay a cat, which looked as if it too had been trying to wash itself in the pies which the little girl was trying to make, and it seemed to succeed admirably, for its coat seemed to be pretty well matted. Not far away lay a big Newfoundland dog which looked as if he would only like to get a bone or two to help fill out his skin. Such was the house I had come to spend the evening in, and I suppose it is needless for me to tell you that I was sorry that I had not stayed at home and tried to solve my problems myself, instead of coming to this barn to only wish that it was time to get out. However, I was in it,

and I could only wait patiently till I got out of it as easily as I could without offending any one, so I broke the ice by saying, "Well, you seem to be as busy in the house as you were in the store." "Well, yes," he replied, "I hardly ever have a moment to spare. When I'm not at the counter, I have to be at my books," "You must do a large business," I said. "Yes, I do, but it would be better for me and all concerned if I did not do so much." "How is that?" I asked. "Well, don't you see," he said, "I do a large business but it is principally credit, I have to lie a long time out of my money, which if I got when it was due I could be doubling and trebling, but I can't get it in, and sometimes I never get it. I have lost about a thousand dollars this year in bad debts, and if I had that now I could get a new carpet for this floor which needs it badly enough, and I could get my wife a dress fit to go out in; she has to stay home from church now because she has not one fit to go to church with, so stays home. Then my children; I could get them things which they need but have to do without. My wife worries herself to death over it, and her worrying makes her nasty with the children, and that makes them unhappy and all caused by this cursed credit system. I wish to the Lord something could be done whereby this confounded system could be done away with. Why, look here, he said, as he walked over to a bureau and took out a big cabinet album, "I've got some of the cusses in this that owe me money for the last year. Just look here," and he opened the album, "do you see that fine dressed lady there? See the fine seal skin cap and seal jacket she has on. Look at the style of her. She owes me \$150 for groceries. I kept her and her husband all last winter when he was out of a job, and when he got into something and was earning good pay I asked them to let me have some money, and she flew up on her ear and got insulted, and I have not seen her since. I hear she is dealing somewhere else and paying cash, and he came round and told me he would pay me a dollar a week until it was paid. He paid that for one or two weeks and that was the end of him. My wife ought to be wearing those furs. Here is another specimen. Do you see that big fine looking fellow there with his whiskers all brushed up like a man who had been all his life in the military service? Well, that is Mr. E. R. He is a shipbuilder, and built a few boats that sail the waters. Well, he is one of the worst dead beats in this town. That man was getting twelve hundred dollars a year, and he owes me \$150 for this last five years." "Well," I said, "why don't you get it out of him?" "Why don't I? Just because he always drew his salary (\$25 a week) in advance, and because some of the laws regarding these matters in this country are rotten. I had him up on a warrant of committal which expired in 90 days. I got judgment against

him. He by order of the judge had to pay me \$5 a month. He paid me the first \$5 at the end of thirty days. He paid me the second five at the end of the sixty. At the expiration of the 90 days he paid me nothing, but snapped his fingers at me and laughed, because he knew I could do nothing, for the time having run out, he knew I would have to get another warrant of committal, which would cost me as much and more than he had paid me on the whole thing. Then, again, if he has two or three judgments out against him he can go and get what you call a stop order. He explains to the judge that these two or three are weighing him down, and he will not issue another judgment until he gets these paid, which at the rate he was paying me would be never. That is the way things are run in this country. That man's wife and family can afford to take a trip to California and back on my money, and put on all the style imaginable, while mine has to stay here and work like an old drudge. Her life is a misery, and it makes her cranky with the children, and they get miserable and don't look like other people's children. I'm miserable, she is miserable, and the children are miserable, and it is all through this cursed credit system."

POINTS FOR THE DAIRYMEN.

The Australian butter makers have been for a long time using every effort to introduce their butter into the English market, without success, but by the aid of Preservitas they have at last established themselves on a sound footing in that market of unlimited consumption.

As will be seen from the extracts from Australian papers, which are given below, the butter in which Preservitas is used commands four pence more per pound than butter prepared by the old process.

This is a subject of vital importance to the dairymen as well as this whole country, for the reason that it opens up an enormous market and high prices for a commodity, which Canada can produce in any quantity, and which in value of output would far exceed the cheese industry. Readers who are interested in dairies might find it to their advantage to correspond with Mr. Edgar of Halifax, who is agent for this product.

Extract from the Melbourne Argus of March 12th, 1890.

"At the invitation of Messrs. F. T. Paten & Co., agents for the 'Steven's Cold Vacuum Process,' Mr. D. Wilson, the Government dairy expert, with a number of gentlemen interested in butter preserving, met at the offices of the Fresh Food and Frozen Storage Company yesterday. Mr. Wilson, on behalf of the Agricultural Department, superintended the tinning of a sample lot of Victorian fresh butter by 'Steven's Cold Vacuum Process.' For the purpose of testing the value of this process, Mr. Wilson had half-a-dozen tins filled with the same churning of butter, in three of which tins an ounce of

'Preservitas' was mixed. In the other three tins the butter was done up as it is usually sent to market. These six tins were placed in the same case with the six tins of butter subjected to the Cold Vacuum process, and at the end of two months the tins will be opened, and the state of each lot of butter tested. The whole of the tins were placed in a box, which was sealed in the presence of the gentlemen present, and on the 10th of May the same gentlemen will be called together again, when the box will be opened and the state of the butter examined.

Extract from the Daily Telegraph, Melbourne, May 17th, 1890.

"It will be recollected that two months ago a meeting was held at the offices of the Fresh Food and Frozen Storage Company, Limited, to test the advantages of preserving butter by means of 'Steven's Cold Vacuum Policy.' For the purpose of testing the value of this process the services of Mr. David Wilson, the Government dairy expert, were called into requisition, and he decided to fill six tins by Steven's process—three tins without any treatment (except adding salt, in fact just as butter is sent to the market), and three tins with the addition of 'Preservitas.' It was then decided to leave these three lots of butter for two months in the hands of the Fresh Food and Storage Company, Limited, and a meeting was held yesterday on their premises, when the tins were opened by Mr. Wilson, who called aside two others, well-known as experts in butter, and on their return to the meeting it was announced that the butter treated with 'Preservitas' was most decidedly the best, in fact, Mr. Wilson said he never saw anything so emphatically decided. The butter treated with 'Preservitas' retained all the fine natural aroma of butter, which this lot was known to have when the butter was put into tins, and in this connection it should be mentioned that all the three lots put down were from the same churning of butter, made under the supervision of Mr. Wilson, and he pronounced the butter treated with 'Preservitas' to be worth at least 4d. per pound more than the other."

Extract from The Age, Melbourne, May 16th, 1890.

"Some two months or so ago quantities of butter from the same churning were tinned under three different processes, at offices of the Fresh Food and Frozen Storage Company, Bourke Street West, in order to determine which was the most satisfactory manner of treating the butter. The three processes were as follows:—

- "1. Treating the butter in the usual way by the addition of salt.
- "2. Treating it by what is known as the Vacuum process.
- "3. By the application of salt and the addition of 'Preservitas.'

"Yesterday morning a number of gentlemen interested in the tests assembled at the offices of the Company, and the experts on whose decision the promoters of the different

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processes relied were—Mr. D. Wilson (the Government Dairy Expert representing the Agricultural Department), Mr. Vagg (of the Chilled Butter Company), Mr. Taylor (a salesman in the service of the Fresh Food and Storage Company), and Mr. McDonald (Dairyman of the Mount Wallace district). The tins of butter having been opened and tested the four experts were unanimous in the opinion that of the three tests the 'Preservitas' treatment was by far the most successful, and that the butter treated by that process would fetch fully 4d. per pound more in the market than the butter treated under the other two processes."

Extract from the Melbourne Argus, May 16th 1890.

"Some two months ago the preliminary steps for testing the different methods of preserving butter were taken at the stores of the Fresh Food and Frozen Storage Company, Bourke Street. Samples of butter from one churning were packed by the Government dairy expert, Mr. David Wilson, according to three different methods, the first as ordinarily salted for the market, the second by Steven's Cold Air Vacuum Process, and the third with a compound known as 'Preservitas.' On the samples being opened yesterday they were submitted to the judgment of experts, who were unanimous as to the superiority of that treated with 'Preservitas' which, in Mr. Wilson's opinion, was worth at least 4d. per pound more than either of the other samples."

Extract from The Herald, Melbourne, May 15th 1890.

"A quantity of the same churning of butter was submitted two months ago to three tests, viz.—by the Steven's Vacuum Process, by 'Preservitas,' and by salt, as generally sent to the market. At the office of the Fresh Food and Frozen Storage Company, Bourke Street West, an inspection of results was made to-day. Mr. Wilson, the Government, dairy expert, and two other gentlemen qualified to judge, decided without hesitation that the butter treated with 'Preservitas' came out worth at least 4d. per pound more than the others."

Extract from the Evening Standard, Melbourne, May 15th 1890.

"About two months ago, when a number of farmers and others interested in dairy produce met at the offices of the Fresh Food and Frozen Storage Company, Limited, Bourke Street West, to test the 'Stevens's Cold Vacuum Process' of preserving butter, Mr. David Wilson, the Government dairy expert, who was present, representing the Agricultural Department, recommended that twelve tins of the same churning should be stowed away for a period of two months, in order to practically test the process. This was done. Half-a-dozen tins of the Stevens's Cold Vacuum Process, three tins with 'Preservitas,' and three of the butter as ordinarily prepared for the market, were placed in a box and put in a case in the

cellar, where the case remained sealed until this morning. On opening the case this morning the butter was tasted by a number of experts, who had assembled for the purpose of proving which was the better process—the 'Preservitas' or the Stevens—and their opinion was that the butter preserved with 'Preservitas' was unmistakably superior to the other samples, and worth at least 3d. to 4d. per pound more in market value."

Extract from the Evening Standard, Melbourne, May 16th, 1890.

"We have been requested to mention that Francis Forrest and Company, of 484 Collins Street, Melbourne, are agents for The Preservitas Company of London, whose treatment of butter was yesterday proved to be so successful at the trial which was held at the offices of the Fresh Food and Frozen Storage Company, Limited."

Sole proprietors: The Preservitas Company, 110, 112 Southwark Street, London, S. E. Samples and all particulars relating to 'Preservitas' may be obtained from the agent, M. F. Eagar, 181, 183 Water Street, Halifax, Nova Scotia.

STOCK-TAKING.

"The time to take inventory is of but minor importance, but it should be taken when practicable, at the dullest season of the year in the locality where your business is. My judgment is that for an annual inventory Feb 1 is a particularly good time. The rush of the holiday trade is over and the bulk of the winter stock has been sold, the spring purchases have not been made, and in the majority of stores the stock is at the lowest; besides, at this season the average prices on general commodities are at their lowest point. Procure a book with day book ruling of about 300 pages for an inventory book. A few days before commencing stocktaking, begin to arrange your goods compactly; get all lines together and goods of a kind placed so as but one entry will need to be made for an article. If in a general store, take first the lines carried for every day. I would suggest to enter first, groceries, then dry goods, boots and shoes, hardware and crockery in their order. Let cost govern you as to price for the article inventoried, unless there has been an advance or decline, in which case put the price at that at which it sells for in the market. I have known parties to go on year after year inventoring an article at original cost, which has depreciated 50 per cent since the time of purchase. Never do this. An inflated inventory is of no service whatever in determining your actual worth. Go through the entire stock in a careful manner and be careful in your extensions and footings. After finishing this, on the following page take an itemized account of your fixtures, scales, desk, measures, safe, tools, etc. If it is the first inventory, put the prices at what they are worth. After the first year, I should deduct 10 per cent, annually for depreciation

by reason of use and wear. This being properly done, go carefully over your ledger and inventory on your book all the accounts receivable, giving a line to each customer. Then follow this by all notes due to you from your customers, adding interest to date of your stocktaking. Then add the balance of cash on hand and in bank. When this is finished you will have a detailed statement of your assets. On the following pages make an inventory of your liabilities. From your ledger or your files, make a statement of all bills you owe that have been put in stock before you began your inventory. Follow this with a statement of all notes due merchants for goods purchased, or due the banks for money loaned, or from individuals for use in your business and rent unpaid, if any. When this is done take a double page, heading one 'Assets' and the other 'Liabilities.' Under these arrange the footings of the inventory, which should appear as follows:

Assets.	Liabilities.
Mdse on hand.....	Due for mdse.....
Notes receivable.....	Notes payable.....
Cash in bank.....	Interest due.....
Cash in store.....	Rent to date.....
Book accounts (good).....	
"doubtful 1/2 value.....	
Balance present worth.....	Feb. 1, 1892.

"I forgot to state that an account must be kept of sales made during the stocktaking of goods, which have not been inventoried. These to be added to the final footings of your stock less, say, 20 per cent. the average gross profit. This is necessary, as your book accounts are only inventoried to the day when your stocktaking begins. This method, while crude, is substantially accurate, and will give you a basis for next year's work by which not only the present worth may be known, but also the loss or gain for the year."—Store Crank in American Grocer.

CANADIAN EXPERIMENTAL DAIRY FARMS.

A meeting of members of the provision trade was held on Wednesday, at the Home and Foreign Produce Exchange, Limited, Hibernia Chambers, London Bridge, to hear an address from Professor Robertson, Dairy Commissioner to the Dominion of Canada, on the work of the experimental dairy farms which are under the control of the Canadian Government. Professor Robertson said that in Canada a system of experimental farms, with headquarters at Ottawa, was established a few years ago. The primary object of those farms was to investigate the varieties of grain which were best adapted to different soils, climate conditions, and methods of cultivation. Some experimental dairy stations had also been established in each of the provinces east of Manitoba. Their products were shipped to English markets in order to gain information from close market contact how to meet the preferences and prejudices of British merchants and consumers, through whom they were endeavoring to help farmers by showing them how to seek the market, how to suit it, and how to keep it for their own goods. After stating that British farmers had least cause to fear the competition of Canadian food products, he assured British consumers that they might rely upon the wholesome character of all such products which came from the Dominion.—Manchester Grocers' Review.

ASSOCIATION ITEMS.

A committee of the St. Louis Retail Grocers' Association have gone to the State capital for the purpose of having introduced a bill for the modification of the garnishment and exemption laws of Missouri.

The Retail Grocers' Association, of Boston, numbers a membership approximating one thousand, and at the recent annual meeting the Trustees reported upwards of \$17,000 in their hands.

With the view of more closely uniting the retail and jobbing interests, the Retail Grocers' Association of Grand Rapids, Michigan, recently resolved that wholesalers be invited to address that body.

The Central Association of Retail Merchants, of New York and vicinity, which claims to represent a membership of three thousand grocers, has addressed a circular "to the growers, receivers and dealers in berries throughout the United States," notifying them that "the grocers will, from this time forward, refuse to buy berries which are not contained in non-returnable packages," and offering the following reasons among many others, which go to prove that sound business policy demands the use of the non-returnable package: "They will cheapen freights by more than one-half, because present charges include free carriage of empties; they will always present the fruit in clean and tightly packages, and this means uniform higher prices; they will widen the existing market for berries and create new ones; prevent gluts, and keep up prices to a profitable level, and will be more healthful, because of the lessening of the dangers of contagion."

The Retail Merchants' Association of the State of New Jersey held a convention on Wednesday last. Each auxiliary association sends three delegates, with one additional for every fifty members. Statistics of progress are submitted.

The retail grocers of New York city are preparing to build a large storehouse, where groceries bought in bulk can be stored and purchased in any quantity desired by the members of the Retail Grocers' Union at first prices. "This plan has worked well in Philadelphia, Baltimore and in other cities much smaller than New York," said President H. I. Dreyer to a World reporter "and there is no reason why it should not work even better in New York. The Retail Grocers' Union will take hold of the matter as soon as the new officers have been installed in January, and I have no doubt that the scheme will be in successful operation by spring. We may not build a storehouse at first, but will rent a large building in a central location. The scheme will result in the saving of hundreds of dollars every year to the retail grocers." Plans have been accepted by the union for a new hall and office building and work has already begun on the

foundation for it. The corner-stone will be laid about January 15, and the building will be completed next May. It will be a handsome stone structure of five stories, and stand at Nos. 138 and 140 East Fifty-seventh street. The union will occupy one floor as a hall and another for offices and a parlor. The remainder of the building will be rented.

At a meeting of the Chicago Retail Grocers' Association, January 4, a subject brought up for discussion was as to what methods had best be adopted for the purpose of collecting the outstanding dues from delinquent members. It was finally decided to instruct the financial secretary to place the amounts in the hands of some reliable party for collection on a percentage, said percentage being left to the discretion of the secretary with full power to name a rate which in his judgment would be just and reasonable to both the association and the collector.

A new development in the Ohio adulterated food prosecutions is to the effect that the wholesale grocers of the state will hereafter boycott any manufacturer who will not guarantee his goods to be pure or who will not stand responsible for all costs of successful prosecution for the sale of adulterated food by innocent retailers.

The Grocers Union, of San Francisco decided to give no Christmas presents to their customers, but to take up a subscription among the charitable ones and devote the same to some institution. The amount collected in this manner was \$68.50.

About a month ago the retail Grocers' association at Columbus, O., concluded to make a trial of co-operative buying

PRESENT BUSINESS METHODS.

"Friendship doesn't sell many goods now-a-days," remarked a salesman recently. This is true enough in one sense, but in another friendship plays just as great a part in commercial affairs as it ever did. That friendship that tied a merchant up to a particular house, or to a certain salesman in that house, and made him blind and deaf to any other concern, has largely passed away, but there still exist many instances of warm personal consideration between merchants and salesmen, founded on mutual esteem, and on benefits given and received in the course of business, that will secure trade for certain houses, other things being equal. A merchant will usually prefer to buy of a salesman whom he knows, in whom he has confidence, and with whom he is in sympathy, but he expects just as good treatment from him as from his rivals; in fact, this friendship is usually founded on the idea that the merchant can do a little better in one way or another with his particular house or salesman than with any other.

This change in the business methods of the country is due in part to its transformation from a new and thinly settled country to one in which the most advanced commercial ideas alone can rule, and partly to changes in the industrial interests of the entire country. In the

early days anybody could make money retailing goods. Style was but little thought of. A merchant's stock was good until it was sold. The city and the surrounding country was being settled rapidly, money was plenty, and price was not of such great importance when everyone had money and felt certain that they would shortly be wealthy.

Now what is the state of affairs? There are more goods for sale than people must or can buy. Buyers have been taught to be cautious and critical, and economy is practiced of necessity by nine-tenths of the people. Competition hence becomes severe, and a merchant to be successful must be both wise and diligent in his purchasings, and cannot afford to overlook the advantages which may be found by searching through an entire market. He must post himself on what is offered him by all the houses, and if one can make better prices on any line of goods he must avail himself of the opportunity. Not only is his competitor likely to do so, but his customers are much better posted on prices than formerly through the catalogues now so freely distributed by the large city stores. His best friend in business is that one which will make him the lowest prices, or in some way enable him to make the most money. So that selling goods is not a matter of friendship nowadays, but is strictly business, as it ought to be.—Ex.

MONTREAL NOTES.

Tea brokers here have received frequent enquiries for best Japan tea April and May pick, and some large sales have been made at 27c. to 31c. on western account.

Letters to sugar brokers here state that there is a tremendous amount of speculative buying of raw sugar in Java and the Philippine Islands for next June and July shipment, in the expectation of an advance in prices based on the short supply of cane products.

Cables on currants from Greece to Montreal importers report an easier market at 14s. 3d. to 14s. 6d. cost and freight New York.

Mr. Chouillon reports business to be picking up with him, and credits chocolate meniers with a lot of sales.

Their annual jollification did not prevent the employees of Lightbound, Ralston & Co. from attending to business this week, and Japan tea and molasses ought to be a purchase now if the tendency of both markets count for anything, and the firm have a good stock of both.

Chaput, Fils & Co. have some fine lines of raisins and currants on hand—sultanas, provincials, etc.

If you have a sweet tooth, the Sherbrooke Maple Product Co., of Sherbrooke, can furnish you with the native product and just what you want.

Some of the more sanguine traders place the stock of molasses in Montreal at less than 1,000 puncheons against 1,800 to 2,000 at the same time last year.

Cod fish is a remarkably firm article on the market here, and Munn's special lines of it came in for considerable attention.

Chocolate and cocoa are more or less of a luxury, but they are a nice thing for the breakfast table. Mr. Hughes says that Bendorp's is doing well, and Walter Baker & Co.'s goods are not behind the procession.

*We were pleased
to note last week's
Advertisement had its
effect—let it continue—
You will always find
us willing to meet your
views.*



LUCAS,

We are open to buy Dried Apples. Write us if you have any to sell.

STEELE

73 Mc.Nab Street North Hamilton

AND BRISTOL

A steadily increasing Trade is the best evidence that our Standard Lines of

T EAS.

Mallawalla
Dalukola
Imperial Gongou
and
Russian Gongou

GIVE entire satisfaction. Retail Merchants have told us that their Black Tea Trade has steadily increased since keeping one or more of these lines. They retail at 45 to 50 cts. and show a splendid profit. If you are desirous of working up a fine Tea Trade try a sample package. To purchasers of these Teas we give a novel and most effective method of placing it before consumers. If our travellers do not reach your district drop us a card for particulars.

W. H. GILLARD & CO., Wholesale Tea Agents for Canada

HAMILTON, ONT.

James Turner & Co., . . HAMILTON . .

Splend in Prices in

Ruby Prunes Silver Prunes Silver Plums
White Nectarines Purple Nectarines
Bartlett Pears Eagle Pears
Jumbo Peaches Lima Beans Eagle Peaches
Royal Apricots Eagle Apricots
Crystal Apricots, extra fine, (in Sacks)



“MONSOON” PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS, IN CHESTS AND HALF CHESTS.

STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto,

THE CARELESS CLERK.

There are some employes in stores who, though not really dishonest, are equally dangerous to merchants.

Though they will not actually steal, still they are as criminal as the thief. The losses incurred through the carelessness of employes often escape notice, for it is a species of viciousness, the result of which is not always apparent. Yet the merchant suffers, all the same. Perhaps we are wrong in deeming this trait vicious. At worst it is but a deplorable weakness of character, often not latent, but acquired by an unwise training. For the possession of this drawback in character, people invariably have to lay the blame with those on whom their early training depended. The boy who learns his early lessons from the man who conducts his business in a slipshod or haphazard manner cannot help possessing a disregard for order in his latter years. Habits are easily acquired, but it is woefully hard to rid oneself of them especially if they are bad habits.

The clerk who is careless in even the most trivial things never will be successful. Business, like life, is a series of incidents; on the attendance to each item depends the success of the whole. The man who shirks, disregards or ignores trifles will be unsuccessful in the main, for great things are but an aggregation of little things.—Ex.

THE GROCERS' AT HOME.

The committees in charge of the preparations for the annual At Home of the Toronto Retail Grocers' Association, to be held at Webb's on Wednesday evening next, have completed their arrangements for that event, which promises to be the most brilliant and successful one yet given by the Association. The enthusiasm of the whole trade is enlisted even more than it was last year. This was to be expected, since the popularity of the At

Home has asserted itself more strongly each year. This year's At Home gets the benefit of the hard work done by former committees.

The attendance has enlarged by a substantial movement each year, and restrictions have had to be placed on the sale of the tickets in order that the trade may first be accommodated. This year the tickets have been in strong demand.

The following are the committees in charge:

Refreshment—J. G. Gibson, A. White.

Printing—R. Mills, J. G. Gibson, A. G. Booth.

Orchestra—A. E. Saunders, J. Doyle, A. Sinclair.

Talent—A. G. Booth, F. S. Roberts, A. Sinclair, D. W. Clark, R. M. Corrie, A. E. Saunders.

Treasurer—R. Mills.

To call on wholesale houses—J. G. Gibson, R. Mills.

As usual the first part of the At Home will be a concert. The following is the programme along which it will be ordered:

	C. Dimmock.	
Song	"My All" ... J. Hayden Waud.	
	C. A. Smiley.	
Reading	Selected.
	T. A. Baker.	
Song... Comic ...	Author of Ta ra ra Boom-de-ay.	
	H. Simpson.	
Ventriloquism.		
	C. Dimmock.	
Song	"Friends" Fred. Lohr.	
	O. A. Smiley.	
Reading	Selected.
	T. A. Baker.	
Song	"He Never Split the Wood."	
	H. Simpson.	
Ventriloquism.		

Mrs. Chas Savage—Accompanist.

This programme is short, but it is said to be diverting enough to last all night. The ball programme is as long and varied as any one could wish, and the menu is a splendid one.

All who attend the At Home may come prepared to enjoy themselves. Double tickets are \$1.75, and 60 cents is charged for extra ladies' tickets. Tickets may be purchased at the door.

THE INVENTORY.

"No, sir!" said a Minneapolis business man who is well informed on the local grocery trade, "I don't believe there are over 25 out of the 375 grocers in this city who take stock even once a year." Is it possible that this is the fact? And if the fact, isn't it surprising there are not more failures in the retail grocery trade every year than there are? No merchant knows anything as to where he stands, or what the condition of his business is if he does not make an inventory at least once a year. He may think he can tell the state of his stock to within \$50 or \$100, but if he made a complete invoice, he probably would awaken to some serious surprises.—Northwest trade.

Retail dealers in other cities than Minneapolis are inclined to shirk work which is

really necessary to the successful management of a business, and therefore we would not be surprised to hear that the annual inventory is taken by but a moderate percentage of the retail trade of the country. As regards the importance of the inventory we have spoken in earlier issues, and can consistently endorse all that our Minneapolis cotemporary says upon that head. Not only is the inventory necessary to determine the annual or semi-annual profits of a business, but the future of the dealer may depend upon its revelations. A stock may appear large and valuable, but owing to a deterioration in value through a fall in market prices or by shop-wear, it may be much less valuable than the owner supposes. It may also have run down very low on the more salable sizes or kinds, and need sorting up very badly. Yet all the while the dealer may be deluding himself with the notion that his stock represents a considerable portion of his business assets. He cannot tell until he takes stock whether he really has in his store goods which have been paid for and have not been sold. Several years ago a jobbing house in this city took an inventory at the beginning of the year, and discovered a serious discrepancy between the value of the stock on hand in the sugar department and the account of sales of the article during the previous six months. The conclusion immediately arrived at was decidedly unfavorable to the reputation for honesty of certain employes. Detectives were put at work, and in a few days stealings involving many thousands of dollars were unearthed. Truck loads of sugar for which bills had been rendered and paid, on the receiving clerk's receipts, had been shipped to the firm by the refineries, but never reached their destination. The jobbing firm finally recovered every cent of which they had been defrauded in this manner, the total amount being sufficient to pay for the trouble and expense of many annual stock takings.

Putting aside all other considerations, the mere fact that an inventory enables the merchant to take steps toward the prompt disposal of slow selling goods, which have already depreciated in value and promise to still more rapidly depreciate the longer they are kept, by revealing their perhaps unsuspected existence in the stock, should be a sufficient inducement to the dealer to take account of stock, however laborious and troublesome the work may prove. As regards the difficulty of the task, it should be remembered that only a few hours' time is required and at a season of the year when trade usually experiences a temporary lull. Take stock, by all means take stock, is our advice to all our readers.—Merchants, Review.

Ove Lange, general grocer and commission merchant, Upper Water street Halifax, has admitted Charles R. Reynolds as a partner in his business, and the firm will be known as Lange & Reynolds.



TO YOU IT IS

PROFITABLE and a QUICK SELLER.

Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT.

ROYAL SOAP CO.,
Winnipeg, Man.

Fruits of the Season.

NOW IN STORE.

Grenoble, Marbot and French Walnuts,	California Evaporated Apricots,
Sicily Filberts,	Good Average Sultanas,
Tarragona Almonds,	Choice Sultanas,
Cases Vostizza Currants,	Loose Muscatels,
Half Cases Vostizza Currants,	Imperial Cabinets,
Cases Patras Currants,	Connoisseur Clusters,
Hillewee Dates,	Ex. Dessert Clusters,
Eleme and Natural Figs,	Royal Buckingham Clusters,
Fancy Seven Crown Figs,	Arguimbans Off-Stalk and Four Crown Layer Valencias,
	quality very fine.

H. P. Eckardt & Co.

Wholesale Grocers,

TORONTO.

**FOOD
FOR
BABIES.**



STERILIZED.

Pronounced by Physicians to be

**Free
From
DISEASE GERMS.**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

AMES TURNER & CO

Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

804, 806 St. Paul St.,

143, 145 Commissioners St.

MONTREAL, CANADA.

Now in stock and ready to quote:

2000 boxes Sultana Raisins.
200 barrels FINE PROVINCIAL Currants.
200 half barrels FINE PROVINCIAL Currants.
New Nuts of all kinds
Fine Off Stalk Valencia Raisins, different brands.
A few boxes NEW MALAGA Fruit left.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

SYRUPS -

We have a splendid Assortment at
Bottom Prices

See our Travellers or write us for Samples
and Quotations before buying

CAVERHILL, ROSE, HUGHES & CO.,

WHOLESALE
GROCERS

.. MONTREAL ..

MAY TEAS.

We have still a fairly large stock of

FIRST CROP JAPANS

And would advise our friends to buy NOW as the visible supply of these Teas
is nearly exhausted.

REGAN, WHITE & CO.,

1, 3 and 5 St. Helen St.,

MONTREAL.



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

J. M. Henderson, has started a general store at Ethal, Ont.

T. Caster & Co., general storekeepers, Port Stanley, have assigned to C. B. Armstrong.

Griffin & Co., general storekeepers, Ridgetown, Ont., have assigned to John Lennox, of Hamilton.

H. A. Seed, a prominent Winnipeg fruit merchant, died on Friday in California, where he had gone for his health.

Matchett & Co., general merchants, Elora, Ont., lost all their stock in a fire which destroyed the block in which their store was.

It is calculated that Ireland sends to England every year about forty thousand tons of eggs. This means in close figures six hundred and forty million eggs.

James F. Copland, retail grocer on King street east, Toronto, is in financial difficulties. His liabilities are \$10,000 and his assets nominally \$11,000. The principal creditors are W. Ryan, Christie, Brown & Co., and Eby, Blain & Co.

A. S. Harrison's grocery and confectionery store at Norwood, Ont., was destroyed by fire last week. Mr. Harrison's stock was insured for \$1,550, and was a total loss. The exact amount of Mr. Harrison's loss is not known. The fire is supposed to have originated from a defective flue.

J. E. Hutton, Thornbury, Ont., was in the city this week making purchases for his general store. He is one of the most successful of the young men in business in northern Ontario.

The Christmas number of THE CANADIAN GROCER was a beauty and no mistake. Its handsome cover inclosed 48 pages of fine letter press and elegant illustrations; while the reading matter was fully up to the standard so long maintained. Judging from the display of advertising carried, THE GROCER is enjoying the prosperity it deserves.—Detroit Herald of Commerce.

The other morning between 5 and 6 o'clock Edward Clay, oldest son of W. P. Clay, grocer, Galt, Ont, got up and lighting the lamp for the purpose of warming a drink for the baby, he placed a tin cup on the top of the glass, which forced the flame down into the lamp. He made an effort to get down stairs to throw the lamp out of doors, but it exploded while he was on the stairs, and, being in

his night shirt, he was very severely burnt from the head down. With the assistance of his wife and brother-in-law, who stops with them, the flames were put out as soon as possible. Drs. Sylvester and Warlaw were sent for and found Mr. Clay in a very critical condition.

Now that the great banquet is over the members of the Toronto Board of Trade are beginning to talk of the approaching elections. These will take place on the 26th inst, nominations being made a week earlier. Many names are canvassed in connection with the several offices, but at present no very definite prophecies are ventured upon as to the outcome of the balloting.

The Grand Trunk railway Co. have issued a circular stating that an allowance of five cents per barrel off current winter tariff on flour will be granted millers who desire to forward flour to Montreal now, to be stored there pending the opening of navigation and export. The flour will be filled at tariff and the above-mentioned allowance made on proof of exportation. Shippers or consignees will be required to pay Montreal terminals and storage charges.

J. M. Gordon, general merchant and grain buyer, Beaverton, Ont., met with an accident a few days ago by which he lost his left arm below the elbow. While the morning train was taking water he engaged in conversation and placed his hand on the side of the car. A sudden movement of the train caused him to fall, and in the effort to recover his feet the left arm passed beneath the car wheel, being crushed into a pulp. Amputation was necessary.

The West Peterboro' Farmers' institute held a meeting in Peterboro' on Saturday. D. E. Smith, B.A., of Brampton, spoke on "Road-making," proposing changes in the present system. The meeting was unanimous in the opinion that there should be a change in road making. None desired a commissioner and about one third favored the employment of a trained engineer to superintend roads. A committee was appointed to interview the county council with a view to having the act respecting wide tires on heavy waggons imperative in that county.

The success which attended the shipment of turkeys from Canada last year resulted in preparations being made for the coming season on a wider scale. A consignment was landed at Liverpool yesterday from the S. S. City of New York of sixty tons, or about 12,000 turkeys, and they have proved to be in fine condition. An agency has been opened in London, and part of the present shipment was sent here yesterday. The remainder will be distributed over Lancashire, Yorkshire and the Midland counties. Further shipments are expected on the 18th and 21st inst.—National Provisioner.

The Minneapolis grocers had an "experience meeting" recently, after the regular order of business. Some interesting opin-

ions were given on the question, "What is the greatest evil or abuse in the grocery business?" Among other things the following were considered great evils: For a customer to order a can of oil, make the grocer go several blocks for the can and then deliver the oil; ordering a two cent postage stamp and having it charged on the pass book; customers dictating too freely, and allowing them to measure goods bought; lack of unanimity among grocers; delivering a yeast cake two miles; the pass-book system (duplicate slips of sales' accounts were recommended); too long hours, and the universal credit system.

AFTER HOLIDAY REFLECTIONS.

Now that the holidays have come and gone the trade can take time to figure out the gains and losses of the past year. There is no better time for stock taking than now, when the rush of business has slackened and stock has been reduced by the demands of the past busy season.

I believe that a great many grocers do not take a very careful account of stock at any time, because it is a long and tiresome task, and because to the man who carefully watches every detail of his business and owes no man money that he cannot easily pay, it seems a little unnecessary labor.

Those who are hanging on the outeredge do not care very much, and, perhaps don't want to know the facts too intimately.

In either case, however, the task should not be looked upon either as a burden or as an unnecessary one.

It should not be a burden, and is not unnecessary.

To begin with, nothing will show the leaks in a business, nor the accumulation of bad stock, or the fungus growth of unhealthy accounts, like a strict stock taking. It will not be denied that these things are most necessary things to look after.

There are some men who can tell from day to day just how they stand on these matters, and these men always perform as well an annual inspection. It is needless to say that

Bottles! Bottles!

Ale, Wine, and Spirit Bottles.

For Sale

By

BLAIKLOCK BROS.,

17 Common St.,
Montreal.

J. F. EBY.

HUGH BLAIN.

Our Salesmen



HAVE gone on the ROAD with the largest and best selected assortment of samples of Teas ever offered to the trade in CANADA. Do not fail to see them; they are extra value and what is as good, The Prices are Right.



EBY,
BLAIN
& CO.,

WHOLESALE GROCERS

Toronto,
Ont.

they, as a rule, get out of their business all that it will give.

But the other, and by far the greater number, do not begin to get out of theirs what they should get. How many times, for instance, do they use bad words when they find goods, salable goods, stowed away out of sight, and reported as "all out" by a clerk? Of course, the latter is blamed for this, and he, no doubt, deserves a share of the blame, but what of the proprietor, who waxes so wroth and becomes so fierce over what he should have made impossible by using proper methods?

Some time ago I heard of a grocer who had occasion to remove his place of business, and who, in moving, found boxes of soap and boxes of canned goods and other articles, which had been laid away for months and of which he knew nothing. It was told in rather a spirit of boasting that the find was a great discovery. I am sure that no sensible business man would or ought to boast of such careless methods as were here exposed.

The practice of stock-taking, however, is becoming more general as its merits are becoming more understood. Competition has become so keen that slipshod methods do not avail as they once did. Long credits are not as easily given as they were once, and in consequence of both reasons, over-

stocking is much less common than it was some years ago.

Stock-taking cannot be too highly urged upon all retailers, though it should not be necessary to urge it, because its benefits are so great and patent. Men go along easily and jauntily on their business career, taking for granted that their affairs are as they would like them to be. Some day trouble comes and they find it difficult to meet some bills. When forced to investigate, they find that by neglect in looking over stock that they have bought too much of goods which have not a ready sale. The bills that are due and pressing are for these, and they then readily see, what care would have shown them before, that by buying carelessly they had created obligations which should not have been contracted. Every dealer has been confronted with trouble; some only once, while others repeat their troubles because they never heed the lesson.

Now is the time to account to yourself for your stock.

Such grocers' stocks as I have seen during the past holiday season show a great increase in variety over those of former years. More and more of the trade are out in the hunt for all the trade of their own customers that they can get. The belief has gained ground that the great staples can take care of themselves, and more attention has been given to fancy goods than ever before.

Still, to me, it seems that a great discretion must be exercised in selecting the variety which goes to make up the new lines of

goods. Many grocers tell the tale that their customers do not buy and will not appreciate most of the fancy goods, because of the fancy prices which are attached to them. It is a mistake to suppose that the grocers themselves get any fair part of the fancy price, because the goods cost them so much that to sell them at all they must be satisfied with less than an average profit. This statement will be verified, I think, by the statement of any grocer having experience in this line of goods. The fact is that the packers of goods in glass and some other packages should be satisfied with a smaller profit than they at present demand, before there can be any great extension of the sale of their goods. Now they apparently cater to that fortunate, but extremely limited, class of consumers who have no care at all as to price.

The fact is that grocers are reaching out to get some of the money which their patrons reserve from November payments to use for Christmas purchases. They are moving in the right direction, and I believe have met with the ready co-operation of their customers. To instance this, I will state that I can name a grocer who put candy in his stock for the Christmas trade and who sold nearly a ton by the pound! He told me that he made more money on this sale than he had on sugar for the past five years, and I can easily believe him.

This, therefore, is an article that every grocer should have in stock; should instruct his clerks to talk up.

I hear of a grocer in a large city west of Albany, who, amongst other rules, forbids any clerk to urge sugar on any one under penalty of discharge. Wise man?—Harlem in National Grocer.



E. T. Co.

*If you
do not know
what the above
stands for
you are not
posted.*

*Send for Price List or
Sample Caddies.*

*EMPIRE
TOBACCO
CO.
MONTREAL.*

DRY GOODS.

There are times when the wholesale houses relapse into almost hibernating quietness. The past week has seen very few buyers in the city, and the consequence is that trade seems very quiet. Nevertheless, one is soon undeceived, when the shipping department is visited. Large quantities of goods are going out, and larger quantities are coming in. Cases, large and small, are tumbled in and out, showing that in time of peace dry goods men prepare for war.

Letter orders are fairly numerous, and travellers' orders are coming in slowly, but as large as could be expected.

The weather has been very favorable to retailers during the past three weeks. All over Ontario, and, in fact, throughout the whole of Canada, the weather has been fairly severe, accompanied by a small amount of snow, but still sufficient to afford good sleighing. This has quickened the movement of grain and produce, and also the movement of heavy winter goods. When the retailers unload their winter goods well they are always in better spirits for spring buying, and many dealers will not buy spring goods till the middle of January.

Alexander & Anderson are in receipt of their shipments of spring prints in domestic and imported. They claim that the variety shown is fully up to that shown by the average dry goods house, and includes the newest designs on the market. Domestic and imported flannel-ettes are coming to hand, and the range shown at present is very extensive.

Gordon, Mackay & Co., have secured one thousand pieces of combination suitings. These plaid goods are much used by ladies for dresses, morning wrappers, skirts, etc., and are rapidly becoming popular. They are selling these goods at 2 1-4 cents less than the regular price. This of course is due to the large quantity taken by the house, the entire stock of the manufacturer having been secured. The patterns are twenty in number, and were never shown before this season. In their furnishing department their "Crest" brand of white dress shirts is always kept in full stock. This line is becoming celebrated with the trade for style, fit and wear, and is carried in all prices. In parasols their stock is now complete in all lines. The feature of this stock is a choice assortment of handles in natural, ebony, celluloid, sterling silver mounted, and other lines. The prevailing color in fancy parasols is cardinal.

Caldecott, Burton & Spence are busily engaged cutting their spring dress tweeds. The demand for these domestic goods has been quite equal to former seasons. These goods will probably hold for another season. They are moving out their spring lines of hosiery, underwear and topshirts. Staples are in good active demand in the house at present. Prints, flannelettes, shirtings, cottonades, dress linings, gingham, and teazel cloths are moving lively.

W. R. Brock & Co. are showing a long range of art muslins, for curtains and draperies, in all the leading colorings and designs. These goods can be retailed all the way from 7 to 25 cents a yard. The prices are low, although repeats can only be secured at an advanced price, due to the higher price of raw cotton. A shipment of frillings, vellings and complexion nets in the newest shades has

just been passed into stock. A case of infants' bibs has just been opened up. These goods are new in design and pattern. Two special lines of unlaundried shirts that can be retailed at 50 and 75 cents are being offered. Extraordinary circumstances allowed the purchase of these lines at a price which makes them, it is claimed, better value than has ever been shown before. Their sale is very rapid in lots of ten to twenty-five dozen.

John Macdonald & Co., have just received a large shipment of mottled carpets. This line was bought at a special low price, and will be sold to the retail trade at 20 cents per yard, which is considerably lower than any carpet hitherto offered. Moreover, American quotations on this line of carpet show an advance this week of 2 1-2 cents per yard, and it is hardly likely that the line will be duplicated. In their linen department they are doing a huge trade in gingham, napkins, towellings, hessians, etc. The strong demand for these goods has necessitated the forwarding of repeat orders. In the haberdashery department they have just opened a shipment of seam bindings, bone casings, satin ottomans and linen beltings. These are new goods in this market, and can be obtained from this house only. Seven cases of Austrian pearl buttons have been opened up. All sizes are kept in a bewildering variety of design. They have now in stock a full line of their celebrated "Sphinx" linen thread, manufactured by Wm. Barbour & Sons, Lisbon Island, Ireland. In belts they are showing a long range of new styles for spring in fancies, selfs, and club colors. The widths are from 2 to 3 inches, the 2 1-2 and 3 inch widths being in favor.

John Macdonald & Co. are showing a new line of 20 inch tartan surah in tartans Macdonald, clan Alpine, Ferguson, McLaughlin, Mackinnon, Robertson, Macfarlane, Royal Stewart, Campbell, Breadalbane, Macintosh, and the Victoria. These are the newest thing in the silk market to-day, and ladies are using them for blouses and dress trimmings. The effect is very handsome. They have also received a shipment of Swiss muslin and cambric embroideries and insertions; widths run from one-half to 40 inches. They are being sold at special job prices. A new range of 14-inch complexion nets is also to hand; these are popular goods at present. There is a big demand for satin checked apron muslins, and this house carries a large stock. They are shown in checks from the pin check to the largest sized basket plaid.

J. McCabe, grocer, Elora, Ont., lost his stock in a fire which destroyed the building in which he carried on business. His stock was insured.

MOST PERFECT MADE.

It contains neither Ammonia, Alum, or any other injurious ingredients.

It is the lightest and fluffiest of all powders.

DR. PRICE'S
Cream Baking Powder.

**John Jamieson & Co's
LOCHFYNE
HERRINGS**

56-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**DRESSED
POULTRY**

We are now booking orders for shipment on or about December the fourth next, to points in British Columbia, delivery in time for Xmas trade. Poultry will be thoroughly frozen and packed in either close or open cases, weighing two hundred pounds each. We offer special prices on large lots.

**PARSONS PRODUCE CO.,
WINNIPEG, - - MANITOBA.**

**W. F. BUCHANAN,
BROKER, COMMISSION MERCHANT
AND
GENERAL PURCHASING AGENT,
WINNIPEG.**

REPRESENTING:

ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Vancouver, B. C.
BUCHANAN & CO., Saltcoats, N. W. T.
HIRAM WALKER & SONS, Ltd., Walkerville, Ont.
JOHN DEWAR & SONS, Tullymet Distillery, Perth, N. B.
PERINNET FILS, Reims.

Warehouses on C. P. R. Track.
EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

NOTICE

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

VANCOUVER, B.C.

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

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

Their Flavoring Extracts are of the choicest quality.

EPPS'S COCOA

1/2 lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:
C. E. Colson, 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.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,
3 and 4 Corn Exchange,

Manchester,

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

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

W. GIBBINS & CO.,
Commission and

**Manufacturers' Agent,
WINNIPEG, MAN.**

We are open for Consignments of Dried and Evaporated Apples, Beans, Peas, &c., or will take orders for packers and others.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,
Provision and Commission Merchants.

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

Butter is scarce and in good demand, at 18 to 21c.: Eggs are 22 to 24c. for fresh, and 16c. for lined; There is still a good demand for Poultry, Chickens 40 to 60c., Ducks 50 to 90c., Geese 8 to 10c., Turkeys 10 to 12c.: Green Apples very dull, at 1.00 to 22.00 per bbl.; Dried Apples 4 1/2 to 5c.; Honey plentiful at 8 to 9c.; Potatoes 85c.

Consignments of above
Solicited

J. Y. Young & Co.

Strictly Commissions **74 FRONT ST., EAST**
.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

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

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

Write for Price List.

PUT

**TEXAS BALSAM
IN STOCK**

The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.80. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

**S. K. MOYER,
Commission Merchant**

And dealer in foreign and domestic fruits, fish, poultry, etc.

SPECIALTIES :

Oysters, Oyster Carriers, Smoked, Salt and Fresh Fish. Consignments and Orders solicited.

76 Colborne St.,
Toronto, Ont.



GEORGE McWILLIAM.

FRANK EVERIST.

McWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,
ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots, stock fine, also Messina Lemons. Will fill all orders at lowest possible price.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

Fancy Florida Oranges--
Car arriving weekly.

Car Messina Lemons--
Just arrived.

We are handling best brands Bulk and Canned Oysters, Haddies—Portland and St. Johns, Fancy Bloaters and all kinds Fresh Fish, New Golden Dates, Figs, Nuts, etc.

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

**HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.**

WRITE FOR PRICES.

McLAREN'S



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

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



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, Jan. 12, 1893.
GROCERIES.

The wholesale trade report 1893 to have made a good beginning. They never look for much business during the first fortnight in January. The last two weeks have been no dazzling exception to this rule, but they have clearly been better than the corresponding period of last year. The hard weather and fine fall of snow improved the roads and gave an earlier movement to farmers' deliveries of grain and started business somewhat in the country. The advance in sugar had a similar, though less appreciable effect; there was a limited movement on the part of city retailers to anticipate any further advance. The wholesale houses have completed their stock-taking but have not yet made out the results. This they do know, that they begin the year with stocks light in everything that is likely to be in current demand. They are all quite or comparatively low in sugar, Valencia raisins, currants, tea. In all these, the market is in such a shape that wholesalers would for the most part prefer to be well-stocked. Another general point relative to stock-taking is the expectation that last year's net results will be rather low. Price-cutting played havoc with profits up to the month of September. From that forward till the end of the year there was a rather less aggressive competition carried on and some money was made.

COFFEE.

The market is still very firm. The price of Brazil coffee has hardened since last report. A local house that had bought an invoice last week tried to duplicate it this week, but was unable to do so unless at an advance of $\frac{1}{2}$ c. The price of Rio coffee is firm from 20c. upwards. In Java coffee the market is likewise very firm at a recent advance. The price is firm 28c. upwards, but very finest Old Government Java would now cost the importer 40c.

DRIED FRUIT.

There is some life still left in the dried fruit trade. The stock of Valencia off-stalk raisins is very light, some houses being bare of supplies. The lowest quotation for good fruit is $5\frac{1}{4}$ c. Prices on a lower basis relate to a much lower rate of quality than that usually acceptable to consumers. Valencia layers in very small compass, and the demand does not revive since Christmas. The price is 7c. upwards. Of blue fruit there is enough left for the holders to compensate themselves for

the cutting they did before the close of the old year's trade. On the remnant of the better classes of this fruit there is a firmer feeling, but London layers do not quote materially higher, \$2.25 to \$2.60 being the range. Currants are not in strong request, but as they are not plentiful the price is unchanged, being firmer indeed in some lines. There is a line heard of that can be got below $6\frac{3}{4}$ c., but the bulk of the trade hold that figure as their inside price. Barrels are quoted by some holders at 6c. Good Patras currants are quite scarce. A considerable quantity of stock, sold some time ago to arrive this month, is now on the way, and it may affect present prices. There are scarcely any cases to be had on the street. Cases are 6d. higher in Patras. Prunes are considered very good stock now, being in small volume and in very fair demand. U's are $7\frac{1}{2}$ c., B's $8\frac{1}{2}$ c. Fancy figs are about cleared out. Bags are $4\frac{1}{2}$ to $5\frac{1}{2}$ c. Walnuts, which usually are easy at this time of year, are very firmly quoted by shippers. This market is doing little in nuts of any kind. The range for walnuts is 10 to 15c. according to quality.

RICE AND SPICES.

The market for rice is steady and unchanged. The price is $4\frac{1}{4}$ c. upwards. Spices have not undergone any marked change. In cloves and pepper an increased firmness is noted, both coming a little higher to buyers in the foreign market. Cloves are now quoted at 15 to 20c. The firmness is attributed to speculative efforts in London to corner the market. Black pepper is 12 to 15c.

SUGAR.

A problem on which there are a good many heads now engaged is the future price of sugar. The present state of the market warrants the view that the price will not be lower before March. The statistical position appears to support the theory that there will be a further advance. There does not appear to be a sufficiently strong and widespread conviction that this latter view is correct to lead to any heavy buying movement on the part of either wholesalers or retailers. The wholesalers would have bought liberally before the advance if they could have got future delivery, but their offers since the advance are not said to be very numerous. Speculation in sugar has never brought much money to any house that has tried it. Either the market takes a reverse, or the necessity or policy of making a cut have usually caused such ventures to turn out disappointing. There is therefore not so much keenness to take risks this year as there was last. Granulated is steady at $4\frac{3}{4}$ c., and yellow quotes from $3\frac{3}{4}$ c. Sugar stocks are light in wholesale hands, and that circumstance will impel buying.

Willett & Gray, New York, in their Statistical say of sugar: The week—Raws and refined unchanged. Net cash quotations: Muscovados, 3c; centrifugals, 37-16c; granulated, 46c. Total stock in all the principal countries by latest uneven dates is 1,220,039 tons, against 1,046,863 tons at the same uneven dates last year: Havana and Mantanzas stock 3,000 tons, against 20,000 tons last year. Raws—This has been rather a holiday week, and transactions in the local markets have been quite insignificant, but a considerable business is reported from Cuba, including 70,000 bags centrifugals, at rather above the parity of our local quotations, which are unchanged from last week. The tendency of the opening year is in favor of sellers although liberal offerings from the

new Cuba crop are commencing to be made, which may check the tendency to an advance.

Refined—After a quiet ending of the old year, buyers appear disposed to take on larger stocks for the new year's business, and an active and strong market is to be noted with the opening year. Prices, however, remain unchanged for the week, except for grades of softs, and there are no indications of any general change for the present. Quotations will no doubt follow the course of the raw markets quite closely this year, and many circumstances are likely to occur to influence the market.

SYRUPS AND MOLASSES.

Syrups are selling quietly at from $1\frac{3}{4}$ to 3c. New Orleans molasses is quoted 30 to 50c. according to quality. West Indian is 30 to 35c.

TEAS.

Purchasers are not coming forward so freely with their orders as might be expected, the low rate of retail stocks and the scarcity of the best selling grades being considered. A lively movement is one of the early certainties, however. The wholesalers are now giving attention to stocks, and tasting is now very generally observable in the sample rooms. Japans quote from 15c. up, Congous from 14c., Young Hysons from 18c., Indian and Ceylon from 14c.

MARKET NOTES.

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

Davidson & Hay now control the sale of T. D. Millar's Paragon cheese.

Clemes Bros. have received a carload of coconuts direct from Jamaica.

Labrador herring and fish of all kinds are now stocked by T. Kinnear & Co.

Warren Bros. & Boomer have received a shipment of fine Rio coffee, ex s. s. Capua.

Sloan & Crowther are offering some special bargains in gallon tomatoes, packed in cases of 6 tins each.

The perusal of W. H. Gillard & Co's. advertisement should interest merchants who desire to extend their tea trade.

Clemes Bros., have received a consignment of maple syrup, just in from the Eastern townships, that they claim to be extra fine. It comes in ten lbs. tins.

T. Kinnear & Co. are offering case prunes, first-class in quality, at reasonable prices. They have also some old prunes in hogheads that they can sell at $4\frac{3}{4}$ to 5c.

Merchants should write W. H. Gillard & Co., Hamilton, for particulars of their advertised Standard Teas. An increased sale or better profits is invariably the result to buyers.

Davidson & Hay have a large stock of James Morand's Valencia raisins on hand. The firm claim that this fruit is second to none, and they are prepared to quote prices on a basis favorable to buyers.

Perkins, Ince & Co. are advised by their Rotterdam correspondents that Java coffee suitable for the Canadian trade is very

HENDERSON & LIDDELL,

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,
Rice and Canned Goods

Are prepared to enter into correspondence regarding purchase or consignments of all Canned Goods, Green Fruit, &c.

H. & L. have been in business over 40 years and have Travellers all over England. Highest References. SP



The Standard of Excellence!

Always Reliable.

Never Vary.

If your wholesale grocer does not keep "Kent" Bottled Pickles, write direct to

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

Bay of Quinte Canning Factories.

PICTON and DEMORESTVILLE.

W. BOULTER & SONS,

PROPRIETORS,

PICTON, ONT.

FINNAN-HADDIES

Direct from Packers.

BEFORE PLACING YOUR ORDERS GET QUOTATIONS FROM

L. H. DOBBIN, - MONTREAL.

It always pays to
BUY THE BEST

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

Lakeport Preserving Co.,
Lakeport, Ont.

Factories at Lakeport and Trenton.

"Nothing succeeds like success."



The sale of our
BEAVER BRAND PICKLES
INCREASED

79 PER CENT.
DURING THE LAST YEAR.

Wishing all our Friends a
Happy and Prosperous New Year.

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

MAPLE PRODUCTS.

Having large warehouses at Sherbrooke, the centre of the largest Maple product territory in the world. We offer to the trade, all Maple products of the finest quality, in quantities and packages suited to any locality. Special inducements on car lots.

Address

Sherbrooke Maple Product Co.,
Sherbrooke, P. Q., Canada.

Boy
Brand
Corn

DAILEY'S

Boy
Brand
Tomatoes



Please try them.
His boys eat them.

Prepared by the
Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.



BUYERS!

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to sell them. Our sales for 1892 have doubled 1891.

You may double yours by securing now, while the price is right and stock fresh and complete, a full assortment of our leading lines.

All of which is guaranteed strictly A1.

Delhi Fruit and Vegetable Canning Co.,

FACTORIES : Delhi, Ont., and Niagara on the Lake.



MARKETS.—Continued

scarce. Yellows in small parcels he reports as changing hands at a price equal to 40c.

Eby, Blain & Co. are offering fine fresh-water herrings, heads off or on, in kegs. As only a limited quantity of these fish are put up this season, intending buyers should avail themselves of this opportunity to purchase.

Very fine and delicious California Loose Muscatel raisins in bags and barrels are being offered by Eby, Blain & Co. This fruit is very fine, and is particularly delicious as cooking raisins. The price is low and consequently they are free sellers.

The clam, unlike the oyster, is not only a delicious article of food, but its juice or broth is said to possess wonderful medicinal properties, cures dyspepsia and all forms of disordered stomach. Burnham's Clam Bouillon is an outgrowth of this discovery. A food that tickles your palate and fits your stomach well is certainly something to be desired.

Yesterday the American ship Cora, commanded by captain Ray, was cleared for New York by Harrall & Elmer with a cargo of 5,300 bbls. of molasses and 1,131 bbls. of rice. The cargo was consigned to N. W. Taussig & Co., of New York, and the shipment of molasses was said to be the largest single shipment to leave New Orleans.—New Orleans Picayune.

The Sanitary Soap is a new line that the Pure Gold Mfg. Co. are putting on the market. It is likely to be received with a strong demand, as such a line is in much stronger request since health precautions and health inspection have been given such an impetus by the cholera and by the fear that it may reach this continent this year.

J. A. Hawkesworth furnishes the following Valencia raisin statement, crop 1892: Stock on hand November 30, 100,000 boxes; received during December, 123,000 boxes; stock on hand December 31, 110,000 boxes; distribution during December, 113,000 boxes. Valencia raisins on the way, by steamer direct, 20,000 boxes.

Messrs. E. Lazenby and Son, the well-known pickle manufacturers of London, on Saturday week held their sixth annual dinner in the Whitehall Rooms of the Hotel Metropole. In accordance with the custom of the firm all the representatives and staff were invited, and an exceedingly pleasant time was spent. Mr. W. Lazenby occupied the chair, and Mr. C. Lazenby the vice-chair—Manchester Grocers' Review.

A trial shipment of a few carloads of canned vegetables is now on its way to England from this market. If the experiment proves a success this line of export trade will undoubtedly be followed up. The circumstances are favorable to success. The cost of the goods is low in this country and comparatively high in the United States. Hence the competition of the United States pack will not be so hard to face in the Eng-

lish market as it would be if these conditions were the reverse of what they are. Any considerable relief through an export outlet would improve domestic prices.

A decision was rendered on December 28th by Judge Carpenter of the U. S. Circuit Court, district of Mass., in the case of O. & W. Thum v. John A. Andrews & Co., in favor of the complainants. This has been a long drawn out and hotly contested suit, every point involved was fully discussed and considered, and in every point were the complainants sustained. The decision firmly establishes O. & W. Thum Co's rights to the sealing border and other features of their Tanglefoot Sticky Fly paper. The success of Tanglefoot is the result of much time, labor, and money spent in perfecting and introducing it, and the O. & W. Thum Co. naturally feel that they are entitled to the benefits of their patents. The decision of this suit is of special importance and interest, as it will enable them to suppress several other close imitations of Tanglefoot and infringements of their patents.

PETROLEUM.

The market is featureless, with the basis continuing at 14 to 14½c., the price of Canadian refined.

BUTTER AND CHEESE.

The play of butter prices from day to day is within a small limit. The deliveries of one day may be better than another and a temporary but trifling relaxation is noticeable, but there is never a greater drop than a cent, seldom that, and prices always recover, because the demand is keen and constant, whereas the supply is on the short side and operates rather fitfully. Good dairy tub butter is in request, the capacity of the demand being much above the resources of the supply. In default of offerings of butter of this description, buyers have of course to take something else, and the market for lower grades of tub butter is therefore likewise supported by a good demand. So that all dairy tub is good property, and is scarce. Choice is quoted at 15 to 20c., lower grades are 15c. up, and are readily taken by bakers when they get to the minimum point of value. Large rolls are not over-plentiful either. Good roll butter is worth 17c. Indifferent stock is worth 14c., with the range between these prices scaled for variations in intermediate quality.

Cheese is very firm at 11 to 11½c. for fall makes. Earlier makes are 10½ to 11c.

COUNTRY PRODUCE.

BEANS—The price of No. 1 hand-picked stock is \$1.35. There is some common stock held at \$1.15.

DRIED APPLES—Buyers are open to take all that come at 4¼c., but higher prices are hard to get.

EVAPORATED APPLES—Some purchases have been made of round lots at 7¼c. outside; 7¼c. has also been paid outside. Jobbing parcels are 7½c.

EGGS—Fresh eggs are now quite a rarity and are worth 25c. There is no need to couple the condition "in small lots," because large lots are not to be had at all. Cold stock are worth 18 to 19c., and limer eggs are 16 to 16½c.

HONEY—Extracted honey is 7 to 10c. and is finding little sale. Comb honey is 13 to 16c.

HOPS—The price at which the little business that is done is 18 to 20c. for 1890 stock. Choice hops of the former year's crop are 15 to 16c.

ONIONS—In this cold weather there is scarcely any trade in onions, which remain at \$2.50.

POTATOES—Cars are taken at 75c., but sellers are few. The cold weather gives a check to business. Out of store lots are 85 to 90c.

DRESSED POULTRY—The offerings have fallen away very much. Chickens are 35 to 50c. per pair, ducks 60 to 80c. per pair, geese 7c. per lb., turkeys 10½c. per lb.

HOGS AND PROVISIONS.

The market for dressed hogs, though it had reached an almost unprecedented point last week, did not stop there. Packers take all suitable offerings at \$8.25, and this price has been paid both for spot stock and to arrive. Higher prices are also spoken of, and some purchases are reported to have been made at an advance on \$8.25. The packers are not all so fastidious as they used to be in the matter of select weights. Hogs are now so scarce that the heavy weights and light

(Continued on page 22.)

CANNED GOODS.

TORONTO.

The market for canned goods continues to be favorable to buyers. The prices realized may not go so low down as they did. 82½c. being now the inside price, but this rather means that the lowest grade goods do not sell well and so are not freely offered by the jobbers. The range is from 82½c. to \$1. Packers do not give the market a chance to turn in their favor, their efforts to sell having a steadily depressing effect. Their goods are going rapidly into consumption, but the responsibility of carrying them is put on the producers, neither jobbers nor retailers being anxious to assume any share of the risk. The low price and the now established place of canned goods among the foods of the country cause the consumption to be very large, but the traders only stock themselves in a hand-to-mouth way. Salmon is quiet from \$1.45. All other descriptions of canned goods are at a standstill. A few cars of vegetables have been forwarded for sale on the English market, but nothing can be said yet of the result of the trial.

MONTREAL.

The movement in canned goods is small and the market without feature. What little business there is, is at very small margins.

FIGS

Choice Natural
in bags
about 55 lbs. **4¼c.**

10 lb. boxes
Choice Elements
4 Row **10½c.**

.. CLEMES BROS ..

Phone. 1788

TORONTO

TORONTO, Dec. 30, '92.

WE-PAYING-ARE

4 ³/₄ C. F. O. B.

FOR BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE **BUYING** ARE
NEW

- DRIED APPLES -

ADDRESS
STANWAY & BAYLEY,
42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE--Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

SIGHT DRAFT--Or local pay-orders honoured, 10 days after shipment made.

QUALITY--Bright, dry, and sound, new-crop stock.



DANIEL G. TRENCH & Co.,
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.



THEY ARE RIGHT.

We have packed all kinds of Vegetables, Fruits, etc., and our CANNED GOODS are in the hands of the wholesalers.

Our Factory New Throughout.

The Strathroy Canning and Preserving Co., Ltd.,
STRATHROY, - ONT.

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.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**

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

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,
HALIFAX, N.S.
STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

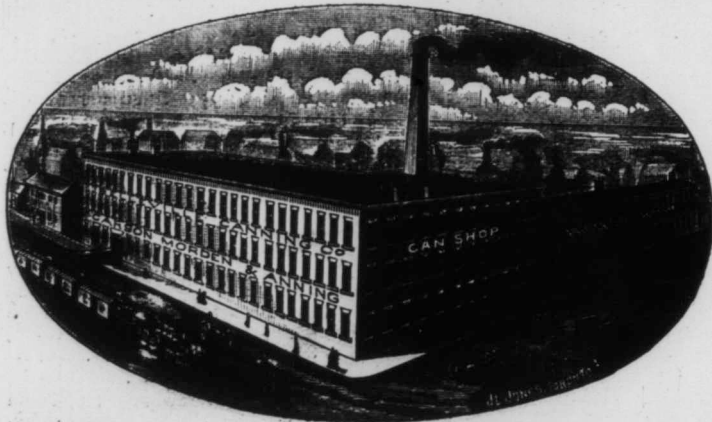
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

All our goods are packed with the greatest care and cleanliness, and as we are on the market to stay we will only put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recommend this brand to their customers:



MARKETS—Continued

weights are not all allowed to go to the butchers. Products are remarkably firm at advanced figures.

BACON—Long clear 11c. Smoked backs are 12½ to 13c., bellies 13½c., rolls 10c.

HAMS—Are 13c.

LARD—Pure Canadian is 11½c. in tubs, and 12c. in pails. Compound is 10 to 10½c.

BARREL PORK—U. S. heavy mess is \$20 to \$21. Canadian short cut is \$21.50 to \$22.

DRESSED MEATS—Beef feres are 5 to 6c. hindquarters 7 to 8½c., veal 6½ to 8c., mutton 6½ to 7c., lamb 7c. to 8½c.

GREEN FRUIT.

Cold weather makes trade in green fruit rather slow. The market is sufficiently stocked for all requirements. Boxes of Jamaica oranges are \$2.75 to \$3. There are no barrels. Floridas are \$3 to \$3.50. Tangerines are \$2.75, Mandarines \$3.25. Valencias are \$4.25 to \$4.50. Grape fruit is \$4.50 per hundred. Lemons are \$2.75 to \$3.50 as to quality. Bananas are \$1.50 to \$2 and are scarce. Malaga grapes are about done at \$7 to \$8. Cranberries are \$10 per barrel. North Shore stock is 75 to 90c. per basket. Pineapples are 20 to 30c. Coconuts are 5½ to 6c. Apples are \$1.50 to \$2.50.

FISH AND OYSTERS.

Whitefish and salmon trout are unchanged and quiet at 7c., while 7½c. is the price of Manitoba white fish specially. Lake herring are scarce at \$2 to \$2.50. Sea herring is 5c., steak cod is 6½ to 7c., market cod 4½c. skinned and boned codfish, 6½c., Labrador herring \$6, shore herring \$5 to \$5.50, Digby herring 11 to 12½c., boneless fish is 4c., boneless cod 7 to 8c., oysters \$1.25.

MONTREAL MARKETS.

MONTREAL, Jan. 12, 1893.

[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

GROCERIES.

There has been more spirit shown by the grocery market during the week, which is due to various causes. The principal cause is the manifest anxiety about supplies of leading staples, such as tea and sugar, which has led to a rather active movement of both from first hands. Jobbers have been holding off all along on these in the hope of better terms, but it has not done them any good, in fact, the reverse, for the chances were that they could have booked orders for supplies at better terms before the holidays than they can now, as the natural conditions at primary markets and the statistical position favors higher prices if anything. In consequence of this, both sugar and tea are firmly held and the indications point to higher prices if anything. The advance in sugar of an ¼c. has quickened the demand for the staple and both refiners and jobbers report a freer demand, while the raw product continues to show a remarkably firm front. Teas and coffees have experienced considerable activity and the latter is remarkably firm, with a stiffening tendency in values. Chicory is also scarce and wanted.

Syrups and molasses have been quiet but firm, especially the latter, stocks of which in Montreal are placed at one half what they were at the same time last year. Holders manifest considerable independence, therefore, and talk higher prices. With regard to payments, traders' generally anticipate slow returns during and just after the holidays, and this is the case at present.

SUGARS.

There is a very fair trade passing in refined sugars, the demand being of a general character plainly evidencing that stocks in grocers hands are small. The advance of an ¼c by the refiners has not checked the demand and there is talk of another raise in consequence of the remarkably firm position of the raw sugar market. We quote refiners prices as follows: Granulated 4½c and yellows 3½ to 4c.

SYRUPS.

There is not much doing in syrups but the market holds steady at 1¾ to 2¼c. A small movement is reported in Barbadoes molasses at 32½c in round lots. This price however could not be repeated now for jobbers are asking 34 to 35c.

TEAS.

There has been a fair trade doing in teas, as buyers are evidently beginning to understand that holding off for lower prices is not going to bring them about. There is considerable enquiry for cheap Japans, prices of which are moving upward. Good to medium and fine grades also have shown a freer movement, some 1000 packages in all having been moved during the week.

COFFEES.

There has been more enquiry for coffee, not from actual consumers but from jobbers, who, in this as in other lines, show more anxiety about securing stock for future wants, and we note some sales of good round lots in consequence. Mocha has left first hands at 25c. in round lots, while Jamaica has changed hands at 18½c. for ordinary grades. There is no really fine stock to be had, but bids for 20c. have been received. Asking prices in round lots of other kinds are Maracaibo, 22 to 23c.; Rio, 20 to 21c.; Java, 26½ to 29c., and Mocha, 27 to 30c.

SPICES.

Despite advices from New York citing weakness, spices are firm here, and although we note no sales it would certainly take 7½c. to move a round lot of black pepper. There is no change in cloves or nutmegs.

RICE.

The rice market does not show any change, business being quiet and quotations unchanged at the following standard \$3.85; choice \$4.25; higher grades \$5 to \$7.

DRIED FRUIT.

Dried fruit has not furnished any special activity during the week, but despite the free offerings of cheap stock really prime fruit cannot be had under 5c. net cash in round lots, but no sales of importance have transpired during the week. A lot of good ordinary seconds have come forward during the week and is offered on the market at 4½c., thirty days, in round lots. As to the cheap poor stock it is very difficult to quote for it is simply selling for what holders can get and that is not much but it is more than likely that a bid of 4c. would be readily accepted by some holders. Valencia layers are firm at 6 to 6½c in round lots. There is no perceptible change in currants which

are quoted steady at 5½ to 5¾c in straight round wholesale lots. For jobbing quantities with the exception of the inferior Valencia stock a buyer would have to pay a proportionate advance on the above figures.

NUTS.

Business in nuts is quiet and prices are unchanged. We quote the following:—Pecans 11 to 12½c., Terragona almonds 16½c., Grenoble walnuts 13½ to 14½c., filberts 10 to 10½c., Ivica 14½c., Brazil 15c., marbots 12½c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

FRUIT.

Business is quiet in oranges the usual lull after the holiday rush. In small jobbing quantities we quote Fancy Floridas \$3.25 to \$3.50 Valencias \$4.00 to \$4.25 Messinas \$2.50 to \$2.75 Jamaica in barrels \$5 to \$6.

There is even a small demand for lemons and we quote Missinas \$2.00 to \$3.50 according to goods.

Grapes are quiet and unchanged as follows Almeria in kegs \$7 to \$8 Concord 3½c to 4c.

There is a fair demand for dates at 5½ to 6c in boxes.

FISH.

The demand for fish is good and dealers report an unusually active business. Sales to arrive of No. 1 Halifax green cod have been made at \$5.75, while spot transactions have transpired at \$5.50. We quote:—Haddock 4c., cod 3 to 3½c., steak cod 4½ to 5c., lake trout 7c., white fish 7 to 7½c., pickerel or dore 8c.; dried cod, \$5.50; No. 1 green cod, \$5.50; B. C. salmon, \$13 per brl.; Labrador salmon, \$13 to \$14; No. 2 mackerel, \$14 per brl.; do. \$7 per half brl.; Labrador herring, \$5.25 to \$5.50 per brl.; C.B. and N. S. herring, \$5.25 per brl.; tommy cods, \$2 to \$2.25 per brl.; fresh herring, \$1.85 per hundred.

APPLES.

There is no material change in apples but stocks are ample and with a rather dull market, holders in the West are offering at lower prices. Car lots of good winter varieties can be had at \$2.25.

POTATOES.

Supplies of potatoes are decreasing here and the feeling is firmer in consequence. Car lots of good to choice having been placed with buyers here during the week at 90 to 95c., which is an advance of 10c.

HOPS.

The hop market is quiet and good Eastern Townships, 1892 stock, has been offered here at 18 to 19c., a round lot fetching 18½c. the other day. Yearlings are slow of sale at 14 to 16c. and old stock very dull at 5 to 9c.

HONEY.

There is no change in honey, combs selling at 13 to 14c. for choice, with 9 to 11c. for darker stock as to quality. Extracted is quoted at 6½ to 8c.

BEANS.

The market is steady, with sales of choice hand packed at \$1.35 to \$1.40 per bushel, and \$1.15 to \$1.20 for ordinary.

ASHES.

The movement in ashes is slow and the market dull and featureless. We quote first pots \$4.25, seconds \$3.50 to \$3.55, first pearls \$5.15 to \$5.20.

DRESSED POULTRY

There has been a fair demand for fine dry picked turkeys at 11½ to 12c. per lb. and common stock 10 to 10½c. in lots and good dry picked chickens command 8½ to 9c., geese 8 to 8½c. and ducks 9 to 10c. in lots.

DRESSED HOGS.

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FLOUR AND FEED.

TORONTO.

The improvement in the wheat market has caused a movement among millers to secure a higher range of values for flour, millers claiming that the price of raw material is too high for them to continue selling at former prices. Both bran and shorts are firmer.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.60; strong bakers' \$4.25; white wheat patents, \$4.50; straight roller, \$3.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.40; Manitoba strong bakers' \$3.75 to \$4.90; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.15 to \$3.30; extra, \$2.60 to \$2.70; low grades, per bag, \$1.00 to \$1.25.

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

FEED.—Bran is \$11.50 to \$12, shorts \$12.50 to \$13 mixed feed \$22, feeding corn 57 to 58c., oats 29 to 31c.

HAY.—Baled timothy is \$9.

STRAW.—Is steady at \$5.50 to \$6.

MONTREAL.

There has been some improvement to flour during the week, an export demand being to note, while the local call is widening to larger dimensions. Winter wheat \$4.25 to \$4.50; spring patent, \$4.25 to \$4.50; straight rollers \$3.55 to \$3.75; extra \$3.20 to \$3.25; superfine \$2.65 to 2.90; city strong bakers' \$4.10 to 0.00; strong bakers \$4.00 to \$4.10.

SITUATIONS VACANT.

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

SALESMAN WANTED.—A GOOD GROCERY hand; one who is acquainted with general trade; must be sober and well recommended; no other need apply. Address C. Moore, Orillia.

WANTED.—BY NOV. 1ST—ENERGETIC, EXPERIENCED salesman for general store; well up in dry goods; not afraid of work; state salary; must have A1 references. Address Box 342, Woodstock, Ont.

BUSINESS CHANCES.

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

WANTED.—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Doyle & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N.Y., U.S.A.

SITUATION WANTED.

WANTED SITUATION.—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

YOUNG MAN WITH TEN YEARS EXPERIENCE in grocery lines wishes to secure position in general store in country. Good references. F. W. B., CANADIAN GROCER.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

**The Western Milling Company
(Limited.)
REGINA, ASSA.**

Manufacturers of all kinds of

**High Grade Flours,
Hungarian Patent,
and Strong Bakers.**

We also handle Hard Wheat Oats, and other kinds of feed.

We would solicit the patronage of the Millers of the Eastern Provinces, wanting Manitoba Hard Wheat. All orders entrusted to us will be carefully and promptly filled.

Correspondence Solicited.

**Embro
Oatmeal
Mills**

D. B. 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.

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal,

also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

N.B.—The only mills putting up Rolled Oatmeal in Cotton Bags.

OATMEAL

**Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.**

Write or wire for Thomson's Brands
ROLLED OATS, PINHEAD & STANDARD MEALS.
SPLIT PEAS, POT BARLEY, CORN MEAL, ETC.
All kinds of Chop and Mill Feed.

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.

WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

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

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,
PROPRIETORS.

**N. WENGER & BROS.,
AYTON, ONT.**

-- MILLERS --
(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

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



MONTREAL Markets Continued.

ing been made in the west at \$8.20 to \$8.25 laid down here and we now quote \$8.25 to \$8.35 per 100 lbs.

PROVISIONS.

In sympathy with the excitement in the west we have a much firmer provision market to note and domestic pork is higher than a week ago. Lard also is higher than it was while the feeling in smoked meats is firm. We quote as follows: Canadian short cut, per brl. \$19 to \$20; Mess pork, Western, new, per brl \$19 to \$20.00; Hams, city cured, per brl. 11 to 12c.; Lard, Canadian, in pails 10¼ to 10½c.; Bacon, per lb., 11¼ to 12c.; Lard, com, refined, per lb., 9 to 9¼c.

EGGS.

There is a good local demand for eggs and prices are firm. We quote: Fresh boiling, 24 to 25c.; held fresh, 19 to 20c.; local limed, 17 to 18c.; and Western limed, 14 to 15c.

BUTTER AND CHEESE.

There has been a rather freer movement in creamery butter on export account since our last and holders feel somewhat better than they did, but prices are unchanged. Choice dairy stock is scarce, and there is very little Western stock offering here. Creamery, 22 to 23c.; Townships 20 to 22c.; Morrisburg and Brockville 18 to 19c.; Western dairy 17 to 18c.

Cheese has been more active also, some 8,000 boxes having been moved during the week at 10¼ to 11¼c. Stocks here are very small, and holders are disposed to ask higher prices if anything.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., Jan. 12, 1893.

GROCERIES.—The past week has been like ull after a storm, but indications point to more active market in most lines. Refiners and wholesalers are talking higher prices for sugar. The flour market has taken an upward turn. Beeves fall in line, and to say nothing about lard and pork, which is almost out of sight and still keep smoving upward. If money were a little more plentiful it would look like a regular old fashioned boom.

MOLASSES.—The talk during the fall that molasses was a short crop has proved a fizzle, as prices are lower to day than for some time with a very limited demand.

DRIED FRUITS.—Higher prices are talked of for off-stock of Valencia layer raisins present prices are 5½ to 6c and 6½ to 7c. Prunes 8c. Dates 4½ to 5c. London layers \$2.25 to \$2.40.

FISH.—The market is dull and not much prospect for improvement. Large cod are quoted \$4.50 to \$5, medium cod \$3.75 to \$4; pollock \$2.15 to \$2.35. Pickled herring, Shelbourn, \$4 to \$4.25 per bbl.; half bbbs, \$2.50 to \$2.75; shad, \$5 to \$5.50 for half bbbs.; mackerel, half bbbs, \$4.50 to \$5; smoked herring, 7 to 9c.; finnan haddies, 6c. Frozen cod and pollock, 2¼ to 3¼c.

THREE KINDS OF CUSTOMERS.

Every retail merchant knows that in trade there are three kinds of customers to deal with—first, the one who knows just what she wants; the second, the one who thinks she knows, and the third does not pretend to know. The first is generally posted on styles, fashions, weave, finish and colorings of the goods desired—in a word knows what she wants and where to obtain it. This class is easily waited upon, and gives the merchant or salesforce but little trouble. The second, who thinks she knows what she wants and does not, is the one who is the most difficult to sell and please. She requires special attention, the exercise of patience and good judgement on the part of the salesforce. The good salesman understands this, and brings the power of his knowledge of human nature to the fore to satisfy and to please. This is where the skill and tact of the good salesman comes in. The third is the unpretentious customer who depends upon the experience, taste, judgment and knowledge of the merchant and his salesforce rather than her own. She is frank enough to tell you that her knowledge of goods is limited and that she does not get out much. She depends upon you to be suited. This affords the salesman the opportunity to sell the late styles or unsaleable stock in many instances. If he treats the customer fairly he tells what are good sellers, what are not selling well, what are the latest styles and the most serviceable goods. The cunning salesman often overreaches the mark by attempting to sell an unsaleable article to such a customer. This is a mistake, and one that will react against the merchant. Never deceive. If an article is out of style say so; tell the truth and you will sell more goods, and satisfy your customers, as well as yourself.—Chronicle.

SYSTEM IN THE STORE.

A late issue of the Ohio Merchant contains the following relative to system in the store:

"Webster defines system as 'an assemblage of things adjusted into a regular whole; or a whole plan or scheme consisting of a chain of mutual dependencies,' etc.

"The principle of system, in common with all principles of action, is found in the operations of nature. The man, therefore, who lacks 'system' is out of line with nature, and to be out of line with nature system is to be at odds with the world, and his surroundings. What the rudder is to the boat, system is to the business, without which it will helplessly drift beyond rescue. It is often stated that men of genius are particularly noted for being careless in their methods and habits of action, but these are not the 'geniuses' who make a success in business lines. We honestly believe that if a man were possessed of sufficient capital and experience, and all other factors of success, but was totally lacking in system, he would surely make a failure in business. Some of the principal matters in which system relates to dealers are the buying of goods, the ar-

rangement of stock, the division of labor, the recording of sales and accounts, and the delivery of goods to customers. In the matter of buying it is necessary that the buyer should avail himself of a system which will keep him posted as to goods needed or soon to be needed, and the market prices and relative differences in goods.

"He will therefore keep a record of goods asked for but not kept, and new articles which are brought to his notice by the trade papers or manufacturers' circulars. He will also keep a record of current prices and quotations, and freight and other allowances, to enable him when he buys to purchase with intelligence in regard to his needs, and with discretion in regard to the market.

THE DRUMMER'S PETITION.

A hungry drummer out in the wilds of Nebraska puts up the following pathetic petition, to which many of our eastern travelers will respond; "so mote it be!"

"Backward, turn backward oh time in thy flight!
Feed me on mush again just for to-night;
I have grown weary of restaurant fakes,
Pettrified sandwiches, vulcanized steaks,
Oysters that sleep in a watery bath,
Butter as strong as Goliath of Gath;
Weary of paying for what I can't eat,
Chewing trunk hinges and calling it meat.

Backward turn backward, for weary I am!
Give me a whack at my Grandmother's jam;
Let me drink milk that has never been skimmed,
Let me eat butter whose hair has been trimmed;
Let me but once have an old-fashioned pie,
Thereafter in peace I might curl up and die.
I have been chewing old scrap iron for years,
Can you then wonder I'm melting in tears?"

—Detroit Herald of Commerce.

Olive growing, olive picking, and the manufacture of olive oil have become a highly important industry in California. This year the industry has a remarkable boom, and the dealers are entirely unable to meet all the orders they have received. This is especially the case in the Pomona Valley. Everybody engaged in the olive trade—growing, making oil, or acting as brokers—is making unusual profit, and there is a demand for five times the amount of the crop. One order that could not be filled came to Pomona last week from a New York grocery house for 20,000 gallons of pickled olives. Many orchardists have made \$250 an acre from olives this season, and some have made a clean profit of \$350 an acre.—Commercial Engineer.

Rennie's Illustrated Guide for Amateur Gardeners is issued for the whole of 1893, its appearance pretty closely coinciding with that of this year of grace. It has the advantage of a very fine cover, and the cover has no cause to be ashamed of its contents. The outside of the book, in fact, triumphantly challenges fault-finding, the variety, richness and harmony of its coloring matching well with its tastefully conceived design. So bright a book might make the disappointed amateur gardener reconsider his decision not to try his 'prentice hand again and reconvert him to belief in the simple joys poetically associated with garden labors. The Guide has a tempting appearance that cannot fail to do good to the hoe and rake trade.

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FAMOUS
"STAR"
Sugar Cured Meats
Mild, Sweet, Delicious Flavor.

All live dealers have them.
Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

ESTABLISHED 1851.
JUST RECEIVED
4,500 Boxes
Valencia Raisins
WRITE FOR OUR PRICES.
N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.

BALFOUR & CO.,
IMPORTERS OF TEAS
—AND—
WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.
Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

SPECIAL TEA
SALE
During this Month we have decided to cut the prices on all our Teas and will show the trade some splendid lines at from 10 per cent. to 15 per cent. below usual prices.
Don't fail to get our Prices and Samples
J. W. LANG & CO. 59, 61 and 63 FRONT ST., E. Cor. Church

COOKING FIGS.
In Bags about 50 lbs. each.
Fine Quality and Cheap.

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

VALENCIAS
Our shipments now arriving ex S. S. Ardenform and Broomhaugh, were purchased at the lowest point.
Layers, very choicest quality.
Best value in market.

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

Who would
Drink . . . ?
Bay Soup .
WHEN YOU CAN BUY
Finest Cider
At 16 cts. Gallon
Smith and Keighley
9 Front St. E., Toronto.

TEAS - -
— A SPECIALTY.
PERKINS, INCE & Co.,
41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON
SAUCE
AND
PICKLE
MANUFACTURERS,
107 STRAND Corner of the Savoy Steps, London, W.C
Vide Sir Walter Scott's "St. Ronan's Well," Chaps. XVI. and XXX.
Lord Byron's "Beppo," VIII.

EDWARD ADAMS & CO.
Importers of Teas
—AND—
Wholesale Grocers
LONDON, ONT.

SPECIAL BRAND TEA.
LOOK OUT FOR
GOAT
JAPAN TEA
Nothing equal to it at the price.
See our travellers.
Write for samples and prices.
Thos. KINNEAR & Co
Wholesale Grocers,
49 Front Street East,
TORONTO.

Elliott, Marr & Co.,
Importers of Teas
—AND—
Wholesale Grocers.
LONDON, ONT.

PRICE CUTTING AND A REMEDY.

When first I mentioned this matter before our committee it was received with an air of suspicion by most members. Our president at once advised us to beware of attempting any interference with individual freedom in trade matters, for, he said, and I myself believe it, many a promising association has gone to its ruin in the vain attempt to coerce members into adhering to prices fixed by the committee. It is a rock that would shatter any association. I thought I was misunderstood. I did not advocate any such measure as the fixing of prices and insisting upon our members adopting them. I explained my meaning in the columns of the Grocers' Review, and gave many reasons for the adoption of such a move as that I advocated. Other writers followed me, agreeing with me that something of the nature I proposed was not only desirable, but had now become a necessity in the interests of the whole trade. Wholesale, retail, and assistants alike, from this correspondence, and more still from letters I have received, and conversations I have had with many grocers and their assistants—I feel quite satisfied that some guide to sound prices; showing a fair remunerative margin for the defraying of business expenses, and a reasonable profit for the tradesman or employer, would be hailed with pleasure by the Manchester Associations. My reason for first mentioning the idea to our committee was the strong conviction I had that something of the kind would be expected by many of our members. Fools are not all dead yet, and if conducting a business for the benefit of the public, and the eventual ruin of a man's business and family, entitles him to that unenviable distinction, I think the grocery trade may fairly lay claim to the prize. I will take sugar as an instance. We have for some time past been selling it at a considerable loss. We go on selling it at 2d. per lb., while the co-operative stores calmly charge 2 1-2d. for the same article, and get it, except in the case of those members who are cute enough to buy almost everything they want there, and, after that, head for some private grocers for their sugar. These are what may be termed bargain hunters. They go round scanning shop windows to see who cuts prices in one article, and who in another, some people using half a dozen tradesmen in this manner. These bargain hunters are quite within their right. Grocers themselves are to blame. I don't suppose there is a single tradesman to-day who is not heartily sick of selling crystal sugar at 2d., yet for want of an effort at combination to effect a farthing per pound rise, we still stick in the mud. This is really a crowning folly, and especially so nowadays when we are surrounded with magnificently fitted tea shops and butter shops. These two articles, which for generations have been looked upon as requisite to compensate a grocer for his loss incurred upon the sale of sugar, have been in a great measure filched away. Therefore it is useless to preach old custom when the conditions of trade are altogether changed. I know it has been customary from the days of olden times to sell sugar at first cost, but in the days when such a practice was established there were no tea firms who could boast of doing a large proportion of the tea trade of the country. I was amused, when discussing this question the other day, at a grocer who remarked that not one grocer in

fifty could do a simple multiplication sum. He said that if a grocer only realized 2 1-2 per cent. discount he could at the same time clear and re-stock every week, and make 130 per cent. per annum upon the capital employed. This sounded rosy, but to look at one side of the balance sheet only, and that the one showing profits alone, is to indeed dwell in a veritable fool's paradise. Look at the other side, where expenses are shown. Has any grocer yet found that his trade can be done, and all expenses paid, out of 2 1-2 per cent.? Rents, rates, taxes, depreciation, banking expenses, office expenses, wages, sundries; can these be paid out of 2 1-2 per cent.? I never heard of it. That kind of calculation is a veritable will-o'-the-wisp, and has led many a man into the quagmire of bankruptcy. In Manchester a well-conducted shop will take 10 per cent. upon the turnover to pay expenses. Further, there is no article in the average grocer's shop that is so expensive in its sale as sugar. So much time is taken up in weighing, making up, packing away, etc. I have not made any nice calculation, but I should say that where the expenses at 10 per cent. upon the whole turnover, sugar ought to be in a relative proportion of 13 per cent. or 14 per cent. Then, again, many men in business make a mistake in calculation of profits. I will suppose that a grocer has fancied he had placed an average of 10 per cent. of profit upon his goods, allowing what he considered a fair profit for margin. He draws for that week £110 in his shop, and, reckoning up, says, "I have made £11 gross profit, out of which to pay expenses and keep my family. Most tradesmen would say "quite right," but it is not right. The gross profit is but £10. He based his percentage upon first cost, not upon receipts. All these things go to show how much better it would be if the whole trade had a domestic list in the papers to guide them in fixing prices, this list to be based upon a profit to be agreed upon, and the wholesale prices, which would form the basis of this list, to be lowest prices to good buyers. I have spoken at considerable length about sugar, as I was requested to pay particular attention to this article. I know that to advocate a 10 or 12 1-2 per cent. profit to be taken upon sugar is to advocate a revolution in our system of trade, but as sensible men we must admit that we have now reached the limit of endurance, and it is high time we made a bold stand, and demand that which is just and right. My opinion is that no reasonable argument can be raised against it on the present condition of our trade. As for butter, this is the only other article I intend to refer to at any length. All around us we have men advertising the finest Kiel butter at 1s. 2d., and they take care to state upon this advertisement, "no higher price," thus leading the public to believe that 1s. 2d. is a reasonable price for best butter. We who are in the trade know perfectly well that best butter cannot be bought at 1s. 2d. per lb., no matter how heavy our order is, and we also know that at the present time 1s. 3d. per lb. will not yield profit sufficient to pay shop expenses, not to mention other costs incidental to our trade. 1s. 4d. is quite low enough, and if really finest butter is sold, 1s. 4d. will not yield more than 10 per cent. profit. This is only sufficient to pay working expenses, without leaving anything for the employer as profit actual. The only conclusion we can arrive at is that a tradesman who is really selling butter at 1s.

2d. per pound, is either selling a very inferior butter, or else is retailing a margarine as butter. The latter is far the most probable. The inspector may catch him, but there are a hundred chances to one he won't. Therefore it pays to run the risk. Had we a domestic market running in the papers, with a paragraph weekly calling attention to these facts, fraud of this kind would fast diminish, for it would not pay. The public would know too much to be so easily gulled by these tricksters. Trade honesty would fast run to a premium, but at the present time I maintain we have placed a premium upon fraud by our long silence. The small tradesman who has been tempted into these by-paths in order to eke out the profit he has so foolishly thrown away upon other articles may think I am merciless and arbitrary. I am mistaken. Gentlemen, we want saving from ourselves. Do away with the temptation by boldly showing our position to the consumer, and the sin will either disappear or be fast reduced to a minimum. It is only the cunning trickster who cries, "let the public know nothing, or you cut away your living." This class of trader has caused our trade to become a by-word, and its members ignoble in the eyes of magistrates. It is said that the publication of such a market would give an impetus to co-operation. How does this tally with the oft-repeated assertion that members of co-operative stores are so blind that they will pay any percentage of profit to their own store? If the latter is true, then to educate them to what is right and reasonable would not only assist us but be also a benefit to themselves. The co-operative committees have no trump card so valuable as the list of prosecutions of private traders selling adulterated articles, and they make a drastic use of this in their general meetings, and it wins, too. The mischief of it is that the innocent often get condemned with the guilty. Gentlemen, I have said quite enough, and I will now propose the following resolution: "That in the opinion of this meeting a retail price of all articles of large consumption, published weekly in a local paper, to be called a Domestic Market, would be a benefit to the trade of this district, and of good service to all honest tradesmen, the prices to be fixed by the committees of the two Associations. And that an announcement of this will appear in all the daily papers, stating why we consider it advisable to adopt such a measure." I have been asked to formulate a price list myself and place it before the committees of the two Associations, but to do this would not be wise. I only represent one class of trader, and the two committees are representatives of every class, high and low, big and little; and, further, I do not feel that I am called upon to do more than my share in helping to arrive at a sound basis of prices. I am jealous for the advancement of Manchester trade, and, so long as I am a member of these associations, I shall try my best to make them "honorable before all men."—Mr. Torkington in Manchester Grocers' Review.

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

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

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

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

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AN AGE OF HUSTLERS.

This is pre-eminently an age of hustlers, and the sooner it is realized by the old conservative school of traders who believe that all they have to do is to know their respective occupations, open up with sufficient capital, and business come to them as it did to their predecessors, the better. A gentleman belonging to the latter class, who represented a large wholesale house in this city, was complaining a few days ago of the terrible strain of competition that his firm was subjected to by other houses covering his ground and offering greater inducements than he cared to do, as he was determined not to sell goods at less than a certain percentage of profit. He also stated that for several years past he had lost ground, and had been compelled to trespass on his capital account. He therefore thought of following the example set by a large wholesale firm on McGill street and retiring from business.

"Why," broke in the writer, "these are all hustlers who are covering your ground and taking your trade from you. Why not be satisfied with less profits and cover their ground the same as they do yours? Your smaller profits would be offset by a much larger volume of trade." But no, he could not see it in that light, and if he could not clear the same profits that he had been accustomed to, the hustlers were welcome to take the greater risks, along with the smaller gains. This trader of the old school hit the nail admirably on the head when he described the business of the present era as one of greater risks and less percentage of profits; and, depend upon it, those who refuse to do business on any other principles (we care not what branch they belong to) will get left. The tide of competition keeps flowing on, and its flood will be felt with greater force as the years roll on. Nor do we see how this can be avoided, as long as the human family continues to increase at the tremendous ratio which marks its present course. In proportion to population, there are two traders in the present day to one of twenty years ago, and if the increase continues, the proportion will soon be three to one, which means a gradually decreasing percentage of profits. To offset this, means should be devised whereby the cost of living is proportionately less.—Trade Bulletin.

GUESSING COMPETITIONS.

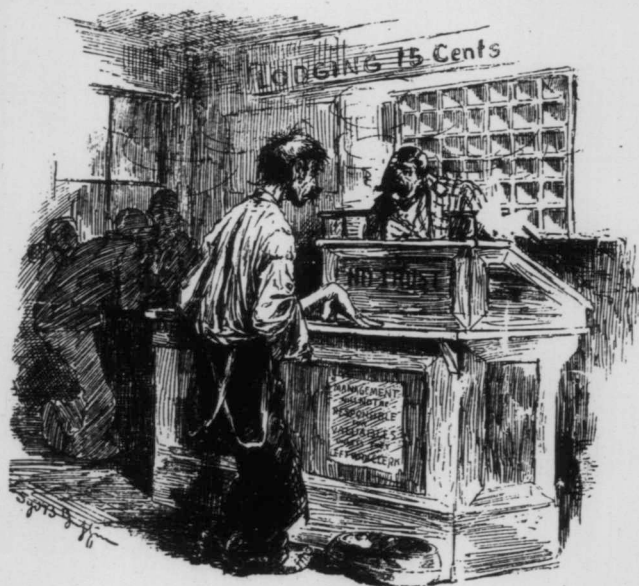
A tradesman recently made application to a London police magistrate for advice as to the legality of a guessing competition. The method of the proposed competition was that a sealed envelope was placed in the tradesman's window containing a number, and all customers were supplied with tickers entitling them to make a guess, the most successful being rewarded with a prize of poultry. It is hardly necessary to say that the magistrate declined to give any advice, and added significantly, that if the competition was illegal, the police no doubt would soon proceed in the matter. The applicant urged that last year a neighbor of his had such a competition on the weight of a big cheese in his window, and he was puzzled to see that such a mode of advertising was less illegal than the one he proposed. If we were called on to discriminate, we should certainly be inclined to say that there was less of chance in guessing the weight of a cheese than in guessing at an un-

known number in a sealed envelope. But like the "missing word" competition, these specious methods of advertising must bring those who adopt them within the provisions of the Lottery Act, and should therefore be avoided. Last year there was a craze for placing abnormally long candles, lighted, in a window for customers to guess the number of hours they would burn, and bottles of coffee beans for guesses as to the number of each. We then stated that such were dangerously near an infringement of the law, and recommended that the practice should be discontinued. But the "missing word" sensation has no doubt again fired the mind of some who are on the look-out for striking novelties with a desire to adopt some form of guessing, and therefore we remind them of the law which prohibits all games of chance. But there is a further reason why respectable tradesmen should not countenance such specious methods; they encourage an unhealthy craving for the acquisition of money by other means than honest industry, and lead to a spirit of speculation which too often ends disastrously. We are told that the "missing word" competitions have led in several cases to the thefts of small sums by office boys and junior clerks, whilst clerks who did not steal their employers' money with which to back their fancy word, were found spending time during office hours trying to find the desired word of phrase. To such an extent did this develop that a number of merchants are stated to have found funds for endeavoring to put a stop to the system. The ethical side of the question is probably not one that will trouble some minds, but it must not be forgotten that the spirit of gambling speedily develops, and those who are caught in its vortex not infrequently involve others in their ruin. We are glad, therefore, that the law has been brought to bear upon guessing competitions, and the sooner they are banished from our midst the better it will be for the community.—Grocers' Chronicle.

SUGAR PRODUCTION IN CUBA.

An official report (Spain) has considerable information in regard to sugar production in Cuba. Among other things it says: When the Cuban insurrection broke out in the year 1863, there were, between that place and Guantanamo, 129 sugar estates; now the number within the same district is seventeen. Nevertheless, the actual quantity of sugar produced in the two districts does not differ greatly from that of 24 years ago, the extra yield of each property compensating for the smaller number. Greater improvements have been made on the larger properties, which are now supplied with double mills, triple effects, vacuum pans, filter presses and furnaces for burning the green bagasse. At Manzanillo the production has increased considerably. In 1889 that district produced 17,830 tons; in 1890, 22,103 tons, and in 1891, 23,970 tons. The estates there have a large saving in facilities for shipment, being close to the coast, and each one has its own wharf. The new budget for the Island of Cuba has, together with the increased import duties, caused considerable alarm among the sugar planters, and unless changes are made consequences may become very serious, not only to the individual planter, but to the island in general. Again, a new industrial tax, in addition to that already existing on the agricultural part, has been imposed, say of twopence per hundred pounds of centrifugal sugar manufactured, and half the said amount on molasses and other qualities of sugar. There is also a new tax on the manufacture of rum, and still another impost of £53 per annum on each cane-crushing mill on an estate.

Walter Baker & Co., the cocoa and chocolate manufacturers, have accepted the architect's plans for their World's Fair display. It will be in the form of a pavilion, and of itself will make a creditable display.



BOWERY MUSIC.

MR. WRAGGS (to lodging-house Clerk).—See here, Mister, I can't sleep, because dat feller in der nex' room snores so awful!

CLERK.—Huh! Yer didn't expect to get a lullaby by der Metropolitan Opera House Orchestra for fifteen cents, did yer?

CUPS OF COFFEE.

"If married folks only would refrain from conversation in the morning until they had their cup of coffee there would be fewer domestic disagreements," once said a delightful old lady with a varied experience at Washington and some foreign capitals. There is a great deal of truth in the odd remark, but who knows about coffee—the extent of its consumption, where it comes from and where it all goes?

Brazil is the largest coffee producer in the world, and the great bulk comes from her two provinces of Rio Janeiro and Santos, the latter furnishing the greater part of it and the finer coffee. Some quantity comes from the provinces of Bahia and Ceara, both a part of Brazil. Rio Janeiro and Santos, export every year from 5,750,000 to 7,000,000 bags of 130 pounds each. Rio was formerly the largest exporter, but Santos is rapidly outstripping her.

Santos coffee is higher grade, has a finer flavor, and as a rule commands more money than other South American coffees. All other coffees are called "mild" as contradistinguished from Brazilian.

The largest producers of coffee are Brazil, Venezuela, Guatemala, Costa Rica, United States of Colombia, Mexico (producing a high grade which is very popular, and the output is rapidly increasing), West Indies, Hayti and San Domingo. Cuba was a large grower of coffee, but the sugar interests have overshadowed it, and she now imports from this country. Little-coffee is produced in Africa. Liberia and Zanzibar grow a small quantity. Manila is not a factor in the coffee trade of America. Small quantities come here, but most of the product goes to Europe.

Ceylon has been the largest single producer of coffee in the world, but owing to the exhaustion of the soil primarily and later to a leaf disease, it has rapidly fallen into the background.

Java, or East India coffee, is an important element in the coffee trade, is very popular and largely used. Mocha coffee is all shipped from Aden to London and Paris and transhipped here. This is supposed to be the coffee par excellence. It is an acid, light bodied coffee, and does not command as high a price as some Javas, or some of the finer grades of Central American coffee. The finest coffee in the world comes from the Plantation Ceylon, situated in the mountains in the interior of the island. Private growth Javas are very choice, and are probably equal to the best Ceylon. Mocha seed coffee from Santos is esteemed very highly, and large quantities of it are used for Mocha.

Small beans are sifted from Santos and

mild coffees, and these are retailed as Mocha. There is no way that the consumer can distinguish genuine Mocha except by flavor. If coffee is clean it is apt to be good, and if the berries are regular in shape and uniform in size it is a good sign.

The United States are the largest consumers in coffee in the world, with Germany second and France third. Great Britain consumes a small quantity of coffee and is constantly decreasing the amount at a rapid rate. Tea is replacing coffee in the British Isles very fast. The use of tea in this country is falling off.

Brazil furnishes most of our coffee, and we prefer the strong grades. Europe chooses the mild kind. The finest grades are used by England, while France drinks 40 per cent of chickory in her coffee.

Holland is the great coffee mart of the world and is the greatest manipulator. They have more "tricks of the trade" over there than the rest of the world put together. New York, Hamburg, Havre and London are great speculative markets. Many millions of bags of coffee are bought and sold every year on options. Of course, the amount thus dealt in is greatly in excess of the actual amount in existence. The poorer the people the poorer the grades of coffee used.

Adulterations of coffee are not common in America except in the lowest grades, and this is done after it is roasted and ground, when beans and other foreign substances are added. It may be noted that speculation affects the retail price very little.—Ex.

A WORD TO CLERKS.

No country offers so many and varied opportunities to ambition as does ours, and the spirit of restlessness is probably nowhere so general especially among young men.

The visions of what might be breeds discontent with what is. The grocer's clerk dreams of proprietorship; of the time when he shall own a store, work for himself, and take the profits. He reasons that because he can sell goods and understands the general duties of the store, he would have just as good a chance to establish a trade and do a successful business as his employer has. But he is apt to forget—if he ever thought of it—that the avenues of trade are strewn with wrecks of just such adventurous craft as he is hoping to embark in.

It does not follow that because you are a good clerk, capable of performing all the duties of your position satisfactorily, that you would therefore make a successful merchant. There are almost numberless qualifications necessary to wisely and successfully conducting a mercantile business that are not called into activity in your position as clerk. This is not saying that you do not possess some or all of these qualifications, but, in your capacity as clerk, you have not proven

that you have them and you are taking large risks by branching out for yourself with the chances ten to one against you.

Another consideration more weighty than any other to be considered is contained in the fact that this is an era of consolidation. Everything tends to combined enterprise as against individual effort. When, therefore, you attempt to multiply units by separating them from an established business you are defying the very force that is gaining strength every day—the law of co-operation.

You may ask: "Must young men renounce ambition and be content to plod along as clerks without knowing what possibilities they are capable of?"

If by that is meant that you want simply to work hard and devote all your time and energies to money-getting, any moralizing on that line don't amount to much, for when you pass off the scene of action neither you nor the world will be any better than had you remained a clerk.

If you really want to bring out the best that is in you, perfect yourself as a clerk. Learn to do your work better and in less time. Lend your influence to securing better conditions. You want time for reading and self-improvement outside the store, therefore agitate for shorter hours. Make up your mind that you will not spend all your time that you are not eating or sleeping in the store. Make yourself familiar with all the details of the business. Study your trade papers, watch the markets, make yourself increasingly valuable to your employer, and you will be in a position to sell your services for all that they are possibly worth. You will be able to secure a position of trust and responsibility with some large business concern that will give full play to your business instincts without the anxiety of running a store for yourself and you will have more time for the better things of life.—Commercial Enquirer.

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

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

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

MUNN'S Famous Boneless Codfish

NEW and GENUINE.
NOW ARRIVING.

Packed in assorted Boxes, 5-lbs., 10-lbs., 20-lbs., and 40-lbs., containing 1 and 2 lb. Bricks, also

MUNN'S Skinless Codfish

Packed in 100 lb. Boxes, Whole Fish.
Delightful thick Codfish Steak.

Orders can be filled at short notice after this.

Stewart, Munn & Co.,
MONTREAL.

It Pays to
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PERRIN'S COUGH DROPS

Write for quotations to
D. S. PERRIN & CO.,
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SPECIAL BLEND

PACKED BY

THE KURMA TEA ESTATE,
SYLHET, INDIA.

1/2 lb. and 1 lb. Packages and 5 lb. Tins.

DAVIDSON & HAY,

Sole Agents for Canada,

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... **HIGHLAND** ...
A NEW SOURCE OF REVENUE TO THE GROCERS
... **EVAPORATED CREAM** Unsweetened ...

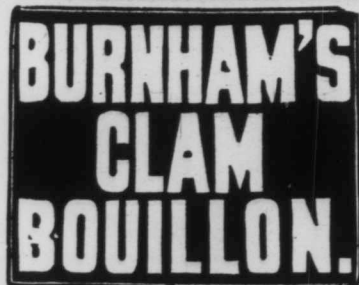
Add two parts of water to one of Evaporated Cream and it will answer perfectly for Dairy Cream. Dilute it with three parts of water and you have an excellent quality of milk. Always pure and taintless.

Prepared by ... FOR SALE BY ALL WHOLESALE GROCERS

HELVETIA MILK CONDENSING CO., HIGHLAND, ILL. U. S. A.

WRIGHT & COPP, Ontario Agents, Toronto

L. H. DOBBIN, Montreal, Quebec Agent.



IT IS A GREAT SUCCESS.

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

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from James Turner & Co., Hamilton, Ont., or write E. S. Burnham Company, "Manufacturers," 120 Gansevort St., New York, U.S.A.

R. H. HOWARD & CO, Toronto. ROBT. MOORE, Travelling Agent, London, Ont.

BATTY & CO'S PICKLES AND SAUCES



Are the Finest Quality and Guaranteed Pure. A full line of these celebrated Goods are now kept in stock by

Caverhill, Rose, Hughes & Co., Montreal.

Sloan & Crowther, Toronto.

James Turner & Co., Hamilton.



123 and 125 FINSBURY PAVEMENT, LONDON. WRIGHT & COPP, Dominion Agents, TORONTO.

THE GROCERS' COMPANY.

The history of this relic of the old English Trade Guild is worth reading. It is given as follows in The Newbury House Magazine:

The Grocers' Company is the second in order of precedence among the City Guilds, and was an off-shoot in very early times of the Fraternity of Pepperers. The latter guild is first met with in the year 1180, when it appears on the Pipe Rolls among eighteen "adulterine" guilds, or guilds which have established themselves without the Royal license. The Pepperers paid a fine of 16 marks for their transgression.

In 1231, Andrew Bockerel, who was of Italian descent, and a prominent member of the Pepperers, became Mayor of London, having, in 1221, held the important charge of farming the King's exchange. Bockerel continued in office as Mayor for seven successive years, and obtained commercial privileges for foreign merchants, devoting the tax levied from them to conveying sweet water into London from Tyburn. In the space of 114 years from this date, no less than nine Pepperers filled the office of Mayor during 21 years. It has already been remarked that citizens pursuing the same trade were accustomed in these early times to occupy the same locality, and the Pepperers were settled around St. Antholin's church, at the juncture of Soper Lane, (now Queen street), with Watling street and Budge Row in St. Thomas Apostle.

It appears from the earliest records that the Pepperers were officially connected with the duty of weighing in the city. Early in the fourteenth century they began to be called Grossarii, or those who weigh by the avoirdupois weight, of "Pesso Grosso," of the Venetians. They soon afterwards formed themselves into a fraternity, "the better to have, maintain, and increase, love and unity among themselves." This "fraternity of brethren Peppers, of Soper's Lane," was founded on the 9th of May, 1345, "to the honor of God, the Virgin Mary, St. Anthony, and all Saints." On the 12th of June following 20 of the members dined together at the town mansion of the Abbot of Bury St. Edmunds. Soon afterwards they left the monastery of St. Anthony in Threadneedle street, to attach themselves to the church of St. Antholin in Soper's Lane, where the Pepperers had originally settled. The early history of the fraternity is preserved in an ancient record known as the Black Book, which, fortunately, still remains in the possession of the Grocers' Company.

In 1373 the Company of Grocers had taken the place of the Fraternity of St. Anthony, and rapidly became a great power in the city, through the great number of aldermen (no less than 17) whom it numbered in its ranks. They were led by Sir Nicholas Brembre, four times Mayor, who was beheaded in 1387. His overbearing conduct occasioned a complaint to Parliament from the Mercers' Company, and an Act of Common Council was subsequently passed prohibiting any company from having more than six aldermen among its members.

Ravenhill, the earliest historian of the company, defines the word grocer as distinguishing merchants in opposition to inferior traders, "for that they usually sold in gross quantities by great weights." He also states that in old books the word signifies "merchants who in their merchandising dealt for the whole of any kind."

Lydgate speaks of the grocers as hav-

ing become retail spice dealers in the reign of Henry VI., and that they kept their standings in Chepe. In 1428 the company obtained from Henry VI. their first charter, under which they became a body corporate. In 1450 the grocers obtained the important privilege of sharing the office of garbeller with the city. The duties of this official was to enter any shop or warehouse, to view and search drugs, etc., and to sift and cleanse them, with the object of preventing adulteration.

The following quaint epitaph of Simon Street, grocer, who died in 1459, and was buried in St. Antholin's Church, is preserved in Stow's "Survey of London":

Such as I am such shall you be:
Grocer of London some time was I,
The King's weigher more than yeres twenty:
Simon Street called in my place,
And good fellowship faine would trace:
Therefore in heaven everlasting life
Jesu send me and Agnes my wife
Kerlie Merlie, my words were tho,
And Deo Gratias I coupled thereto,
I passed to God in the yere of grace
One thousand four hundred it was, &c.

A new charter was granted to the company by James I. in 1607, and an entry in the company's journals shows that they gave eight guineas to Joyce Knight, "paynter, stayner for lymning, guildinge, and flourishing the Company's charter with the King's and Prince's armes, with divers of the assistants, their armes, besides an allowance of eight shillings for two skins of vellum." The privileges of the Company were confirmed, and other powers conferred upon them, by later sovereigns from Charles I. to George I.

In all the troubles which befel the Livery Companies, more especially in the century and a half ending with the Revolution of 1688, the Grocers had their full share. The great fire also proved most calamitous to them; but the Company was kept together and restored upon the old lines by the exertions and liberality of its leading members, so as "to become, as they once were," to use the words of the solemn minute of the court of 1887, "a nursery of charities and a seminary of good citizens." Among the most noteworthy benefactors who came forward to save the Company from dissolution on this occasion were Sir John Cutler, who rebuilt the parlor and dining-room at his own charge, and Sir John Moore, who gave £500 as a contribution towards rebuilding the hall, and, to satisfy the pressing claims of various parishes for their charities and arrears, the members of the court, on various occasions, contributed the necessary amounts out of their own pockets. In 1689, King William III. honored the Company by taking upon himself the office of master for the year, making them also a grant, which ceased at his death, of three fat bucks out of Enfield Chase. In the charter granted to them in the following year they are described as carrying on the mysteries or arts of grocers, confectioners, druggists, tobacconists, tobacco-cutters, and sugar bakers, or refiners of sugar.

The site of Grocers' Hall possesses considerable interest. Part of it was occupied by a synagogue of the Jews before their expulsion from England in 1291. After this event the site came into the possession of a body of begging friars called the Brethren of the Sack. They were, in turn, dispossessed during the reign of Henry III. by Lord Fitzwalter, who resided at Baynard's Castle, but had a family mansion in Coney Hope-lane, or Grocers' alley, adjoining the Friars' chapel. In 1411 the Grocers' Company purchased the chapel from a

descendant of Lord Fitzwalter, and in the reign of Henry VI., the Company also purchased the family mansion, and used the entire site for the erection of a sumptuous hall. The house was subsequently inhabited by various aldermen, who kept their mayoralties there. It afterwards became the Windmill Inn in the Old Jewry, and is described by Ben Johnson as the favorite resort of the roysterers and master-spirits of the day.

The Company began to build in 1427, and their hall was finished in the following year, when they dined together in "parloure," at an expense of £5 6s. 8d. Five years later they bought the remainder of the Fitzwalter property, and with it enlarged their garden. This garden appears to have been the Company's pride, and contained alleys, hedgerows and a bowling-alley, with an ancient tower of brick and stone at the northwest corner. The bowling was confined as much as possible, to the brethren of the Company, and their "ancient neighbors dellying in the Powtlerie." The Grocers followed the practice of other companies in letting out their hall for public and private festivities. On 9th February, 1564, the use of the common hall, parlor and kitchen were granted to "Mr. Mallorie, sonne to the Lord Mayor and others," "to make a supper to divers gentlemen of Gray's Inne for the great amitie between them and the Middle Temple gentlemen." Abuses appear to have arisen in this system of letting, for in 1610 it was ordered "that, for the future, the Company's hall shall not be made use of by strangers for burials, county feasts, and the like, without leave of the wardens." And, in 1678, the Company's officers, making complaint that they were excluded on the hall being let to strangers "for dinners, funerals, county feasts or weddings," it was forbidden to be let unless they were employed. In 1641, the "Grand Committee of Safety" removed its sittings from Guildhall to Grocers' hall, and continued there at intervals for several years afterwards. In 1648 the Company narrowly escaped the quartering of Parliamentary troops in their hall under Fairfax. Next year a grand entertainment was made by the Company at their hall to Cromwell and Fairfax, when the latter was presented by the Company with a basin and ewer of gold, and Cromwell with £300 worth of plate and 200 pieces of gold. The grocers afterwards entertained Cromwell, as Lord Protector, in a still grander style, and finally at the Restoration, General Monk, when they expended £215 on the feast, and enrolled him a brother of the Company.

The great fire destroyed the roof and wood-work of Grocers' Hall, but left the walls standing. In recognition of Sir John Cutler's liberal contributions to its restoration, the court ordered "that his statue and picture should be placed in the hall as memorials of the Company's esteem and gratitude." The first meeting and festival held in the Hall after the fire were on Lord Mayor's Day, 1669. In 1691 the use of the hall was granted as a chapel to the parishioners of St. Mildred till their own church could be rebuilt. The court minutes of this period take note of "the unseemliness and disturbance of taking tobacco and having drink and pipes in the court room during court sittings," and it was consequently resolved that a fine of £5 should be imposed upon every member guilty of this offence; and if any person have "a desire to refresh himself with a pipe of tobacco or cup of drink, at a convenient time or interval of serious business," he was "to withdraw into some retiring

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In the latter part of the seventeenth century Grocers' Hall was regularly let to the Lord Mayor for use as a Mansion House. Sir John Moore (Lord Mayor in 1681) was the first who kept his mayoralty in the new hall, and he paid the Company a net rent of £200 for it. About 1694 the tenancy was transferred to the newly-established Bank of England, who obtained a lease of the hall, yard, and offices for eleven years, for a fine of £5,000, and a loan of a similar amount without interest, the bank paying all rates and taxes, and executing all repairs. Subsequently, the £5,000 mortgage was merged into a fine, and the financial relief thus obtained formed a turning-point in the history of the Company. The bank directors held their courts here until the building of the bank in 1734. In the following year the Company's circumstances having much improved, the hall was forbidden to be let except for the mayoralty of an alderman who was a member of the Company. In 1802 Grocers' Hall was rebuilt, but so imperfectly that in 1827 a thorough repair was found necessary. The old buildings have recently given place to a handsome hall and offices, now nearly completed. The Princes street frontage provides a great architectural improvement to that important thoroughfare. Grocers' garden remained unchanged till the alterations of 1802, by which it was much reduced in size. By the formation of Princes street in that year the garden was nearly severed in half, but the Company made an excellent bargain, receiving for the slice of ground surrendered to the Bank of England more than £20,000, the land having cost them, in 1483, but £81 17s. 8d.

A brief notice must now be given of the important charities administered by the Grocers' Company. The Company has always regarded the London Hospital as having peculiar claims upon its support and assistance, owing to its situation in the midst of the poor population of the East of London. Their first gift to the Hospital seems to have been in 1796; in 1868 and subsequent years they contributed £500 annually. In 1873 they gave the substantial sum of £20,000 towards the erection of a new wing to be called the "Grocers' Wing," and on its completion in 1876, a further sum of £5,000 was contributed towards its furnishing when the wing was opened by Her Majesty the Queen.

In 1872, the Company established a middle class school for boys at Hackney Downs, under a scheme approved by the Charity Commissioners, by the provisions of which the income of certain obsolete charities was applied to this purpose. The income not proving sufficient for the purpose, the balance, averaging about £1,000 a year, has been made up by the Company, who also made a grant of £6,000 to the school at its establishment. The Company founded, in 1861, six scholarships for pupils of the City of London School, which have since been transferred to their middle-class school at Hackney Downs. They also purchased the right in perpetuity of presenting six boys to Christ's Hospital, and three children of deceased liverymen or freemen to the London Orphan Asylum.

They have also founded six scholarships for the sons of freemen at Oundle School. This school was founded and endowed, together with almshouses, in 1556, under the will of Alderman William Laxton, who placed the management of the charity in

the hands of the Grocers' Company. There is an upper or classical school, for which a new building has been erected capable of holding four hundred boys. A modern school is also provided at Oundle for the sons of farmers; sumptuous provision has been made by the Company for cricket and recreation grounds, boarding-houses, hall, library, museum, laboratory, etc. The Company are also trustees of two other endowed schools—the free school in Witney in Oxfordshire, founded by Henry Box, citizen and grocer, and the free school at Colwall, Herefordshire, founded by Humphrey Wallwin. They have the gift of eight exhibitions of £50 each, tenable for four years, four of them at the University of Oxford, and four at Cambridge. These were established by endowments left by Emma Barkhouse and Mary Robinson in 1670. The Company has also founded two exhibitions of £25 each, for unattached students at Oxford, tenable for four years.

The Grocers' Company consists of a Prime Warden, three other Wardens, fifty-two assistants, and a large body of liverymen and freemen. The arms of the Company are: Argent a chevron, gules, between six cloves in chief and three in base, sable; crest, a helmet and torse, a loaded camel trippant proper, bridled of the second; supporters, two griffins per fess gules and or; motto, "God grant grace."

More than one hundred and twenty Lord Mayors have belonged to this Company, and the roll of its honorary freemen includes numerous statesmen and other men of eminence in modern times. The mention of a few names will be sufficient: William Pitt, George Canning, Sir Robert Peel, the Prince of Wales, the Duke of Edinburgh, the Duke of Connaught, The Duke of Cambridge, Sir Leopold M'Clintock, Lord Napier of Magdala, Sir James Paget and the late Earl of Baconsfield.

BANK LOSSES AND MERCANTILE AGENCIES.

The following was included in a paper presented to the recent meeting of western bankers: "It is apparent that losses would be largely averted if the banker could be thoroughly and accurately informed as to the character and responsibility of his borrowers. Any plan, therefore, that will bring him into possession of this information should be promptly adopted and persistently pursued. The information now furnished by the various commercial agencies is of great assistance in ascertaining the responsibility of borrowers. Although their reports are not to be implicitly relied upon, being often incomplete and occasionally misleading, yet no prudent banker can afford to dispense with their services, especially where his field of operations is so extensive as to preclude the possibility of his having personal acquaintance with every customer, and accurate knowledge of their affairs. It goes without saying that access to these sources of information should be at the command of every bank officer whose sphere of operations is not purely local and confined to the narrowest field. In addition to this he should employ every proper means to ascertain and systematically record, in such manner as to be readily accessible, all facts which affect favorably or unfavorably the standing of those who are asking, or likely to ask, favors at his hands. In the end, however, the customer himself must be depended upon to make a full and com-

plete exhibit of everything affecting his present responsibility and future success. It is unwise to accept the account of any man whose truthfulness is not fully established, and prudence dictates that no person should be accepted as a borrower who is not willing to make in confidence to his banker a complete exhibit of his resources and liabilities. The age of mystery as related to business affairs is happily passing away. The time was when business men considered it akin to an insult to be called upon, when asking credit, for a statement of their affairs, and when the publication of a full report of the condition of a bank would have been considered unwise, if not absolutely dangerous. Fortunately wiser and sounder views now prevail, and no right minded man or well-managed institution now hesitates, when asking favors, to place the prospective creditor in full possession of the facts upon which credits can be intelligently extended. Modern methods make it necessary that all the barriers which a false pride has served to erect between a banker and his customer shall be completely removed, and that perfect frankness shall characterize their intercourse. This course is clearly for the interest of the borrower as well as the lender, for nothing places a customer on a better footing with his banker than a willingness to tell him the whole truth at all times and under all circumstances.

TRADE SALES.

The general stock of Thos. Fisher & Co., of Bolton, Ont., invoiced at \$6900, was sold at Suckling's to J. Taylor, at 47c. on the dollar.

On Tuesday next, the seventeenth inst., at 2 p. m., Suckling & Co. will sell at their warerooms in Toronto the general store stock, shop furniture and delivery service of John McConachie, Honeywood, Ont., at a rate in the dollar. The stock includes staple and fancy dry goods, hats, caps, furs, boots and shoes, groceries, hardware, crockery, etc., amounting to \$3,078.51. One-third of the purchase money is to be cash, the remainder to be paid in two, four and six months, with interest, secured.

The insolvent estate of R. Weatherell, general merchant, Oil City, Ont., is to be offered for sale by J. W. Jones, at his auction rooms in London, Ont., on the 13th inst. The store stock is a general one, including dry goods, millinery, hats and caps, boots and shoes, groceries, hardware, etc., valued at \$6,757.87

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

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

Business Changes

SALES MADE OR PENDING.

The grocery stock of J. D. Martineau, Montreal, is sold.

Mrs. E. Ruttan, grocer, Picton, Ont., is succeeded by James Clark.

Robert Miller, grocer, Amherst, N. S., is succeeded by A. Scrimgeour.

W. J. Tippens, confectionery dealer, advertises his business for sale.

H. W. McCulloch, grocer, Toronto, has sold his stock and called a meeting of his creditors.

R. Dunsmuir & Sons, general merchants, Union Mines, B.C., have been succeeded by Simon Leiser.

The general store stock of Thos. Fisher & Co., Bolton, has been sold to A. Taylor at 47c. in the dollar.

The general store stock of John McConachie, Honeywood, Ont., is advertised for sale by auction on the 17th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

J. P. Coutlee and J. D. Coutlee are registered proprietors in the Canada Supply Co., Montreal.

Alexander T. Paterson and R. McD. Paterson are registered proprietors in the firm A. T. Paterson & Co., general merchants, Montreal.

Andrew Bros., general merchants, Middleton, N. S., have dissolved, Geo. M. Andrew continuing.

N. Carter & Sons, provision merchants, St. Stephen, N. B., have dissolved, Frank N. Carter continuing.

Connolly & Co., grocers and liquor merchants, Charlottetown, P. E. I., have dissolved, John Connolly continuing.

FIRES.

Norman Hayes, barrel manufacturer, Halifax, is burnt out.

The Little Bay Island Packing Co., Perry's Island, Nfld., is burnt out.

A. S. Harrison, grocer and confectioner, Norwood, Ont., is burnt out. Insured.

John Windsor, general merchant and fish dealer, Petit Rocher, N.B., is burnt out. Insured.

DEATHS.

Joseph E. Coulter, wholesale grocer, Fredericton, N.B., is dead.

C. H. Slawson, dealer in dairy supplies and cheese, Ingersoll, Ont., is dead.

James F. Cochran, of J. F. Cochran & Son, general merchants, Brooklyn, N.S., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

G. L. Pelletier, general merchant, Matane, Que., has assigned.

E. Morin, grocer, Amherstburg, Ont., has assigned to Alfred Robinson.

W. A. Casselman, grocer, Cardinal, Ont., has assigned to Chas. P. Glasford.

The creditors of H. W. McCulloch, grocer, Toronto, have been called together, Beaudry & Co. crockery merchants, Montreal, have assigned to Kent & Turcotte.

Demand of assignment has been made on A. Bissette, general merchant, Iberville, Que.

Cleophas Rousseau, grocer, Quebec, has assigned. His creditors meet on the 14th inst.

Paquette & Therien, general merchants, St. Remi, Que., are preparing a statement of their position.

The book debts in the estate of C. L. Ingraham, general merchant, Sydney, N. S., have been assigned.

Griffin & Co. (M. E.—Mrs. C. B.—Griffin only), general merchant, Ridgeway, Ont., has assigned to John Lennox, Hamilton.

HOW IT IS DONE.

A great many of the dormant retail grocers are constantly finding fault with their up-to-the-times confreres. The cause for complaint is that they (the live grocers) are selling too cheap. "Why," some of them will say, "I could not sell at that price, simply because I paid more by the case than he is retailing them by the single package." And their statement is true in every particular. But whose fault is it? The live grocer keeps posted by reading trade papers and watching the movement of the market, while the other would rather prefer to play pedro or else do most anything except what relates to and would benefit his business, and as for reading trade papers, that is time wasted; the reading is too dry; there is not the pith to it that is contained in an account of a prize fight; and so on. But when it comes to finding fault, then he can waste plenty of time. To approach one of these men with an application to subscribe for a trade paper produces about the same result as does the request of a slow paying customer who has already a large score recorded against his name, for the loan of fifty dollars to buy Christmas toys for the children.

However, it is the same with trade papers as it is with everything else, one must be brought up to the use of them in order to be able to grasp the benefit to be derived from their perusal. With a few lessons, such as some of the retail grocers will receive this summer, we think that many of them will become apt scholars and profit by their losses, not alone in having to pay more for their goods, but also on account of losing trade by not being able to cope with the up-to-the-times grocers. If less time were devoted to fault-finding and more to ascertain-

ing in which way they could be up to those in the same trade and sell at the same price and make a profit, it would be greatly to the interest of the dormant grocer, who expects that all matters in the trade should be shaped to a mould of his own making.—Retail Grocers' Journal, San Francisco.

THE CREDIT HYDRA.

Credit is the ball and chain around the leg of the merchant, the incubus of trade which there is no throwing off and which, in many cases, proves so heavy a load that it drags down the bearer thereof to commercial annihilation, says the Baltimore Commercial Advertiser. More has been written on the evils of credit than upon any other subject connected with mercantile affairs, and yet to-day the question how to eliminate its risks from the daily business transactions of wholesale merchant and retail trader alike is, as far from satisfactory settlement as ever. There is one thing which may be regarded as settled at all events. So long as business is done, just so long will the merchant, whether wholesale or retail, be obliged to accept a future settlement, of more or less definiteness as to date, for a present transaction. Whether the volume of this trade be much or little, that it will involve losses, may be taken for granted, for the most astute business man, even with the safeguards of modern business practice at his command, has not succeeded in protecting himself from the unforeseen.

Most men, we believe, who enter into business, whether upon a large or small scale, do so with the honest purpose to pay their debts. When a dealer has sufficient capital to make a fair start by paying cash for his stock, provided he is wide-awake and energetic, and has started in a locality where an enterprise of the kind in which he has embarked is needed, the chances are that he will ask very few favors from the jobber. This class of dealer is usually too anxious to make cash settlements and save every possible cent in the way of discounts. It is also the class whose trade the wholesale merchants are anxious to get. But as all men who depend upon their own exertions for a livelihood are not so favorably situated as to be able to make a beginning in this way, they are compelled in most cases to depend upon the forbearance and generosity of the wholesale dealer who, if favorably disposed on account of former knowledge of his customers, as the result of an investigation of his business character and record, will secure the required stock upon terms within the reach of the customer. A beginning is thus made which in after years may broaden out and bear fruit in a long business intercourse mutually profitable and advantageous to both, or else an experience in which misplaced confidence, worry and financial loss may result to the accommodating merchant, illustrating anew the risks of credit.

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POOR BOYS.

Great men are a nation's choicest treasure. There are many stately and exclusive doors open only to those who bear titles and degrees, but to the hearts and homes of all true Americans, those who have risen by their own exertions from poverty and obscurity to wealth and eminence, find a welcome. It has been said, "Biography is the most universally pleasant and profitable of all reading." If we would understand what heroism is, we must study the lives of heroic men and women. A living patriot will teach us more of patriotism than a thousand books.

Let us recall the lives of some of the men in active life who were once poor boys; whose fathers' names are unknown in public; who by years of persistent endeavor attained wished for and deserved success. Washington, Franklin, Grant, Garfield, are men belonging to this class. They have made the world richer and better, and have passed away leaving others to make for themselves similar positions. We have poets, inventors, statesmen, divines who have become popular benefactors, not for an age only, but for all time.

Among inventors such as Morse, Whitney and Robert Fulton, Thomas A. Edison rises pre-eminent in his superior practical inventive power. Born at Milan, Ohio, young Edison began life poor. Though of humble parentage, yet he has surpassed the profoundest thinkers of our times. To him we are indebted for the electric light, the only artificial light whose brilliancy approaches that of the sun. Many of our inventors have died in poverty, receiving no pecuniary benefit for their genius, but Edison received \$100,000 for the discovery of the carbon telephone.

Our Presidents have been men whose early struggles against adverse circumstances strengthened and prepared them for their important positions. Benjamin Harrison, when a young man with his family at Indianapolis, living in three plain rooms, not ashamed of his poverty or the self-evident fact that clients would be received cordially at all hours, had no visions of living in the executive mansion; Mrs. Harrison, performing the monotonous duties of a housewife, could not see in the future the position she would hold in the American mind and heart. They began life in poverty, which is but the beginning of wealth and power, having the boundless possibilities of the future always before it.

In all these lives there have come patience by being poor, courage by coming in contact with opposition, knowledge of character they would not have gained had they been carefully shielded by the surroundings which money gives to the sons of the rich.—Merchant Sentinel.

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



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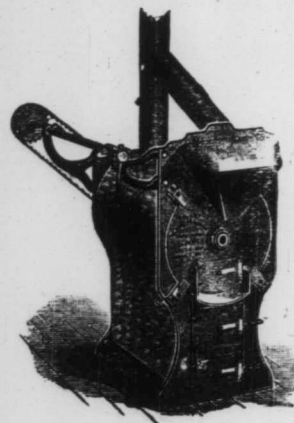
Sells at all seasons.

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Mince Meat on
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It will pay you to handle them, and we particularly call your attention to our brands.

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

We also manufacture all kinds of Special Brooms for Floor, Yard, Stable, Warehouse, and Factory use.

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS

Manufacturers, TORONTO.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Jan. 12, 1893.

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

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

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

BAKING POWDER.

PURE GOLD, per doz	19 80
5 lb. cans, 1 doz. in case	19 80
1 lb. cans 1 doz. in case	16 00
2 1/2 lb. cans, 1 and 2 doz in case	10 50
16 oz. cans 1, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz in case	1 90
4 oz. cans, 4 and 6 doz in case	1 25
Dunn's No. 1, in tins, per doz	2 00
" " " " " " " "	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " " " " " " "	85
" " " " " " " "	40
" " " " " " " "	65
" " " " " " " "	12
Per doz	
Empire, 5 dozen 4 oz cans	\$0 75
" " " " " " " "	1 15
" " " " " " " "	3 00
" " " " " " " "	9 00
bulk, per lb.	15



COOK'S FRIEND.

(In Paper Packages.) Per doz	
Size 1, in 2 and 4 doz boxes	\$2 40
" " 10, in 4 doz boxes	2 10
" " 2, in 6 " "	80
" " 12, in 6 " "	70
" " 3, in 4 " "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 " "	1 10
5 lb tins, 1/2 " "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" " 1/2 lb, 4 " "	1 30
No. 1, 2 " "	1 90
1 lb, 2 " "	2 20
5 lb, 1/2 " "	9 60
WHITE STAR, per doz	
4oz tins, 3 doz in case	0 75
12 " " 2 doz in case	2 00
5 lb " " "	9 00
5oz glass jars, 2 1/2 doz in case	1 10
10 oz glass jars, 2 doz in case	2 00
Bulk, per lb.	0 15

doz. in Price

Dime cans, 4 case	\$1 00
4 oz " " 3	1 50
6 " " " 3	2 25
8 " " " 3	3 00
2 " " " 1 to 4	4 25
16 " " " 1 to 3	5 75
2 1/2 lbs " " 1 or 1	12 00
4 " " " 1 or 1	18 25
5 " " " 1 or 1	22 75
10 " " " 1	44 00

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.	
Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6
" " 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2

Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
People's Mixed	0 10 1/2
Pic Nic	0 09
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" " 3 lb.	0 20
Sultana	0 11
Tea	0 09 1/2
Tid Bits	0 11
Variety	0 07 1/2
Village	0 08 1/2
Wine	0 08 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " " " " "	2 10
" " " " " "	1 10
Spanish, No. 3	4 50
" " " " " "	9 00
Japanese, No. 3	4 50
" " " " " "	7 50
Jaquot's French No. 2	3 00
" " " " " "	3 00
" " " " " "	8 00
" " " " " "	10 00
" " " " " "	7 50
Egyptian, No. 1	9 00
" " " " " "	4 50
P. G. FRENCH DRESSING (LADIES.)	
For ladies' and children's boots and shoes.	per doz
No. 7, 1 or 2 doz. in box	\$2 00
No. 4, " " " "	1 25
P. G. FRENCH BLACKING.	
" " " " " "	per gross
1/4 No. 4	\$1 00
1/4 No. 6	4 50
1/4 No. 8	7 25
1/4 No. 10	25

BLACK LEAD.

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

F. F. DALLEY & CO.

Silver Star Stove Paste	9 00
Packed in fancy wood boxes, each box contains 3 doz.	
BLUE.	
Reckitt's Pure Blue, per gross	2 10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25

CORN BROOMS.

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

FOR COOKING
ST. LAWRENCE
CORN STARCH.

Prices Current Continued—

CANNED GOODS.

	Per doz	
Apples, 3's	\$0 85	\$1 00
" gallons	1 75	2 00
Blackberries, 2's	2 00	2 25
Blueberries, 2's	1 00	1 10
Beans, 2's	0 90	1 00
Corn, 2's	0 85	1 00
" Special Brands	1 30	1 60
Cherries, red pitted, 2's	1 75	2 00
Peas, 2's	0 85	1 00
Pears, Bartlett, 2's	1 75	2 00
" Sugar, 2's	1 50	1 75
Pineapple 2's	2 75	3 00
Peaches, 2's	2 00	2 25
" 3's	3 00	3 25
" Pin, 3's	1 75	2 00
Plums, Gr Gages, 2's	1 75	1 85
" Lombard	1 50	1 90
Pumpkins, 3's	0 85	1 00
" gallons	3 00	3 25
Raspberries, 2's	2 00	2 40
Strawberries, choice 2's	2 00	2 40
Succotash, 2's	1 65	1 85
Tomatoes, 3's	0 85	1 00
"Thistle" Finnan Laddies	1 50	1 75
Lobster, Clover Leaf	2 40	2 50
" Crown flat	2 40	2 50
" tall	1 90	2 00
" Other brands	1 80	2 10
Mackerel	1 60	1 10
Salmon, talls	1 45	1 60
" flats	1 70	1 85
Sardines Albert, 1/2's tins	1 24	1 34
" 1/4's	1 20	1 30
" Martiny, 3/4's	16 17	16 17
" Other brands, 9/4	11 16 17	11 16 17
" P & C, 1/2's tins	23 25	23 25
" 1/4's	33 36	33 36
Sardines Amer, 1/2's	6 1/8	6 1/8
" 1/4's	9 11	9 11

CANNED MEATS.

(CANADIAN)		
Comp. Corn Beef 1 lb cans	\$1 60	\$1 75
" 2 "	2 65	2 80
" 4 "	4 80	5 00
" 6 "	8 00	8 25
" 14 "	17 50	18 50
Minced Collops, 2 lb cans	2 60	2 75
Roast Beef	1 50	1 50
" "	2 60	2 75
" "	4 75	4 75
Par Ox Tongue, 2 1/2 "	8 00	8 25
Or Tongue	7 85	8 00
Lurcl. Tongue	3 25	3 25
" "	6 00	6 25
English Brown	2 75	2 80
Camb. Sausage	4 00	4 00
Soups, assorted	1 35	1 35
" "	2 25	2 25
Soups & Bouilli	1 80	1 80
" "	4 50	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 60	1 60
Potted Ham, Tongue or Beef, 6 oz cans	1 35	1 35

Deville Tongue or Ham, 1/4 lb cans	1 40
Deville Chicken or Turkey, 1/4 lb cans	2 25
Sandwich Ham or Tongue, 1/4 lb cans	1 50
Ham, Chicken and Tongue, 1/4 lb cans	1 75

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 235c. packets	0 75
Orange Blossom 150 pieces	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo, 180 pieces	1 30
(with brilliant stone ring)	
Sappora, 150 pieces	1 00
Sweet Fern, 230 "	0 75
Red Rose, 115 pieces	0 75
Magic Trick, 115 "	0 75
Oolah, 115 "	0 75
Puzzle Gum, 115 pieces	0 75
Bo-Kay, 150 "	1 00
Mexican Fruit, 36 5c. bars	1 20
Flirtation Gum (115 pieces)	0 65
Automatic	
Tutti Frutti Girl	800 pieces. 6 00
Sign Box (new)	

C. R. SOMERVILLE.

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

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S	
Per lb	
Chocolate—	
French, 1/4's, 6 and 12 lbs.	0 30
Caraccas, 1/4's, 6 and 12 lbs.	0 35
Premium, 1/4's, 6 and 12 lbs.	0 30
Saute, 1/4's, 6 and 12 lbs.	0 26
Diamond, 1/4's, 6 and 12 lbs.	0 22
Sticks, gross boxes, each	0 01
Cocoa, Homopatic, 1/4's, 8 & 14 lbs	2 50
" Pearl	2 25
" London Pearl 12 & 18 "	2 25
" Rock	2 25
" Bulk, in bxs	1 30
EPF'S.	
Cocoa—	per lb
Case of 112 lbs each	0 35
Sm-aller quantities	0 37 1/2

BENSENDORF'S ROYAL DUTCH COCOA.

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

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	
Carracas, 1/4's, 6 lb. boxes	per lb 0 40
Vanilla, 1/4's	0 40
"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unsweetened, 1/4's, 6 lb bxs.	0 40
"Fry's" Diamond 1/4's, 6 lb bxs.	0 26
"Fry's" Monogram, 1/4's, 6 lb bxs.	0 26
Cocoa—	
Concentrated, 1/4's, 1 doz in box	per doz 2 40
" 1/2's, " "	4 50
" 1 lbs. " "	8 75
Homoeopathic, 1/4's, 14 lb boxes	0 34
" 1/2 lbs, 12 lb boxes	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28
Mott's Homoeopatic Cocoa (1/2)	32
Mott's Breakfast Cocoa	35
Mott's Breakf. Cocoa (in tins)	30
Mott's No. 1 Chocolate	40
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	28
Mott's French-Can Chocolate	28
Mott's Navy or Cooking Choc	26
Mott's Cocoa Nibbs	5
Mott's Cocoa Shells	30
Mott's Vanilla Chocolate stick	22 & 24
Mott's Confec Chocolate	22c-40
Mott's Sweet Choc. Liquors	21c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/2, 1 lb. boxes	70 75
Iceland Moss 1/2 lb in 12 lb boxes	35
Soluble (bulk) 15 & 30 lb bxs	18 20
Soluble (tins) 6 lb and 12 lb	20
Cocoa Nibs, any quantity	30 35
Cocoa Shells, any quantity	05
Cocra Essence	per doz 1 40
Chocolates—	
Mexican, 1/4, 1/2 in 10 lb bxs	36
Queen's Dessert, " "	40
Vanilla, " "	35
Sweet Caracas	25
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross	00
Pure Caracas (plain) 1/4, 1/2 lbs	40
Royal Navy (sweet)	30
Confectioners' in 10 lb cakes	30
Chocolate Creams, in 3 lb bxs	30
Chocolate Parisien, in 6 lb bxs	30

WALTER, BAKER & CO'S

Chocolate—	
Prem'um No. 1, bxs 12 & 25 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caracas Sweet bxs 6 lbs each, 12 bxs in case	40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box	4 00

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes, 12 lbs each	30
Grocers' Style, in cases 24 boxes, 6 lbs each	30
48 Fingers to the lb., in cases 12 bxs 12 lbs each	30
48 Fingers to the lb., in cases 24 bxs 6 lbs each	30
8 Cakes to the lb., in cases, 24 bxs 6 lbs. each	32
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	56
Cocoa—	
Pure Prepared, bxs, 12 lbs each	42
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers	35
Cracked, in bags, 6, 10 and 25 lbs. each	30
Breakfast Cocoa—	
In bxs 5 & 12 lbs., each, 1/2 lb. tins	48
In boxes, 12 lbs., each, 1 lb tins, decorated canisters	50
Cocoa Shells, 12's and 25's	10
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins	45



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

CLOTHES PINS.

5 gross, per box	0 76
4 gross, " "	0 85
6 gross, " "	1 20

CHAS. BECKER & SONS. per box

5 gross, single & 10 box lots	0 75	0 80
Star, 4 doz. in package	0 85	0 85
" 6 " "	1 25	1 25
" 4 " cotton bags	0 90	0 90

COFFEE.

GREEN		c. per lb
Mocha	25	33
Old Government Java	25	35
Rio	20	22
Plantation Ceylon	29	31
Porto Rico	24	28
Guatemala	24	26
Jamaica	22	23
Maracaibo	24	26
TODHUNTER, MITCHELL & CO'S		
Excelsior Blend	34	32
Our Own	32	30
Jersey	30	30
Laguayra	28	28
Mocha and Java	35	35
Old Government Java	30	32
Arabian Mocha	35	35
Maracaibo	30	30
Santos	27	28

RECKITT'S Blue and Black Lead

(ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.)

Prices current, continued.

NUTS.		per lb	
Almonds, Ivica	13 14		
" Tarragona	15 16		
" Fornigetta	13 14		
Almonds, Shelled Valencias	28 32		
" Jordan	40 45		
" Canary	28 30		
Brazil	11 12 1/2		
Cocanuts	5 6		
Filberts, Sicily	29 10		
Peanuts	11 15		
Peanuts, roasted	10 12		
" green	9 10		
Walnuts, Grenoble	15 16		
" Bordeaux	10 11		
" Naples, cases	12 13		
" Marbots	12 13		
" Chilis	12 13		

PETROLEUM.		Imp. gal.	
to 10 bbl lots, Toronto	0 14	\$0 15	
Canadian	0 17	0 18	
Caroon Safety	0 20	0 22	
Canadian Water White	0 24	0 25	
Amer'n Prime White	0 27	0 00	
Photogene			
(For prices at Petrolia, see Market Report.)			

PICKLES & SAUCES.		per doz	
Home Made Tomato Catsup	qts	6 00	
" "	pts	3 50	
" "	1/2 pts	2 00	
Chili Sauce	pts	4 50	
" "	1/2 pts	3 25	
SOUPS (in 3 lb cans).			
Tomato		3 50	
Fancy-Chicken, Mock Turtle,			
Cream of Corn Pea, Celery,			
Asparagus	4 50		
Fancy-Chicken Gumbo, Ox			
Tail, Consomme Bouillon,			
Mulligatawny, Mutton Broth,			
Beef, Pea, Printanir, Julienne	4 25		
Vermicelli, Vegetable			

PRODUCE.		Per b	
DAIRY.			
Butter, creamery, tubs	\$0 21	\$0 23	
" dairy tubs, choice	0 16	0 20	
" " medium	0 14	0 16	
" low grades to com	0 12	0 13	
Butter, pound rolls	0 19	0 26	
" large rolls	0 17		
" store crocks	0 17		
Cheese	0 11		
COUNTRY			
Eggs, fresh, per doz	0 18		
" limes	1 15	1 30	
Beans	1 75	2 25	
Onions, per bag	60	70	
Potatoes, per bag	0 13	0 15	
Hops, 1891 crop	0 16	0 18 1/2	
" 1892 "	0 05	0 07	
Honey, extracted	0 12	0 14	
" section			

PROVISIONS.		per doz	
Bacon, long clear, p lb	0 08 1/2		
Pork, mess, p. bbl	16 50		
" short cut	17 50	18 00	
Hams, smoked, per lb	0 11 1/2	0 12	
" pickled	0 11		
Bellies	0 12	0 12 1/2	
Rolls	0 09 1/2	0 12	
Backs	0 11 1/2	0 10 1/2	
Lard, Canadian, per lb	0 08	0 08 1/2	
Compound	0 05	0 05 1/2	
Tallow, refined, per lb	0 02		
" rough			

RICE, ETC.		Per lb	
Rice, Aracan	3 1/4	4	
" Patna	4 1/2	5 1/2	
" Japan	5 6		
" extra Burmah	3 1/4	4	
" Java extra	6 1/2	7	
" Genuine Old Carolina	9 1/2	10	

LEA & PERRIN'S.		per doz	
Worcester Sauce, 1/2 pts	\$3 60	\$3 76	
" " pints	6 25	6 50	
LAZENBY & SONS Per doz			
Pickles, all kinds, pints	3 25		
" " quarts	6 00		
Harvey Sauce-genuine-hlf. pts	3 25		
Mushroom Catsup	2 25		
Anchovy Sauce	3 25		

Grand Duke.		6 1/2 7 1/2	
Sago	4 1/2	5 1/2	
Tapioca	5	5 1/2	

ROOT BEER.		per doz	
Hire's (Liquid)	\$2 00		

SPICES.		Per lb.	
GROUND			
Pepper, black, pure	\$0 12 1/2	\$0 15	
" fine to superior	10	18	
" white, pure	20	28	
" fine to choice	20	25	
Ginger, Jamaica, pure	25	27	
" African	18	25	
Cassia, fine to pure	18	25	
Cloves	14	25	
Allspice, choice to pure	12	15	
Cayenne	30	35	
Nutmegs	75	1 20	
Mace	1 00	1 25	
Mixed Spice, choice to pure	30	35	
Cream of Tartar, fine to pure	25	37	

STARCH.		per lb.	
BRITISH AMERICA STARCH CO BRANTFORD.			
1st quality white, in kegs and brls	4 1/2		
1st quality white, 3 lb. cartons	5 1/2		
Lily White gloss, crates	6 1/2		
Brantford gloss, 1 lb.	7 1/2		
Lily White gloss, 1 lb. chromo	6 1/2		
Canada Laundry, Boxes	4 1/2		
Pure Prepared corn	7 1/2		
Challenge Corn	6 1/2		
Rice Starch, fancy cartons	8 1/2		
" cubes	7 1/2		
KINGSFORDS OSWEGO STARCH.			
Pure Starch-			
40-lb boxes, 1, 2 and 4 lb pack'g's	8		
36-lb " 3 lb. packages	8		
12-lb "	8 1/2		
38 to 45-lb boxes	8		
Silver Gloss Starch-			
40-lb boxes, 1, 2 and 4 lb. pack'g's	9		
40-lb " 1 lb. package	9 1/2		
40-lb " 1/2 lb.	10		
40-lb " assorted 1/2 and 1/4 lbs.	9 1/2		
6-lb " sliding covers	9 1/2		
38 to 45 lb boxes	9		

OSWEGO CORN STARCH-for Puddings, Custards, etc.-		per lb.	
40-lb boxes, 1 lb packages	8 1/2		
20-lb "	8 1/2		

ST. LAWRENCE STARCH CO'S		per lb.	
Culinary Starches-			
St. Lawrence corn starch	7		
Durham corn starch	6 1/2		
Laundry Starches-			
No. 1, White, 4 lb. Cartons	4 1/2		
" " Bbls	4 1/2		
" " Kegs	4 1/2		
Canada Laundry	3 1/2		
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1/2		
Ivory Gloss, fancy picture, 1 lb packs	6 1/2		
Patent Starch, fancy picture, 1 lb. cartons	6 1/2		
Ivoryine Starch in cases of 40 packages	\$3 00		

SUGAR.		c. per lb	
Granulated			
Paris Lump, bbls and 100 lb. boxes	4 1/2	4 1/2	
" " 50 lb. boxes	5 1/2		
Extra Ground, bbls	5 1/2		
" " less than a bbl	6		
Powdered, bbls	5 1/2		
" " less than a bbl	5 1/2		
Extra bright refined	4 1/2		
Bright Yellow	3 1/2	4	
Medium	3 1/2		
Brown	3 1/2		
SALT.			
Bbl salt, car lots	1 20		
Coarse, car lots, F.O.B.	0 70		
" small lots	0 85	0 90	
Dairy, car lots, F.O.B.	1 25		
" small lots	1 50		
" quarter-sacks	0 45	0 50	
Common, fine car lots	0 80		
" small lots	0 95	1 00	
Rock salt, per ton	15 00		
Liverpool coarse	0 75	0 80	
SYRUPS AND MOLASSES.			
SYRUPS. Per lb.			
	bbls.	1/2 bbls	
D	2	2 1/2	
M	2 1/2	3	
B	2 1/2	3 1/2	

W. G. A. LAMBE & CO.,
GROCERY BROKERS
TORONTO.

GENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

JOHNSTON'S FLUID BEEF.



The Great
Strength-giver.

The most perfect form of Concentrated
Nourishment.

STIMULATING. STRENGTHENING. INVIGORATING.

Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

Kingsford's

(Others so-called are imitations of our brand.)

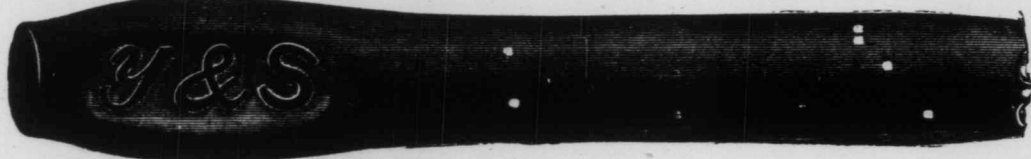
Pure Starch.

Corn Starch.

FOR SALE BY ALL LEADING
JOBBERs IN CANADA.

T. KINGSFORD & SON

OSWEGO, N.Y.



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

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

Where did you see this advertisement?

Prices current, continued—

V.B.	23	3
E.V.B.	22	24
E. Superior	22	24
XX	22	24
XXX	22	3
Crown	3	31
MOLASSES. Per gal		
Trinidad, in puncheons	0 35	0 37
" bbls	0 38	0 46
" 1/2 bbls	0 40	0 40
New Orleans, in bbls	0 30	0 52
Porto Rico, hdds.	0 38	0 40
" barrels	0 42	0 44
" 1/2 barrels	0 44	0 46
SOAP.		
Ivory Bar, 1 lb. bars	per lb	5 1/2
Do. 2, 6-16 and 3 lb bars	"	5
Primrose, 1/4 lb bars, wax W	"	4 1/2
" 1	"	4 1/2
John A. cake, wax W. per doz	"	42
Mayflower, cake	"	42
Gem, 3 lb bars per lb.	"	3 1/2
" 13 oz, 1 and 2 lb. bars	"	3 1/2
Queen's Laundry, per bar.	"	5 1/2
Pride of Kitchen, per box	"	2 75
Sunshine, boxes, 100 tablets	"	6 50
" 50	"	3 40
MORSE'S SOAPS. Per lb		
Mikado (wrapped)	"	0 04 1/2
Eclipse	"	0 04 1/2
Stanley Bar	"	0 04 1/2
Defiance	"	0 04 1/2
Toronto, 12 oz.	Per doz	0 50
Ruby, 10 oz	"	0 30
Monster, 8 oz	"	0 24
Detroit, 14 oz	"	0 48
Lily White	"	0 80
Everyday	"	0 72
Queen City, 14 oz.	"	0 72
Per box		
Mottled in 5 box lots, 100 bars	"	5 00
" 60 bars	"	3 00
Floater (boxes free)	"	6 50
Electric	"	2 75
Hard Water Electric	"	2 50
Royal Laundry	"	3 25
Octagon	"	4 00
Per doz		
Royal Magnum	"	0 25
" 25 doz per box	"	0 20
Anchor, Assorted	"	0 40
" Castile	"	0 50
Morse's Assorted	"	0 45
Morse's Rose	"	0 45
" Windsor	"	0 45
" Castile	"	0 45
Bouquet, paper and wood	"	0 80
Prize Magnum, White Castile	"	0 72
" Honey	"	0 72
" Glycerine	"	0 72
" Oatmeal	"	0 72
Per box		
" Honeysuckle	"	0 72
Sweet Briar	"	0 85
Extra Perfume	"	0 55
Old Brown Windsor Squares	"	1 00
White Lavender	"	1 00
Per doz		
White Castile Bars	"	0 85
White Oatmeal	"	0 85
Persian Bouquet, paper	"	2 50
Oriental	"	0 45
Pure Coconut, 3 doz. bxs, wood	"	0 40
Heliotope paper	"	1 50
Carnation	"	0 50
Rose Bouquet	"	0 50
Cocoa Castile	"	0 40
Arcadian	"	0 45
New Arcadian, per gross	"	4 25
Ocean Bouquet	"	0 45
Barber's Bar, per lb	"	0 25
Pure Bath	"	1 00
Magnolia	"	1 20
Oatmeal	"	0 85

Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
E. Superior	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

TEAS.	
CHINA GREENS	
Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	11 14

PING SUYES.	
Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.	
Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	19 20
Medium	16 18
Good common	12 15
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 22
" Oolong	14 15
" Gunpowder	16 19
" Siftings	5 9

BLACK.	
Congou—	
Half Chests, Kaisow, Mon-	12 60
ing, Pakling	
Caddies, Pakling, Kaisow	18 50

INDIAN.	
Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

CEYLON.	
Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

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

EMPIRE TOBACCO COMPANY.

CUT SMOKING.	
Golden Plug, 2 oz. pkg boxes, 5	65
lbs.	
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases	70

PLUG SMOKING.	
Golden Plug	56
Uncle John, 3 x 6, 3s. caddies	54
16 1/2 lbs	
Gem, 3 x 6, 3s. caddies 16 1/2 lbs	53
St. Lawrence, 2 x 3, 7s. caddies	51
about 17 lbs.	
Banner, 2 x 3, 7s. caddies about	45
17 lbs.	
Sterling, 2 x 3, 7s. caddies about	46
17 lbs.	
Louise, Solace, 12s. caddies about	46
16 lbs.	
Florence, Solace, 12s. caddies	42
about 17 lbs.	
Hawthorne, 8s. butts 23 lbs	47
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.	
Good Luck, spun roll, 16 boxes	65
4 lbs.	
Empire, 3 x 6, 4s. spaced 8s. bxs	61
4 lbs.	
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s., 14 1/2 oz. Spaced 6s.	52
Rough and ready. Butts 25 lbs	
Judge, 2 x 3, 8s. Flat. Caddies	50
about 20 1/2 lbs.	
Currency, 3 x 3, 7s. Rough and	49
ready. Caddies about 21 lbs.	
Kentucky, 1 1/2 x 3, 13s. Caddies	50
about 21 lbs.	
Kentucky, 1 1/2 x 3, 7s. Caddies	49
about 21 1/2 lbs.	

BLACK SWEET CHEWING.	
Star, Narrow, 12s. Butts about	47
23 lbs.	
Morning Star, 12s. Butts about	43 1/2
23 1/2 lbs.	
Montreal Twist, 12s. Caddies	44
about 23 lbs.	
Anchor Twist, 12s. Caddies about	42 1/2
23 lbs.	

CIGARS—S. DAVIS & SONS, Montreal.	
Sizes.	Per M
Madre E' Hijo, Lord Landsdown	\$60 00
" Panetelas	60 00
" Bouquet	60 00
" Perfectos	85 00
" Longfellow	85 00
" Reina Victoria	80 00
" Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00

CIGARETTES.	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.	
Athlete	Per M. \$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50

CUT TOBACCOS.	
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lbpgk, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	85
Puritan, 1-10, 5 lb boxes	1 15
Athlete, per lb	10 50
Hyde Park	

VINEGAR.	
A. HAAZ & CO	
XX. W. W.	0 2c
XXX. W. W.	0 5
Honey Dew	0 30
Pickling	0 30
Malting	0

WOODENWARE. per doz	
Pails, 2 hoop, clear	No. 1... \$1 70
" 3 " "	1 90
Pails, 2 hoops, clear	No. 2... 1 60
" 3 " "	1 80
" 3 " painted	1 80
Tubs, No. 0	9 50
" 1	8 00
" 2	7 00
" 3	6 00
Washboards, Globe	\$1 90
" Water Witch	1 25
" Northern Queen	1 70
" Planet	1 70
" Waverly	1 60
" X X	1 50
" X	1 30
" Single Crescent	1 85
" Double	2 75
" Jubilee	2 25
" Glob. Improved	1 90
" Quick and Easy	1 80
" World	1 75
" Rattler	1 30

Matches, 5 case lots, single cases	
Parlor	1 60 \$1 65
Telephone	3 60 3 70
Telegraph	3 80 3 90
Safety	4 20 4 30
French	3 60 3 75
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$3 70
5 cases and under 10 cases	3 60
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 50
5 cases and under 10 cases	3 40

Mops and Handies, comb.	
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates ast'd	3 60

WASHING COMPOUND.	
Housekeeper's Quick-Washing Compound	
Washing per case	
5c pkgs 100 in case	3 50
10c " 60 in case	4 00

FEERLESS WASHING COMPOUND.	
per case	
1/2 lb packages, 12 doz in case	\$4 50
1 " 6 " "	3 90
1 lb " 3 " "	3 60
5 cts " 100 " "	3 50

YEAST.	
BARM MFG. CO.	
1 box containing 2 doz. 5c. pkgs.	0 50
1 " " 2 doz. 10c. "	1 00
BREADMAKER'S	
per box	
5c packages 36 in box	1 00
2c " 45 in box	0 50



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AND SYRUPS
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"Crown" Granulated, Special Brand, the finest which can be made

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"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

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LOUIS HILLIARD, Prop.

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Portage La Prairie, Man.

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The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men.
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For
Advertising

For
1893

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- 1, 2, 3 satchel lunch baskets.
- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit packages of all descriptions.

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Figs and Dates.

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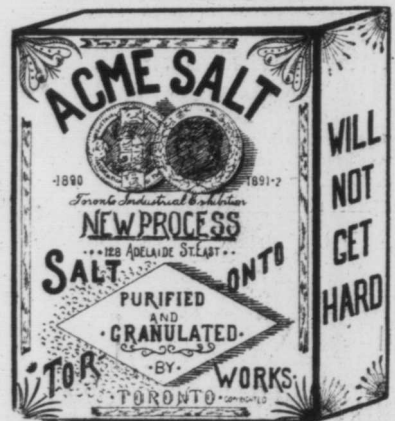
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