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

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$200 PER YEAR

VOL. VI.

TORONTO, MAY 27, 1892.

No. 22

BRITISH AMERICA STARCH CO.

PRICE LIST

SUBJECT TO CHANGE WITHOUT NOTICE.

First Quality White Laundry—

3 lb. cartons, boxes 36 lb. each.	4 3/4 c
Barrels, 175 lbs	4 3/8 c
Kegs, 100 lbs	4 3/8 c
Lily White Gloss, 6 lb. boxes, 8 in. crate	6 3/4 c
Brantford Gloss, 1 lb. cartons.....	6 3/4 c
Lily White Gloss, 1 lb. cartons.....	6 3/4 c
Canada Laundry, boxes 40 lbs	3 3/4 c

Culinary Starch.

Pure Prepared Corn, 1 lb. packages .	7c
Challenge Brand Corn, 1 lb. packages	6 1/2 c
Brantford Cold Water Rice, 1 lb. car- toons	8 1/2 c

Ten boxes and upwards freight prepaid to any point in Ontario or Quebec.

Discounts 15 per cent on 10-box lots. Discounts 17 1/2 per cent. on 40-box lots.

Terms—30 days nett.

Orders will be filled direct from factory or through any wholesale house if preferred.

THE BRITISH AMERICA STARCH CO., Ltd., Brantford, Ont.

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.



ASK FOR
MOTT'S

DUNN'S BAKING POWDER
 THE COOK'S BEST FRIEND
 Largest Sale in Canada.

Taylor, Scott & Co.,
 TORONTO.



Retail Price, 25c.

For sale by all first-class grocers

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

FINE GOODS OUR SPECIALTY.

THE LEADING WHOLESALE TRADE HANDLES OLD CHUM PLUG AND CUT SMOKING TOBACCO

MADRE E' HIJO (7 SIZES)

EL PADRE AND CABLE.

GOLD MEDAL, PARIS, 1878.



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Breakfast
Cocoa**

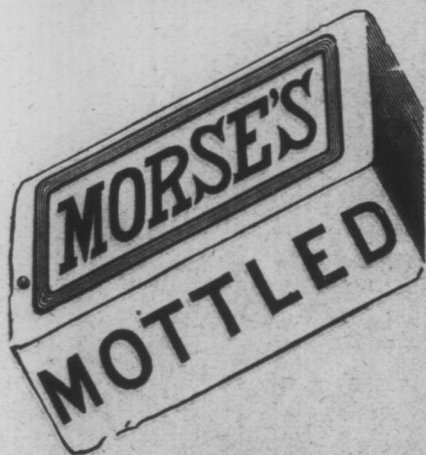
*Is Absolutely Pure
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ture.*

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co., will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass.



Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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



**USE
SPANISH BLACKING**
THE KING OF BLACKINGS



**THE PATENT
ARCTIC
REFRIGERATOR**

Manufactured by

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

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Withrow & Hillock
130 Queen St. E.
Toronto

PUBLISHED
WEEKLY
\$2.00 PER YEAR

THE CANADIAN GROCER

& GENERAL STOREKEEPER



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

Vol. VI.

TORONTO, MAY 27, 1892.

No. 22

SPECIAL TO OUR READERS.

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

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

THIS WEEK'S MOTTO :

Laziness is the mother of invention.

Tinware manufacturers report an unusually strong demand this spring for milk can trimmings. The significance of this appears to be that an increased proportion of the milk produced on the farms of the country is finding its way to cheese factories and creameries. That will reduce the production of home-made butter. Whether the raw material is made up into cheese or butter, it will yield better returns to the farmers than if it were used to produce an excess of inferior bad-keeping butter of domestic make. Last year was a comparatively satisfactory one to butter makers and butter dealers, the market being kept fairly well cleared up throughout the whole year. An exceptional export demand was the cause. The exceptional, however, cannot be depended upon as the rule, and Canadians must look to the merits of their butter for any steady support from abroad. It is a sign of improvement that farmers are giving up more and more the making of butter in their own homes. The creameries will make a marketable product. They must, as they produce for direct acceptance by the market. There is no such intermediary between them and the market as the country merchant was

between the farmers and the market. The position of the country merchant could hardly be classed as a market factor. It was not independent enough to be a real market influence. It could not adjust itself to the grades of quality, or the relation of the supply and demand, as a market interest should. The country merchant had to keep other objects in view besides the value of the butter; he had to consider the customer's patronage, temper, and the danger of a transfer of that customer's trade to a rival dealer. The creamery will remove all these embarrassing circumstances from the butter trade and will consequently have to depend on merit for the sale of its product. The quality is not always first-class even when produced by creameries. In that case there is no one to bear the loss for the creameries. Last fall there was quite a large stock of creamery butter put on this market, which did not command as ready sale as good dairy butter.

* * *

The shortage of fruit jars last summer was a cause of considerable annoyance and of some loss to the retail grocers of the country. Not only could they have sold many more jars than they did, but they could also have sold much more fruit and sugar than they did. It is unlikely that there will be so great a demand this summer, as the jars sold last summer will go equally far to supply the demand this year. They do not wear out in a year, so that it is likely few more will be needed than would have sufficed to fill up last year's shortage. There is no likelihood, therefore, that an exceptional run on glass jars will be experienced.

* * *

Soon the accessories of hot weather trade will be brought into requisition. No grocer can afford to do business without some of them, and for a trade of any magnitude it pays to have all of them. The refrigerator

is a necessity in all grocery stores. Ice is cheaper than any perishable article of merchandise, and the saving through the use of it will soon pay for a refrigerator. Awnings are not only a protection from excessive heat and light, but they are attractive. Wire cloth doors, to let the air in and keep the flies out, mosquito netting to cover the shelf goods, sticky fly-paper to capture the fugitives that do get in, can be made profitable use of in the hot season. With the light properly subdued, the flies kept out, the floor kept cool and a fresh atmosphere maintained through liberal ventilation, the interior of the store will be agreeable to all the senses of anyone who comes into it. The impression that it makes upon the mind of the customer is favorable to buying. The whole psychology of the frame of mind which disposes a man to purchase goods is not always to be found in the comparative cheapness of the goods. A man will often buy because he is prepossessed with something in the salesman or the store. A store that is a grateful place to drop into on a hot day will not fail to have an effect on even the steadiest supporters of a rival store, as people are more often fickle than they are loyal, and in this fact, if he does his best to please, the trader can as frequently rejoice as complain.

* * *

Last summer there were a few sales of low grade butter from this market to makers of butter substitutes in New York. The duty, however, was an insurmountable barrier when the quality of the butter was much above the lowest, and the trade was consequently limited to grades costing here not more than 11c. A decision of Acting-Secretary Spaulding will be apt to cause a wider demand this summer, however, from the same source and for generally the same grades. By that decision, the manufacturers of refined butter made in New York are allowed on all their refined product that they export, a draw-back of whatever duty they have paid for any constituent of it that they imported. Since, therefore, they can recover on exports whatever duty they pay us on rough butter, it is likely we shall hear a good deal more this season from the New York manufacturers of refined butter substitutes and compounds.

THE FRESH FRUIT TRADE.

The trade in fresh fruit ought to be a very remunerative one to grocers if a profit is made upon all of it that they sell. It would be much more remunerative if a profit were realized on all they should sell. Oranges, lemons, bananas, pineapples have for several years past been very cheap, the cost and facilities of rapid transportation having greatly improved in recent years, and removed one of the greatest obstacles in the way of general consumption. The development of the orange groves on this side of the Atlantic—in Florida and California—is another factor that has had great influence on the side of cheapness in the price of oranges. Consumption in consequence has expanded extraordinarily in the last ten years. The consumer can get a dozen good oranges for the same money he would have paid for three a few years ago. Bananas, which used to find their way only to the leading cities and in small quantities, owing to the time, cost and risk of transport, are now abundant and cheap, the establishment of steamship lines, the opening of new railways and the development of proper carriage facilities having done much to bring about the change. The enormous consumption benefited the grocer, who for years past has had a growing summer line in these and domestic fruits.

But while consumption has increased and the value of the grocers' trade correspondingly expanded, there has been one drawback. Despite the precautions taken in the packing, shipping, carriage and storage of the fruit, there would be loss through decline in quality, and re-packing would necessitate the separation of culls from choice stock. For this of course there had to be an outlet. It was considerable in quantity and far from worthless. Some one had to take it and the pedlars offered the needed relief. Here the difficulty commences. The low grade fruit and the pedlars are to the legitimate fruit trade as bankrupt stocks and bankrupts are to the hundred-cents-in-the-dollar trade. The pedlars buy this fruit at low prices. It is better to sell it to them at low prices than to allow it to become utterly unsaleable. The pedlars get the fruit, hawk it over the towns and cities, and quote prices that put the grocers out of competition with them, if comparison be limited to figures alone, and that it usually is by the consuming public. A housewife is offered a dozen of oranges for 20c., and has been charged

40c. for a dozen by her grocer. She will not compare the oranges, but will compare the prices, and the grocer's quotations will, of course, by this test be found wanting. The waywardness of human nature in trying the grocer's value on this narrow ground may be objected to, but objection to it will not correct it or turn to the grocer's counter the demand that has been warped towards the pedlar's wagon.

It is probably a fact that the inferior fruit of itself is not sufficient to keep the army of pedlars stocked all season. Their supplies have no doubt to be replenished now and then from passably good lines, but that fact does not diminish the force of the advantage pedlars have in their monopoly of the stock of inferior fruit. They are the only ones who can make anything out of such a monopoly, as their system of forced distribution is the only means of getting it into consumption in time to save it. A sprinkling of better fruit will go far to give plausibility to the pedlar's representations that his stock is as good as the grocer's. But the inferiority of the fruit is not the only cause of its cheapness at pedlars' hands. Peddling is itself a cheap way of trading. The license is low, the pedlar need not lay much out on his cart, wagon, horse or what he wears. Usually an Italian, his wants are few, supplied at the lowest cost, as a colony of them will inhabit one tenement and subsist on the barest and rudest necessities. The grocers, being a respectable body of traders, commanding sufficient capital to carry on business, paying taxes and heavy rents, and supporting manifold social expenses, bound to behave honorably by all, as they are always in the same place and aiming to deal with the same people, cannot do business on the slender margin of profit that suffices for the Italian pedlar.

The sanitary aspect of the peddling question was touched on in an extract published in this journal some time ago, under the title "Do Pedlars Disseminate Disease?" That is now to be looked into, so far as this city is concerned, by the health authorities, and it is understood that inspectors will investigate the state of the storage and ripening rooms used by pedlars. The fruit is often stored in the same room with a crowd of Italian men, women and children, not particular as to their personal cleanliness and often having one or two sick persons breathing the atmosphere in which the fruit is kept.

Thus the health department may do something to raise the status of the fruit peddling trade, and thereby second or supersede the influence of the Markets' and Health Committee. The wholesale trade cannot be expected to do anything in the matter. It is their business to sell in quantities, and if there are classes or conditions of fruit that cannot be got out of stock through the regular trade demand, it has to be sold through some other channel, and the peddling trade affords that channel.

INSOLVENCY LEGISLATION.

The draft of the proposed insolvency act, as submitted by the Montreal board of trade, is not meeting with favor in the west. The Winnipeg board has declared against the proposed act, on several grounds. It is claimed that it is not suited to Manitoba and the Territories, on account of the sparse population here, greater distances, slower means of communication, expensive nature of proceedings under the proposed act, etc. The simple and inexpensive act which has been in force in Manitoba for some years, is held by the Winnipeg board to be superior to the proposed Dominion act, so far as this part of the country is concerned.

The Vancouver board of trade has also pronounced against the proposed act, as prepared by the Montreal board, for much the same reasons as those given by the Winnipeg board. The act, the Vancouver board says, "would supercede our present inexpensive and very effective method of administering the estates of insolvent debtors," while the expense of administering the proposed act, under the conditions prevailing in British Columbia, "would be so great as to leave but little for the creditors." The only advantages of the proposed act, in the opinion of the Vancouver board, "would be the obtaining of his discharge by an insolvent debtor; the infliction of punishment upon fraudulent debtors; and compulsory assignment in cases where a debtor refused to make a voluntary assignment." The latter, however, the Vancouver board believes is open to abuse, as it "could be made to operate harshly against deserving debtors who might be temporarily embarrassed.—Winnipeg Commercial.

CULTIVATING TRADE.

The manager, the bookkeeper, the cashier, the entry clerk, the shipping clerk, the salesman, the office boy, the porter—everyone, in fact, who is in any way connected with a business establishment should bear in mind that there is such a thing as cultivating trade, and that they, as well as the proprietors, are responsible for a share of the firm's success. Because a man is hired to fill a certain position there should be no excuse for his hesitating to do any other work which may require attention. A bookkeeper might soil his fingers by reason of stepping outside the office and waiting upon a customer if occasion required, but he would not lower himself in the estimation of his employer through thus signifying a willingness to make himself generally useful, and anyhow the dirt will wash off. To make a business grow and make it pay should be the main object of every employe, regardless of position or conditions. The day is gone when business can be conducted successfully without the undivided and best efforts of those who are responsible for it. In days gone by a merchant might succeed in a measure by sitting down and waiting for trade to come to him, but not now. In our day and generation the most persistent and systematic efforts are essential in bringing about a satisfactory result. A progressive spirit and a capacity for pleasing customers will work wonders in any business.—The Bookkeeper.

NOTES TAKEN ON THE ROAD.

Fred. R. Smith, grocer, Windsor, N. S., will soon have to move into larger premises or the citizens will have to give up the sidewalk altogether, as Fred's orders are thronging his space and his delivery service.

W. H. Payzant, grocer, Windsor, N. S., has been put to a great deal of inconvenience this spring by the property owners taking off part of his store to add vault room to the bank adjoining, and he is undecided whether to move into the bank's old premises or put up with his cramped quarters.

W. R. Logan, grocer, Fredericton, N. B., says his trade is good and he has no reason to complain. If the time a representative of THE GROCER spent with him is any criterion, his trade is certainly good. He is interested in the articles written in THE CANADIAN GROCER and thinks every grocer should take that journal.

Scott & Co., Halifax, N. S., having effected a compromise with their creditors, are again pushing forward with renewed hope of success in the near future. The creditors have shown great sympathy for Mr. Scott, his being an old business house, and at one time quite wealthy, his present trouble being brought about by leakages that will be guarded against in the future.

Randolph & Son, Fredericton, N. B., are large dealers in flour, etc., at that point. They do a large shipping trade by rail and the River St. John, supplying many of the largest lumbering camps in the provinces. They handle the best brands of Ontario Milling as well as Manitoba Flour. They have capacious store rooms and fine offices, built of brick, and fire proof.

The oldest grocer in Windsor, N. S., is John Lynch, who has been in business there twenty-five years. Mr. Lynch can see many changes in the trade of that town in that time. He was the first grocer to put on a delivery wagon, also his was the first store to have in a plate glass front. I venture to say if a few of the rich inhabitants, in which Windsor abounds, had shown the same enterprise that he has, Windsor would have had some much finer blocks and business places than it can boast of now. But Mr. Lynch has now given the active management of the business into the hands of his sons, John and Henry, whom he has admitted to partnership, and who would be a credit in any capacity as business men and citizens. The clean, tidy well-arranged store shows the interest they take in the work before them. The first remarks of the senior member of the firm on shaking hands with the representative of the CANADIAN GROCER will suffice to illustrate one lesson to them: "Yes, boys, pay for your GROCER, and don't fail to read it."

SAWING OFF PRICES.

Some men have a mania for cutting prices, and where the habit is strongest it is the least frank and open-handed. It condescends to trickery, and is in trade relationships what Judas Iscariot was in the councils of the twelve apostles. It is, of course, impossible to manipulate business morals on a pancake basis of even justice. It may have its revivals, but these are usually restricted to sales, and leaves the sinner still unregenerated. Saints are scarce both in churches and shops, and, if a pity, it is still a fact; and if Moses fails with the ten commandments, it is not reasonable to suppose any trade law can escape the usual violation. The evil however, is none the less for being too common, for it is to this spirit of rivalry and cupidity we find so many men making meat of their noses to spoil their neighbor's face. It is this frenzy that makes competition homicidal. It simply does a butchering business and fills the modern shambles with debtors and creditors, financial skeletons and busy sheriffs. This, of course, is foolish; but as fools seldom die when young, they have to be endured in whiskers. They are practically immortal, and never die. They co-exist with the mosquito and the wart that spoils the beauty of a Roman nose. Everybody knows that two-thirds of our business failures, bad debts and ruined creditors are traceable to these unrepentant sinners, and that their delinquencies in the long run have to be balanced in the big clearing house of the public purse. All kinds of schemes are devised to limit this business evil. We cork it up in conventions, committees and organizations, and frame all kinds of affidavits to keep the modern Annanias from his old habit of going back on his veracity. Men travel hundreds of miles, frame constitutions and employ the national mails to distribute resolutions and schedules in printed forms, but still the cat gets into the pantry and the dreaded camel gets through the needle's eye. In fact, men who would adhere to living prices and save themselves from the sheriff are frequently compelled, by the law of self-preservation, to take to the water on a plank when the bottom is kicked out of the business boat. Competition keeps its knife on the grindstone and the trader's throat, with the criminals sitting before a ledger, and their names on the official roll of fair and honest trade. It may be safely said that it would pay, with a handsome profit, to give a life pension, with board and lodging and free rides on Sundays, to this class of men, who are strangling themselves and their neighbors by undue and injudicious competition.—Ex.

The clerks in the various stores of Hamilton, are agitating for a weekly holiday, on Wednesday afternoons, through June, July and August. The Herald has taken up their cause in a sensible editorial.

WHERE THE JOKE COMES IN.

"Your husband is a man of wealth, is he?" inquired the judge. "He's worth about \$75,000," said the applicant for divorce. "He owns a baking powder factory." "M—yes. You want a separate maintenance, I presume?" "A what?" "A separate maintenance—allowance—alimony." "That's it. I want my share of his alum money."—Chicago Tribune.

Fortune-teller—You will shortly inherit a large fortune.

Schmidt—Are you sure of it?

"There is no doubt of it."

"I'm glad to hear it. Would you—ah—mind lending me \$25? I'll pay you \$50 just as soon as I finger that what is coming to me."

Glanders—"It is said that paper can be used effectively in keeping a person warm." Gazlay—"That is very true. I remember a thirty-day note of mine once kept me in a sweat for a month."—Brooklyn Life.

Doctor—Well, my friend, what seems to be the matter with you?

Grogan—Shure, docther, there's somethin' the matter with me jaw; I can't domesticate me food.

"Does your pastor permit himself to make any jokes in the pulpit?" said one lady to another.

"Oh, yes!" was the apologetic tone; "but they are never very good ones."

A lady came into a well-known grocery store this morning and soberly inquired when the funeral of Mr. S., the proprietor was to be.

"Why he isn't dead," answered the clerk, seriously.

"Oh, yes, I think he must be," persisted the lady.

"But he was here in the store not an hour ago," replied the clerk, who was nevertheless growing a little anxious, for fear some sudden calamity had overtaken his employer.

"Well, I have every reason to believe that he has passed to his final reward," calmly remarked the lady. "It was about ten days ago that he assured me he would send a barrel of flour, if he was alive. The flour has not come yet."—Portland Advertiser.

"Trust me and they will be true to you," says Emerson; but any ordinary grocer could have given Emerson points on that.—Somerville Journal.

"Beg pardon, sir, but haven't I met you before? Your face seems quite familiar to me."

(With a pitying smile for the other's ignorance.)—"It ought to be if you take the papers. I'm the fellow that was cured of the seven year scratches by Hunkerson's liver pills."

"Tommy," said his mother, "you surely don't mean to say that there's a quart of milk in this pitcher. Why, there surely isn't a pint." Tommy had been sipping the lacteal fluid on his way home from the corner grocery. "Well, mom," he replied, "perhaps he gave me condensed milk."—Philadelphia Record.

DON'T CARRY YOUR BUSINESS HOME.

The American plan of business, founded as it is upon rush and push, hurry and hurrah, is at best a grinding system, wearing away the lives of participants in it, and the question arises how can some relief be found from this constant taxing to the uttermost of the strength and ability?

In no country in the world are the people living in the mental and physical strain as they are here. In every other country the relief comes to the business man and the laborer in the shorter hours occupied; the few moments' respite enjoyed with companions over the glass and the lunch, when the forenoon is but half spent, and its repetition again in the afternoon just as the burdens of the day begin to be a heavy weight; in the holidays crowded with everything which would tend to drive from the mind the cares of the bread winning, gain getting struggle of life.

The American business man, as a rule, if he is what we term "up with the times," a "hustler," does not take any holidays, and he can be found at his work early and late, without an intermission. No dropping out for a social hour with him—it would never do, for to the American heart percentage and profit, exchange and barter, dimes and dollars seem to be the synonyms for every luxury and blessing which should make life worth the living.

The average American business man has a still greater fault, which comes as a necessary result, attendant upon his daily custom of attaching a secondary value to everything which does not carry with it a tangible profit in the shape of a dividend payable in gold, and this is the fact that owing to the overwork of the day he carries home his business disappointments and failures to be vented in a pleasure-destroying petulance, which is sure to destroy the opportunity for the rest and home comfort which tired nature so much needs and craves.

We have to work at this universally adopted rate in order to keep up with the competition of the times in any line in which we may be engaged, but even this being true, can the business man not cultivate the habit of laying off the cares of his surroundings, as he does his office coat, and go into the atmosphere of home or society, forgetting the dark cloud of the day, trusting that a brighter to-morrow's sun may dispel it, or bring a clearer sky?

It can be done. We have in our mind a character of this description, who closes the doors on every troublesome difficulty when he closes his safe, and only opens them, to public view at least, when he begins the battle of another day. He makes it a rule to never mention in his home the doubts he may entertain, nor more than mention the anticipated successes until they are fully assured facts. His home-coming is sure to

bring its ray of sunshine, and he has so schooled himself in the matter of confining business to business hours, as to find many a good night's sleep upon the pillow which would bring only fretful tossing to the ordinary man.

DON'T CARRY YOUR BUSINESS HOME.

Leave it down town; wait and meet its hardships to-morrow when you have renewed strength.

Don't meet your family with a flag of despair flying at half mast, and by word and act send a chill to the hearth and hearts of your home which will destroy every chance for them to help you by the loving tenderness they would otherwise extend. It is a hard matter to accomplish, we know; there are a thousand and one things to banish from your mind which it seems impossible to do, but it can be done.

Forget when you close your ledger that your bookkeeper made a mistake which cost you a hundred dollars; forget when you close your safe that the note you hold is yet unpaid, and the money you depended on to meet the claims upon you to-morrow is not there; forget all, banish the last disagreeable business talk as you leave your friend and step from the car at your home, and if you can't carry into it the brightest sunshine, don't bring a cloud by harping on failure.

Life is worth living if its pleasures are not murdered by the missapplication of things to time and place. Let your out-of-business hours drive the wrinkles from your brow, and strengthen your manhood for the effort the future will demand.—Merchant Sentinel.

WHAT ARE YOU IN BUSINESS FOR?

As the sole aim of every man engaged in business should be money getting, so the amount of money which may reward his efforts is the sole criterion of his ability as a business man and the true test of the degree of success that he may meet with. A business man may acquire a splendid reputation for honesty, courtesy and prudence, as well as for boldness, courage and shrewdness, yet if he fails to make money he is a failure as a business man. There are men engaged in trade who do not know the meaning of the word system; who have not a spark of originality, but tamely follow in the foot-prints of competitors; who are tied to no rules as to the keeping of accounts and the granting of credit, yet make money right along, while some of their rivals, with every aid that a sound business education and painstaking zeal can give, find it difficult to keep their heads above water and often fail disastrously. The trouble with these latter persons is, no doubt, that they lose sight of the object which they should constantly keep in view, namely the accumulation of money. They desire, perhaps, to impress their community with a sense of their ability as heavy buyers—with the mag-

nitude of their operations; or they allow sentiment to interfere with business, and give credit to undeserving people, under the delusion that the sole end in view should be a certain amount of sales per annum. A wise man does not engage in a mercantile business for the purpose of simply selling goods; the sales are but the means to an end, and if by an increase in the volume of his business the sagacious dealer cannot increase the volume of his profits, he will rest content with a modest trade.

We can imagine some of our readers expressing disgust at the above statements of perfectly obvious facts, but has the suspicion never crossed their minds that some merchants are in business either for the fun of the thing, or for some other purpose than money getting? Take the case of any "out-and-out" cutter with whom the reader may be acquainted, and it probably will appear upon investigation that the end which he originally had in view has been lost sight of in a thirst for an increased patronage, regardless of profits. We have no doubt that much of the price-cutting which occurs in the retail grocery business and kindred lines of trade would disappear, if the members of these trades would always bear in mind the object with which they at first started out. A fruitful source of loss in retail trading is over-buying. Owing to vanity, which may have been adroitly fanned by the salesman, a merchant orders a larger quantity of goods than he can handle in their season, and even if he succeeds in paying for them, runs a risk of losing by their depreciation in value through changes in fashion, damage by becoming shop-worn, &c., while the locking up of more capital than he can spare, prevents him taking advantage of market changes on other goods. Such a risk ought not to be taken, because it endangers the realization of the prime aim in business. If the goods are novel in design and there is the least doubt of their popularity they should be handled very gingerly. The merchant is not in business exclusively for the purpose of pushing new goods; that is the manufacturer's province, and the former should not sink into a mere agent of the latter, because such a capacity lessens his chances of making money. There are other ways in which the end in business is forced out of sight. But the chief are those which have been just mentioned. If every retail merchant from this time forward will resolve to constantly keep before his mental vision the money-getting end, to the exclusion of all other objects, we believe the losses from bad debts, price-cutting and over-buying will rapidly and steadily shrink to nominal figures. If a business man has other ends in view than the common one, he may be warranted in adopting the role of a philanthropist where the granting of credit is concerned, or in testing the depths of human knavery if he is philosophically inclined and doubtful parties ask him to put his trust in them. Also, if he wishes to make a grand splurge and dazzle his neighbors with the extent of his business, there may be justification for him. But there are other callings in which such men can shine much better than in trade in which sentiment has no place, and to achieve success therein the fact that it is exclusively a money-making pursuit, and that without the money-getting condition no man should enter it, must not be lost sight of.—Merchants' Review.

THE RAPID INCREASE in the sales of our Hillwattee Tea show that the grocers and consumers appreciate a good thing when they get it.

We do not ask you to buy Hillwattee Tea because it has had an immense sale but for the reason of its superiority over other package teas. Try a sample half chest (50 lbs) and see how it goes. "Dozens and dozens" of Grocers have done this and are now handling Hillwattee only.

LUCAS, STEELE & BRISTOL,

SELLING AGENTS,

73 McNab St. North, Hamilton, Ont.

W. H. GILLARD & CO., Hamilton.

Wholesale Grocers.

MALLAWALLA

A blend of Pure INDIAN and CEYLON

TEA.

RICH AND DELICIOUS.

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

NO BETTER

Baking Powder in the Market than

"DIAMOND"

NONE

as profitable both to consumer and dealer.

WRITE US.

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

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

ALL LOVERS OF A REALLY GOOD CUP OF TEA

Have

CAUGHT



ON

To

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

CRESCENT BRAND.

BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,

MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALLIZED—The Purest and Cheapest in the Market.

— SODA CRYSTALS —

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Orders for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND,

MONTREAL.

SOLE AGENTS FOR THE DOMINION OF CANADA.





[This department is made up largely of item 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.]

Hamilton grocers are to hold their picnic on the 20th of July.

Mr. Jas. H. Slaughter, of Point Edward, has opened a grocery and confectionery store in Sarnia.

Read Harry Herman's advertisement this week. He publishes a book on how to dress windows. Did you ever see one.

Nearly a carload of commercial travellers reached this city from Halifax on Saturday night.—St. John Telegraph.

Bean & Westlake's biscuit factory, Woodstock, Ont., suffered considerably from fire on Saturday night. It broke out shortly after 8 o'clock in the rear of the cellar.

The Whiting Cash and Parcel Carrier is being placed in the principal business houses throughout the Dominion, and is invariably giving satisfaction. See ad. in next issue of this journal.

A large quantity of salmon arrived up by the Intercolonial railway the other morning from Dalhousie and Chatham, N. B., en route to New York. This is the first salmon consignment this season and is the earliest to arrive for a number of years past. It almost filled a freight car.

Mr. J. Walter Allison, of John P. Mott & Co., Halifax, N.S., was in the city this week on a business trip. Mr. Allison's face is a familiar one, that receives a hearty welcome by the trade everywhere. He some years ago called on the trade regularly and has many friends in the west.

The Toronto Biscuit and Confectionery Co., whose factory is immediately opposite us, have had the street blocked one day with C. P. R. teams handling a very large shipment for Winnipeg. This house has already secured an immense trade in Canada. They have been working over time for weeks. As we said before young blood with push and energy and a get there desire regardless of fatigue and obstacles is bound to win.

Gorman, Eckert & Co., coffee and spice manufacturers, of London, are obliged on account of the increase of their business, to move to larger premises, and have secured the building lately occupied by Stevens, Glass & Clark, known as Hyman's shoe factory, Nos. 144 and 146 Carling street. The building is very suitable for spice mills, and will enable Gorman, Eckert & Co. to add the machinery necessary to supply the increas-

ing demand for their goods. They are men of energy, and their goods are fast becoming known to the retail trade from coast to coast.

An itinerant peddler visited a shop in Deseronto and purchased some tweeds, which were old stock that the firm could not dispose of very easily. He then sold this to consumers, persuading his victims that the cloth was the genuine Scotch article, which he had smuggled in free of duty and which he would sell at a sacrifice. The bait took and the goods were purchased for three times what they were worth.

The Brandon Times says: "J. L. Bucknal, produce and commission merchant, Winnipeg, has received an enquiry for Manitoba tinned butter, from Rio de Janeiro, Brazil, and has forwarded some samples of the article to that country. Mr de la Boudairre, of the St. Malo creamery, has been the first to put up tinned butter in Manitoba, and it is through the exhibition of his article at the Jamacia exposition, and at Paris, that the enquiry came from Brazil. New Zealand tinned butter is used in Brazil largely, but there is complaint that it is not up to quality. Mr. Bucknal has also contracted with parties at Hong Kong, China, to make shipments of butter to that distant port, by each trip of the China steamers from Vancouver."

MONTREAL TRADE CHAT.

Wm. Moody, the retail grocer, has failed again. Liabilities small.

W. F. Costigan, tea merchant, has just returned from a business trip to the Southern States.

Burglars broke into the fruit store of B. Schiel, St. Catherine street, on Friday night last and stole \$60 worth of fruit.

J. D. White & Co. retail grocers on Sherbrooke street, state that since they have opened business trade has been fine.

The J. B. Page Tobacco Company have been incorporated with a capital of \$25,000. Their place of business will be Montreal.

The corner stone of the new Board of Trade building was laid last week in the presence of a large assemblage of people.

Geo. Graham, Walter Paul, W. H. Gravel, W. V. Gordon, all retail grocers, have been appointed justices of the peace for this province.

The Canadian Bankers Association held its first annual meeting in the board rooms of the Merchant's Bank last week Mr Geo. Hague presiding.

A. Dionne has sold out his Sherbrooke street grocery store. As soon as he gave it up Mr. Laverty rented it. It is one of the best stands in the city.

The following notice was on Saturday posted on the Board of Trade bulletin:—In reply to enquiries, J. B. McLea has this morning

received a telegram from Sir William White-way, Premier of Newfoundland, to the effect that the difficulties regarding tariffs between Canada and that place have been arranged.

M. P. Laverty has moved to his new store on the corner of Bleury and Sherbrooke streets. Mr. Laverty has been in the grocery business in Montreal for years.

H. C. McLean, manager of the J. B. McLean Publishing Company, (Limited), publishers of THE CANADIAN GROCER, is in town on his way to England.

The Hearte Manufacturing Co. have started work at their new place of business on St. Urbain street. They are now ready to supply the trade who wish to favor them with orders for their fine line of toilet soaps.

The next trade sale of teas to be held here will be one of the largest ever held in Canada, and, like the fruit sales, will be attended by buyers from all over Canada as well as the United States. It will take place in September.

The Grand Trunk Railway gives notice of the sale at Montreal on Wednesday, the 6th day of July, of a large quantity of unclaimed freight and baggage, consisting in part of glassware, groceries, hardware, machinery, drugs, household effects and other sundries.

Amongst the arrivals in port, at Montreal, on Saturday, was the sailing vessel Baarm, which left Java on February 2nd, with a cargo of raw sugar for the Canada sugar refinery. The Baarm had an eventful passage. While passing south of the Island of Mauritius, in the Indian ocean, a terrific hurricane struck the vessel, carrying away the upper main topsail yard. The vessel, however, succeeded in weathering the hurricane. While rounding the Cape of Good Hope a heavy breaker struck her and smashed the main hatch to atoms. The vessel suffered considerably from the damage done by the waves.

John Duncan & Co., tea merchants, St. Paul street, have received the following cablegram from their buyer at Shanghai, which will be of interest to tea merchants and tea drinkers generally. "Market in Hankon opened 8th inst. Settlements two first days 20,000 half chests. Quality inferior, with prices far too high. Ningchows brought 60 taels; Kintucks and Keermuns 45 to 50 taels; bonfas, 30 to 39 taels. Many lines smoky and tarry flavored, Russians doing all the buying." This news concerning the black tea trade is considered rather disappointing. The price is altogether too dear for the market, and the bulk of the crop will have to go elsewhere. Notwithstanding this fact, however John Duncan & Co. have made a considerable purchase of fine early teas. Hankon is known as the northern market where all the fine teas come from. The firm will not hold its first tea sale before September.

H. P. ECKARDT & CO., WHOLESALE GROCERS,

WHOLESALE AGENTS FOR

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

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

Snow Drift

Baking Powder LEADS.

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

THE SNOW-DRIFT BAKING POWDER CO.,
BRANTFORD.

PICKLES.

MIXED AND MUSTARD

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

Send us a trial order.

Wm. Paterson & Son
BRANTFORD.

Best Value Made.

Ocean Wave

Baking Powder

Sold only in Cans.

LOCKERBY BROS., WHOLESALE GROCERS 75 ST. PETER STREET, MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS. { Barbadoes
TEAS. { and Cuba
MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

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

MONTREAL, CANADA.

GREENBANK

Double Concentrated Lye.
Double Concentrated Soda.
Bleaching Powder.

IN METALLIC TINS.

Send your order for Spring business.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

Just Received.

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

CAVERHILL, ROSE, HUGHES & CO.,
Wholesale Grocers, Montreal, Que.

PUSH IN BUSINESS.

It is an assured fact nowadays that if you intend to make money, you must, says Finance, take hold of something, you must devote your work, your skill, your experience, and whatever money you have to something. Caution is, indeed, a great thing in investment; but as in everything else, there can be too much of it. The man who is too cautious in his business policy runs a greater risk of being ruined by missing golden opportunities than one who is seemingly reckless in his undertakings. Conservatism of the genuine sort should be the characteristic of every legitimate business man; aggressiveness, however, in every line of commerce, enlarges a thousand-fold the possibilities of success, while at the same time permitting of the employment of conservative methods. The genuine business man is a speculator; he is no gambler. He takes risks, but they are warranted by the necessities of his enterprises. He also often comes to grief, but his ruin often emphasizes the mistakes that should be avoided by others. Any man who wishes to invest has lots of good chances. But he must act; and by rightly acting he will win.

TALKING TO-----?

Many a salesman who, to-day, meeting his customers face to face, is more than fairly successful, would be a total failure were he condemned to sell goods through a telephone to unseen buyers.

The advertiser is a salesman calling through a telephone, too often utterly ignorant as to whether the right man is at the other end of the wire, or if indeed there is any one there. He is continually in danger of using upon Smith the arguments which would have been effectual with Jones, of arousing unnecessary difficulties in the mind of Brown while combatting the objections of Robinson.

The good salesman finds it necessary to know his customers, to study the very whims of each one, to adapt his arguments and his persuasions to individual peculiarities. The advertiser cannot do precisely this, but he can learn a lesson from the salesman's methods as to the necessity of knowing his audience.

Too much of our advertising smacks of the closet. The writing may be grammatically perfect, the sentences terse, clean, snappy, but the whole utterly ineffectual because the writer, knowing well what he was writing about, has had no definite idea of the persons he was writing to.

All mankind have very much in common, or, as some one puts it, there is a good deal of human nature in each one of us. The advertiser who will reach the general public must appeal to qualities common to all human nature. He whose wares appeal only to a certain class needs to know some-

thing of the mode of thinking of that class. He must know, too, what interests his particular public at any given time. There are times when the public is ready to be amused. There are others—not so frequent, however, when it resents anything in the shape of fooling. We New Yorkers all remember with what effect some of our advertisers utilized the piles of snow when all the city seemed disposed to treat "the blizzard" as a huge good joke. Suppose some one had advertised in the same spirit when the angry nation had just heard of Lincoln's death, or when, years later, the people held their breath as they watched Garfield's brave struggle with death!

The attitude of the public towards one's goods needs to be carefully considered. Smith starts in business. He has something to sell which he knows to be of value, but of which the public, as yet, knows nothing. In writing his advertisement he begins with the recognized public need and then shows how his article meets the need. The name of his article becomes a household word, and wherever it is seen calls up at once all that at first it was necessary to say about it.

Brown has at this time an article to put before the public. He is an admirer of Smith's style of advertising—the later style, which consists in keeping prominently in sight everywhere the name of that which he has to sell. Brown, forgetting that the name of his new thing means nothing to outsiders, essays the same style, makes a flat failure, and cannot understand why.

And the moral of it all?

Let us get out of our shells, go out among the people, learn what they are saying about other people and about us, learn to talk to definite people—not simply to talk. Get hold of an actual average man—they are not hard to find—try our arguments, our persuasions on him; note their effect and then embody in the next advertisement, as tersely, as convincingly as we can, what we have found effectual.—B. C. Nevins in *Printers' Ink*.

VALUE OF HARD WORK.

Time is stock in trade. One man makes use of it, another allows it to waste away; one extracts from it wondrous wisdom, the other lies in the dust. It is also life's ladder, up which one is led to honor and immortality, down to depravity and obscurity. All of us have leisure hours between the time of ordinary business, although they may be short, irregular or fragmentary. Let all cultivate the habits of punctuality, promptness and dispatch, and they will find leisure hours that may be turned to golden account. The brief and broken periods of a man's life are more important than his business moments, and are the most potent for his welfare for time and eternity. The grandest genius is the genius of plodding and hard work. Genius never did much for the world, but furnished the fireworks. Plodding and hard work have solved the greatest problems of humanity.—Ex.

SOME HINTS ABOUT SUCCESS.

"No gain is so certain as that which proceeds from the economical use of what you have."—From the Latin.

Why do men fail? Is not the question answered in the majority of cases by the above quotation? How many young clerks to-day are making an economical use of what they have? They look at the merchant who has amassed an immense fortune, and say: "That man once was as poor as I am, and what is to hinder me from making the same fortune?" Much.

That merchant once was a clerk, and at a time when the hours of labor were much longer than they now are, and the facilities for making work easy and light not as numerous as now. Yet we venture the assertion that as a clerk he was as faithful in the discharge of his duty as though the store was his own. He didn't hang around the corner until it was time to go to work; nor begin an hour before to watch the clock, in order that he should not lose a single moment of the noon hour, and then return, taking five or ten minutes of his employer's time, and showing no disposition to make the same up at the evening hour. He wasn't forever letting his employer know how essential he was to the business, and how the house would collapse in case he should leave. Plain in his dress, frugal in his expenditures, with no vices whatsoever, he laid the foundation for the immense fortune he now enjoys.

A splendid illustration of this is in a large and prominent house in New York. Years ago two young men stood side by side in this house as clerks. Their chances for promotion were equal. To-day the one is junior partner in the house, and the other is a salesman. Why are not both partners? Something must have been wrong with the one. There was a screw loose somewhere.

Here is a young clerk, who when the store is closed wends his way to the comfortable lager beer saloon, and it is midnight ere his home sees him. Here is another who can save nothing, because all he can earn goes for stylish clothes, gloves and fancy ties. Here is another whose salary is being eaten up, because he feels he is popular, belonging to a large number of organizations and so on to the end.

There is but one, and only one avenue leading to sure and permanent success in this world, and that is steady, earnest and hard work. The knowing how to save money after it is once made. Money that is made easy goes easy, and there are many paths one can take for making it easy; but each and every one is thickly crowded with dangers, and life's pathway is crowded with the wrecks. Ward was called the Napoleon of Wall street. The young man astounded the world by his bold movements. But Ward was buried, so to speak, in Sing Sing prison for a number of years. His abilities devoted to a legitimate business would have made him a rich man in time. To-day he is ruined.

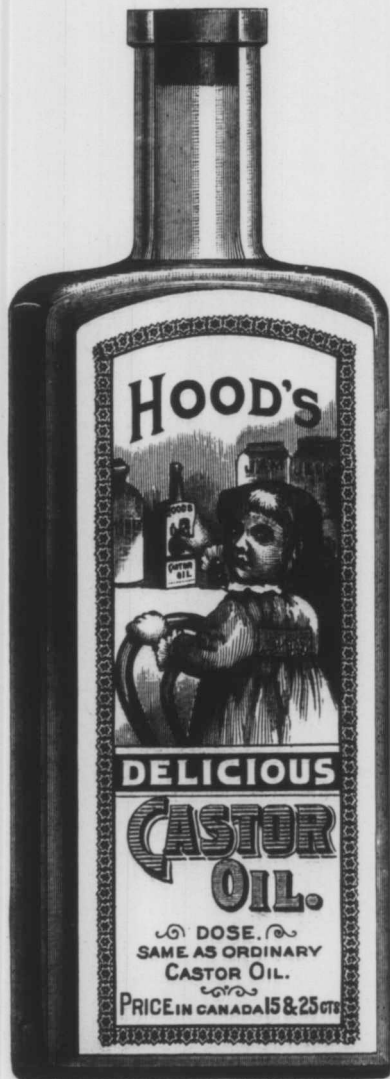
The opportunities this country offers the young man of becoming well off, are not equalled by any other on the face of the globe, and that men do not become such, is owing entirely to themselves in not starting right and then steadily pushing ahead.—American Grocer.

A NEW TRADE WINNER

— FOR —

Grocers and General Merchants.

HOOD'S DELICIOUS CASTOR OIL.



Knowing the value of Castor Oil as a medicine, peculiarly adapted to the troubles of children and women, induced many of our leading chemists, to, if possible, overcome the disagreeable and nauseous taste of it, and after years of careful research and experimenting, one of the number has succeeded in making Castor Oil, not only palatable, but pleasant to take, without in the least degree altering the essential qualities of the Oil.

The Oil so prepared will be sold as Hood's Delicious Castor Oil.

WHAT WE CLAIM FOR THE ABOVE :

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

DEMAND RAPIDLY INCREASING.

BIG PROFITS TO PUSHING RETAILERS.

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

WM. HOOD & CO., - Sole Proprietors.
48 & 50 LOMBARD ST. TORONTO,



E. T. CO.

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

Send for Price List
or Sample Caddies.

Empire Tobacco Co.,
MONTREAL.

AGAINST THE METRIC SYSTEM.

The system of measures having the meter for its basis has been much bepraised as theoretically and practically well-nigh perfect. But Mr. E. Noel, of England, challenges it, and also the use of ten as a basis of notation. To begin with, the meter is an inconvenient unit. It is too long to pace and too long for architectural measurements. The foot is a much more convenient unit.

The value of the metric system is supposed, however, to lie in its decimality, or use of ten, and the consequent ease of calculation, and not in the particular length of the meter. But Mr. Noel gives reasons for considering the decimal the worst possible system of notation. The reason for its use, he thinks, is our having ten fingers, not its convenience. Ten is unhandy for divisions. The half of it is five—an odd number—and its fourth is not a whole number. In business and ordinary transactions we want to halve and to quarter things; also to divide into thirds. We rarely wish to divide anything first of all into tenths. The series half, quarter, eighth and sixteenth comes more naturally and usefully to the mind than tenth, hundredth and thousandth. A system based on twelve would be better.

Then we should have halves, quarters, thirds and sixths. In multiplying we get along too fast if we have ten to start with. Ten times ten is a big jump. In measures of area and capacity we find this inconvenient. We cannot apply the decimal system conveniently to many things in practice. We do not want ten or a hundred, but twenty-four hours in a day. A circle is better with its 360 degs., with 90 in each quadrant. The pound of sixteen ounces is vastly more convenient than the kilogram (2.2) pounds, which is 1,000 grams. Nobody wants so little as a thousandth or even the hundredth part of a kilogram of sugar. We find ourselves instinctively halving and quartering the kilogram when we use it. The terms hectogram and dekagram are not used in practice. The binary system, which prevails in India, admits of continual halving; eight, sixteen or sixty-four being taken as the basis.

The Romans used duodecimals, our words ounce and inch being derived from the Latin for one-twelfth of the as. "There are," says Mr. Noel, "three main systems of the subdivision—the decimal, duodecimal and binary—and of these the decimal is the worst." A proof of the inconvenience of the French system is that the French do not themselves use it fully. They do not use the decaire, or the milliare, while the square meter they call the centiare—the one-hundredth part of a square of ten times itself. The hectare is used, but not the kiloare or myriare. The liter, the unit of capacity, is too small, being the cube of the decimeter. The milliliter is, of course, too small for use, while the kiloliter is too large, being

over four hogsheads. The hectoliter is merely a name for one hundred liters, not a cubic measure.

The dekaliter and centiliter are mere names, and are not in use. Practically the liter is the only real cubic measure in use. The unit of weight is the gram, which is ridiculously too small, being about one-twenty-eighth of an ounce. Hence the use of a thousand of it, the "kilo," for a practical unit, which is too large. Myriagram is not used. Beyond that the Greek prefixes fail, and one hundred thousand grams is called a quintal. Summing up objections to the metric system, we find that, being a system of pure decimals, subdivisions are too small; that it affords only one real measure in each series, and many of its measures are nominal; that its standards are of inconvenient size; that its measures of capacity are bad and unnatural; and, finally, that the scientific connection between its measures of capacity and weight is unsatisfactory.—Baltimore Sun.

"TREATING" CUSTOMERS.

The customer who is in the habit of taking solace out of the clay pipe, may experience a beatitude through a choice Havana cigar, which will allay discordant feelings and put him in good buying humor. But it must be handled cautiously by the traveler, and it must never appear that he goes about with a case full of the article intended expressly for the purpose of giving him an audience with the trade. The dealer is not to be bought, and if the offering of a cigar carries with it the remotest intimation of anything of this sort, the traveller had better pack his grip on the spot. Should he have the faculty of casually presenting the the weed, and with the same air of unconcern and good fellowship that he would unconsciously assume when he hands a cigar to a friend of the inner circle, the act would do no harm. But this is a hard thing to do, and the man whom you may possibly never have seen before, can hardly fail to suspect your motive when you deliberately hand him a cigar. This is especially apt to be the case when the gentleman is not a smoker. As a rule, therefore, do not attempt the cigar lay. An intimate acquaintance with the customer is, unquestionably, a very decided advantage, and the nearer the traveler can get to him, in a dignified social way, the more he enhances his chances of capturing his order. The acquaintance, however, must never degenerate into familiarity. Some travelers assume the familiar manner and think they have made substantial progress when they have reached the point at which they can address the customer by his given name. This is dangerous ground to tread upon.—The Traveling Salesman.

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

BARM YEAST

Beats 'em all.

It's So.

The "Barm" Yeast Manufacturing Co.,

35 Wellington St. East, Toronto.

TELEPHONE 1920.

In the smoking room of the steamship La Bourgogne, westward bound, this story was told: Mr. Isaacstein of New York returned home very late one night and Mrs. Isaacstein asked: "Shakey, where you got all dot tobacco stain on your shirt front?" "Blaying draw boker mit three shentlemen from New England, Rachel." "Vell, couldn't you turned your head to one side ven you spit?" "Not mit dose fellers."—Sun.

SITUATIONS VACANT.

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

BUSINESS CHANCES.

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

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

EVERY DEALER should keep TEXAS BALSAM

The Best Healer for Corks, Galls, Scratches and all wounds on Horses and Cattle.

Sample by mail, 25 cents. Price to the Trade \$1.80 per doz., express prepaid also. Write for Circulars and Testimonials.

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

TENDERS.

SEALED TENDERS marked "For Mounted Police Provisions and Light Supplies," and addressed to the Honourable the President of the Privy Council, Ottawa, will be received up to noon on Tuesday, 7th June, 1892.

Printed forms of tender, containing full information as to the articles and approximate quantities required, may be had on application at any of the Mounted Police Posts in the North-West, or at the office of the undersigned.

No tender will be received unless made on such printed forms.

The lowest or any tender not necessarily accepted.
Each tender must be accompanied by an accepted Canadian bank cheque for an amount equal to ten per cent. of the total value of the articles tendered for, which will be forfeited if the party declines to enter into a contract when called upon to do so, or if he fails to complete the service contracted for. If the tender be not accepted the cheque will be returned.

No payment will be made to newspapers inserting this advertisement without authority having been first obtained.

FRED. WHITE, Comptroller, N. W. M. Police. Ottawa, May 3rd, 1892.

COLLINGWOOD FISHERY.

Fresh Trout and Whitefish

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

A. MONTGOMERY, Agent. Collingwood, Ont.

FANCY CHEESE

MacLaren's Imperial IN GLASS JARS.

ROQUEFORT.	SWISS.
GORGONZOLA.	NEUFCHATEL.
PINEAPPLE.	CREAM.
EDAM.	Etc., Etc.

Write us for quotations.

WRIGHT & COPP,

IMPORTERS GROCERS' SPECIALTIES, 40 Wellington St. East, TORONTO.



"CAIRN'S"

HOME MADE MARMALADE.

As supplied to Her Majesty, The Queen.

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

BLAIKLOCK BROS, MONTREAL. General Agents for Canada.

TORONTO AGENTS: WRIGHT & COPP, 40 Wellington St. East, Toronto

PURE CONFECTIONERY, FINEST BISCUITS.

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



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

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

HIRES'

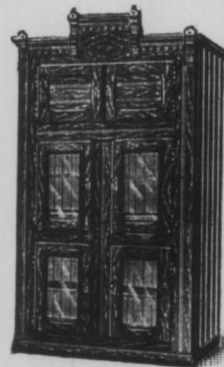


Every Body likes it.

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

T. J. COOKE & CO., Agents. St. Nicholas Street, Montreal.

Grocer Refrigerators.



Manufactured by KNOWLES & NOTT, Write for Catalogue. BRANTFORD, ONT

NEW SEASON FOR CHINA TEAS.

The news that the market at Kiukiang is on the eve of being opened, as reported by special telegram, reminds us that the period for the commencement of another season for China teas is drawing near, and that before they have advanced far into the present month the trade will be calculating the time when the first vessel with the new season's Monings will probably arrive in the Thames. But although it is formally announced, according to old-established usage, that the market for Chinese teas is opened so early this month for the year 1892-93, it does not follow that business will immediately begin, for, from what we hear, the Russians are nothing like so eager to operate as they were in 1891 or most previous years, having, on the contrary, determined to adopt very different tactics with the traders of the Flowery Land from what they did last year. Then the Russian houses made a grand demonstration in favour of the new teas, and paid as much as 2s. 2d. to 2s. 6d. and even up to 3s. per lb. for what they required—prices almost as high as the Chinese in their "hongs" were pleased to ask. This bold, not to say rash, action of theirs entirely spoiled the market for the English purchasers, whose instructions as to buying did not admit of their giving more than 1s. 6d. to 2s. per lb. at the outside for the finest chops, and the greater part of the first crop teas, as may be imagined, passed into the hands of the Muscovite merchants, who, in the excitement of the hour, no doubt fondly imagined that they had secured most, if not all, of the best bargains in new teas.

These fierce Russian operators, however, not long afterwards found out the mistake they had committed in buying hand-over-head at such extravagant figures as the above, and as the season 1891-92 progressed they discovered to their dismay that when the teas arrived at Moscow and other principal cities, and sales had to be pressed, the highest bids that could be extracted from local buyers were 1s. to 1s. 6d. per lb., or 50 per cent. below what the black and red leaf had cost in China some months back. It was generally remarked by those who held aloof that the opening rates for China tea last year were quite unwarranted, for, besides giving a deal more money themselves for the earliest shipments, the Russians not only "burnt their own fingers," as the saying is, in making their contracts, but also caused their rivals or competitors to do the same by sanctioning a range of prices which was injurious to all parties; and many London firms, wholesale dealers as well as import merchants, have had to rue the day when they rashly gave for choice Moning and Kaisow sorts quite 1s. per lb. more than they were really worth. In fact, the whole season may be said to have been wasted, so far as the European trade were concerned, by fruitless attempts to realise the 1891-92 teas at anything like remunerative rates, and a serious contraction of operations has been experienced accordingly. Instead

of confidence prevailing, nothing but mistrust has been bred, and the new season for 1892-93 opens with a determination on the part of Western buyers not to purchase an ounce of tea except on pretty much their own terms. Nearly all bidders for the new teas at Hankow will now be seen playing a waiting game, as the English have already let it be clearly understood that they will not be the first to go in and buy, whilst the deplorable state of commercial affairs at home, through the ravages and distress occasioned by the rye famine last year, will prevent the Russians from taking the lead in clearing off the tea as it arrives from up the country to the shipping ports. When it is remembered that most of the China tea in London has been sold during the season now closing at marvellously cheap rates—10d. to 1s. per lb., and several pence under—it is not the least surprising to hear that the merchants this year intend adopting a strictly cautious policy, and will be careful not to plunge too deeply into engagements until other persons have satisfied their most pressing wants. This may not be until the second-crop teas come down for sale at such rates as would accord with the value here, which, at the utmost stretch of the merchants' limits, is not above 1s. 6d. to 1s. 7d. per lb. for the finest qualities; and offers on this basis will no doubt act as a great shock to the ideas of the "native Chinese," accustomed as he has been to receiving relatively fancy prices for his produce.

London statistics of China tea are favourable only has regards the quantity on hand, which is exceedingly light, and of Congou only 14,934,050 lbs., in contrast with 25,404,400 lbs. last year, and 38,433,750 lbs. at the end of April in 1890. Reckoning that eleven months of the 1891-92 season have elapsed, the landings of all kinds of China tea since the beginning of June last have not been more than 60,000,000 lbs. in comparison with 69,497,550 lbs. in 1890-91, and 89,771,100 lbs. in the same period of 1889-90. The falling-off in the supply within two years is thus shown to have been no less than 29,771,100 lbs., which no amount of reasoning can prove to be otherwise than serious, especially as a great part of this deficiency is reflected in the deliveries. These in the past eleven months have shrunk more alarmingly than in the previous season, having been only 63,426,550 lbs., against 75,219,500 lbs., whereas the difference between that total and the corresponding one in 1889-90—when the delivery was 76,078,150 lbs.—was not more than 858,650 lbs. It is therefore to be hoped that the coming season will witness a recovery in the trade for China tea.—London Grocer.

It will be noticed in this issue that George Childs & Co., of Montreal, are now acting as agents for that district for Lazenby & Sons' pickles and other preparations, and have just landed a full assortment. They have got a "sure" thing this time, judging from the favorable reports that continually appear with reference to these goods.

H. N. Bate & Sons of Ottawa, with characteristic enterprise have taken the agency for the Ottawa district for Lazenby & Sons' pickles and other preparations, including the celebrated, original Bath olive biscuits, for which Lazenby & Sons are sole export agents. As the enormous trade for Lazenby's goods has grown entirely from the very superior excellence of their preparations, all consumers may rejoice at the opportunity of obtaining these goods so near at home.

THE OFFICE AND ITS WORK.

In first commencing a business, there is not only no necessity for, but it would be simple folly to provide, the elaborate arrangements to be found in businesses which are not only well established, but have been well developed. To provide separate accommodation for the principal, and also for a clerk, or clerks, is not necessary; indeed, except in rare cases, would be most unwise. What is needed is a place where private business may be transacted in a convenient and private way, with such accommodation as will produce the best results to all parties, yet not such as to tempt a neglect of business.

Such, then, will be the best office for a beginner as will answer to the following requirements:—

(a). Sufficient room for two persons, at least, to converse in comfort with one another.

(b). Provision for instantly converting the office from a purely clerical or booking department into a strictly private apartment, and vice versa.

(c). Accommodation for the use of—and, preferably, for the storage and safe custody of—all necessary books and papers for accounts, and for all catalogues, price lists, books of reference, etc.

It will be seen that these requirements, though simple, are pretty comprehensive, and may be extended almost to an unlimited degree. With the growth of a business this is not only natural but necessary; but at the outset of a new concern the more these matters can be reduced to a minimum the better, so long as efficiency can be preserved.

To be of real utility, an office must be handy to the front shop, and no arrangement will answer so well as when it commands a view of the latter. It is not always practicable to make this provision, but it is so great an advantage that some minor disadvantages as to size, shape, height, etc., may well be set aside in its favor. In after years, supposing the business to be successfully carried on, this office may be turned over to the tender mercies of a clerk or two, and the principal may seek a well-earned retirement to a more secluded spot. Even then, the nearer at hand such private office is, the better it will be for all. This is a matter, however, which need not be now discussed, as our business is only in its infancy.

So long as the office is to be used as a place for privacy, it should be capable of complete isolation, and herein many err by not having their offices carried right up to the ceiling, or, in very high-pitched shops, having them covered in at a lower level. Light, too, is a most essential point, and, wherever possible, the office should be lit by daylight, both for comfort and health's sake. Where this is obtainable, good ventilation can also generally be easily got, an advantage certainly no less than good light. Where practicable, it will be well to arrange some means of audible communication with those in the shop, thereby saving many journeys in and out. This may be provided for by a fair-sized pigeon-hole or sliding sash, generally to great advantage. It also saves leaving the office unattended when as will occasionally happen, the visitor is not to be trusted.

The demand for "Kent" bottled Pickles is continually increasing. The sales for this season are away ahead of any previous year. Their popularity is due, in a large measure to the great care exercised in their preparation, and the excellence of all ingredients which enter into their manufacture. The present stock being sent out is the finest in the history of their manufacturing.

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

CORTICELLI

SPOOL SILKS & TWISTS,
EMBROIDERIES & FANCY SILKS.

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

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

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



Have reduced the price of their Celebrated
BEAVER BRAND
PICKLES

Send for Quotations.



BUY ONLY
THE BEST

THE GAIL BORDEN
Eagle Brand Condensed Milk

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

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

GROCCERS.

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

JACKSON BROS.,
GALT.

NOTICE

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

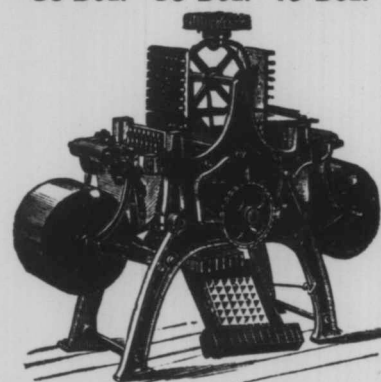
VANCOUVER, B.C.

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

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

Their Flavoring Extracts are of the choicest quality.

Egg Fillers--Egg Cases.
30 Doz. 36 Doz. 49 Doz.



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

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

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

Chas. Boeckh & Sons.
MANUFACTURERS
Brushes,
Brooms and
Woodenware.

TORONTO, ONT.

E. Lazenby & Sons,

18 Trinity St., London, S.E.

EVERY ARTICLE prepared by us is ENTIRELY UN-ADULTERATED and our labels are affixed to the CHOICEST DESCRIPTION OF GOODS only.

Our goods can be obtained from :--

DAVERHILL, ROSE & CO. GEO. CHILDS & CO. Montreal.	BALFOUR & CO. Hamilton.	PERKINS, INCE & CO. J. W. LANG & CO. Toronto.
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GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

GILLARD'S Specialties

High Class, English Made,

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



TORONTO MARKETS.

TORONTO, May 26, 1892.
GROCERIES.

A week is too short a time to observe any marked difference in trade under the present quiet action of the demand. It is like a time of slow vegetable growth, when the difference in the size of the plant in a given time is scarcely perceptible. As was last week so this week is, in the grocery trade. A moderate activity in general staples goes on. There is no revival in any line that was quiet before, if exception be made for a slight stiffening in the value of Valencia raisins. Sugar has not shown much response to the easier price and approaching midsummer call. Teas continue to grow firmer, as they usually do towards the end of the crop year. Canned goods hold their own. The holiday gave some check to trade. Little shipping was done on Monday, as nobody wanted goods for Tuesday. The travellers who came home on Saturday did not go out again until Wednesday. The street on Monday was nearly as dead as it was on Tuesday. All this made some difference between the trade which should have been done and that which was done. Of payments there is no complaint: money is apparently circulating better in the country than it was some time ago.

COFFEES.

The general tone of the market for all fine coffees is one of unaltered firmness, which stiffness in the primary markets and at leading centres of distribution is apt to maintain for some time. Common coffees are unchanged and without any decided features, prices of last week repeating exactly. Mochas are 28 to 33c. Old Government Java 28 to 35c., Padang 25 to 30c., Rios 17½ to 21c.

DRIED FRUITS.

There has been no cessation in the demand for off-stalk Valencia raisins, for which the movement this week has been good. It is having a healthful effect, which is reflected in the tone of prices, now much firmer than they have been any time during the dull period. The improvement had its beginning in New York where the prices of both off stalk and layer fruit has strengthened very materially. Canada has lent something to the influences which have caused that strength, and last week Canadian orders moved about 6,000 boxes off that market. The selling price here continues at the same figures that have been in quotation for some weeks, but the possibility of shading them as formerly is no longer implied in the quotation. Off-stalk are 3½c. upwards. Layers are 7 to 8c. Prunes are quiet at 4½ to 5¼c. in casks, and to 7½c. in cases. Currants

have a steady call but without any change in prices, the bottom quotation heard being 4¾c

RICE AND SPICES.

No perceptible alteration in the volume of trade is to be noted. Common rice is quiet at 3¾ to 4c., and Java is 5½ to 6c.

Spices have lost none of the sameness that has long characterized them, neither demand nor price having undergone any modification.

SUGAR.

The number of retailers who have placed orders for carloads so far is small. Some, believing that the market has nothing more in store for them in the way of further advantages, have contracted for the early delivery of car lots. Prices continue at 4½c. for granulated and 3¾c. for yellow. Rumors of quotations ¼c. inside of these are made and contradicted from time to time. The sugar trade, with all the influences in favor of activity in it, has so far been disappointing. The raw market continues in that state of uncertainty in which dependence upon the Sugar Trust of the United States has long kept it. The raw sugar carried in wholesale grocers' stocks on this market finds very limited sale, the cheapness of refined yellow having a depressing influence upon the sale of it.

Willett & Gray, New York, in their weekly "Statistical," say: "Total stock in all the principal countries, at the latest uneven dates is 1,478,086 tons, against 1,480,758 tons at the same uneven dates last year.

"Raws—The market holds its steady, even course, at the same quotations that have now been current for some weeks past. The fine weather in Cuba adds daily to the crop of that island, and hence there are no signs as yet of any disposition on the part of the planters to withhold from the market that portion of their sugar which is ready for sale. Probably one reason for this is the fact that at present prices the Cuban planter is doing very well, and making a very good profit by reason of the extra production for this year. The beet fabricants are also quite well satisfied with the average prices obtained for the present beet crop. We sometimes

(Continued on page 16)

CANNED GOODS.

A sort of equation of supplies is kept up by occasional movements of car lots from the hands of jobbers who have plenty of stock to those of some others who have not. The smaller centres of distribution make calls every week for such round lots. A car this week was shipped to the west, its contents being assorted vegetables. As usual with such quantities, the sale was made on private terms. For ordinary jobbing lots prices hold at quotations now long current, \$1.05 to \$1.10 being the figures, according to quantity, for choice brands. Anything lower than this is paid for stock that is below first-class. The future business goes on at its usual unknown velocity, and may be well forward or not, nobody knowing anything more than relates to his own sales or his own purchases. It is believed to be as far on as it usually is at this season, though reserve in placing orders was naturally to be expected when the chances are shaping so much in favor of buyers as they appear to be this year; the number of new producers being a decided influence on the side of cheapness. As to other goods besides vegetables, they are not coming into prominence. Canned salmon is quiet from \$1.30 up. Lobster is in low demand. Brokers have been offering salmon of the new pack.

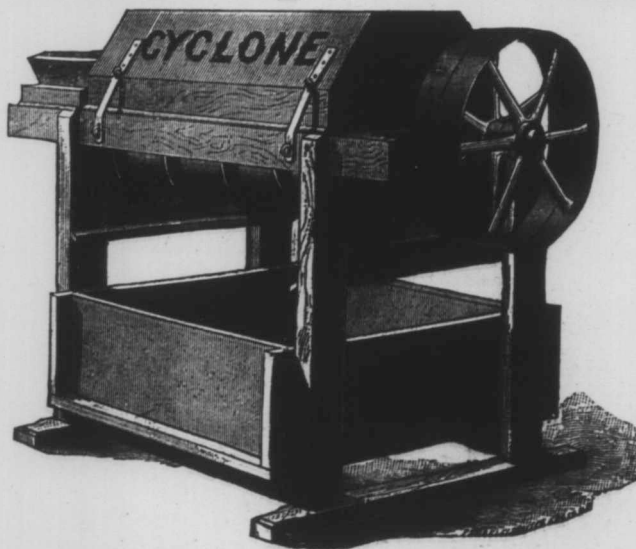
MONTREAL.

There is no change in the position of the canned goods trade since our last, which is dull but firm owing to green fruit being so plentiful at this season of the year. Baked beans and vegetables have fair sales locally.

ST. JOHN, N. B.

Prices are being slaughtered in most all lines. Gallon apples, which cost \$2.26 per doz. last fall are selling at 20c. per can now. Corn, which cost \$1.05, retails at 9c. All other lines in proportion, and as a consequence several jobbing houses have decided to give up selling any canned goods at all. Tomatoes are quoted higher.

To Canning Men.—OUR CYCLONE PULP MACHINE



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

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

Address

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

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

Canned Goods.

We
 Pack
 Only
 the
 Best.

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

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

The Norton Manufacturing Co.,

E. P. Breckenridge, Toledo, Pres. C. C. Warren, New York, Sec.-Treas.
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MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

THE "Lion Brand"

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

Bay of Quinte
 Canning Factories.

PICTON and DEMORESTVILLE.

W. BOULTER & SONS,

PROPRIETORS,
 PICTON, ONT.

RED RASPBERRY JAM.

The Largest and Finest Stock
 IN THE DOMINION OF CANADA.

APPLY TO

THE SIMCOE CANNING CO.,
 SIMCOE, ONT.

It always pays to
Buy the Best

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

Lakeport Preserving Co.,
 Lakeport, Ont.
 Factories at Lakeport and Trenton.

THE CANADA MEAT PACKING CO.,

MONTREAL,
 BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.



B. R. Nelles,
 GRIMSBY, ONT.

Packer and Preserver of the Celebrated BEAVER Brand Canned Goods, Evaporated Apples.

JAMS and JELLIES
 IN GLASS AND PAILS.
 Wholesale Only.



Don't be Sidetracked

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

There is no Brand so Good that's Cheaper.

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

Delhi Fruit and Vegetable Canning Co.,

FACTORIES : DELHI AND NIAGARA.

MARKETS—Continued.

think that the profits to the producers of sugar are standing in the way of the improvement in prices which has been, and is, generally expected. It is difficult to account in any other way for the continued heavy receipts, and the readiness with which the importers dispose of their sugar at current prices. There appears to be no disposition on part of buyers to lower quotations, and we look for a steady continuance of present prices.

"Refined—The market for refined sugar during the week has been steady and firm, and a somewhat increased demand is perceptible, partly owing to a decrease in the rate of freight to certain points westward, and partly to the increased consumption naturally expected at this season. Small fruits are beginning to be more abundant in the market, and with the commencement of our hot and dry season, we look for the consumption to increase up to last year's level at least. It is to be hoped that this will prove true, as refiners are now carrying larger stocks than usual of both raws and refined, awaiting this increased demand. Probably at no time last year was there less sugar in the hands of grocers than at the present moment.

NUTS.

The New York Commercial Bulletin says: Tarragona almonds continue to show a hardening tendency. Further sales have been made at 14c. but in most instances today 14½c was quoted as an inside price. The bulk of the stock is under good control. Ivica have further advanced, and are now held at 12c. Grenoble walnuts continue to improve. Inquiries for stock revealed 10½c as the idea of most holders, this position being taken in consequence of the strong advices received from Marseilles, where the stock is said to be very nearly exhausted.

SYRUP AND MOLASSES.

Syrup makes its way into the demand very slowly, and at the moment has small support on this market. Consumers never had so good a chance to buy low as they have now. Prices begin at the same low starting point, 1¾c. per lb. The trade in grades quoted in the neighborhood of 3c. appears to be the largest.

Molasses has had no sale of any consequence this week. Quotations are steady at 30 to 45c. for West Indian, and 26c. upwards for New Orleans.

No sooner was a circular issued by one of our wholesale grocery firms offering Barbadoes at 30c to arrive, than his competitors sent out another circular offering to sell at 1c lower, namely, 29c, although it is claimed that it costs 29.10c laid down here. It is said that wholesale houses do not expect any profits on sugar and molasses, as they look to place these articles at about cost in order to obtain orders for goods such as tea, coffee, etc., which yield liberal margins above cost.—Montreal Trade Bulletin.

TEAS.

The firmer value of Japans noted last week is well maintained. Medium teas are going

SURPRISE SOAP

While good for all general purposes, has peculiar qualities for easy and quick washing of clothes.

We'll send you a sample cake to test.

The St. Croix Soap Mf'g Co.,

Branches :

St. Stephen, N. B.

MONTREAL : 17 St. Nicholas St.

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

up at all points of distribution and are very scarce on spot. Low grades do not by any means favor the buyer so much as they did awhile ago. The price of Pekoe Souchong Ceylons has gone up ½d. to 1d. in London, and is much firmer here in consequence. Indian teas are active and unchanged.

The London Produce Markets' Review says of Indian tea : A firm tone has prevailed in the Indian tea market, and prices generally show an upward tendency. The medium descriptions have been fairly represented in the public sales, and are distinctly firmer, at prices ranging from ¼d. to ½d. higher than in the previous auctions. This has not, however, checked the demand, which continues active, particularly for good class Pekoe Souchongs and Pekoes, while Broken Pekoes, which are not too plentifully offered, meet with an increasing inquiry at enhanced values. Finest kinds are now in an exceptionally small compass, and the few brought forward were eagerly competed for at extreme rates. The common sorts, owing to smaller supplies, have on the whole shown firmness, with an occasional slight advance, and it is not improbable that prices may harden with the prospect of decreasing quantities to come forward. The last advices from Calcutta point to a later season than usual, and that the first public sale there of new season's tea will be held on the 19th instant. At the auctions 13,863 packages were offered, and only 1,635 withdrawn. The bidding throughout was brisk, at higher prices in most cases.

London statistics of China tea are favor-

able as regards the quantity on hand, which is exceedingly light, and of Congou only 14,934,050 pounds in contrast with 25,404,400 pounds last year, and 38,433,750 pounds at the end of April in 1890. Reckoning that eleven months of the 1891-92 season have elapsed, the landings of all kinds of China tea since the beginning of June last have not been more than 60,000,000 pounds in comparison with 69,497,550 pounds in 1890-91, and 89,771,100 pounds in the same period of 1889-90. The falling off in the supply within two years is thus shown to have been no less than 29,771,100 pounds, which no amount of reasoning can prove to be otherwise than serious, especially as a great part of this deficiency is reflected in the deliveries. These in the past eleven months have shrunk more alarmingly than in the previous season, having been only 63,426,550 pounds against 75,219,500 pounds whereas the difference between that total and the corresponding one in 1889-90—when the delivery was 76,078,150 pounds—was not more than 858,650 pounds.—"Grocer."

The hint given in our last of a proposed sweeping up and concentration of desirable black teas is fully verified by results, and we have direct information of about 13,000 pkgs Formosa handled in execution of the deal. Some of these teas were evidently taken for speculative investment, but a very large proportion goes into the hands of regular operators who want the supply for legitimate trade purposes and are stimulated to invest by the apparent strong character of the situation.—N. Y. Commercial Bulletin.

WE ARE BUYING

**Dried
Apples.**

SEND SAMPLES
AND QUOTATIONS.

ESTABLISHED 1886.
STANWAY & BAYLEY
BROKERS

AND
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

**Evaporated
Apples**

SEND SAMPLES
AND QUOTATIONS.

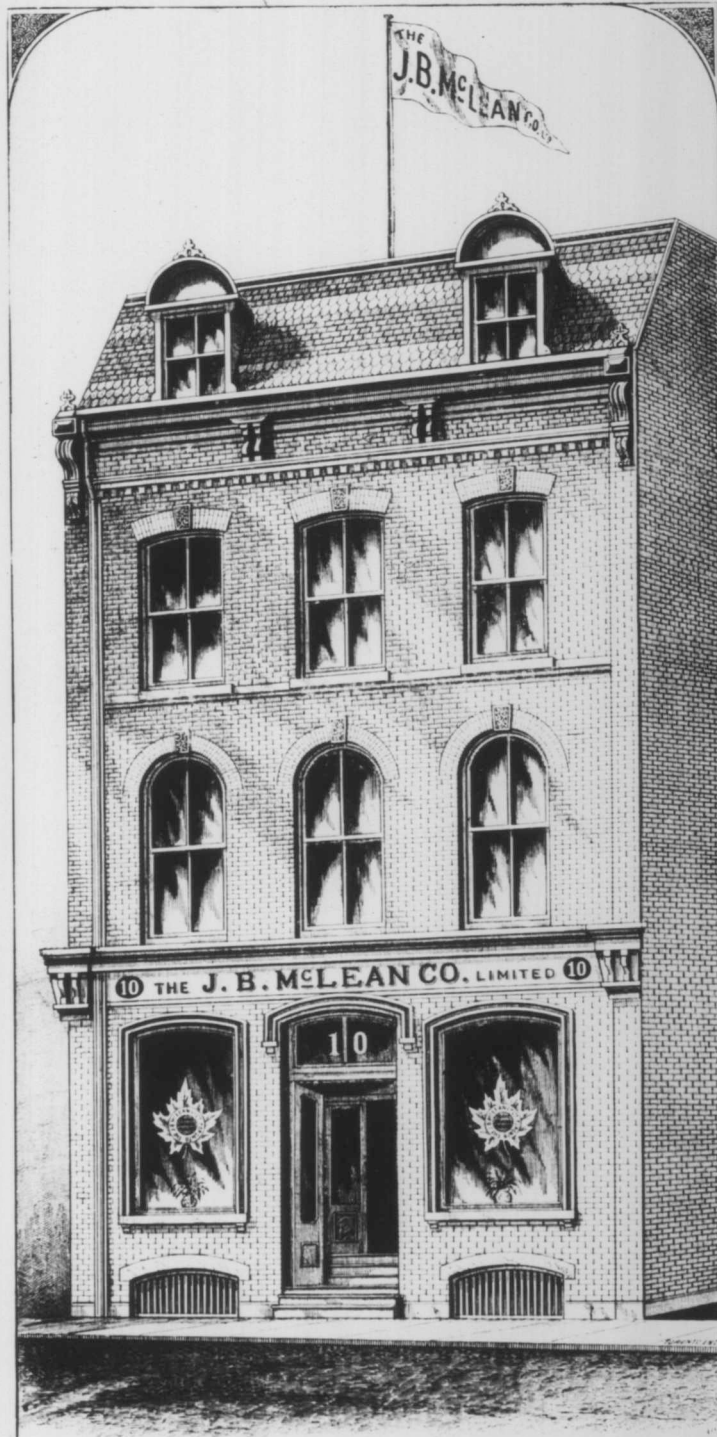
XEROX

AN INTERESTING SKETCH OF THE J. B. McLEAN PUBLISHING CO., LTD.

"There is a tide in
the affairs of men which taken at the
flood leads on to fortune."—*Shakespeare.*

The acknowledged wisdom of the great masters finds verification in the origin and success of The J. B. McLean Publishing Co. (Ltd.), of Toronto. Two country merchants one day in the month of August, 1887, were discussing in a Front Street wholesale grocery, the very unsatisfactory and in-adequate market reports daily papers, particularly items relating to groceries. Mr. J. B. McLean, then Commercial Editor of "The Dominion," happening to enter the warehouse the matter was discussed more fully in his presence, and the idea of a journal devoted exclusively to the interests of the Grocery and kindred trades immediately suggested itself to him. With the date of discussion

Within two months of the first number of THE GENERAL STOREKEEPER a monthly periodical, that were sent out to general storekeepers in it was the intention of the merchants of Canada the conveyance of reliable and market reports. It the appeal for support initial copy met with ing success, one solitary sult of the mountains however, Mr. McLean, goal, with that sturdy characteristic of his race ultimate success, set work. The next two copies each, sent broad-Dominion with probably though anything but be stated that at this of Mr. McLean only, various positions of proving solicitor, book-general utility man; a Pooh-Bah without that emoluments; and the aspirant for journalistic the modest space of a Jordan St. After the



the date of discussion CANADIAN GROCER AND made its appearance as and the 10,000 copies every retail grocer and the Dominion show that the new concern to give ada a proper vehicle for able trade information must be confessed that that accompanied the anything but encouraging subscriber being the re-labor. Nothing daunted having set himself a pluck and persistence and feeling sanguine of himself more firmly to issues consisted of 10,000 cast over the whole a little better success, encouraging. It might time the staff consisted who occupied the multiprietor, editor, advertiser, office-boy, and veritable Journalistic distinguished Celestial's office where this new honors issued occupied 9 x 12 room at No. 5 November and Decem-

ber issues had made their appearance it was felt that a monthly paper was of very little benefit to the trade and a weekly issue was decided on, the first of which appeared on January 6th, 1888, since which time it has regularly made its appearance, brighter, newsier, more interesting and artistic than ever, and it is safe to say that no periodical on this

10
1895

Continent has made and is improving the standard of excellence set itself by its ambitious and enterprising management. About this time new blood was infused into the concern by the entrance of Hugh C. McLean, a brother of the inceptor, a practical printer with some years experience as a business manager in this country and in New York, Boston and other American cities. A joint stock company was formed under the style of The J. B. McLean Publishing Co. (Ltd.), with large additional capital and with Mr. J. B. McLean as President and Mr. Hugh C. McLean as Sec. Treas. and Manager, enabled the concern to increase their staff of writers, canvassers &c. and open branch offices. The ideal set themselves by the brothers was to take the lead with their publications, to conduct their business on honest business principles, to give their clients the utmost value, to gain the confidence of the trade, to live up fearlessly to their convictions and to be independent of any clique, house, association or other guild, and to allow no one to dictate the policy of their papers, to give subscribers and advertisers adequate value and impartial attention, and to resort to no schemes or use undue influences to secure advertising patronage. It was their intention to be in business for a life time and not for a day, and the confidence of the trade was desired as a permanency. To this end efforts were put forth which resulted in increased advertising patronage and large additions to the subscription list. Canvassers were sent through the whole Dominion, and thousands of dollars spent in giving the merchants of Canada a reliable guide to business and its requirements. Although their advertising rates were higher than other papers, and it was an uphill struggle against low rates and so-called trade or private papers, the new and excellently carried out ideas of advertising implanted into the firm by Mr. Hugh C. McLean,—who made that department a special study, looking after all advertisers' interests as if they were his own, the advertiser's space, no matter ultimately a continuation of all recognizance, and as an evidence ideas one need but glance at the shrewdest business men that ap- columns of their publications. did not pay the advertisers, and recognize the wisdom of this con- manner of doing business is that stopped, which by the way seldom plied with. Promptness and of their main attributes, and they THE CANADIAN GROCER has never This fact is commendable in itself oftentimes is at considerable pe- news. To-day THE CANADIAN trade journals, acknowledged as Grocers and General Storekeepers of the paper keeps up its remark- able growth, the merchants of Canada may well congratulate themselves on having such a reliable finger-post to point them aright through the devious ways of Trade. So much for THE CANADIAN GROCER.



Mr. J. B. McLEAN
President

In 1888 the Company purchased "BOOKS AND NOTIONS," the official organ of the Canadian Book, Stationery, Fancy Goods, Music and Wall Paper trades. Owing to the ill-health of the former owner of the paper it had been allowed to run down to almost a mere pamphlet, but the new proprietors infused into their acquisition the same push, energy and merit as was given THE GROCER and to-day it is a credit to themselves, an ornament to journalism and a satisfactory index for its patrons. It is a monthly publication. :- :- :-

As a great many of the subscribers to THE CANADIAN GROCER were general dealers, and as such handlers of hardware and dry goods, and frequent representations were made to the management for information regarding these two important branches of commerce, it was decided to accede to the demands of their patrons. The courage of such a step is apparent when one reflects upon the comparatively few exclusive dealers in hardware and dry goods in Canada and that their next venture "THE HARDWARE AND METAL MERCHANT" at once met with appreciation and success is another evidence of the foresight and business tact and ability displayed by this young firm. The first number appeared as a monthly in February 1889, this was its only appearance as such as on March 29th, following, it came out as a weekly and is so continued. :- :- :-

These additional publications necessarily involved an increased staff and more commodious premises, as the small office on Jordan Street had become too crowded, consequently new and larger quarters were engaged at 6 Wellington Street West. The Hegira took place in April, 1889. Success seemed to follow them into their new home and the demands from their subscribers for information on dry goods and kindred subjects continuing to be made on them they decided once more to satisfy the requirements of another section of their clientage and on January 1st, 1891, the first copy of THE CANADIAN DRY GOODS REVIEW made its first bow. This journal, a model of typographic art, is the organ of the dry goods, hats, caps and furs, millinery and clothing trades, and the instantaneous approval and flattering reception it received confirmed the publishers in their belief that such an organ would serve a useful purpose. :- :- :-

One might presume that the goal of their ambition had been reached when the entire general trade of Canada was supplied by them with their trade papers, but their fame as successful publishers had become so widely recognized and the merit of their work acknowledged by even the most reluctant and carping critics that they were recently urged by resolution of the Canadian Press Association and by members of the Toronto Employing Printer's Association to publish a journal in the interests of the printers and publishers of Canada. The first number of this latest deserving venture, THE CANADIAN PRINTER AND PUBLISHER, made its appearance in the early part of May of this year. :- :- :- :-

The new publication, the acme of printers' art, issues from their new quarters at 10 Front St. East, next door to the Board of Trade, right in the centre of the city and of trade.

It was found that the Street West was too limited for growing business, and a glance at offices will convey a fair idea of

A few words retrospect- in a room 9 x 12 with a staff of and commodious, well-equipped staff. Besides this large home London, England, in New York vassers are constantly on the road, D'or to Victoria, B.C., while in special correspondents keep their tending the efforts of these young of the truth of Emerson's words of strength in politics, in war, in management of human affairs." and push that has placed this firm the controllers of one of the largest ing houses on the American con-



MR. HUGH C. MCLEAN
Manager

accommodation at 6 Wellington their requirements and constantly the cut of their new premises and the concern.

ively. Starting in October, 1887, one, now in May, 1892, the large establishment with their very large staff they have branch offices in and in Montreal, Que., their can-covering the Dominion from Bras' the principal Canadian cities their patrons posted. The success at- men is remarkable and an evidence that "Concentration is the secret TRADE, in short, in all the It is concentration of ideas, efforts in the race of trade journalism and and most influential trade publish- tent. It is their confidence in

themselves and the worthiness of their intentions and high goals that has made them so successful. "Self-trust," says Emerson, "is the first secret of success," and self-trust is the motto of the J. B. McLean Co. After reading the above, one not conversant with the amount of work and detail involved in issuing one journal, let alone five, might think that it was simply luck that placed them where they now are, and that the trades in Canada had been clamoring for years for these journals, and that as soon as issued a rush was made both by advertisers and subscribers to help the journal along. Far from it, the exact opposite was what occurred. They were not wanted, particularly by probable advertisers. Not only did thousands of dollars go out before a single dollar returned to the pockets of the publishers, but obstacles and disappointments that would have driven other men to utter despair had to be overcome. They had absolute faith in themselves and in the ultimate success of their enterprise as a beacon light which burned brighter and brighter as each fresh obstacle and each fresh disappointment was surmounted and they kept pressing onward with redoubled courage to the goal of success. Without having passed through it no one can conceive of the immense labor and worry involved in starting a journal, outside altogether of the financial aspect of the question. They have toiled unceasingly and spent their money freely in popularizing their journals, confident in a rich and bountiful return and in a brilliant and successful future.

INTERIOR - 10 FRONT ST. EAST
1892 - 1895

WHY IT PAYS TO ADVERTISE IN TRADE JOURNALS

"Successful men are always safe Guides"

There is not a man in the manufacturing or wholesale business to day, of any experience, who will deny that advertising pays. We all agree on that point; except perhaps those who go on the principle that because they are an old house that everybody when they read their firm name knows all about them. When, in fact, there are lots of people who never heard about them or what they make and have to sell. Take the leading

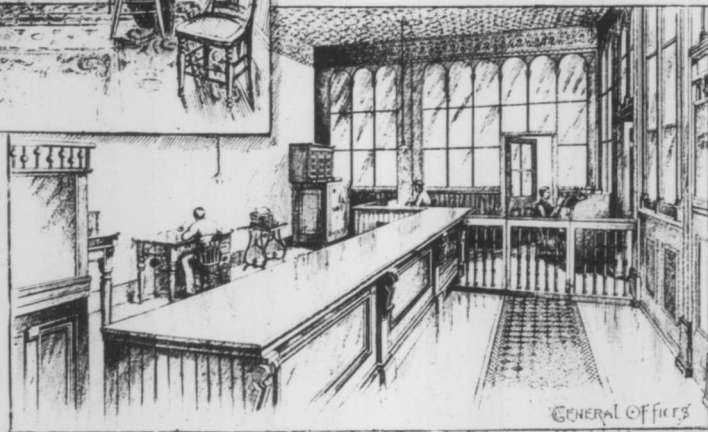
hardware, grocery, dry goods and printing trade papers of the world, and in their pages will be found the advertisements of millionaire concerns. Who thinks that these advertisers want to "create a demand" for their products? The question is "how and where to advertise?" There is no doubt about it that the trade journal is the only true medium, because every reader is a probable buyer and you can talk direct with the trade. There is no lost circulation, every copy issued carries its message

direct to those who buy your goods; with daily and general commercial papers not



one-quarter of their circulation is useful to you, the other three-quarters reach a class who are not at all interested in your goods. Another point is that the thousands who subscribe for their trade papers look there and there only for announcements of new goods, changes in prices and other matters relating to their trade. :: :: ::

The trouble with a great many advertisers in trade journals is that they expect too much from that source. They expect the advertisement to do more work than their best travellers, whose expenses are as much in one week as the yearly cost of the advertisement. As a rule no attention is given to the advertisement except perhaps a change of wording once in six months. Imagine the big (?) orders your travellers would receive if they simply handed their card to a customer and said they would sit down and wait for an order. This is how the advertisement in the trade paper is treated. Why not change your advertisement every week or month? Speak to your customers through it the same as your traveller would talk to them, and you will soon discover that the trade paper is THE ONLY medium. The publisher of the best journal in existence can only sell you space and guarantee circulation among your probable buyers. He cannot guarantee that the advertisement will pay you. That rests with yourself. You must use the space to your best advantage and last but not least do not give your travellers all the credit for the year's business. Another mistake advertisers make is that they look too much for cheap advertising. When you are sick do you look around for the cheapest doctor? Or if you want to engage a lawyer do you look for the low priced and most obscure? Certainly not. The best evidence of the value of a paper as an advertising medium is its ability to secure and hold the best paying class of advertisements. Take a look through any of the Trade Journals published by the J. B. McLean Co. and see the class of advertisements that appear week after week and year after year. It is not what you pay for an advertisement, but what it pays you.



Interior, 10 Front St. East, 1892-1895

STAR FIRE LIGHTERS.

BIG REDUCTION.

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

BIG PROFIT! BIG SELLER!

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

Send for free sample.

STAR MFG. CO., London.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,
3 and 4 Corn Exchange,

Manchester,
England.

Also at

Liverpool and Glasgow.

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

THOMPSON & CO., LATE

Robertson, Thompson & Co.,
Wholesale Commission Merchants,

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

185 NOTRE DAME ST., EAST,
P.O. Box 615. WINNIPEG, MAN.
TELEPHONE 62.

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

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

FOR SALE--

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

Write for Quotations.

OWEN SOUND, ONT.

McWilliam & Everist,

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

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

25 and 27 Church St.,

TELEPHONE 645.

Toronto.

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

ORANGES—Car San Gabriel Mission, Cali-
fornia, Oranges, fine juicy, heavy fruit. Car
ex Los Angeles, to arrive, containing Fa-
mous Highland Seedlings and Washington
Navels.

LEMONS—Fancy Marks in Stock. Send
for Prices.

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

J. F. YOUNG & CO.

PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

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

Prompt Sales and Quick Returns.

We Furnish Egg Cases. Try Us.

WILLIAM RYAN, PORK PACKER

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

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

JAS. PARK & SON, TORONTO.

New cheese,
Small Two Pound cheese,
Roquefort cheese.

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

Husband Bros. & Co.,

Commission Merchants,

WHOLESALE FRUITS.

71 Colborne St., Toronto.

REFERENCE: Imperial Bank, Yonge and Queen.



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

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,

70 COLBORNE STREET, TORONTO,

Solicit consignments or

TUB, LARGE and POUND ROLL

BUTTER. EGGS.

ONIONS. HONEY. APPLES.

CHEESE.

Egg Carriers Supplied.

Telephone 2557.

JOSEPH CARMAN,

Commission and Manufacturer's Agent.
GRAIN SHIPPER.

P.O. Box 1014. Winnipeg, Man.

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

LAURENCE GIBB Provision Merchant,

83 COLBORNE STREET, - TORONTO.

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

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

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

Reesor & Rogers,

Produce and Commission Merchants

Solicit consignments of Country Produce
from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

McLAREN'S

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



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

MARKETS—Continued

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.]

H. W. Northrup & Co., are offering canned lobsters, new at \$6.25 per case, f.o.b., St. John, N. B.

There is a new Brand of Washing Compound on the market, put up by the Star Mfg. Co. of London, which is having a good sale.

A line of gallon apples was sold to the wholesale trade here at \$1.60. Best packers say that choice goods cannot be put up for less than \$1.70.

"Staminal," made by the Johnston Fluid Beef Co., Montreal, is having an extensive sale in Norway, Sweden and Denmark. Although the last of the fluid beefs introduced into these countries it is having the largest sale.

The Star Mfg. Co. of London have made substantial reduction in the price of the Star Fire Lighters. They are now packed 60 5c. packages in a case instead of 48 as formerly. The price is now \$1.75 per case, which now makes this article a profitable one to handle.

The new Soluble Cocoa put up in $\frac{1}{4}$ lb. tins by the John P. Mott Co., Halifax, is one of the latest specialties on the market. The fine quality and attractive shelf appearance of this line ably back up the guarantee that the name "John P. Mott Co." stands for on every label that bears it.

J. S. McIndoe is showing a very fine sample of fancy open Kettle New Orleans molasses for N. W. Taussig & Co., New York & New Orleans, which should be handled with profit by the wholesale and retail trade in Canada. It can be sold wholesale in barrels at 45c.

PETROLEUM.

The market loses none of its features, or rather acquires no features, the great distinguishing condition just now being an entire absence of features. Prices quote still at 14 to 15c. for Canadian refined.

The Petrolia Advertiser reports: Petrolia crude \$1.25 per barrel, Oil Springs crude \$1.25 $\frac{1}{2}$ per barrel, although a drop of a cent in crude values has taken place the past week, there can scarcely be said to be any noteworthy change in the situation in values, in fact there seems to have developed a firmer feeling the latter part of the present week, as for refined the volume of business has been larger the past season than it has been for years past, although there is a general complaint of the meagerness of profits, and the manufacturing industry is said not to be extra flourishing, but, on the contrary, in rather an impoverished condition.

BUTTER AND CHEESE.

There is no want of butter now. Free arrivals continue to be the rule, and the kind of stock coming to hand is the same as ever, roll butter. There is more of it than dealers know what to do with at the moment, and easy prices accordingly are going. The range

of quotations for rolls is generally 12 to 13c., and there is nothing better than this for any grade now coming into stock. Tub butter, if obtainable or if wanted, would probably quote at 14 to 16c., but there is nothing to call for even a nominal quotation just now. There has been enough rain, and the weather has just been forward enough to enable the cows to thrive on pasture; hence the production of dairy rolls is large. The demand still is confined for the most part to nearly and local consumers, though sales of half ton lots are occasionally made to dealers at a greater distance.

Cheese is in moderate request, with new leading in the local demand at 10 to 10 $\frac{1}{2}$ c. Old quote at 11 to 11 $\frac{1}{2}$ c. The English market is very firm.

COUNTRY PRODUCE.

APPLES—Such as can be had are taken at \$5.

BEANS—Have sagged back into a state of stagnation, and car lots are offered under 90c. Jobbers sell at \$1.05 to \$1.15.

DRIED APPLES—Are worth 3 $\frac{1}{2}$ c. in round lots and 4c. in ordinary jobbing quantities.

EVAPORATED APPLES—Prices are unchanged and trade almost at a standstill, 6 $\frac{1}{2}$ to 7c. being the quotations.

EGGS—Are in abundant supply at 10 $\frac{1}{2}$ c.

HIDES—Are rather scarce, but are no firmer, No. 1 green cows' being 4 $\frac{1}{2}$ c. Cured are 5c.

HONEY—Is still exceedingly dull and weak at 8 to 9c. for extracted and 13 to 15c. for sections.

HOPS—Quotations vary between 21 and 24c. for '91 stock. Yearlings are 16 to 18c.

ONIONS—Native stock is about done, and is nominal at \$2.25 to \$2.75. Egyptian are \$3 to \$3.25 per bag, and Bermudas \$2.25 to \$2.50 per crate.

POTATOES—The price remains 30 to 31c. in cars. Out of store it is hard now to get 40c.

SKINS—Sheepskins are rather scarce. Good ones are \$1.25 to \$1.40. Lambskins are 25c.; calfskins are 5 to 7c. for city inspected.

TALLOW—Rough is steady at 2c., refined at 5c., to re-sell at 5 $\frac{1}{2}$ c.

WOOL—Some new fleeces have come in at 16 to 17c. The factories keep up a quite steady call for super at 22c. and extra at 25c.

PROVISIONS.

The stock in packers' hands is for the most part confined to long clear bacon and smoked meats. Some have other products as well, but only some. The trade is hard to describe by any term, being somewhat desultory, now active and now dull. Prices are the same as ever.

BACON—Long clear is 7 $\frac{1}{2}$ to 8c., smoked backs are 10c., bellies 9 $\frac{1}{2}$ to 10c., rolls 8 $\frac{1}{2}$ to 8 $\frac{3}{4}$ c.

HAMS—Are steady at 10 to 10 $\frac{1}{2}$ c. LARD—Pure is unchanged at 10 to 10 $\frac{1}{2}$ c. for tubs and pails. Compound is steady at 7 to 9c.

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

DRESSED MEATS—Beef is 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ c. in fore and 7 $\frac{1}{2}$ to 8 $\frac{1}{2}$ c. in hindquarters, yearling lamb is 10 to 11c., Spring lamb is \$4.50 to \$6.50 per head, mutton 7 to 8c., veal 6 to 7 $\frac{1}{2}$ c.

GREEN FRUIT.

The damp weather has been rather adverse to trade, but the quantity of stock handled during the week has been satisfac-

(Continued on page 90)

FLOUR AND FEED.

TORONTO.

It is too soon to see any good effect in the market as a consequence of the restored good feeling and friendly tariff relations between Newfoundland and Canada. The inquiry has been stronger, but no benefit to sellers in the way of a greater readiness to concede the prices asked is experienced yet. Trade is very flat, was never flatter, and everybody hopes it has got to and through its worst stage. Feed is little more active than flour.

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

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

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

BUCKWHEAT FLOUR—Is \$4.50 per barrel.

FEED—Bran is \$14 to \$15, shorts \$14.50 to \$15.5c, mixed feed \$22 to \$25, cracked corn \$1.10, feeding corn 50 to 52, oats 32 to 32 $\frac{1}{2}$ c.

HAY—is fairly active at \$12.50 to \$13 for No. 1 timothy and \$10 to \$10.50 for mixed.

STRAW—is steady at \$6 to \$6.50.

MONTREAL.

The only encouraging feature to note is the settlement of the Newfoundland difficulty, which, although effected too late to materially assist the demand this spring, is hailed by merchants with satisfaction. It is still hard to sell in this market notwithstanding the low prices asked. The better tone of foreign advices recently is not maintained this morning. The stocks in store on Saturday last show an increase of 2966 barrels when compared with the same day of the week previous and a decrease of 12,971 barrels, when compared with the corresponding date last year. We quote as follows: Patent spring, \$4.90 to \$5.00; patent winter, \$4.60 to \$4.90; straight roller, \$4.35 to \$4.50; extra, \$4 to \$4.10; superfine, \$3.75 to \$3.90; fine, \$3.25 to \$3.50; strong bakers, \$4.45 to \$4.70.

Oatmeal is being pressed for sale and, although prices are nominally unchanged outside quotations are practically abandoned. The stock in store on Saturday last showed a decrease of 75 barrels when compared with the same day of the week previous, and an increase of 5,051 barrels when compared with the corresponding date last year. We quote as follows:—Granulated, bbls. \$3.80 to \$3.90; Rolled, bbls. \$3.80 to \$3.90; Standard, bbls. \$3.75 to \$3.85; Granulated in bags \$1.85 to \$1.90; Rolled in bags \$1.85 to \$1.90; Standard, in bags \$1.80 to \$1.85.

Feed is held about the same as last week, bran being quoted \$14 to \$14.50; shorts \$16; Mouille \$20 to \$23.

ST. JOHN, N. B.

Flour—There is very little change in the flour market. It has a firmer tone, but no actual advance. Quotations are: Manitoba \$5.65 to \$5.75; High Grade Ontario \$4.90 to \$5; Medium Patents \$4.65 to \$4.80.

Oatmeal has advanced somewhat at the latest quotations, being: Rolled \$4.15 to \$4.25; Standard \$4.15.

Cornmeal is considerably higher, millers' prices to-day being \$2.85 to \$2.95, and they will likely be higher.

Feed is quoted at \$21 to \$22 per ton.

A. HAAZ & CO.,

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider
VINEGARS.

74 Bagot Street, - Kingston, Ont.

ROLLED OATS.

Customers report that our Rolled Oats contain less dust, less dirt, are better kiln dried and of larger flake than the common oatmeals. Write for samples and prices.

ARCHIBALD BROS., INGERSOLL, ONT.

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

For Choice Family Flour
Try the Beaver Brand

AS MANUFACTURED BY

THE T. H. TAYLOR CO., LIMITED,
CHATHAM, ONT.

EMBRO OATMEAL MILLS.

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

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

WALTER THOMSON MITCHELL, ONT.

GENERAL GRAIN DEALER.

Manufacturer of all kinds of

Oatmeal, Split Peas, Cornmeal,
Pot Barley, etc.

Quotations by Wire or Letter.

HARRY T. DEVINE & CO.,

FLOUR, FEED AND PRODUCE MERCHANTS.

Sole Agents for Vancouver, New Westminster and District for **LEITCH BROS.'**
CELEBRATED OAK LAKE MANITOBA FLOUR.

City Office and Store : 130 Connova St.
Wharves, No. 1 and 2 : False Creek,
Westminster Avenue,

VANCOUVER, B.C.

N. WENGER & BROS.,

AYTON, ONT.

-- MILLERS --

(Hungarian Process)

BRANDS :

KLEBER, MAY BLOSSOM.

AGENTS :

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.

Dominion Mills,

LONDON, ONT.

HEADQUARTERS FOR

OATMEAL

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

Write for Samples and Prices.

GARTLEY & THOMSON,

303 to 311 Talbot St

Baffles Human Conception.



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

St. Leon Mineral Water Co., Ltd.,
Head Office, 101 1/4 King St. W., Toronto.
BRANCH—Tidy's Flower Depot, 184 Yonge St.

Sells Faster Every Day

ADAMS' FLIRTATION

CHEWING GUM

115 1c. Pieces in Box.

Price 65 Cents.

ADAMS & SONS' CO.,

11 and 13 Jarvis St., Toronto.



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



MARKETS—Continued.

torily large. Prices keep pretty uniform with last week's quotations, Valencia oranges are \$6.50 to \$7.50, Messinas, Catenas and Palermos are \$4.75 to \$5.25 in boxes and \$2.50 to \$2.75 in half boxes, California Seedlings are \$3.75, Navels are \$4.50 to \$5, Blood oranges are \$3 per half box. Lemons are \$2.75 to \$4, bananas \$1.25 to \$2, pineapples are 6 to 20c., sweet potatoes are \$4.50 per barrel.

FISH.

The fish market can easily enough discharge all its functions these days, there being little to embarrass it in the way either of excessive supply or demand. Prices are steady at quotations in Prices Current.

DRY GOODS.

The weather is too backward for any great headway to be made in the dry goods trade. Sorting orders are disappointing and fall business is being slowly worked up by the travellers. The complaints as to a scarcity of money are no longer heard.

SALT.

The outward movement draws no special character from conditions present this week. The sales comprise a car of barrel salt at \$1.20, a car of sacks at 70c., and a car of rock salt at \$12.50 per ton.

MONTREAL MARKETS.

MONTREAL, May 26, 1892.

The week has not shown any material change since our last report. However, the cold snap which we have had this last few days has to a certain extent affected some branches of the grocery trade, but not to any alarming extent. Green fruits have been quieter this week, owing to the condition of the weather. Teas have their same good enquiry in all low grade lines. Sugar is quiet, although some houses are still cutting, others are not pushing sales in it. The travellers that are out, are all doing fairly, and all the houses say that things are in better shape now than they have been for some time. The French houses are still waging war on one of the English houses. Sugar and molasses are the implements used; every cut is met promptly; it is hard to say when it will stop as both parties are well stocked. Manufacturers' agents report trade good in all their different lines. Purveyors' agents have had a busy time of it, shipping spring goods that have been arriving here in large lots lately. They say business with them is good.

SUGAR.

The sugar market is still quiet, although there is not much change in price. The refiners are still said to be selling at 4 $\frac{3}{8}$ c., but some seem to think sugar could be bought lower for round lots. The wholesale trade are still cutting the price, especially some of the French houses, other houses say they are not trying to sell but they would like to see some of the cutters cutting their own throats. On the whole, the local feeling in the sugar market is not very friendly, and it will continue so till some arrangement is arrived at. We quote: Granulated 4 $\frac{1}{2}$ to 4 9-16c.; yellows, low grade 3 $\frac{1}{2}$ to 3 $\frac{3}{4}$ c., and yellows, bright 3 $\frac{3}{4}$ to 4 $\frac{1}{4}$ c.

SYRUPS AND MOLASSES.

There is not much doing in syrups outside of a jobbing trade. American syrup has a fair movement at steady prices, and on the

whole there is not much change in the local market. Molasses is quiet, with only a few small sales at old prices. Quite a few small lots have been sold to arrive in June, on a basis of 29c., but outside of above there is not much doing in either of these lines. Advices from the Island is steady, 12c. is the price. We quote as follows:—Barbadoes, 35 to 38c., American 28c.; syrups are quoted at 25 to 28c. for medium bright, 40 to 45c. for choice, amber 40 to 45c.

One firm here issued a circular, offering molasses to arrive at 30c., and no sooner than it was out, another firm offered it to arrive at 29c., although it is said to cost laid down 29.10. According to this some of the wholesale trade do not want to make profit either on sugar or molasses, but use the both to push sales in teas and other lines of groceries.

MAPLE PRODUCTS.

Maple syrup is still firm under much lighter stock, and prices are the same as quoted last week. Sugar is firm and the same remarks apply. We quote maple syrup in tins 60 to 65c. per gallon and in wood at 5 to 5 $\frac{1}{2}$ c. per pound. Maple sugar is quoted at 8 to 8 $\frac{1}{2}$ c. and fancy cakes at 9c.

TEAS.

The market is still active in low grade Japans, but these are only being sold in small lots to our local wholesale houses. High grade stock has only fair movement. Blacks in the low grade are a little more active than a week ago, but high grade stock is quiet. Indian and Ceylon teas have the same steady sales; the retail grocers say they are meeting with better enquiry every day. Advices say that prices are higher, but with the lower rate of exchange it pretty nearly evens things up. Mail advices from New York show a strong market for both medium and low grade Japans. The local market will not be affected by new arrivals for some time, as the fourth grade crop will not be in till October. The first arrivals here are expected in June, but they will be restricted to high grade stock.

The following cable message has been received this day from Messrs. C. P. Low & Co., Yokohama:—

Steamship Empress of India sailed the 16th inst., taking—

For—	P'kgs.
New York.....	5,500
Chicago.....	5,500
Canada.....	2,000
Pacific ports.....

Total.....13,000

Steamship City of Rio de Janeiro sailed to-day, taking—

For—	P'kgs.
New York.....	5,000
Chicago.....	4,500
Canada.....	250
Pacific ports.....	500

Total.....10,250

Total export to date, 2,000,000 lbs. Freight next C. P. R. steamer, 2 $\frac{1}{4}$ c.; steamer via San Francisco, 2 $\frac{1}{2}$ c. per lb. gross; Suez Canal, £2 15s. Exchange, 2s. 11 $\frac{1}{2}$ d.; four months credit. Market uncertain.

R. W. FORESTER, agent.

COFFEE.

Coffee furnishes a fair trade, a good enquiry coming from all points. With no important changes to mention. A few small lots have moved from first hands during the week. Advices from New York report an advance of 1 cent. We quote:—Rio, 18 to

LONDON BROOM FACTORY.

Brooms, Brushes, Whisks, &c.

Send us a sample order.

Satisfaction guaranteed.

ROBERT GURD, London, Ont.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

J. P. CLEMES.

W. H. CLEMES.

M. P. CLEMES.

A. E. CLEMES.

THE BIG 4

EVERYTHING AND ANYTHING IN

=FRUITS=

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

CLEMES BROS.
TORONTO.

CEYLON TEA.

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

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

CANNED CORN BEEF.

ARMOUR'S
AND
CLARK'S | 1, 2 and 14 Pound Tins; with
and without key opener.

Now is the time to buy cheap.

See our Quotations.

LARD {Standard Comp'd.
Snowdrop
Pure Kettle Rend} Tubs and Pails.

BEST QUALITY! LOWEST PRICES!

T. B. ESCOTT & CO., London.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

DAVIDSON & HAY

Wholesale Grocers,

36 Yonge Street,

TORONTO.**TEAS.**

Just arrived, 1640 packages of fine English Breakfast Congou purchased at a very low price for cash.

Live merchants in places where our salesmen do not reach please write for samples and quotations. The value will surprise you.

Sloan & Crowther

WHOLESALE GROCERS,

19 Front St. E., Toronto.

**Canned Fruits,
VEGETABLES AND MEATS.**

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

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

STUART, HARVEY & CO.
HAMILTON.

Special Attention always given to Mail Orders.

ESTABLISHED 1851.

Just Received

New Atlas Prunes

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

N. QUINTAL & FILS,

WHOLESALE GROCERS,

274 St. Paul Street,

MONTREAL.**COFFEES**

RIOS—To arrive ex S. S. Humbolt.

IN STOCK:

East India, Java and Mocha.
EXCELLENT VALUE.**WARREN BROS. & BOOMER,**

35 and 37 Front St. East,

TORONTO, - ONT.

WE ARE OFFERING

AN EXCELLENT QUALITY OF

COLUMBIA RIVER SALMON**"INDIAN BRAND"**

at reasonable prices.

Write for Quotations.

SMITH & KEIGHLEY

WHOLESALE GROCERS,

9 Front St. E., Toronto

EDWARD**ADAMS & CO.**

ESTABLISHED 1846.

Wholesale Grocers and Importers of

TEAS,**SUGARS,****COFFEES,****TOBACCOS.**

95 & 97 Dundas St., London, Ont.

BALFOUR & CO.,
IMPORTERS OF TEAS

—AND—

**WHOLESALE GROCERS,
HAMILTON.**

WESTERN ONTARIO AGENTS FOR THE

Irish Mustard.

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

Thos. KINNEAR & Co

Wholesale Grocers,

TORONTO.**-: JAPAN TEAS :-**

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

Drop a postal card for samples.

49 Front Street East,

J. W. LANG & CO.,

WHOLESALE GROCERS,

JUST TO HAND:

**Ceylon AND Assam
TEAS.**

Several New Lines. Good value.

59, 61, 63 FRONT STREET EAST,

TORONTO.

CHOICEST

PORTO RICO**COFFEE**

NOW IN STORE.

PERKINS, INCE & Co.,

41-43 Front St. East,

J. F. EBY.

HUGH BLAIN.

1300**HALF CHESTS**

Medium and Low Grade

JAPAN TEAS

JUST RECEIVED

Best Values in Canada. Write for samples.

EBY, BLAIN & CO.,

WHOLESALE GROCERS,

TORONTO, ONT.

MONTREAL MARKETS—Continued.

20c., Java, 23 to 25c.; Mocha, 24 to 25c.; Jamaica; 19 to 21c.; Maracaibo, 22½ to 23c.; Santos, 17½ to 19c.

We have to report the continued good demand for rice from the west and other points, also a good local trade among our wholesale houses. The trade here report good sales, as quite a few car lots have gone forward since our last. Prices however remain the same. We quote Standard \$4 to \$4.10, Japan \$4.50 to \$5, Patnas \$4.50 to \$5, and Carolinas \$7 to \$8 per hundred lbs.

DRIED FRUIT.

There has been a fair movement in dried fruit during the week, and the demand for good quality is brisk. Stocks here in wholesale hands are said to be light. The general tone of the market is strong and prices are firmly held. We quote: Valencias, ordinary, 3½ to 4c.; No. 1 off stalk, 4½c.; layers, 6c. to 6¼c.; Patras currants, 5 to 5¼c.; Vostizzas, in cases, 7½ to 8c.; provincial currants, 4¾ to 5½c.; do. in half barrels, 5 to 6c.

NUTS.

The nut market is about the same as noted last week, with only a fair trade doing. Coconuts have dropped during the week and are now held easier at prices below. We quote: Almonds Tarragona 13 to 13½c.; almonds, Ivica, 12 to 13c.; almonds, common, 10 to 11c.; almonds, hardshell, 7 to 8c.; walnuts, Grenoble, new 11 to 12c.; walnuts, French 10 to 10½c.; coconuts per 100 \$4.00 to \$4.50; filberts 9 to 10c.; pecans 16 to 17c.; peanuts 7 to 10c.

GREEN FRUIT.

The cold snap which we have had this last few days has materially affected the green fruit trade but not to any extent. Oranges have the same movement at steady prices but shipments this week have not been as large as last. Messina oranges have a little better movement than other kinds. Lemons are in the same steady demand at firmer prices. The local demand would no doubt be large if the weather was warmer but on the whole the trade seem satisfied. Owing to large receipt of pineapples the trade have been pushing sales to some extent but at old prices for prime stock. The local demand for this line has been good during the week. Bananas have met with good sales since our last report and quite a few small lots have moved off. Strawberry stocks here are still scarce and old prices still rule. We quote: Valencia oranges \$6 to \$7; bloods in half boxes \$2.75 to \$3; Masenas \$4 to \$4.50; lemons \$2 to \$3.25; pineapples 7 to 15c. each, strawberries 25 to 50c. per box, bananas \$1 to \$1.50 per bunch.

APPLES.

Stocks of apples on spot are very light and prices have advanced for prime stock, which are in good demand at \$5 per barrel. Evaporated apples have about the same enquiry as noted last week, the same may be said about dried. We quote apples \$4.50 to \$5 per barrel; evaporated 6½ to 7c.; dried 4½ to 5½c., and evaporated peaches 12 to 13c. per tin.

HOPS.

Hops are about the same, the only business doing on spot is for actual wants, this no doubt is owing to the brewers being well stocked. Prices are the same, 24c. being about the figure. Pressed hops are having a fair jobbing movement at 16 to 18c.

FISH.

British Columbia salmon still meets with fair enquiry at former prices, this is the only line in fresh fish that has much call. Smoked

and pickled fish are quiet. We quote smoked Yarmouth bloaters, per 60 box, \$1.00 to \$1.10; St. John's bloaters, per 100 box, 80c. to \$1.00; boneless cod, large boxes, 6 to 7c.; do. small boxes 7c. to 8c.; finnan haddies, 7 to 8c.

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

PROVISIONS.

The tone of the provision market showed a decided improvement, and dealers are beginning to feel easier. The demand for pork and smoked meats has shown a much better mark and purchasers seem satisfied to pay prices quoted. We quote as follows:—Canadian short cut, per brl. \$16.25 to \$16.50; mess pork, western, per brl. \$14.00 to \$14.75; short cut, western, per brl. \$15.50 to \$17.00; hams, city cured, per lb. 10c. to 10½c.; lard, Canadian, in pails 8¾ to 9c.; bacon, per lb. 9 to 10c.; lard, com refined, per lb. 7 to 7¼c.

BUTTER AND CHEESE.

The butter market is quiet and easy this week, the only business doing is to supply local demand, even that is small. Factory men have been in town during the week offering their Fodder creamery at 20 to 21c., but the best bids they could get was 18 to 18½c. In dairy butter fine dairy is absorbed on arrival at 17 to 18c. Western is offering at 15 to 16c., but very little tub butter has yet arrived from the west. Sales of western rolls have been made during the week at 13 to 14c., and Morrisburg at 15c.

Cheese is quiet, but quite a few sales have been made for this week's steamers.

EGGS.

The egg market was steady up till a few days ago, when there were unmistakable signs of weakness and dealers found it necessary to make concessions in order to induce business. The receipts during the week were 5,984 packages against 8,690 the previous week. We quote prices nominal.

GRAIN.

The brokers continue to report that shippers are not taking the interest in the market expected at the time of year. There is no demand for wheat. For peas there is some enquiry, but bids not being up to holders' ideas of values little business results. Oats are in some demand at quotations. No. 2 hard Manitoba, 94 to 95c.; No. 3 do., 83 to 86c.; No. 2 Northern, 94 to 95c.; peas, 75c. to 76c. per 66 pounds; oats, 35 to 36c. per 34 pounds; corn, 57 to 60c., duty paid; feed barley, 40 to 42c.; barley, middling, nominal.

The stocks of grain and flour in store in Montreal show a decrease of 40,820 bush. of wheat, 54,862 bushels of peas, 16,403 bushels of oats, 2,966 barrels of flour, 75 barrels of oatmeal, and an increase of 4,047 bushels of barley and 635 bushels of rye, compared with a week ago. Compared with the corresponding time last year, there is an increase of 296,368 bushels of wheat, 187,931 bushels of peas, 350,878 bushels of oats, 72,124 bushels of barley, 17,138 bushels of rye, 4,973 barrels of oatmeal, and a decrease of 12,971 barrels of flour.

The stocks of flour and grain in store in

Montreal on the dates mentioned were as follows:

	May 21, 1892.	May 14, 1892.	May 23, 1891.
Wheat, bush.....	644,665	665,485	348,997
Corn, bush.....	5,032
Peas, bush.....	378,084	432,946	190,153
Oats, bush.....	460,169	476,572	109,391
Barley, bush.....	100,111	95,064	27,987
Rye, bush.....	40,646	40,011	23,508
Flour, brls.....	58,401	61,367	71,372
Oatmeal, brls.....	5,170	5,945	197

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., May, 25, 1892.

There is very little change in our market or business since last week. The weather has been unusually cold, and as a consequence spring work is backward.

Sugar—Is without change, our market is well supplied, and prices are the same as last week. Granulated \$4.40 to \$4.50; extra C. 3¾ to 3¼c., yellows \$3.35 to \$3.50.

Syrups and Molasses—Are selling slowly. There seems a good demand for the latter, and prices hold steady at 31 to 33c.

Provisions—American clear pork is quoted \$17 to \$17.25 per barrel, mess pork \$14 to \$14.50, extra plate beef \$13.50 to \$14.

Cheese—Is selling 11 to 12c. for new.

Butter—Is lower, at 18 to 22c.

Eggs—Are steady at 10 to 11c.

Beans—Are \$1.25 to \$1.40.

Fish—Dry cod, large, per quintal \$4.85 to \$5; medium cod \$4.50 to \$4.70; pollock \$2.50 to \$2.60; shad per half barrel \$5 to \$6; herring, bag, half barrels \$1 65 to \$1.75.

The early closing movement is progressing very satisfactorily in Nanaimo, B. C.

The Aylmer Canning Company are shipping two carloads of canned apples to London, England.

Mr. H. W. Waddell, of Dresden, was in Toronto, this week, on business for his firm, which does an extensive business in that section of the Province.

The Nanaimo, (B. C.) City Council has declined to grant a bonus in aid of the proposed establishment of a local soap factory, being opposed to the principle of bonuses.

The London Free Press says:—The City Council have arranged to let space under the market bazaar to hucksters and those who rent. These will be exempt from prosecution if they buy on the market. The Council has also allotted the space north of the Covent Garden market to the florists, and hucksters who do not rent are not to have any regular space or any of the privileges in the power of the Market Clerk to give, such as allowing sample bags, etc., on the ground. After being notified the hucksters went into their old places on Saturday. For this soon the P. M. will be asked to decide whether the city own the market or not.

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

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

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

HALIFAX SUGAR REFINERY, (LTD.)

“WOODSIDE” BRAND.

PURE CANE SUGAR. NO BEET. NO CHEMICALS.

OUR Extra Standard Granulated is absolutely Pure and has no Superior.

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

STORAGE—Bond or Free
Warehouse Receipts Issued.
CASH ADVANCES MADE ON ALL KINDS OF MERCHANDISE.
WILLIAM HARDER,
Successor to J. M. Davison & Co.,
54 and 56 Wellington Street East.

SEPTEMBER AND OCTOBER CHEESE

Selected from the finest factories in Canada.

F. W. FEARMAN,
Hams, Bacon, Lard,
HAMILTON.

YOUR STOCK

Is not complete without a full line of

Munn's Boneless Codfish.

There is no nicer or choicer material packed anywhere.
Be sure and send your orders for this ECONOMIC and CONVENIENT article of food.
Packed in 9 lb. bricks.
Assorted Boxes 5 lb., 10 lb., 20 lb. and 40 lbs.

We have also on hand
Thick Codfish Steak,
packed in 100 lb. Boxes.

BUY THE BEST.

STEWART MUNN & CO.,
22 St. John St., Montreal.

GANONG BROS., ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

There is no other Blacking for sale in Canada equal to
P. G. FRENCH BLACKING.

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

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

E. BROWN & SON'S

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

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

"SEEN IN THE PAPER."

The presiding genius of a large commercial firm in this city said to me the other day: "Within the past five years we have reduced our expenditures in newspaper advertising just about one-half. You remember, we used to be profuse advertisers in the public prints. Our reasons for retrenching in that line were owing to a system of circularizing that I invented, tried and found effective."

He then proceeded, under the promise that I would not divulge it, to explain the circularizing system which he devised and which is certainly very ingenious. But he did not convince me that he was making any more money operating thus than he did when he more liberally patronized the newspapers.

The day has gone by for circulars; at least for the kind that advertise patent medicine "fakes" and the thousand and one nostrums that the public has grown incredulous about. In some cases, doubtless, a neat circular may be used to advantage in these times, especially if it contains any announcement in which certain people are interested. On the other hand, how few there be who can spare the time to peruse every circular thrust into their hands, and how disgusted are those who, deceived by an attractive head-line and an illusory opening, wade through the dreary wilderness of hyperbole that usually is encountered in these gratuitous sheets.

A great deal is expressed in the oft heard phrase: "I saw it in the paper." It implies, first, that the matter, whether an advertisement or news, has been read; and second, it implies more or less confidence in what has been read.

How many stories are prefaced with these words: "I saw a good thing in the paper the other day"? In like manner the fair shopper enters a store and remarks: "I see by the papers that you have marked down your dress goods. I'd like to look at 'em."

All this illustrates that newspapers are deliberately read and their contents remembered. I have frequently overheard men discussing politics, theology or current affairs in some public place. As a rule, they repeat the views that they have read in their favorite newspapers, like so many parrots; for original thinkers do not seem to be wildly abundant in elevated railway trains and ferryboats.

Another thing is noticeable about newspapers, and that is that people read the advertisements in them with more interest than of yore. The evolution of advertising has been rapid within the past twenty years, and it now can be well termed an art—not perhaps the polite art by which we distinguish belles lettres, but still an art. Brains capable of producing enthralling romances and charming poetry are now engaged in writ-

ing "ads," presumably because the latter kind of composition is more lucrative. And advertisers have come to understand that there is a broad financial gulf between loosely constructed, ramshackle advertisements and those which are the very pink of perfection in arrangement and conciseness. And in order to place before the public artistic, attractive and effective advertisements in newspapers, clever thinkers and unimpeachable grammarians must be employed.

Can it be possible that in the Golden Age of our Republic the newspaper advertisement may have reached such a state of evolution that it will vie with the best news item or the most piquant bit of scandal in general interest?—L. Mead, in Printers' Ink.

THE ADVANTAGE OF FREQUENT SETTLEMENTS.

It is probably the experience of most retailers who keep a "running account" with customers that when a settlement is finally made, the customer denies the accuracy of the account and says he does not owe any such amount. Then comes a long dispute, and frequently ill feeling is engendered before the matter is settled.

A customer almost always underestimates the amount of his bill when he "carries the amount in his head." He may not intend to be inaccurate, but he cannot avoid it. But the blame should not all be upon him, for the retailer should insist upon frequent settlements so as to avoid just such difficulties.

Between retailers and wholesalers there is little chance for such disputes, for that wholesaler is a "rare bird" nowadays who does not send out his monthly statements; and if the accounts are not paid they are at least balanced, and the balance forwarded.

A good business man will insist on a settlement at stated periods, say thirty, sixty, or ninety days, and there should be a full accounting and settlement made by carrying the balance forward if the account is not paid in full. We have known retailers to have no settlement with customers for a year, and no statements rendered in the meanwhile. There is apt to be trouble in making such a settlement, and a full itemized statement might as well be made when such a settlement is undertaken. But running accounts should be shunned.—Grocers Bulletin.

A customer secured is a promise of greater salary in time.

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

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

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

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

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

WEAK-KNEED DOCTRINE.



Fiery Orator—Yaw, shentlemens, der tiem vas ripe for making an end to der so-called rightsof private property, und—

Auditor—Lend me your pipe, Hans; you can't smoke und talk, too.

Fiery Orator (bridling)—Mine friendt, dot vas my pipe. I bought it, don'd you see!

ILLUSTRATED TESTIMONIALS.



"Tokay Rope Co. Gentlemen—I was present at a trial of your new-style hemp rope. It worked admirably. Yours truly,

"LEFT HANGING."

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

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

Every line of goods embodies a history and a science worth years of study to understand

Indispensable,
Incomparable,
Faultless.



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

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

Our Matches please the
Public Everywhere.

TORONTO BRANCH ·

29 Front St. W.

The E. B. EDDY CO.,

Hull, Canada.



SALES MADE OR PENDING.

Geo. B. Maling, provision dealer, Halifax, has sold out.

H. J. Fowler, general merchant, Hampton, N. B., has sold out.

W. F. Britton, grocer, Toronto, has sold out to John Davison.

H. K. Webster, dealer in flour, meat and feed, Truro, N. S., has sold out.

C. P. Knight, general merchant, Emerson, Man., is selling out by auction.

B. Farrel, general merchant, Kentville, N. S., advertises his property for sale.

F. G. Davidson, feed merchant, Edmunton, Man., has sold out to Williams & Reed.

Reuben Harlow, general merchant, Shubenacadie, N. S., advertises his stock for sale.

CHANGES IN STYLE OR PARTNERSHIP.

McGarity & Kinsella, grocers, Montreal, have dissolved.

Steel & Campbell, flour and grain merchants, Montreal, have dissolved.

West & Rendell, provision dealers, St. John's, Nfld., have dissolved.

REMOVALS AND DEATHS.

Gregor Burgess, general merchant, Berstonis, Que., is dead.

F. C. Dube, of Dube & Fils, wholesale flour and provision merchants, Fraserville, Que., is dead.

FIRES.

John White, grocer, Midland, Ont., is burnt out.

D. Sullivan, grocer, Peterboro', Ont., is burnt out.

C. M. Bostwick, & Co., wholesale grocers and lumber manufacturers, St. John, N.B., have had their saw-mill burnt.

The following grocers were burnt out in Fairville, N.B.:—Daniel Brophy, insured; Robert Catherwood, insured; Mrs. Dalton, partially insured; Geo. Ervine, insured; Robert Ervine, partially insured; Thomas H. Wilson, insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Joseph Trappier, grocer, Montreal, has assigned.

E. Booth, fruit dealers, Nanaimo, B. C., has assigned.

Alexis Leburn, grocer, Fraserville, Que., has assigned.

J. & A. Kent, crockery ware dealers, Halifax, have assigned.

H. N. Shaw, grocer, Ottawa, has assigned to P. Larmouth, Ottawa.

Joseph Morin, grocer, Montreal, has called a meeting of his creditors.

C. A. Mercier, general merchant, Montagu, Que., has assigned.

Livingstone & Co., general merchants, Glenboro, Man., have assigned.

Edward Barras, grocer, Levis, Que., has assigned to A. Carrier & Son, Levis.

Wm. Dunn, general merchant, Washington, Ont., has assigned to Geo. Foster.

Denis & Durocher, flour and feed merchants, St. Hyacinthe, Que., has assigned.

Jacob Corkam, jr., general merchant, Conquer Bank, is offering to compromise.

E. H. Kelcey, general merchant, Loring, Ont., has assigned to Campbell & May, Toronto.

M. W. Aubin, wholesale provision merchant, Montreal, is offering to compromise at 50c. in the dollar, cash.

P. CORRIDI,

Accountant, Auditor, Receiver, Etc.

EXPERT AUDITING, and ACCOUNTANCY A SPECIALTY.

Accounts Adjusted, Statements of Affairs Prepared.

Sole Representative for Toronto, for Goldman's System for Locating Errors in Trial Balances.

No Accountant or Book-keeper should be without it. Call or write and get particulars.

Office, Room 26, York Chambers, 9 Toronto St., TORONTO.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin.

Special Agent for the Dominion:

C. E. Colson, Montreal

THE
"MONSOON"
BRAND

Pure Indian Tea

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

STEEL, HAYTER & CO.,

Growers' and Importers,

TORONTO

TANGLEFOOT
Sticky Fly Paper

IS SOLD IN

CANADA

By the following Jobbers:

TORONTO.

Lyman Bros. & Co.

Kilgour Bros.

MONTREAL.

Evans & Sons, Ltd.

Lyman Sons & Co.

Lyman, Knox & Co.

Kerry, Watson & Co.

N. Quintal & Fils.

QUEBEC.

W. Brunet & Co.

Edmund, Giroux & Bro.

KINGSTON.

Henry Skinner & Co.

LONDON.

Jas. A. Kennedy & Co.

C. McCallum & Co.

HALIFAX.

Brown & Webb.

Forsyth, Sutcliffe & Co.

Simson Bros. & Co.

WINNIPEG.

Martin Rosser & Co.

VICTORIA.

Moore & Co.

Langley & Co.

VANCOUVER.

H. McDowell & Co.

NANAIMO.

E. Pimbury & Co.

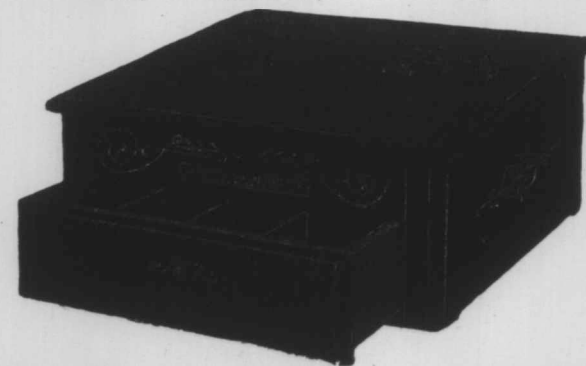
NEW WESTMINSTER.

D. S. Curtis & Co.

TANGLEFOOT NEVER SPOILS.

Autographic Cash Registers.

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



We make 34 different kinds of Cash and Autographic Registers

PRICES:

\$15, \$20, \$25, \$30,
\$50, \$60, \$75,
\$100, \$125, \$150,
\$175, \$200,
\$225 and \$250.

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

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

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

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

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

Cleveland's Baking Powder yields best profit to the grocer, and is of such a superior quality that a customer gained is always retained.



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—

Pumpkins, 3's	0 90	1 00
Raspberries, 2's	3 00	3 25
Strawberries, choice 2's	2 25	2 40
Succotash, 2's	2 00	2 40
Tomatoes, 3's	1 50	1 65
Finnan haddies	1 10	1 15
Lobster, Clover Leaf	1 50	1 50
Other brands	2 25	2 25
Crown flat	1 90	2 10
Mackerel	1 00	1 10
Salmon, Horseshoe, talls	1 45	1 45
white hats	1 10	1 25
Sardines Albert, 1/4's tins	12 1/4	12 1/4
Martiny, 1/4's	10 10 1/4	10 10 1/4
Other brands, 9 1/2	11 16 1/2	11 16 1/2
P & C, 1/4's tins	23 25	23 25
Sardines Amer, 1/4's	6 1/2	8
1/4's	9 11	9 11

CANNED MEATS.
(CANADIAN)

Comp. Corn Beef	1 lb cans	\$1 50	\$1 65
" "	" "	2 55	2 70
" "	" "	4 80	5 00
" "	" "	8 00	8 25
" "	" "	14	17 50 18 50
Minced Collops, 2 lb cans		2 60	2 60
Roast Beef	1 lb cans	1 50	1 50
" "	" "	2 60	2 75
" "	" "	4 75	4 75
Par Ox Tongue, 2 1/2 lb cans		\$8 00	8 25
Ox Tongue	2 lb cans	7 85	8 00
Lunch Tongue	1 lb cans	6 00	6 25
English Brawn	2 lb cans	2 75	2 80
Camb. Sausage	1 lb cans	2 50	2 50
Soups, assorted	1 lb cans	1 35	1 35
Soups & Bouilli	2 lb cans	2 25	2 25
" "	1 lb cans	1 80	1 80
" "	1 lb cans	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
Devilled Tongue or Ham, 1/2 lb cans		1 40	1 40
Devilled Chicken or Turkey, 1/2 lb cans		2 25	2 25
Sandwich Ham or Tongue, 1/2 lb cans		1 50	1 50
Ham, Chicken and Tongue, 1/2 lb cans		1 75	1 75

CHEWING GUM.
ADAMS & SONS.

Tutti Frutti, 36 5c bars		\$1 20
Pepsin Tutti Frutti, 23 5c packets		0 75
Orange Blossom (new) 150 pieces		1 00
(each box contains a bottle of high class perfume. Guaranteed first class)		
Monte Cristo, 180 pieces		1 80
(with brilliant stone ring)		
Sappots, 150 pieces		1 00
Sweet Fern, 230		0 75
Red Rose, 115 pieces		0 75
Magic Trick, 115		0 75
Colah, 115		0 75

Puzzle Gum	115 pieces	0 75
Bo-Kay	150	1 00
Mexican Fruit, 36 5c. bars		1 20
Flirtation Gum (new) (115 pieces)		0 65
C. T. HEISEL.		
To retailers per box		
Red Jacket,	115 pieces	0 75
Royal Fruit,	36 5c. pkgs.	1 20
Digestive,	120 pieces	0 80
Largest Heart	150	1 00
Globe picture	150	1 00
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,	120	1 00
Cracker,	114	1 00
O-Dont-O,	144	1 00
Little Jap,	100	0 70
Dude Prize,	144	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock (guaranteed.)		3 75

CHOCOLATES & COCOAS.
TODHUNTER, MITCHELL & CO. S.

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
Sante, 1/4's	6 and 12 lbs.	0 26
Diamond, 1/4's	6 and 12 lbs.	0 24
Sticks, gross boxes, each		1 00
Cocoa, Homoeopatic, 1/4's, 8 & 14 lbs		30
" Pearl		25
" London Pearl	12 & 18	22
" Rock		30
" Bulk, in bxs		18
BENSCHORP'S ROYAL DUTCH COCOA.		
1/2 lb. cans, per doz.		\$2 40
1 lb. cans, per doz.		4 50
1 1/2 lb. cans, per doz.		8 50

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 (1/4's)		32
Mott's Breakfast Cocoa		35
Mott's Breakf. Cocoa (in tins)		40
Mott's No. 1 Chocolate		30
Mott's Breakfast Chocolate		28
Mott's Caracas Chocolate		40
Mott's Diamond Chocolate		22
Mott's French-Can. Chocolate		20
Mott's Navy or Cooking Choc.		28
Mott's Cocoa Nibs		30
Mott's Cocoa Shells		5
Mott's Vanilla Chocolate stick	22c-24	
Mott's Confec Chocolate	22c-40	
Mott's Sweet Choc. Liquors	21c-30	
COWAN COCOA AND CHOCOLATE CO.		
Cocoas—		
Hygienic, 1, 1/2 lb. boxes		70, 75
Iceland Moss 1/2 lb in 12 lb boxes		35
Soluble (bulk) 15 & 30 lb boxes		18, 20
Soluble (tins) 6 lb and 12 lb		30
Cocoa Nibs, any quantity		30, 35
Cocoa Shells, any quantity		05
Cocoa Essence	per doz	1 40

Chocolates—

Mexican, 1/4, 1/2 in 10 lb bxs	36
Jusel's Dessert,	40
Vanilla	35
Sweet Caracas	32
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross	40
Pure Caracas (plain) 1/4, 1/2 lbs	00
Royal Navy (sweet)	30
Confectioners', in 10 lb cakes	30
Chocolate Creams, in 3 lb bxs	30
Chocolate Parisien, in 6 lb bxs	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs. 12 & 25 lbs each	38
Baker's Vanilla in bxs 12 lbs each	38
Caraccas Sweet bxs 6 lbs each, 12 bxs in case	38
Eagle, sweet & spiced, bxs 12 lbs each	38
Vanilla Tablets, 416 in box, 24 bxs in case, per box	38
Spanish Tablets, 100 in box, 12 bxs in case	3 00

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes, 12 lbs each	25
Grocers' Style, in cases 24 boxes, 6 lbs each	25
48 Fingers to the lb., in cases 12 bxs 12 lbs each	25
48 Fingers to the lb., in cases 24 bxs 6 lbs each	25
Cocoa—	
Pure Prepared boxes, 12 lbs each	40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers	32
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers	32
Cracked, in bags, 6, 10 & 25 lbs each	30
Cocoa and shells, 12s and 25s	32
Breakfast Cocoa—	
In bxs 5 & 12 lbs., each, 1/2 lb. tins	45
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters	45
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins	40

GIBSON & GIBSON'S per lb
(J. M. Lowe, Son & Co., Toronto, Manufacturers.)

Sydney Gibson's Cocoa, 1/4's	0 30
Dr. Clarke's Cocoa, 1/2's and 1/4's, 5 tins	0 45
Soluble Cocoa bulk in boxes	0 18
Prepared do	0 22
Sydney Gibson's Chocolate, 1/4's and 1/2's	0 30
Gibson's Rock do	0 28
Dr. Clarke's do	0 30
Confectioners' Pure Chocolate 10 lb. blocks	0 80
Gibson's Icins, 1 lb / 24 lbs in case	2 25
do do 1 lb	1 25
Packed, chocolate, pink or white assorted, or if required, any kind separate.	

CLOTHES PINS.

5 gross, per box	0 75
4 gross, "	0 85
6 gross, "	1 20

CHAS. BOECKH & SONS, per box

5 gross, single & 10 box lots	0 75	0 80
35 Star, 4 doz. in package		0 85
32 " 6 " "		1 25
25 " 4 " cotton bags		0 90

COFFEE.

GREEN		c. per lb
Mocha		28 33
Old Government Java		25 35
Rio		17 20
Plantation Ceylon		23 31
Porto Rico		24 28
Guatemala		24 26
Jamaica		22 23
Maracaibo		24 27
3 WHOLE ROASTED OR PURE GROUND		
ELLIS & KRIGLEY'S		
c. per lb		
Java		33 37
5 Java and Mocha		34 36
Plantation Ceylon		35
Arabian Mocha		37
Santos		28 28
English Breakfast		16 24
Royal Dandelion in 1 lb tins		26

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend	33
Our Own	31
Laguayra	29
Mocha and Java	32 33
Java, Standard	33
" Old Government	30 32
Arabian Mocha	36
Santos	28
J. W. COWAN & CO.	
Standard Java in sealed tins, 25 and 50 lbs.	36
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs	20 30
Say's Parisien, in 1/2 and 1 lb tins	30

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol		0 06	0 07
Brimstone		0 08	0 08 1/2
Borax		0 19	0 14
Camphor		0 65	0 75
Carbolic Acid		0 80	0 50
Castor Oil		0 10	0 08
Cream Tartar		0 28	0 30
Epsom Salts		0 01 1/2	0 02
Paris Green		0 16	0 17
Extract Logwood, bulk		0 18	0 14
" " boxes		0 15	0 17
Gentian		0 10	0 18
Glycerine, per lb		0 17	0 20
Hellebore		0 16	0 17
Iodine		5 50	6 00
Insect Powder		0 30	0 35
Salpetre		0 08 1/2	0 09
Soda Bicarb, per keg		2 50	2 75
Sal Soda		1 00	1 25
Madder		0 19 1/2	

ALWAYS ORDER

RECKITT'S BLUE.

TO THE MERCHANTS OF CANADA.

If you have not already done so send us a trial order. We believe our

BISCUITS are the best made. If they are not we never expect another order.

Toronto Biscuit and Confectionery Co.,

7 Front St. E., Toronto.

Prices current, continued—

DURABLE PAILS AND TUBS

WM. GANE & SONS, MANUFACTURING CO NEWMARKET.

Table listing steel hoops, painted and grain'd, brass hoops, oiled and varnish, No 1 tubs, No 2, No 3.

EXTRACTS.

Table listing Dalley's Fine Gold, No. 8, p. doz. \$0.75, No. 1, 1 1/4 oz., No. 2, 2, 2 oz., No. 3, 3 oz.

FIRE LIGHTER.

"Star" Fire Lighter, per gross \$1.70

FLUID BEEF.

JOHNSTON'S, MONTREAL

Table listing Cases, No. 1, 2 oz tins, No. 2, 4 oz tins, No. 3, 8 oz tins, No. 4, 1 lb tins, No. 5, 2 lb tins.

FRUITS.

FOREIGN.

Table listing Currants, Provincial, bbls, Filigras, bbls, Patras, bbls, Vostizzas, cases, 5-crown Excelsior.

Table listing Dates, Persian, boxes, Figs, Elemes, 14oz., per box, Seven-Crown, Prunes, Bosnia, cases, Raisins, Valencia, off stalk, New off stalk, Selected, Layers, Raisins, Sultanas, Eleme, Malaga.

Table listing London layers, Loose muscatels, Imperial cabinets, Donnoisseur clusters, Extra dessert, Royal clusters, Fancy Vega boxes, Black baskets, Blue, Fine Dehesas.

Table listing Lemons, Oranges, Floridas, Valencia, Messinas, Seedlings, Navels.

DOMESTIC.

Table listing Apples, Dried, per lb, do Evaporated.

FISH.

Table listing Oysters, per gallon, select, per gallon, Pickarel, Pike, White fish, Manitoba White fish, Salmon Trout, Lake herring, Pickled and Salt Fish, Labrador herring, Shore herring, Salmon trout, White Fish, Dried Fish, Codfish, Boneless fish, Boneless cod, Smoked Fish, Finnan Haddies, Bloaters, Digby herring, Sea Fish: Haddock, Cod, B.C. salmon, Market Cod, Frozen Sea Herrings.

GRAIN.

Table listing Wheat, Fall, No. 2, Red Winter, No. 2, Wheat, Spring, No. 2, Man Hard, No. 1, No. 2, No. 3, Oats, No. 2, per 34 lbs, Barley, No. 1, per 48 lbs, No. 3 extra, No. 3, Rye, Peas, Corn.

HAY & STRAW.

Table listing Hay, Pressed, "on track", Straw Pressed.

HARDWARE, PAINTS AND OILS.

Table listing CUT NAILS, from Toronto, 50 to 60 dy basis, 40 dy, 30 dy, 20, 16 and 12 dy, 10 dy, 8 and 9 dy, 6 and 7 dy, 5 dy, 4 dy A P, 3 dy A P, 4 dy C P, 3 dy C P.

HOSE NAILS: "C" 60 and 5 per cent. from list.

HOSE SHOES: From Toronto, per keg.. \$3.60 \$3.70

SCREWS: Wood—

Table listing Flat head iron 7 1/2 p.c. dis, Round " " 7 1/2 p.c. dis, Flat head brass 75 p.c. dis, Round head brass 70 p.c.

WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x5 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]

Table listing 1st break (25 in and under), 2nd (26 to 40 inches), 3rd (41 to 50), 4th (51 to 60), 5th (61 to 70).

Table listing ROPE: Manila, Sisal, New Zealand.

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 10 per cent.

HINGES: Heavy T and strap, Screw, hook & strap.

WHITE LEAD: Pure Ass'n guarantee ground in oil, 25 lb. irons, No. 1, No. 2, No. 3.

TURPENTINE Selected packages, per gal, LINED OIL per gal, raw, Billed, per gal., GLUE: Common, per lb.

INDURATED FIBRE WARE.

Table listing 1/2 pail, 6 qt., Star Standard, 12 qt., Milk, 14 qt., Round bottomed fire pail, 14 qt., Tubs, No. 1, Nests of 3, Keelers No. 1, Milk pans, Wash Basins, flat bottoms, Handy dish, Water Closet Tanks.

JAMS AND JELLIES.

Table listing DELHI CANNING CO, Jams assorted, extra fine, 1's, Jellies, extra fine 1's, TORONTO BISCUIT & CONFECTIONERY CO, Jams, absolutely pure—apple, Family, Black and Red currant, Raspberry, Strawberry, Peach and Gooseberry per lb., Plum, Jellies—pure—all kinds, These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails, Marmalade—orange.

LARD.

"FAIRBANK'S" REFINED COMPOUND.

Table listing In Butte Tubs, Fancy, 3-hoop pails, 80 lb. cases of 8 lb., 5 lb., and 10 lb. tins, per lb.

LICORICE.

YOUNG & SMYLYE'S LIST.

Table listing 5 lb boxes, wood or paper, per lb, Fancy bxs. (36 or 50 sticks), per box, "Ringed" 5 lb boxes, per lb, "Acme" Pellets, 5 lb cans, per can, "Acme" Pellets, Fancy boxes (30s) per box, "Acme" Pellets, Fancy paper boxes, per box (40s), Tar Licorice and ToluWafers, 5 lb cans per can, Licorice Lozenges, 5 lb glass jars, Licorice Lozenges 5 lb cans., Purity" Licorice, 300 sticks, Imitation Calabria, 5 lb bxs per lb.

MINCE MEAT.

Table listing BRYANT, GIBSON & CO'S—TORONTO, Mince Meat, 1/2 gal glass jars, \$9.50, Ditto 25 and 40 lb pails, per lb, J. H. WETHEY'S—ST. CATHARINES, Condensed, per gross, net.

MUSTARD.

Table listing DURHAM, FINE, in 1/2 and 1 lb tins, per lb, Fine, in 1 lb jars, Fine, in 4 lb jars, Ex Sup. in bulk, per lb, Superior in bulk, per lb, Fine.

CHERRY'S IRISH.

Table listing Pure in 1 lb. tins, Pure in 1/2 lb. tins, Pure in 1 lb. tins.

NUTS.

Table listing Almonds, Ivica, Tarragona, Fornigetta, Almonds, Shelled Valencia, Jordan, Canary, Brazil, Cocanuts, Filberts, Sicily, Pecans, Peanuts, roasted, green, Walnuts, Grenoble, Bordeaux, Naples, cases, Marbots, Chilis.

"OUR NATIONAL FOODS.

Table listing Desiccated Wheat, Rolloed Oats, Snow Flake Barley, Desiccated Rolloed Wheat, Buckwheat Flour, S. B., Prepared Pea Flour, Baravens Milk Food, Patent Prepared Barley, Patent Prepared Groats, Gluten Flour, Farina, very choice.

Prices current, continued.

PETROLEUM.

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

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO PICKLES.

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

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

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

SAUCES.

John Bull, kegs, per gal	1 25
" 1/2 pt bottles, per doz	1 25
" 1/4 pt bottles, per doz	1 00
(according to quantity) 90c. to Devonshire Relish, kegs per gal	1 75
per doz	1 25
Niagara Tomato, kegs, per gal	1 25
Reputed pts	1 25
Raspberry Vinegar, per doz	2 25
Raspberry Syrup and Vinegar	2 25

Terry's Candied Peels. c. p. pecl	
Lemon, 7 lb. boxes	\$3 60 \$3 75
Orange, "	6 25 6 50
Citron, "	

LEA & FERRIN'S. per doz.

Worcester Sauce, 1/2 pts.	\$3 60 \$3 75
" " " pints	6 25 6 50

LAZENBY & SONS

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

PRODUCE.

DAIRY.

Butter, creamery, tubs.	\$0 17 \$0 20
" dairy, tubs, choice	0 14 0 15
" " " medium	0 12 0 14
" low grades to com	0 10 0 12
Butter, pound rolls	0 16
" large rolls	0 12 0 13
" store crocks	0 12 0 13
Cheese	0 09 1/2 0 11 1/2

COUNTRY.

Eggs, fresh, per doz.	0 10 1/2
" limered	1 10 1 25
Beans	2 25 2 75
Onions, per bbl.	0 30 0 42
Potatoes, per bag.	0 13 0 18
Hops, 1890 crop	0 18 0 25
" 1891 "	0 07 0 10
Honey, extracted	0 12 0 16
" section	

PROVISIONS.

Bacon, long clear, p lb.	0 07 1/2 0 08
Pork, mess, p. bbl.	13 00 14 00
" short cut	16 00 16 50
Hams, smoked, per lb.	0 10 1/2 0 11
" pickled	0 09 1/2 0 10
Bellies	0 09 1/2 0 10 1/2
Rolls	0 08 1/2 0 10
Backs	0 10 1/2 0 11
Lard, Canadian, per lb.	0 07 0 08
Compound	0 05 0 05 1/2
Tallow, refined, per lb.	0 05 0 05 1/2
" rough,	0 02

RICE, ETC.

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

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

SPICES.

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 18
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.

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

BRITISH AMERICA STARCH CO BRANTFORD.

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

KINGSFORDS OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2 and 4 lb pack'g's	8
35-lb " 3 lb. packages	8
12-lb "	8 1/2
38 to 45-lb boxes	8
Silver Gloss Starch—	
40-lb boxes, 1, 2 and 4 lb. pack'g's	9
40-lb " 1 lb. package	9 1/2
40-lb " 1/2 lb.	10
40-lb " assorted 1/2 and 1 lbs.	9 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9

Oswego Corn Starch—for Puddings, Custards, etc.—	
40-lb boxes, 1 lb packages	8 1/2
20-lb "	8 1/2

ST. LAWRENCE STARCH CO'S

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

SUGAR.

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

SALT.

Bbl salt, car lots	1 20
Coarse, car lots, F.O.B.	0 70
" small lots	0 85 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	1 1/2 2
M	2 2 1/2
B	2 1/2 2 1/2

KINGSFORD'S

OSWEGO

STARCH



PURE AND SILVER GLOSS CORN STARCH

FOR THE LAUNDRY | FOR THE TABLE

THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

T. KINGSFORD & SON,

OSWEGO, N.Y.

ST. LAWRENCE Corn Starch
FOR COOKING.

ST. LAWRENCE Ivory Gloss
FOR THE LAUNDRY.

These brands are to-day RECOGNIZED as

THE HIGHEST STANDARD,

And are supplied by all leading GROCERS to the best

FAMILY TRADE.

Prices current, continued—

V.B.	24	28
E.V.B.	24	24
E. Superior	24	24
XX	24	24
XXX	24	3
Crown	3	24

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 88	0 40
" " barrels	0 42	0 44
" " 1/2 barrels	0 44	0 46

SOAP.		per lb
Ivory Bar, 1 lb. bars	54	54
Do. 2, 6-16 and 3 lb bars	54	54
Primrose, 4 1/2 lb bars, wax W	44	44

John A. cake, wax W. per doz	42
Mayflower, cake	43
Gem, 3 lb bars per lb	34
" 13 oz. 1 and 2 lb. bars	34
Queen's Laundry, per bar	59
Pride of Kitchen, per box	2 75
Sapallo, 1/2 gross boxes	3 25
" per gross, net cash	12 00

MORSE'S SOAPS.		Per lb
Mikado (wrapped)	0 04	0 04
Eclipse	0 04	0 04
Stanley Bar	0 04	0 04
Defiance	0 04	0 04
Toronto, 12 oz.	Per doz	0 50
Ruby, 10 oz.	"	0 80
Monster, 8 oz.	"	0 24
Detroit, 14 oz.	"	0 48
Lily White	"	0 80
Everyday	"	0 80
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	3 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	
Sweet Briar	0 72
Extra Perfume	0 85
Old Brown Windsor Squares	0 80
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
Heliotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
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
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

TEAS.

CHINA GREENS		per lb
Gunpowder—		
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 SUEYS.

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

JAPAN.

Half Chests—		per lb
Choicest	38	40
Choice	32	36
Finest	28	30
Fine	25	27
Good medium	22	24
Medium	19	20
Good common	16	18
Common	12 1/2	15
Nagasaki, 1/2 chests Pekoe	16	22
" " Oolong	14	15
" " Gunpowder	16	19
" " Siftings	5	9

Congou—		per lb
Half Chests, Kaisow, Mon- ing, Pakling	12	55
Caddies, Pakling, Kaisow	18	50

INDIAN.

Darjeelings	35	50
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, 7's	57
Laurel, 8's	57
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 and Lovely, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" " in 75 lb boxes	51
Bright Smoking Plug Myrtle, T & Lily, 7's	60
B. 3's	55
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1/2 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

GLOBE TOBACCO COMPANY.

CUT SMOKING TOBACCO.		Per lb
The Old Flag, 1/2 b. in 5 lb. boxes	70c	
" " " 1 lb. Fancy Tins	70c	
" " " 1/2 " " " "	41c	

Gold Flake, 1-5, 6 lb boxes	70c
" " 1, 5	70c
" " 1-10, 5	80c
" " 1 fancy tins	70c
" " 1 " glass jars	41c
" " 1 " glass jars	77c
Hand Made, 1-5, 6 lb boxes	65c
" " 1, 6	68c
" " 1 fancy tins	68c
" " 1 " glass jars	40c
" " 1 " glass jars	75c

GRANULATED SMOKING TOBACCO.

Uncle Tom, 1-5, 6 lb boxes	45c
" " 1-10, 6 lb	45c

LONG CUT SMOKING TOBACCO.

Wig Wag, 1/2, 6 lb boxes	41c
" " 1-5, 6 lb	43c
" " 1-10, 6 lb	45c

FINE CUT CHEWING TOBACCO.

Golden Thread, 5 & 10 lb pails	95c
Globe	90c
Victoria	75c
High Court	70c
Jersey Lilly	65c
Golden Thread 16" Foil in, 1-1 gro.	9 05
boxes, per gross	9 05
Solace " 1-16" Foil in 1 gro.	6 05
boxes, per gross	6 05

CIGARS—S. DAVIS & SONS, Montreal.

SIZES.		Per M
Madre E' Hijo, Lord Landsdow	\$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, all Tobacco—

Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES.		Per M.
Athlete	\$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 TOBACCO.

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

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb	1 15
Hyde Park	10 50

VINEGAR.

A. HAAZ & CO	
XX, W.W.	0 21
XXX, W.W.	0 25
Honey Dew	0 30
Pickling	0 30
Maiting	0 45

THE BADGEROW DIXON VINEGAR CO

French Bordeaux	per gal	0 34
Tarragona	"	0 32
Triple	"	0 30
Fruit Vinegar	"	0 27
Pickling	"	0 28
XXX	"	0 25
Extra XX	"	0 22
XX	"	0 20
Cider Vinegar	"	0 16
Honey Vinegar	"	0 25
Eng. Malt Vinegar	"	0 50
Bottled Malt Vinegar, qts.	"	2 00
Methylated Spirits	"	2 00 to 2 25

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 70
" " " "	"	1 90
Pails, 2 hoops, clear	No. 2	1 60
" " " "	"	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 40
" " Northern Queen	"	2 25
" " Planet	"	1 70
" " Waverly	"	1 60
" " X X	"	1 50
" " X X	"	1 30
" " Single Crescent	"	1 85
" " Double	"	2 75
" " Jubilee	"	2 25
" " Globe Improved	"	1 90
" " Quick and Easy	"	1 80
" " World	"	1 75
" " Rattler	"	1 30

per case.

Matches, 5 caselots, single cases	
Parlor	1 60
Telephone	3 60
Telegraph	3 80
Safety	4 20
French	3 50
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

per doz

Mops and Handles, comb.	1 25
Butter tubs	\$1 60
Butter Bowls, crates ast'd	3 60



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

YEAST.

BARM MFG. CO.	per box
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

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

: NO BLUEING :

Material whatsoever is used in the manufacture of
OUR GRANULATED.

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

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

Redpath

CERTIFICATES OF STRENGTH AND PURITY.

OFFICE OF THE PUBLIC ANALYST,

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Co., Montreal :

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

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

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

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

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Company :

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

Yours truly,

G. P. GIRDWOOD.

THE CANADIAN GROCER

TRAVELLERS' GUIDE

J. EDWARDS. J. E. INSLEY.
LELAND HOTEL
 Corner Hastings and Grauville Streets, one block from Railway Station and Steamship dock.
Vancouver, B.C.
 INSLEY & EDWARDS, Proprietors

THE SANITARIUM
BANFF, N.W.T.
 Special apartments for invalids. Bath houses in connection and a staff of male and female attendants. The best of accommodation for Travelers. Rates, \$2.00 and \$2.50.
 B. G. BRETT, Medical Director. J. HASTIE, Prop.

- The Alberta Hotel -
CALGARY, N.W.T.
 Strictly first-class. Headquarters for Commercial Men. Large sample rooms.
 H. A. PERLEY, Prop.

- Queen's Hotel -
MOOSOMIN, N.W.T.
 Newly built, newly furnished, Four large sample rooms.
 WM. CLEVERLY Prop.

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

The Clarendon Hotel,
Winnipeg, Man.
 RUTLEY & McCAFFREY Proprietors.

THE LELAND HOUSE,
Portage La Prairie, Man.
 Best sample rooms west of Winnipeg. Strictly first-class.
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Queen's Hotel,
WINNIPEG, MAN.
 First-class in every respect.
 JAS. O'CONNOR, Prop. FRED. SPADO, Mgr

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.



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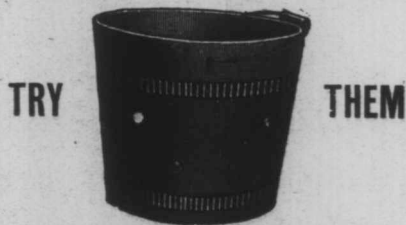
SAILING WEEKLY between Montreal and Liverpool Direct. Will be despatched as follows:

From Liverpool.	Steamships.	From Montreal.
Sat'y. April 16	Lake Huron...	Wed'y. May 4
" " 23	Lake Superior.	" " 11
" " 30	Lake Winnipeg	" " 18
" May 7	Lake Ontario...	" " 25
" " 14	Lake Nepigon...	" June 1
" " 21	Lake Huron....	" " 8

Superior accommodation for Saloon, Intermediate and Steerage Passengers. The Saloon Staterooms are Roomy and all outside, admitting of perfect ventilation. Each steamer carries a duly qualified surgeon and experienced stewardess.

Rates of Passage, Montreal to Liverpool. SALOON, \$40 and \$50. According to Accommodation. ROUND TRIP, \$80 and \$90. The \$40 and \$50 rates are per Lake Nepigon only. INTERMEDIATE, \$30. STEERAGE, \$20. Passages and Berths can be secured on Application to the Montreal Office or any local Agent. For further information apply to
 H. E. MURRAY, Gen. Manager,
 4 Custom House Square,
 Montreal.

DURABLE PAILS AND TUBS.



TRY THEM

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

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

Represented by
 Chas. Boeckh & Sons, Toronto,
 H. A. Nelson & Sons, Montreal.

THE RIFANS TABLETS regulate the stomach, liver and bowels, purify the blood, are pleasant to take, safe and always effectual. A reliable remedy for Biliousness, Blisters on the Face, Bright's Disease, Catarrh, Colic, Constipation, Chronic Diarrhoea, Chronic Liver Trouble, Diabetes, Disordered Stomach, Dizziness, Dysentery, Dyspepsia, Eczema, Flatulence, Female Complaints, Foul Breath, Headache, Heartburn, Hives, Jaundice, Kidney Complaints, Liver Troubles, Loss of Appetite, Mental Depression, Nausea, Nettle Rash, Painful Digestion, Pimples, Rash, Sores, To the Head, Tumor, Urticaria, Vexation, Salt Head, Scrofula, Skin Diseases, Stomach Tired, Liver, Ulcers, and every other disease that results from impure blood or a failure in the proper performance of their functions by the stomach, liver and intestines. Persons given to over-eating are benefited by taking one tablet after each meal. A continued use of the Rifans Tablets is the surest cure for obstinate constipation. They contain nothing that can be injurious to the most delicate. 1 gross \$2, 1-2 gross \$1.25, 1-4 gross 75c., 1-24 gross 15 cents. Sent by mail postage paid. Address THE RIFANS CHEMICAL COMPANY, P. O. Box 672, New York.

ORDER
IVORY BAR
SOAP

OLD CHUM

THE CANADIAN GROCER

PLUG AND CUT



"A Perfect Gelatine Dessert.
Easily and Quickly Prepared."

"TUXEDO."

Canadian Agents,
Wright, & Copp.,
40 Wellington E.,
TORONTO.

TORONTO SALT WORKS,
128 Adelaide E., Toronto,
Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.
The "Acme" Table Salt (new process) will not get damp or hard.
Two Silver Medals, at Industrial Exhibition, Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt

Grocers' Slicing Machine.



IT SLICES
GREEN DRIED BEEF,
HARD DRIED BEEF,
BACON,
BOLOGNA SAUSAGE,
BONELESS HAM,
PRESSED CORN BEEF.

Economical. No waste Material.
Can be instantly changed to cut any thickness from one sixteenth of an inch up.
PRICE \$4.50 nett.
GEO. SPARROW & CO.,
33 Colborne St., Toronto, Ont.

JOHN PETERS & CO.,
General Commission Merchants
and Brokers,

Halifax, N. S. and
Kingston, Jamaica, W.I.

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

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

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

40 Bbls. Dulse.

2000 boxes Smoked Herring,
also Choice Medium Codfish.

Lowest Prices.

H. W. NORTHRUP & CO.

South Wharf, Saint John, N. B.

AGENTS

GOLDEN FINNAN HADDIES.

Grand Pacific Hotel
KAMLOOPS, B.C.

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

H. SMITH, Proprietor.

COUGH DROPS.

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

Mention THE GROCER.

ESTABLISHED 1858.

To please your customers sell Martin's,
Mount Forest Oatmeals.

Ordinary oatmeal is hard to digest because it is not boiled long enough.

By our New Process the meal is partly cooked and is easily digested

If your wholesale grocer does not keep them write direct to

MARTIN BROS.,
Mount Forest, Ont.

Oats and Feed a Specialty.

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

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



FRUIT JARS.

Don't be misled by dealers or travellers who tell you we cannot supply any Jar in the Canadian Market for we can.

We can give you the **Lightning**, Crown, Gem, Imperial or American Porcelain-Lined, and are prepared to quote best prices.

— SPECIAL. —

The Manufacturers have authorized us to quote special discounts to early buyers. Write now and secure your season's supply at low rates.

GOWANS, KENT & CO.,
TORONTO and WINNIPEG.



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