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THE CANADIAN GROCER

VOL. VIII.

TORONTO JANUARY, 19, 1894.

No. 3

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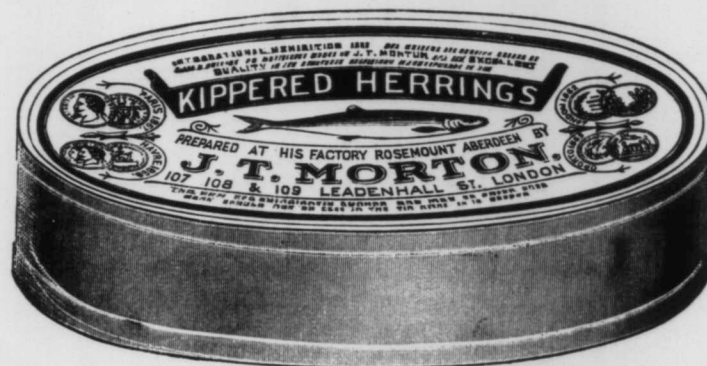
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J. B. McLEAN, President. HUGH O. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
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AS a rule the holiday poultry market in England was not satisfactory. The causes which contributed to this were many. In the first place the shipments, particularly those made early in the season, were unusually heavy. This resulted in a glut of the market. To make matters still worse, much of the poultry was not dressed as well as it might have been. Most dealers on this side of the Atlantic have yet a good deal to learn in this respect, although one would have imagined that the experience of the past would have been lesson enough. Another cause is one which is altogether beyond the control of shippers on this side. Excellent as is the quality of the Canadian turkey, there are some people in conservative England who are prejudiced against it. Some of the jobbers or commission merchants use this as a lever to advance their own interests. Conditions like that which obtained during the past season are veritable harvest times for this class of men. To the influences of a dull market they add prejudicial and untrue reports regarding the Canadian turkeys on the market. And not infrequently, when this has had the effect of "bearing" the market, these very men step in and buy up the birds whose

value they have been endeavoring to depreciate. The turkeys once in their possession, they proceed to dress them after the English fashion, after which they place them on the market as home birds. The manner of dressing turkeys there before they are placed upon the market is to cut off their heads, draw them, and truss them. The only way in which the English and Canadian birds can be then detected is by the flavour; and connoisseurs on this side claim that in this respect the Canadian turkey is the superior. They have good ground, too, for claiming so. In this country the birds are fed on hard grain and allowed to roam at will, while in England the system during the fattening period is just the opposite. Under such conditions it is but natural that the flesh of the Canadian turkey should be harder and sweeter than that of the English species. Those dealers who made shipments to arrive in Liverpool and London Christmas week appear to have come out fairly well considering the circumstances. At least, if they did not make money they did not lose any as far as can be ascertained. In fact, judging from advices received, they expect to come out something better than even, which, from the condition of the markets, was something more than anticipated a few weeks ago.

What has been maintained for some time regarding the light stocks of Valencia raisins and the consequent firmness in price has been emphasized by advices to hand during the last few days. These advices are from London; and they give the total stock of Valencia raisins there December 31 as 600 tons, against 1,600 tons same time last year. It is understood, however, from later cables that none of the above 600 tons is available for export. In New York stocks

are low, and there, too, the amount available for export is almost nil. On the Toronto market stocks are moderate only, no one, as far as can be ascertained, holding large stocks here. The manner in which stocks have diminished has been a surprise to handlers, even in face of the demand that was stimulated by the low prices ruling.

* * *

Insinuations or direct charges regarding the honesty of commission merchants are occasionally thrown out by shippers in the country; but there is a case in point which shows the boot to be on the other leg. A short time ago a well-known firm of commission merchants in Toronto sold one or more barrels of dried apples to a customer in Western Ontario. The other day the commission firm received a letter from the latter, in which it was stated that in the bottom of the barrel were over 60 pounds of green apples, the whole of which had become rotten, moistening and, of course, damaging the dried apples in the upper part of the barrel. A claim for a rebate was made, and, of course, the commission firm had to comply. The latter made an effort to discover from whom it had in the first instance purchased the particular barrel, but it was unsuccessful, and consequently had to bear the loss itself. Had the original seller been found there would have been criminal proceedings as well as a claim for reimbursement on rebate. To moralize upon such reprehensible practices as the above is not necessary. The moral is embodied in the mere recital of the circumstance.

* * *

The financial condition of this country is such that the more it is contemplated upon the greater ought to be the confidence in it. True the wheels of trade are not moving as briskly as desired, but indisposition periodi-

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

cally comes to nations as well as to individuals; and what is wanting to a return of the better and more desirable conditions are patience and confidence. Unlike the United States, no extensive and elaborate schemes for the salvation of people from death by starvation are necessary. Severe cases of destitution there undoubtedly are, but they are confined largely to the larger centres of population. At the same time it is questionable whether the number of those seeking charity is larger than is usual at this time. In fact it is within the memory of every middle-aged man when destitution was much more acute in this country than it is now. There is nothing discernable in the lap of the future which forebodes a crisis. Our banks are sound, our loan companies are strong, our wholesale houses are on the whole healthy, and where there are weak places in the retail trade the cause is traceable as a rule to conditions from within rather than from without. Long and indiscriminate credits, inattention to business, incompetence, may be cited as influences of the former character.

Somebody has said, in effect, that bad years help to correct pernicious extravagance. And there is no doubt about it. Then, were it not for the bad times we would not be able to appreciate the good, just as if it were not for the cloudy days we would not realize the blessings of the days of sunshine. When times are good and money circulates freely, business men, both wholesale and retail—yes, and even bankers—become more or less careless in the management of their affairs and extravagant in their manner of living. In fact it is these things that help largely to create hard times. When the adverse periods obtain people learn to cut their garments according to their cloth. And that is where their advantage is apparent. It is the "ups and downs" of business that develops the sharpest, most pushing and most competent business men, just as it is the storms and hurricanes that develop the best sailors. Bowlders became polished by rubbing against their fellows; so do men of business.

It would not be advisable to judge the financial condition of the country by what obtains in Toronto. Taking the country as a whole the prevailing quietude is due largely to the general depression which rules the world over in general and the United States

in particular; in Toronto we are reaping the aftermath of an unfortunate real estate boom as well as sharing in the general depression. But congested as is the condition of affairs on account of the money that is tied up in real estate instead of being available for legitimate trade purposes, matters will assume their normal condition again eventually. The "Queen City" is surrounded by one of the best farming districts on the continent, while her importance as a railway and navigation centre is recognized far and near. Toronto will be all tight; but in the meantime it behooves everybody to economize.

Annual meetings of Dairymen's and Creameries' Associations are now in order. Some have already met while others are making preparations to do so; and much that is instructive and interesting has been written and said on the important subject of dairying. It is a somewhat strange anomaly that while Canada occupies the premiership in the world as a cheesemaker, as a butter-maker she is obscure. This has been evidenced for some time in the English market; and at the Columbian exhibition it was emphasized. Canada's achievements there in respect to cheese surprised the world, it will be remembered. In June, with 162 exhibits of cheese from Canada, 129 were recommended by the judges for awards, and 31 of these scored higher than the highest exhibits of any other country. In October Canada sent 539 exhibits of cheese, and no less than 489 were recommended for awards. Of the 800 exhibits of butter at Chicago in June 43 were from Canada; yet, while 275 of the 800 scored for medals, Canada only got 14. One of the speakers at the Creameries' Convention in Brockville last week was J. S. Pearce, of London, one of the judges of butter at the World's Fair, and naturally he made some reference to the Canadian exhibits there. The reason for the success of Canadian cheese and the failure of Canadian butter at Chicago was, he said, the attention by organized effort which had been paid to the one and the want of attention, until recently, that had been paid to the other. There is no natural reason why Canada should not occupy a high place in butter-making as well as in cheese-making. The climate is well adapted for such an industry, and no fault seems to be found with the class of cattle. The trouble is all in regard to the making. The butter must be uniform in quality and color as

well as good; and it is in this particular that Canadian butter has been found wanting in England, and which counted against it in Chicago. The efforts that have been put forth by the Dominion and provincial governments during the past couple of years to remedy this defect are bearing fruit, however, and if they are persevered in it is but a matter of time before Canada will be noted for her good butter as well as for her good cheese.

ADVANTAGES OF STOCK-TAKING.

STOCK-TAKING is as necessary to the merchant as is the taking of observations to the mariner.

Ninety-nine per cent. of those in business know this, but the trouble is they do not all put into practice what they know is the proper thing.

Stock-taking is the only reliable medium whereby the results of the year's business can be accurately ascertained, or the merchant's condition diagnosed.

It is not enough for a man to know at the end of the year that he has so much money in the bank to his credit, and that he possesses the ability to meet all his liabilities. A merchant should try to make his business methods as perfect and his business as successful as it is possible. But if he neglects to make an inventory of his stock and take a retrospect of his business generally he is pursuing a course which tends to bring about the opposite results.

Men cannot sow thorns and gather grapes therefrom. Nor can men achieve success in business if they neglect those things that are vital thereto.

In these days of extreme competition it is more necessary than it ever was that merchants should know to a nicety where they stand. If there are leaks, stock-taking is the only way in which they can, with any degree of certainty, be discovered. And where is there the house that has not got a leak of some kind? None. It is evident, therefore, that in every business there are one or more apertures through which a proportion of the profits percolate; and it is equally certain that the location of at least the greater number of them will mean the closing of them.

The beginning of the year is the most convenient time, as a rule, for taking stock. Business is then quiet. January, 1894, is now in its third week, and those merchants who have not yet begun taking stock, or do not contemplate doing so, should not hesitate to begin at once. The work is no easy task. In fact, it is, as a rule, positively laborious, but that should not deter any one undertaking it. The more valuable the knowledge, as a rule, the more difficult is its attainment. And for a merchant to be able to ascertain just where he stands in a financial sense, after the year's business

and to have losses, if any, worth the energy.

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and to have discovered the cause of his losses, if any, and the means of preventing them or minimizing them in the future, is worth the expenditure of a little extra energy.

In taking stock there should be no economizing in allowing for depreciation in stock carried over. Mark it down to a point rather below than above its value. It is safer to err on the right side in this respect; and then, of course, if the goods should sell at a higher price than then estimated, that is so much the better. The same course should be pursued in the appraising of accounts.

The necessity for taking stock is more imperative now than ever it was. The year 1894 promises to be a year of small profits; and the merchant who hopes to even reap small profits will need to be wide awake, cautious, and economical. These he can scarcely be if he fails to use the opportunities at his disposal to ascertain what his present financial condition is and the measure of the efforts he is warranted in putting forth during the year that is before him.

WILL RAISINS GO HIGHER?

A LEADING dried fruit broker in Montreal said on Saturday morning last that it was his belief that the available supply of raisins in Canada was lighter than it had been for years past. In fact, in his opinion, it was just possible that there would not be enough stock to go around. The season for the heaviest consumption of raisins in Canada was during the Christmas and New Years' holidays and the Lenten period. Now, everyone in the grocery trade knew for a fact that the demand on the former account had swept the Montreal market as clean as a whistle of what stock there was in first hands; and the inference was that the supplies in second hands were not very large either, or this brisk demand would not have been experienced by importers. He awaited with interest, therefore, the approach of the Lenten season, and felt sure it would make the shortage that he claimed there was more strikingly apparent. In view of this opinion it may be interesting to note that supplies in New York are light; and it is claimed also by importers at that port that there is little or no fruit on the way, some placing it at one-third the quantity that is usually coming forward at this season. This is attributed to the fact that a lot of fruit that would otherwise have been sent to this side the Atlantic has been diverted to the English market, its owners finding the latter a better sale than the New York one at present.

With regard to prices in Montreal there is no appreciable change no note in the basis on which business in a wholesale way has been done, but the tone of the market is certainly firmer. In view of all this it will be

interesting to see whether the assumptions of the broker are borne out by the course of the market.

SPURIOUS TEA FOR CANADA.

CANADA has for some time been the dumping ground for teas that would not pass muster at United States ports. Only a few months ago THE GROCER pointed out that some packages of Pingsueys which had been rejected at New York were sold to Canadian dealers. Now another instance, more alarming than any heretofore, has been discovered; and its discovery has created much consternation.

At New York there is stationed an expert whose duty it is to inspect tea entering that port. Recently he discovered large quantities of Pingsueys which he deemed to be unfit for human food. So far he has stopped about 15,000 packages, but it is expected that some 20,000 packages in all will meet with a similar fate. A New York paper, referring to the rejected tea, says: "The faults are confined entirely to one grade known commercially as Pingsueys—a green tea—and consist in part of an excess of coloring matter, but principally to a spurious leaf, which, while looking and handling well, even handsome in some cases, succumbs promptly to the test of a cup and reveals a composition more like mud than tea." Further on this same paper adds: "There is likely to be considerable embarrassment in attempts to dispose of the rejected teas, but it is understood that some have already been sold to Canada, and others started back toward primary markets with an idea of making claims for deceptive original shipments."

The knowledge that some of this spurious tea has been sold to Canada has created no small alarm among tea merchants, and, in fact, the trade generally, and some gentlemen have already taken it upon themselves to write the Customs authorities at Ottawa, acquainting them with the circumstances and urging that steps be taken to prevent its entry. It is held by some that the tea can be seized and prevented from going into consumption under the Inland Revenue laws governing adulterations.

It is undoubtedly the bounden duty of the Government to seize these teas the moment they cross the border. And if it is necessary to enact laws more specifically dealing with this matter, it should be the burden of the Government to do so at the ensuing session of Parliament. This country has already been too long made the dumping ground of spurious teas, which have been rejected at the port of New York, and it is time something was done in the premises. Not only are these spurious teas inimical to the health of those who consume them, but they have an injurious effect upon the tea trade generally, as all such cheap and worthless stuff tends to

depreciate the value of the good article. It is to be hoped, now the trade has been aroused, that it will not cease its efforts until its object is attained.

The Chinese Government has itself been alarmed for some time at the practices of some of its subjects in regard to the adulteration of tea, well knowing that the results would be disastrous to the tea industry of China. Just before the commencement of the last harvest the authorities at Peking issued an edict, as readers of THE GROCER will probably remember, against the manufacture of an imitation article, which was not inappropriately called "lie" tea. For a disobedience of this edict transportation for life was threatened. This was supplemented by an offer of a liberal reward to anyone furnishing information that would lead to the conviction of any acts of fraud in this respect. But the proverbial shrewdness of the Mongolian tea manipulator seems to have discovered a way by which the law could be evaded. And Canada at the moment seems to stand a good chance of being the greatest sufferer thereby unless the Government interferes, and that quickly.

SOME BUSINESS ADVICE.

WHAT a life sapper business is to many. What perturbation of mind! What struggling and scratching, and shifting, and lying, cheating and haggling, are practiced every day by the many in the struggle to make money! What constant comparison is being made between the successful and the unsuccessful! Of the thousands who embark in business how few succeed! And why? Because, says Grocers' Bulletin, but few know any of the secrets of success, or knowing them, do them. Many try some supposed short cut to wealth, and step into quicksand at once. Most think success a matter of chance or good fortune; but after a short business life have a sad awakening to their mistake. If men would stop pining for wealth and clear their minds sufficiently to absorb the following advice, and would be guided by it, there would be little doubt of their realizing their hopes.

Let the business of everybody else alone, and attend earnestly to your own; don't buy what you don't need, or feel certain you can create a demand for; use every hour to advantage, and study to make even leisure hours useful; think twice before foolishly spending a shilling, remember you will have another to make for it, and should you spend as fast as you make, you need only hope for a tread-mill existence; look after your business largely in the spirit of light-heartedness; buy judiciously, sell fairly, and keep a close eye to the profits; look after accounts closely and regularly, if you find an error trace it out, and keep stirring slow accounts. Should a stroke of misfortune come upon you, retrench, work harder, but never fly the track. Confront difficulties with unflinching perseverance and good humor, and they will disappear like fog before sunshine.

WHOLESOMENESS OF CHEESE.

IS made the subject of an article by Prof. Victor C. Vaughan, of Ann Arbor, Mich., and for which we are indebted to the Michigan Tradesman. He recognizes the diversity of opinion relative to the question, and notes that what is one man's food is another's poison. He believes that "good American cheese, made from good, whole milk, is a nutritious article of diet. It is true that some people cannot digest it, but these make the exception and not the rule. Cheese made from whole milk contains about 25 per cent. proteid, 30 per cent. of fat, and between 2 and 3 per cent. of carbohydrates, and at 16 cents a pound it is a cheaper article of diet than beefsteak, which retails at 18 cents per pound. It contains more of both the proteid and the fat, while carbohydrates are wholly wanting in the meat. The proteid of cheese is casein, one of the most easily digested of all the proteid foods used by man. The fat of milk is also digested with more ease than any other fat. Of course, cheese is a highly concentrated food, and should not be eaten in large quantities at any one time.

"The objection that cheese is made by processes which depend upon putrefaction will hold equally good concerning many other foods. When we drink unsterilized market milk we swallow large numbers of germs. Bread is made, when yeast is used in its preparation, by a putrefactive process. The manufacture of beer depends wholly upon the growth of the yeast, and even in those foods in the preparation of which putrefactive processes are not employed, such processes do occur after the food has been taken into the alimentary canal. Germs are never absent from the small intestines of man, and these affect proteids and carbohydrates in all our foods. The point may be said to lie in the following: The ripening of cheese is due to a fermentation caused by certain germs and moulds. Unfortunately, the milk from which cheese is made may contain harmful as well as harmless germs. Cheese poisoning is not so common as milk poisoning. The solution of the question will be found when the bacteriologist determines which species of germs and moulds are necessary to the proper ripening of cheese, and when all other lower forms of life are excluded in the preparation of this article. We need some one who will do for the manufacturer of cheese what Pasteur has done for the manufacturer of beer. When this has been accomplished, cases of cheese poisoning will no longer occur. The milk, when brought to the factory, will be sterilized, and, after cooling, it will be inoculated with the germs which have been found to be essential to the ripening of cheese, and all harmful germs will be excluded. Moreover, this discovery, which must come sooner or later, will be of great commercial value. One cheese differs in flavor from another

according to the germs which cause the ripening process. We will then know just what germs to add in order to produce a cheese of a given flavor. If some of the Government experiment stations should give their time and attention to this point, results of great value to the cheesemaker might be secured."

A PUSHING TRIO.

HERE are three bright and pushing travelers. They are members of H. A. Nelson & Sons' staff. Walter S. Crane represents the firm in Manitoba, Northwest Territories and British Colum-



WALTER S. CRANE.

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REGARDING CURRANTS.

THE currant is a popular article at all times, but more especially in the holiday season, when it enters largely into puddings, pies and cakes. As a matter of fact it is not a currant at all, but a small grape which, when dried, becomes the currant of commerce. It is grown principally in the Levant, and most of what is used here comes to this city from the port of Patras, in Greece. Currants are put up in barrels and boxes, and one steamer that arrived recently brought to the Mediterranean piers 1,800 tons. The currant in the condition in which it comes is very far from being an inviting edible. In point of fact it is quite the reverse and that is not a matter of wonder considering that the fruit is cured and packed by Greeks, who, like most Easterners, are not at all fastidious in their methods. There is an idea abroad that the fruit cleaning companies remedy this state of affairs. A Brooklyn Eagle reporter recently asked one of the men connected with the Mediterranean stores if such was done. He replied with a laugh:

"Not a bit of it; that is not their business. When dried fruit, either currants or prunes, get very old they turn a sort of grayish color something like ashes. Then they are turned over to the fruit cleaning people, who steam them and polish them up with molasses so that they look new and fresh and swell up. It is the same with prunes. After being put through a similar process old prunes bring a higher price than French prunes.

That's just how it is. Come to think of it, it is just as well that we don't always know or realize what we are eating. If we did our appetites would often fail. If you once saw West Indian Negroes packing raw sugar in hogsheads on the plantations you would vow never to taste sugar in any form for the rest of your natural life."

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FORMOSA TEA.

THE cultivation of the tea produced in Formosa, which is known in trade under various designations, mainly as Fomosa Oolongs, is referred to by Mr. Hosie in his late report on that island, where tea is not an old industry, says Grocers' Review. The tea plant was imported from the Fuh-kien province, and proved a great success. Since the introduction the cultivation has spread rapidly, advancing, pari passu, with the clearing of the hillsides in Northern Formosa. When a slope has been cleared of jungle, a crop, such as sweet potatoes, is planted, and in the following year young tea plants are set out in rows two feet or three feet apart, with a like distance between each plant. In this virgin soil no manure is required, and all the cultivator has to do is to keep the ground clear of weeds and undergrowth, which, if left unchecked, would very soon choke and utterly destroy the shrubs. In three years from the date of planting out the shrubs have attained their maximum height of two feet to three feet, and the time has arrived for picking the leaves. This operation, which is carried out by women and girls for the most part, takes place in the end of April or beginning of May, in July, and in September, for three crops are harvested during the season. The tea manufactured in Formosa is generally, but erroneously, classed as a green tea. It is in reality a black tea, prepared without the usual fermentation, but it possesses a decided flavor of the green variety. The leaf is "fired" when green, and this, taken with the flavor, may account for the popular belief. But between the exposure in the open air and the firing the edges of the leaves are rendered quite soft by being thrown against bamboos in a revolving machine—a process unknown elsewhere in China. It is said that if the leaves, after being picked and exposed for a short time, were placed in the firing pans they would split up—the tea leaf is thick and brittle—and lose all semblance to the whole leaf which is so much desired. Mr. Hosie describes the important process of "firing" as follows: On entering a firing-room one sees rows of circular holes two feet in diameter, two feet deep, and a foot apart, faced with brick, raised about eighteen inches above the brick floor. These are the fireplaces wherein the live charcoal, which has been brought to a red heat outside, is placed. Before any firing can begin it is essential that all the combustible matter in the charcoal has been consumed and that no smoke remains. To attain this end men are constantly engaged in breaking up the live charcoal in the holes with long iron instruments. When it is uniformly red and smokeless a layer of the ashes of paddy husks is spread over the charcoal to temper the great heat which it emits, and the fires are ready to receive the tea. The firing basket is

shaped like a dice-box with the bottom knocked out. It is woven of split bamboo, about three feet high, a little over two feet in diameter, and narrowing from both ends towards the centre. Into one end a movable bamboo sieve, which fits the centre, is pushed, and the other end is placed over the firing hole. The leaves are poured in at the top and the firing begins, the firers constantly going the round of the baskets and shaking up the contents, so as to insure uniformity in firing. When this firing is completed the tea is spread out in flat bamboo baskets, and all pieces of twigs and leaf stalks removed by hand. This part of the work is performed by women and girls. The tea is again poured into the firing-baskets, and, after being fired until every particle of moisture has evaporated, it is removed and packed hot in lead-lined baskets for export.

WOMAN AND PUBLICITY.

NINETY per cent. of everything, whether it be of flour, molasses, shoes, shirts, skirts, trousers, furniture, tinware, stoves, or food, is purchased directly by women, more or less principally less, influenced by man, says N. C. Fowler, jr.

Without depreciating the great mechanical interests of the country, every thinking man, if he thinks, will discover that the direct product of the earth, and also the indirect, through machinery of every kind, raises, makes or shapes articles of necessity for the inside and 'outside of the human body. Woman controls the home, and the buying of all of these articles that are used in it, as well as of everything the children eat, wear or otherwise handle. There is comparatively little left for a man to buy, except the things which directly pertain to the running of his business. These things he knows where to obtain, and to a considerable extent without the intervention of salesmen or advertising, except of course the goods sold by the retailer. But, as the majority of these goods are used directly or indirectly by the woman, they come under the control of woman.

The business man may say that his wife takes no interest in the set of his trousers, or in the gloss of his shirt front, that she does not care whether his office chair be cushioned or made of a rough side of a plank, that she has no inclination to criticize anything used by him, and in no way attempts to influence him in any purchase of masculine necessity. Poor fellow, he started in with a wrong kind of a wife. The average woman knows better how her husband looks than her husband knows himself. The general, who with a cigar in mouth, stands calmly before the mouth of a cannon, or the navigator who knows not the meaning of fear, whether he be upon sea or land, is seldom brave enough to buy, for the second time, a pair of trousers of a tailor his

wife thinks does not know how to fit him. The nominal power is in the man; the real power is in the woman. Nearly seventy-five per cent. of the advertising in the leading magazines and papers of national circulation, and nearly all of the advertisements in local papers, daily and weekly, are directly directed to woman, and a good proportion of the advertisements are of goods to be used or purchased by man, but so worded that the woman will see the advertisements first, and direct the husband's attention to the articles advertised.

I have made several experiments, and without exception the results have proven that to reach man you must cater to woman; to reach woman you must cater to woman. You must cater to woman anyway, and comparatively little to man, for man can be reached through woman, but woman never can be reached through man.

The arrangement of a store, from sidewalk to roof, the selection of employes, from office boy to floor walker, or the wording of the advertisement, circular, or announcement of any kind, in ninety-nine and nine-tenths per cent. of local business must be directed so as to attract the woman's eye and taste, or the advertiser will make a failure of it.

If I ran a retail boot and shoe store, or a local office-furniture store, or a local men's furnishing goods store, or a local carriage shop, or anything else producing or selling articles used entirely by men, I would direct ninety per cent. of my advertisements to women, for the man who hasn't a wife expects to have one, or is living under the influence of an old maid aunt or some young lady who is, or is willing to be, a sister to him.

ROUGH ON THE ADULTERATOR.

A German Monk, named Martin Bayr, is damned to everlasting fame, as the first who adulterated wines within the territory of the Kaiser, says American Grocer. Pickheimer, the friend of Albert Durer, is particularly inveterate against Bayr and his followers in evil. The indignation of the lover of pure wine is carried to an incredible extent. He narrates, in a rapt fury, the consequences of drinking injurious wines; beginning with an assurance that adulterated wine keeps the married childless, and adding, by a sort of pathos, that it causes certain inward pains, "than which none can be more excruciating." He mentions many ingredients employed, and averts to some, "the names of which I should be ashamed to mention;" and then he calls for vengeance on the offenders, both in this world and the next. "You hang the counterfeiters of the public coin," says he: "do not these miscreants, whose misdeeds have caused indignant Nature to check the growth of our grapes, deserve something worse? Cast their accursed beverage, I say into the sewers, and themselves into the flames; and so may Martin and his disciples perish in this world and inherit everlasting damnation, in the next!"

THE POSITION OF SUGAR.

ONE of the interesting features of the grocery market at present is the question of sugar possibilities, whether prices will advance or remain where they are or nearly so? Sales agents of the refineries in Montreal assured THE GROCERS' correspondent in that city on Saturday morning last that the decline which was noted in our market reports two weeks ago had a sensible influence on the demand, and wholesale grocers at that centre corroborated this, stating that buyers had shown more disposition for business at the decline. Although this is the case, however, there is still an impression in many quarters that there is no great hurry about providing for future wants very far ahead, as there is a belief that prices are not likely to go very much higher. The reason for figuring on this basis is the tendency of the raw sugar market, the facts in connection with which have already been referred to in these columns. In this connection it may be interesting to note that the raw market in New York has shown a little more life of late, owing to some buying by American refiners at that centre. It is also asserted that the latter have been pursuing a policy of rigging the market in order to secure supplies that they required as cheap as possible.

This may be all very true, but Montreal buyers of raw sugar who have visited New York recently found that sellers of the commodity on that market looked to Canada more than usual for an outlet of odd lots of raw. This does not infer that the latter consider the position very strong. Canadian refiners also, as far as can be learned, have not shown any great anxiety about buying, for the only purchasing that is spoken of in New York on their behalf was some moderate quantities of high grade raws, which Montreal brokers assert were wanted by the refiners immediately for special requirements. On the other hand, the recent recovery in the price of refined sugar across the lines has undoubtedly imparted a firmer tone to the sugar market in Canada, and many Montreal traders don't know exactly that it would be a wise thing for buyers to bank too much on obtaining better terms by holding off in view of the low range of prices which rule on the staple.

A PEEP AT RETAILERS' DOINGS.

GEORGE VICK of Orillia has made extensive alterations in his store lately. By removing a partition and taking in a room in the rear he has lengthened his store about forty feet. The annex has been nicely shelved and materially adds to what was before an attractive store.

J. H. Strickland of Strickland Bros., general merchants, Cannington, is in Montreal with a view to disposing of the grain and produce purchased by his firm in Canning-

ton. If he is successful he will probably take up his residence in the commercial metropolis.

J. F. Marter has moved his Huntsville branch to South River.

R. S. Shannon, of Campbellford, has moved into new premises.

W. H. McCracken of Brussels has been visiting friends at Goderich.

F. D. Ramsay of Chesley is in receipt of a consignment of Japan and black teas.

John Waddell of Chesley is showing his customers some good value in black teas.

W. Hay of Kincardine has a large and well-assorted stock of salt fresh-water herring.

J. W. Irwin of Clinton is in receipt of a large stock of French china and German glassware.

R. Hutchinson of Listowell is just in receipt of a consignment of German crockery and glassware.

A. Young of Seaforth has some of the best value in black teas that he ever had, which is saying a good deal.

Mr. Murton, of Fergus, has moved to new premises, which had been previously nicely arranged for him.

M. A. Holiday of Chesley is said to have one of the largest stocks of groceries and dry goods in the north country.

James Broddy, formerly with Brunton Bros. of Newmarket, is starting into business for himself in the same town.

George E. King of Wingham had the biggest holiday trade in his experience, and business has been fairly satisfactory since.

Walsh Bros. of Stratford have got in a large consignment of Rio coffee, which, it is said, they are in a position to sell at close figures.

John Moffatt, one of Kincardine's progressive merchants, was elected councillor by acclamation at the recent municipal election.

M. Corigan of Lucknow, in figuring out the results of the holiday trade, has been much surprised at the satisfactory results obtained.

H. Wilson, the well-known general merchant of Cannington, headed the poll by a large majority during the recent contest for the school board.

M. Jordon of Seaforth will shortly move into his new premises. The new store is nicely fitted up and will be lighted by electricity. A plate glass front has been put in the window.

The store of G. A. Nearn of Goderich, which is said to be one of the nicest in that neighborhood, was made doubly so during the holidays by a liberal and artistic use of decorations.

James Stafford, of Midland, is a fireman brave as well as a good grocer, being cap-

tain of the firefighters. Friday last the firemen of Midland held their annual supper, and Mr. Stafford of course presided.

D. R. McIntyre of Lucknow is making preparations to move into his new store. "He will have one of the finest grocery and and dry goods stores in that part of the country," said a traveler who has seen the new premises.

F. Jeffrey, the well-known Midland merchant, was again elected reeve of the place at the recent municipal contest. Mr. Jeffrey has held the office for some years, and at the recent election another merchant, N. S. Ruby, essayed to supplant him, but without success.

HINTS TO YOUNG CLERKS.

WHEN a boy first finds himself the possessor of a bank book of his own, with even a very small entry in it, he feels, says an exchange, that he stands on quite different ground from what he did before. He takes rank among men of business. More than this, a new determination is almost sure to be formed to add to the sum. The mind becomes active to devise ways and means of increasing it, and a door is resolutely shut against foolish outlay. A careful system is commenced regarding all expenditure, and this system is the very keystone of success. One who will carefully note down every penny of expenditure for a month, and at its close go through it and draw a line through those that could without any real disadvantage have been avoided, will be surprised at the footing up. That sum might just as well have gone into the bank book. I am confident that one month's trial of this system would be very convincing to any young man.

It is told of life insurance, that the very objection urged against it, which is the very difficulty of making the regular payments, is one of the strongest arguments in its favor. It leads a man to be careful and circumspect in his spending, and to have forethought in saving, which habits are of the highest value.

Habits of inaccuracy are the main cause of the poverty of many of our laboring men. If affairs were strictly looked into week by week, not with a miser's eye, but with a calm, cheerful understanding of just how matters stood, it would be to the great advantage of a laborer and of his family. They could live better, and enjoy that peace of mind which comes in with the thought that something is laid by for a rainy day.

Those random expenditures that are neither for food nor clothing, nor any of the necessaries of life, are those in which most danger lurks. All evil habits cost money, and there is no limit to their absorbing power. By cutting off these temptations to waste, a bank book becomes a real teacher of morals to the young. The habit of prudence formed is worth more than the money

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saved. Save with a definite end in view, guarding against a spirit which loves money for its own sake. When a young man has others depending on him, whose needs require all and more than his earnings can supply, let him cheerfully devote it to so sacred a purpose. He is laying up stores in a safer bank than the Sub-Treasury of the United States, with all its doors of steel and clockwork locks. God notes such filial and fraternal conduct, and has pledged his word to reward it. Every observing person who can look back a score of years can recall marked instances where His providence has largely rewarded with temporal blessings such dutiful children.

PERSONAL MENTION.

MR. SCOTT of Montreal, manager of the branch of J. L. Watt & Scott there, was in Toronto last week.

Miss Clark, sister of James Clark, the well-know Bolton merchant, was in Toronto Saturday and made some large purchases of groceries.

W. Bremner, one of Perkins, Ince & Co.'s western travelers, is lying ill at his home in Hamilton. Mr. Bremner's territory is being looked after by James Ince pending his recovery.

FLORIDA ORANGES IN ENGLAND.

IMPORTATION of Florida oranges into this country, which has been carried on in a comparatively small way for some years, has latterly received an impetus which, it is believed, will set it upon a firm commercial basis. The Florida Fruit Exchange, an organization of fruit-growers in Florida which controls the disposal of nearly half of the orange crop in that State, has lately become impressed with the possibilities of the export trade in their fruit, and, with a view to extending the trade, has this year appointed a firm in Liverpool to be their sole agents in Great Britain. Full authority has been given to them to dispose of any fruit consigned to them by the Exchange how and where they, in their judgment, consider most advantageous. For the present, Liverpool, as the importing port, has been fixed upon as the headquarters of the trade, whence the fruit may be distributed throughout the Kingdom. The Liverpool agents hope to be able to draw buyers from all the large towns in England and Scotland, as they know from experience that large sales make proportionately better prices than small ones. Whether the centre of the trade remains in Liverpool or not depends upon the market and the action of the Liverpool fruit merchants in the matter, as the agents will, of course, be obliged to seek the best market. The quality of the Florida oranges is well known, and will, it is believed, ensure their ready sale. It certainly behooves all concerned to bestir them-

selves, in order to ensure that Liverpool shall remain the permanent centre of this important undertaking.—Grocers' Chronicle.

WHEN TO STOP ADVERTISING.

AN English trade journal once requested a number of its largest advertisers to give their opinions concerning the best time to stop advertising, and the following replies were received :

When the population ceases to multiply and the generations that crowd on after you and never heard of you, stop coming on.

When you have convinced everybody whose life will touch yours that you have better goods and lower prices than they can get anywhere else.

When you perceive it to be the rule that men who never advertise are outstripping their neighbors in the same line of business.

When men stop making fortunes right in your sight solely though the discreet use of the mighty agent.

When you can forget the words of the shrewdest and most successful business men concerning the main cause of their prosperity.

When every man has become so thoroughly a creature of habit that he will certainly buy this year where he bought last year.

When younger and fresher houses in your line cease starting up and using the newspapers in telling the people how much better they can do for them than you can.

When you would rather have your own way and fail than take advice and win.

When nobody else thinks it pays to advertise.

A MEAN CLERK.

A retail grocer (according to N. E. Grocer) told, the other day, of a mean trick played upon him by a clerk. The clerk announced that he would necessarily be absent for a week or so, as he must undergo an operation. He was absent some three weeks, during which time the grocer regularly paid him his salary. He then came back, and announced that he had made other arrangements, left the grocer's employ, and proceeded at once to get from that dealer all the customers he possibly could. All the time that he had been absent from work and receiving the grocer's money he was conspiring against him. Doesn't a thing of that kind cause "righteous indignation?" If it doesn't, it ought to.

Harrietsville boasts of having the largest cheese factory in the world.

The catsup business is growing to be an enormous industry, and the use of the piquant sauce as a stimulant is a possibility of the future, judging from the following indorsement from a washerwoman, which the manufacturer of a certain brand declares is the strongest tribute that his product ever received : "Yes, mum, I'm strong, but that tomaterketch-me-up is a help. After I drink a pint bottle of that stuff, I kin do a two day's wash in one."

BIG DECREASE IN TRADE.

THE Dun Commercial Agency has been investigating the decrease in business and has obtained some very valuable figures, says an exchange. The Agency sent out circular letters to several thousand merchants and manufacturers asking a comparison of the amount of business done in the last half of '92 with the last half of '93, so that an estimate could be made of the falling off. These circulars were so worded that no one could know the contents except the sender himself. From these circulars were received 1,117 answers, stating the actual amount of sales in the two periods mentioned. The total amount of sales in the last half of 1892 was \$304,460,103 ; in the last half of 1893, \$213,409,626, being a decrease of 29.7 per cent.

A peculiar interest attaches to the investigation made by Dun on account of the branches of business which made the reports. The shrinkage is found to be much larger in some departments of trade than in others. Of the sales of groceries there was reported a slight increase. This seems somewhat remarkable, but when one considers that groceries is the last thing upon which people will economize, the contrast with other trades is not so startling.

Another feature of the reports is found in the fact that the further away one gets from the manufacturer, the less is the decrease in business. Thus the textile manufacturers report a falling off of 41 per cent., while the dry goods dealers report a decrease of only 19 per cent. In the sale of clothing the decrease was only 12.3 as compared with the corresponding six months of 1892. The explanation of this is that merchants and dealers generally carry sufficient stocks for several months' supply and they drew upon this stock to meet the wants of their customers, in the meanwhile neglecting to make any new purchases. In the boot and shoe trade the sales of manufacturers decreased 16.6 while that of the retailer decreased only 11.3.

The following table shows the reports for each branch of trade with reports in each class :

Business.	Reports.	Sales, 1893.	Sales, 1892.	Per cent. Dec.
Woolen mfg.	109	\$14,793,250	\$27,002,757	46.7
Carpet mfg.	19	1,999,141	4,087,916	51.4
Underwear	49	4,764,972	8,608,923	44.7
Hosiery	22	1,053,404	2,334,929	29.2
Cotton	141	26,806,951	42,095,525	37.1
Silk	22	3,791,561	6,589,756	43.0
Mixed	47	2,543,459	3,444,902	25.6
Textile mfg.	370	\$56,253,798	\$95,244,758	41.0
Iron & steel	147	51,426,614	85,398,932	39.8
Dry goods	89	31,908,430	39,472,867	19.0
Groceries	122	25,517,541	25,479,388	* .1
Hardware	66	8,834,841	10,837,041	18.5
Boot & Shoe mfg.	36	5,976,746	7,169,869	16.6
do dealers	64	10,032,109	11,303,549	11.3
Clothing	64	7,355,251	8,616,819	12.3
Jewelry	27	2,930,704	3,894,180	24.3
Hats	36	2,390,265	2,512,500	18.6
Furniture	43	1,952,704	2,082,679	27.2
Miscellaneous	42	5,722,656	7,081,200	25.8
Total	1,106	\$210,461,719	\$300,587,830	29.9

*Increase.

PECULIAR EFFECTS OF HONEY.

It is curious to note the strange trifles that can upset people of strong mind and powerful physique. The sight of a cat will drive some persons to abject despair and horror, others are overcome by a scent or a sound which has no terror for the rest of the world. The late Sir Richard Burton—a strong man, if there was one—used to faint away at the smell of honey, relates *Hearth and Home*. One night he was at a dinner party and took in a lady. During dinner he was very lively and talkative, but towards dessert he suddenly became absent and distraught, turned rather pale, and kept looking about the room. At length a friend asked him if anything was the matter. "I am sure there is some honey in the room," he replied; "I shall have to go—I can't stand the smell of it." The hostess was asked about it, and she told Sir Richard that not only was there no honey in the room, but none in the house. Nevertheless, he still declared that there was honey in the room. At length a footman, hearing the discussion, acknowledged to the hostess that some honey had been sent to her that evening from a neighbor, and that he had placed it on the sideboard. It was removed, and only just in time, for the great explorer was very nearly fainting.

COFFEE AND ITS ADULTERATION.

DR. ALFRED HILL, public analyst of Birmingham, England, says of coffee: "Coffee, when pure, is a most valuable ingredient of our food, owing to its agreeable flavor and odor, and its refreshing and gently stimulating properties. If not absolutely necessary, it is a most desirable constituent of our daily dietary, and any one that deprives it of its qualities, by substitution or otherwise, inflicts an injury more or less grave on health. Yet, perhaps, no substance is more adulterated; but because the adulterants are not poisonous, not directly, but only indirectly injurious, the offence is thought little of, and but lightly punished, with the result that the profitable practice of its adulteration is rather encouraged than repressed. Passing over dates, beans, burnt sugar, etc., the most common adulterant is chickory, which contains neither caffeine nor essential oil like coffee; it is neither exhilarating nor pleasant in taste, while on some persons it acts as an irritant and purgative. Some so-called coffees contain quantities of it to the extent of even 95 per cent., and provided the mixture is called "French coffee," or a mixture of "coffee and chickory," there are magistrates who would not convict for the offence. It would be more correct to call such a mixture adulterated chickory, rather than adulterated coffee, which term it seems entitled to only by courtesy.

Chicory, however, is in its turn very subject to adulteration in many forms, two very

common adulterants being beet root and mangel wurzel. Only last month a number of tradesmen in London were fined for this offence. It is hardly to be wondered at that the consumption of coffee in England is declining.

In considering the evils of coffee adulteration we must not forget that coffee is not only a beverage, but a drug. It is found to be of value in being antagonistic in action to the alkaloid morphia, as well as to another alkaloid, so that in cases of poisoning, its adulteration may lead to the failure of medical treatment even to the extent of loss of life.

SERMON TO YOUNG MEN.

“WHATSOEVER thy hand findeth to do, do with all thy might," is what Wanamaker is reported by a Philadelphia paper to have said. Work enthusiastically, work persistently, work uncomplainingly, work because it is your first great duty. Work because your labor gives you a livelihood, and in time, with thrift, independence. Be thorough in everything you do. Put your soul into your work if it is intellectual, and your body if it is physical. Do nothing in a half-hearted way nor in an unfinished manner. Life is too short to be wasted in weak efforts and half-completed things. Bend all your energies to what you are doing and do it in the best possible way. Cultivate concentration of purpose and energy. Avoid vacillation and hesitancy, for they sap the foundations of success.

Calmly and dispassionately determine your course, being sure that it is a right and manly one, and then with vigor and directness, with patience and persistence, labor indefatigably for the end in view. If obstacles present themselves remove or surmount them. If disappointments come, bear them manfully and cheerfully, without abatement of effort or loss of confidence in the ultimate success of your labors.

Be thrifty, because thrift is the keystone of independence. Extravagance is worse than folly; it is a crime. Wasteful use of the results of labor is equivalent to throwing away brain and muscle and squandering vitality. Thrift is the handmaid of industry and the offspring of civilization. The savage knows it not. It is the mainspring of individual independence and of national prosperity. There is nothing disgraceful in a prudent and proper economy, but there is in wastefulness and profligacy. A spendthrift is but little removed from a fool. If his money is spent for evil purposes he is a criminal. Thrift is nothing more nor less than looking out for to-morrow; laying away for a rainy day; providing for the helpless ones in the event of death and for independence in declining years.

Build up character! It is the mainstay of every man, every community, every nation and every age. Its formation is a slow process, and, like education, continues from the cradle to the grave.

HONEY ADULTERATION.

AQUERIST recently wrote the *Bee Journal* as follows: Do you know of any easy or simple way of trying extracted honey to find out whether it is mixed with anything besides honey? If so I would be pleased if you would give me the receipt as soon as possible. The reason I would like to know of such a receipt is this:

About three weeks ago I saw an article published in our local paper on trying extracted honey to discover whether it was mixed with other stuff or not; it is this:

Take twice as much alcohol as you want to take honey to try; put in a bottle and shake the whole well, and if no sediment goes to the bottom of the bottle it is pure honey, for pure honey would all dissolve in alcohol, and no sediment would settle to the bottom of the bottle if it was pure honey.

I have tried the directions twice, but failed altogether, as the honey would not dissolve at all, and settled to the bottom of the bottle after I had shaken it well. I have sold a lot of extracted honey in the town where the paper is published, and if my customers would try it, and find it as I did, they would be disappointed, and blame me for mixing other stuff with the honey, but I have sold nothing but pure honey.

If you do not know of any way to tell adulterated honey, you would do me a favor if you would send this to some one who could answer it, if you know of such a person, and have others try the recipe which I send with this letter, although it is in the German language. Probably I did not have pure alcohol, or did not understand exactly how to make the experiment.

In answer to this inquiry, the *Bee Journal* said: No, we don't know of an easy way of detecting adulteration in honey, and don't believe there is any. The thing has been much discussed, and, until lately, the best chemists, with the best apparatus at hand, seemed unable to say for a certainty whether a sample of honey was pure or adulterated.

It seemed rather strange that so easy a plan of determining the purity of honey should all at once come to light in your local paper, and in order to find what would be the result of such a trial the receipt was sent to one of the veteran bee-keepers so that it could be tried on honey that he knew for certain was absolutely pure. Here is what he reports:

"I took some white honey of excellent quality, drained from a section, so that I know there could be no possible question as to its purity. Then I got from the druggist some alcohol, about which he said there was no question as to its purity. But instead of taking just twice as much alcohol as honey, I took four times as much, for of course the more alcohol the more readily the honey would dissolve, if it would dissolve at all. I shook it thoroughly, and have shaken it oc-

asionally during a half day, but the only result that I can see is that the alcohol looks a little milky. The honey all stays at the bottom. According to that test I have never produced a pound of pure honey in my life."

Your paper will, no doubt, be very glad to make the proper correction, for such things are copied from one paper to another, and, of course, they have not the time to test everything. The only wonder is how such an absurdity ever got started.

THE SITUATION IN RICE.

THE following is taken from the monthly Rice circular, Messrs. Dan. Talmage's Sons, New York, December 30th. We have to report extreme dulness, incident to the holidays and stock-taking period, and while we look for more active conditions in the coming month, have no great expectation that the trade will purchase to any large extent, as advices from friends in every quarter of the United States indicate that the policy of extreme conservatism will maintain until the financial, commercial and legislative conditions are more encouraging.

There is a great lack of confidence in the minds of many regarding the future course of the market: (1) Because of general conditions; (2) Because of depressing factors pertaining to our own article. The "general conditions are, unduly low prices in other products which compete to a greater or less extent with rice, especially in hard times when the pennies count, such as potatoes, beans, wheat, corn, oats and the products thereof; canned goods, beef, pork, etc., all of which are from 10 per cent. to 30 per cent. lower than at equal date last year. Addressing ourselves to the features peculiar to rice, we note the advance which occurred between August and latter October of 30 per cent. to 50 per cent., and which advance has been barely maintained until the present time. It was justified on the ground that the cyclone on the Atlantic Coast had destroyed most of its crop, and contrary conditions in Louisiana indicated scarce one-half, with probability of only one-third the amount grown the preceding year. The former has proven true, but it is beginning to be manifest that the crop of Louisiana will turn out equal to that of 1891-92, and this, together with the amount carried over, furnishes a supply for the current season nearly equal to that consumed last year.

In so far as quotations are concerned, they are about $\frac{1}{4}$ c. per pound lower than at the close of October, and, all things considered, we can but feel that they are fully up to, if not above, normal value.

There may be fluctuations in price and a temporary hardening immediately after the 1st January, but we are of opinion that the trade will serve their best interests throughout the season by pursuing the hand-to-mouth policy: (1) As the forward supply of

domestic is ample for all requirements. (2) Sandwich Island rice now obtainable at equal price with the domestic. (3) Japan due by the middle of February, Patna in March, and (Rangoon) Java in April. All of the foreign will be of the new crop, superior quality, and owing to the monetary depression throughout the far East, styles suitable for the requirements of the United States securable as the season progresses on equal or better terms than now offered in the domestic.

ACCIDENT INSURANCE.

THERE are not a few men who claim, says the Indicator, that by reason of their particular occupation they do not need the protection afforded by accident insurance. The argument is that it is the man who is exposed to special danger of accident, through the hazardous occupation he may be engaged in, while there being no risk so far as they themselves are concerned there is no need of protection.

But in disposing of the matter in this off-hand way the fact is not infrequently lost sight of that their own particular occupation may be, and often is, more hazardous to life and limb than some other which they imagine ought to be provided against. On this principle a man employed in a saw mill or other dangerous occupation will, perchance, purchase an accident ticket when he travels by rail on the assumption that he has rendered himself more liable to accident, while as a matter of fact, the reverse is true. There is an old story of a gunpowder maker who was riding on a railroad train and, the cars jolting a good deal, he exclaimed: "My God, I wish I was back in the old mill again." There is an old saw, "Familiarity breeds contempt," and this man's familiarity with the great risk to which he was daily exposed had led him to ignore it. And yet he could travel on a "preferred" policy, while as a powder maker he could obtain accident insurance only at very high rates, simply because the risk is so much greater in the latter. This idea, in one form or another, finds exemplification daily, for few men, long engaged in any occupation however hazardous, recognize their danger or the need of protection. The same is true of men who are rated as preferred risks, add one of the chief difficulties the solicitor has to encounter is that of convincing them that accidents are no "respector of persons" or occupation, but are liable to occur to anyone. A man may take a score or more railroad or steamship journeys without meeting with an accident, and then slip on an icy pavement or a banana-peel and fracture his leg, and the fact that his daily avocations were not in any sense hazardous does not in the least mitigate the results. Life is full of uncertainties and unexpected events, and there is no man, therefore, who can truthfully say that he does not need ac-

cident insurance, whatever his occupation, for who shall say he is not exposed to death or injury by accident.

AMERICAN-CANADIAN TOMATO PACK.

Notwithstanding the shortage in the crop of tomatoes in various localities in this country it is estimated that the pack in the United States and Canada reached, in 1893, about 4,400,000 cases, or 105,600,000 cans. This is an increase of over 1,000,000 cases over the pack of 1892. As the windup of the pack of 1892 was attended with advancing prices, and the fact became evident that the demand was fully up to the supply, the canners, who before were somewhat downcast, brightened up and put the farmers and gardeners to work planting and prepared to resume packing. The canneries in this section, especially in New Jersey, were plentifully supplied, and the 1893 pack was about as large as the preceding year. Very little of the tomato pack of 1893, however, remains in original hands, and tomatoes will be a good sale until the next pack.—Philadelphia Cash Grocer.

WHISKY TO WASH DOWN TEA.

It is reported that a Brooklyn tea store gave each of its regular patrons a Christmas present, consisting of a bottle of whisky and a bottle of wine. That would lead to the inference that the proprietor was conscience stricken, and hoped to make amends for the bad tea he had sold them by giving them something with more body to it. But then there is little difference between bad tea and bad whisky, remarks Cash Grocer, and gift whisky is never up to proof.

THE THURBER-WHYLAND CO.

An American exchange says: There is every prospect of a successful issue to the movement for the reorganization of the Thurber-Whyland Company, the insolvent grocers of New York, with a capital of \$3,500,000, divided into \$1,000,000 of preferred, non-cumulative, 7 per cent. stock, \$1,500,000 of second preferred, non-cumulative stock, and \$1,000,000 common stock. It is proposed to call the new organization "The Thurber Grocer Company."

"PLEASE, MAY I HAVE A FIT?"

Grocer Wessel, of Twentieth street and Fourth avenue, had, according to N.Y. Sun, a queer customer the other morning. A well-dressed woman, of middle age, walked into his store, and, addressing the grocer asked quietly:

"Please, may I have a fit here, sir?"

"Vot is dot?" asked the mystified Mr. Wessel.

"I would like to have a fit in your store," replied the woman, this time in a hurried, excited tone.

"Fit!" exclaimed the grocer. "We don't keep 'em lady."

He had one in the store a half minute later however, for his supposed customer fell to the floor in an epileptic convulsion. An ambulance was summoned, and she was taken to Bellevue Hospital. —Sun.



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

The British barque *Clan Grant*, from Amoy, bound for New York, has been lost in the Java sea, with a million pounds of tea, valued at \$375,000.

The will of the late Mr. Henry W. Sewell, grocer, Hamilton, has been entered for probate. The estate, which is valued at \$11,940, is left to the widow.

The office of the Dundurn flour mills, on York street, Hamilton, was broken into one night last week. All the thieves got for their trouble was 45 cents in coppers.

The codfish canning and catching industry on the Pacific coast is destined to assume immense proportions, and two or three carloads of salted codfish are now weekly shipped to Eastern markets from San Francisco.

John Mackay, a well-known tea merchant, lately operating in Nova Scotia, was arrested in St. John, N.B., last week at the instance of a Halifax broker named Dimock, who says Mackay owes him a lot of money for salary, and got out of Halifax to escape payment of it.

Don't rely on fancy wrappings to sell your goods, remarks a contemporary. An attractive package is a good introduction, but only quality will hold trade worth having. If permanency and good trade is what you are after, high-grade stock is absolutely essential to the attainment.

The present is a good time to test the value of printers' ink, says an exchange. Advertising in dull times usually pays well, because so many business men reduce their expenditure for printers' ink as soon as trade falls off, and do not increase them until the revival is well under way. Business must soon expand, and it's the early bird catches the worm.

There are twenty creameries in operation in Ontario this winter as a result of the dairy commissioners' work during the past two years. The trend of Mr. Robertson's labors hereafter will be to improve the butter trade. The cheese industry is now considered on a firm basis. Feeding experiments have been resumed at the Central farm.—Exchange.

John Baker, keeper of a grocery store on Dresden row, Halifax, died very suddenly on Thursday. The deceased was out on Tuesday, in apparently good health, but that evening he was suddenly taken with an internal hemorrhage, from which he never

rallied. He was a member of the Halifax Garrison Artillery band, and was buried with military honors.

During the past summer the Warkworth cheese factory took in 2,897,929 lbs. milk, from which 269,413 pounds of cheese were manufactured, taking about 10¾ pounds of milk to make a pound of cheese. The average gross proceeds for a standard cow amounted to \$27.03, average expenses for standard cow amount to \$4.64, leaving an average net proceed of \$22.39 for each standard cow. The amount of money realized during the year amounted to \$26,113.30.

A 10 per cent. reduction in the wages of the Grand Trunk Railway trackmen, west of Toronto, went into effect on Monday. These trackmen, or section hands, as they are generally called, are getting only \$1 per day. The reduction makes their pay for a hard day's work 90 cents. The section foreman will in future receive \$1.30 per day, instead of \$1.50. To compensate for the reduction, the company has declared the men shall work nine hours per day, instead of ten, as formerly. The reduction will remain in force for three months.

The patrons of the Belmont cheese factory held their annual meeting at St. Thomas on Tuesday of last week. The auditors' report showed: Number of pounds of milk, 1,186,895; cheese, 109,097 pounds; receipts, \$10,757.06; pounds of milk to make one pound of cheese, 10.07; average selling price, 9.86 per pound. The committee of management comprises Messrs. John McNabb, Robert Watson, Henry Lock, Charles Emery and William McKellar. W. H. Odell was appointed salesman for the current year.

Advices from England by the last mail are to the effect that Mr. Hector Cameron, ex-M.P., is making good progress in organizing the syndicate which proposes to negotiate with the Government for the establishment of a fast mail service across the Atlantic. At the present time the appropriation upon the statute book for such a service is \$500,000, but it is understood that, with a view of securing a really first-class service on the basis of 20 knots an hour, the Government will entertain proposals based on a subsidy of \$750,000, and ask Parliament to go to that expense if necessary.

At the annual meeting of the Winnipeg Grain Exchange these officers were elected: President, S. A. McGaw; vice-president, D. G. McBean; secretary-treasurer, C. N. Bell. Council—A. Atkinson, F. W. Thompson, G. R. Crowe, S. Nairn, J. A. Mitchell, Joseph Harris, N. Bawlf, S. S. Spink, Col. McMillan, A. Cavanagh, S. W. Farrel. Board of Arbitrators—A. McBean, G. R. Crowe, S. Spink, W. Martin. A. Atkinson, F. W. Thompson, Farrell. Committee of Appeals—S. Nairn, Col. McMillan, Jos. Harris, J. A. Mitchell, S. P. Clarke, Robert Muir. Call Board Committee—S. W. Farrell, chairman; G. R. Crowe, S. Spink, A. Cavanagh, A. Atkinson.

THE TOBACCO MATTER.

MONTREAL Wholesale Grocers' Guild held a meeting Tuesday afternoon last to discuss the recent developments in tobacco preliminary to the conference of the Dominion Wholesale Grocers' Guild, which takes place here this week. The meeting was private, of course, but there were present Geo. Childs of G. Childs & Co.; Wm. Kinloch of Kinloch, Lindsay & Co.; H. Laporte of Laporte, Martin & Co., H. H. F. Hughes of Caverhill & Hughes; S. J. Carter of Carter, Galbraith & Co.; C. Chaput of Chaput, Fils & Co.; A. Birk of Birks, Corner & Co., and D. L. Lockerby of Lockerby Bros. No decision was arrived at pending the conference with the Dominion Guild, but members assured the GROCER correspondent that so far as the Montreal Wholesale Grocers' Association was concerned the agreement still held with them as to what price they sold tobacco at. They were not prepared to say, however what course they could adopt after their conference with the Dominion Guild. With reference to the recent announcement made by Mr. W. C. Macdonald with regard to his goods, the impression among the trade here is that it means that he has practically "thrown down the glove" to the other manufacturers. Our informant says the trade will remember that fifteen years ago there was a Campbell Tobacco Co. and an Adams Tobacco Co., but that they could not meet the competition of Mr. Macdonald. Whether the outcome will be the same in the present case, they say, is for the future to decide.

A WELL-KNOWN GROCER DEAD.

One of London's most prominent grocers died last week, in the person of Mr. George A. Anderson, of the firm of Anderson & Barnard. Deceased had been ill for some weeks with a severe cold, which consequently developed into pneumonia. He was a highly respected citizen, in the prime of life, and many will regret to learn of his demise. He was for years a trusted clerk in the employ of A. M. Smith & Co., which business, in connection with Mr. Frank Barnard, he has carried on since the retirement of the Messrs. Smith, a few years ago. A family of small children and a widow, who was deceased's second wife, are left to mourn his death. The funeral took place on Friday, from his late residence, 197 Oxford street that city. The funeral was largely attended. Rev. M. P. Talling conducted the services both at the house and at the grave. Interment took place in Mount Pleasant cemetery. Deceased was a member of Court Victor, and also of the Canadian Order of Chosen Friends. These bodies were represented. About 40 members of the Retail Grocers' Association, headed by W. H. Ferguson, president, walked in the cortege. Messrs. W. McNeil, Wm. Tackaberry, R. Butcher, and McNeil acted as pall-bearers. Besides the widow, deceased leaves two children, a boy and a girl.

It Comes Back. —

You are in business to make money—not on first sales, but upon the numerous articles your customers look to you for. Your success depends on the satisfaction you give. DON'T be tempted into buying cheap substitutes which someone claims "nearly as good." We give no chromos, but if you will send us your address we will mail you a sample of our

HILLWATTEE TEA.

Lucas, Steele & Bristol, Wholesale Grocers, Hamilton

TELEPHONE 447

LeRoy Mills

Extra Refined Salt

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

We strongly recommend this article to the trade.

Lovejoy's

Breakfast Flakes

Cases, 3 dozen packages, \$4.00.

Cherry's **Irish Mustard**

Absolutely Pure.

BALFOUR & CO. Wholesale Grocers, Hamilton.

The Wise Grocer

Will try to induce his customers to buy the very best Soap in the market, because by so doing he makes a sale that will please the buyer; and it is the pleased and satisfied customers who build up the grocer's business.



THE BEST VALUE FOR THE CONSUMER

Is a wise and sound doctrine for grocers to advocate. It inspires confidence and leads to success. **SUNLIGHT** Soap is the Best Value, for the consumer, of any soap in the market. No argument is necessary to prove this. The sales are the positive proof, and **SUNLIGHT'S** sales are more than double those of any soap in the world.

ARE TEAS PROPERLY HANDLED?

THE esteemed St. Paul Trade Journal has a thoughtful article under the above heading, and seems to have arrived at the conclusion that some improvement in the methods of distributing teas is desirable, for the purpose of stimulating consumption and enlarging the grocer's profits. We have written in the past at considerable length on this subject, and we are pleased to find so influential a cotemporary as the Trade Journal taking the same view of the matter, and recommending a change of methods solely in the interests of the retailer. Would that other grocers' papers would devote a portion of their space to the same topic. With a united press sentiment in favor of a change, we sincerely believe the per-capita consumption of the aromatic leaf would soon show an expansion. The great obstacle to such a desideratum is the manner in which tea is handled. If it were prepared in this country from the foreign raw material, like chocolate and cocoa, or from a domestic product, like certain cereal preparations, the competition between the enterprising and energetic domestic manufacturers would cause the prepared article to be extensively advertised, the various good qualities of the teas would be pointed out, and though each manufacturer would probably attack the brands of his rivals, the result could only be a steady increase of the consumption. The successes of the cocoa and chocolate manufacturers in recent years are sufficient evidence of what may be accomplished by the rivalry of enterprising manufacturers. Chocolate and cocoa are probably in use in twice the number of households to-day than a score of years ago. But tea, unfortunately, has been for the most part treated as a staple, like sugar. No refiner advertises sugar; it is left to make its own way. Had sugar, like tea, a dangerous rival, the advertising columns of the newspapers and magazines would to-day bristle with the ads, of sugar refiners. Tea must compete for popular favor with coffee, chocolate, cocoa, malt beverages, wines, as well as the various summer beverages, and as it is left to the tender mercies of the jobber and retailer to advertise, it is not strange that it barely holds its own with the public. Its sale in retail stores is often too small to warrant the grocer going to heavy expense for advertising, yet something could be done in the right direction, without additional cost, if the present space that is employed by retailers in newspapers, catalogues, leaflets, etc., for pushing the sale of less profitable goods, were utilized partly for the purpose of calling attention to tea. With effective advertising, and perhaps a little more attention to the matter of quality, the retail trade could accomplish much, but if the jobbers

and importers would join with the retailers in advertising the undoubted merits of tea, the end in view would be much more quickly reached.—*Merchants' Review.*

ABOUT "GOOD ROADS."

"The advantages of properly-built and well-maintained dirt roads seem to have been largely overlooked in the movement for the improvement of our country roads," says the *New York Engineering News*, "and it has been said, with some reason, that the movement in favor of good roads has been hampered to some extent by a somewhat too enthusiastic advocacy of broken stone roads, either macadam or telford. The cost of such stone roads is absolutely prohibitive of their adoption in many parts of the country, where, however, improved roads are urgently needed. Comparatively little is said about dirt roads in the discussion on improved construction, but it is certain that very excellent roads may be made of earth by a proper system of construction. Both surface drainage and sub-drainage are essential in obtaining a durable road, and intelligent maintenance is another essential, which latter is rather difficult to insure. The mere dumping of piles of earth in wet spots or low places is not maintenance, but is mere waste of energy due to carelessness or misdirected zeal. With a good dirt road once completed, it would probably be found economical and advantageous to intrust its maintenance to a few skilled and intelligent men paid for their services, instead of leaving the maintenance to the spasmodic attention of the farmers and their hired men."

DESIRED A SUBSTITUTE.

A well-known B.C. public man of this coast not long since paid a visit to England, where, although salmon was then out of season and a costly luxury, he found that at almost every house he visited, Dee or Severn salmon formed a prominent feature of the menu. At last he could hold out no longer, sated as he was with salmon of the finest of B.C. home production, and ventured quietly to let it be known, much to the relief of intending hostesses, that they need no longer go to expense and trouble in procuring for him fine English salmon out of season, for though they doubtless regarded this as a compliment and a treat to their visitor from a great land of salmon, he really partook of so much of the finest fish of this kind, during a large part of the B.C. year, as to be uncommonly glad of the substitution of cheaper English fish, such as, for example, the delicious sole. The worthy British Columbian thus lightened the tax on his entertainers' purses, and for the remainder of his English visit really enjoyed the fairly numerous dinners at which he was an honored guest.—*News, Vancouver.*

SHIPPING ORANGES IN BULK.

Mr. Langley, of the firm of Cook & Langley, Riverside, Cal., is at present in Chicago, says the Grocer of that city. The firm has recently patented a device for shipping oranges in bulk, that from all accounts is destined to prove a great success. Heretofore the wrapping and packing of oranges, in order to insure their safe keeping during transportation, has been considerable of an expense, and very frequently the profits in their production has been entirely eaten up in this manner. The device consists of a series of folding crates in which the fruit is securely placed in such a manner that decay is almost entirely avoided. These crates are so constructed that they can be folded up and stored in the top of the car during the return trip, thus allowing the full use of the car for hauling merchandise. The car which Mr. Langley brought with him on his present eastern trip was examined at various points along the way and the comments received are highly flattering to the new venture.

IN THE GOOD OLD DAYS.

How plainly I can see it, the shop of Silas Dean!
On the big open square, where the children used to play,
With its grey wooden shutters and its door of faded green,
Which I used to bar and fasten at the close of the day.
There's the long wooden counter and its ledger for the day,
And the floor newly sprinkled and swept in groove and tongue;
On the shelves, in the windows, from the ceiling, in array,
Gleam the kitchen's bright utensils for housewives old and young.
To no one branch restricted was the tinner bright of old,
A man of truest genius, he glorified in his craft;
For he could pipe a furnace, or make a can-mould,
Set up a pump, roof and "spout it," or figure from a draft.
There's the group of weekly peddlers getting ready for their trip,
With carts on Monday morning, all drawn up to refill,
With dish kettles, tea kettles, bread pans and drip,
Dippers, cups and muffin rings, to fill out the bill.
What odds and ends those peddlers brought in barter for our wares,
Bibles, books and pamphlets, songs of every hue and kind;
Pewter mugs and candlesticks, iron tongs in pairs,
Metals, brass and copper, in their wagons strapped behind.
But times have changed since then, boys, and business methods too;
And all that you can hear is nothing but machine! machine!
It has spoiled the tinner's handicraft, their lable and true blue,
That the workmen used to wear in the days of Silas Dean.

M. K. Sullivan.

H. P. ECKARDT & Co.

Importers

3 Front Street East,
TORONTO.

and Wholesale Grocers

5 cents BUYS A CAKE OF

Sweet Home Soap.

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



London Soap Co.

LONDON, ONT.

Do You Sell — BROOMS ?

We make the best. Our Brands are all Sellers.

-: THE QUEEN BROOM :-

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

.. THEY GIVE SATISFACTION ..

=====
Taylor, Scott & Co.
TORONTO.

DON'T FAIL

To renew your stock of



•••
Rose & Laflamme

Eastern Agents,

MONTREAL

BUSINESS DETAILS.

BUSINESS is made up of details, remarks a contemporary. The mill owner who has mastered all the details in his business can bid more intelligently for work than he who simply guesses. He knows where he can save. He knows the cost of each step to a fraction. When he reaches his conclusions he knows exactly what figures will give him a fair profit. Such a master of his business will never be caught doing unprofitable jobs. Knowing exactly what he must expend on a required job, he will pass the job along to his guessing neighbor, and allow him to run his plant on the non paying work.

One day last week I saw two sets of figures on one contract. One of the men who figured understood his business, and his figures were to a cent. The other one guessed at the cost. Their figures were not far apart, for the job was not large. The guesser's bid was below the exact figurer's bid, and he got the job. He has since told me that "there is no profit nowadays in this line of work." The other man assured me he knew "exactly how much Mr. Guesser would lose on the job." His figures agreed almost to a cent with what the "lucky" bidder confessed he was "out" on the work.

These two men represent the two classes of mechanical workers—those who fail and those who succeed. These classes are distinct. The guessers "get the work at any figure." They soon do enough work to lose all they possess. The exact figurers "get a fair profit or let the job go to someone else." They may work less, but they make a profit on all they do, and they soon do little enough to roll up a good bank account. It may sound paradoxical to say that one man succeeds in getting so much work that he fails, and another succeeds in getting so little that he grows rich, but there are enough examples of both to prove that the seeming paradox covers an important business truth.

The man who is master of the details of his business is a powerful competitor. He knows when he reaches the point in bids below which he will not, can not, go. His guessing competitor has only one limit in view. He aims to go below his competitor, no matter how low the competitor sets his figures. How many men can tell to which class they belong?

RAMBLER'S REAPINGS.**RE COLLECTING DEBTS.**

WHAT is wanted in regard to collecting debts is greater simplicity of law proceeding. For instance, suppose I am a small trader. A customer deals with me and gets credit. After owing me a balance the customer quits and I lose his custom and the balance. As a matter of course it goes with the customer. I, of course, lose both unless I invoke the expen-

sive and intricate machinery of the law. Now what is wanted is some simple, inexpensive process, and I would suggest the following: Appoint a judge at \$2,000 a year and an assistant at \$800 a year. Let the court be styled the Court for the Collection of Debts. The process would be something like this: I send my bill with fee to the court; a paper is made out and served on the debtor by the court assistant, and at a specified time the creditor and debtor appear before the judge. If the creditor fail to appear or send a friend to represent him, then the debtor is dismissed. The judge should have power to decide the case, and non-compliance with the order of the court by the debtor should incur a penalty of seven days in jail. If a man cannot pay a debt, and this is proved to the satisfaction of the judge, he can dismiss the case, and the creditor is at liberty to send his bill again after a lapse of two months, in all cases the fee to be paid by the creditor with privilege of charging it in his bill. Scale of fees: Up to \$10, 50c; \$15, 75c; \$25, \$1; \$40, \$1.25; \$80, \$2; \$100, \$2.50. One hundred dollars would be the limit of this court.

GARNISHEE.

"We are going to get the law regarding garnisheeing of wages put right after all," said a man to me the other day. "Yes, when the moon is made of green cheese," said I. "Well, you wait and you'll see," said he. "Why, the Government don't want it," I said. "Their idea is, if you cannot collect a debt you are not likely to give credit." "That is all hanged nonsense," said he, "for the Government to think anything of the kind. Suppose now you are out of a job and you are starving. You come to me, and by the look in your eyes I can see when you ask me to trust you for two or three weeks till you get a job, that you are really in want, and I can't see you starve. I give you credit to help you out of your difficulty. After a while you get something to do, and instead of remembering my kindness you forget it, and you go and deal somewhere else. Would it not be pretty hard if I could not make you by some means or other pay up? Well, I should think so. Well, that is just the state of affairs at present, but it is going to be changed. What is going to change it? Why, the P.P.A., of course."

FRAUD.

"Give me a draw," said a bright, blue-eyed, fair-haired little girl, as she threw down her cent on the counter of a grocery store I was in the other day, and the grocer handed her a small stick of gum which she eagerly opened in hopes of finding a little slip of paper denoting that she had got a prize—a bracelet, a gold chain, a jet chain, or some other pretty prize; but I will never forget the look of utter disappointment which

overspread the bright little face as it found all it got was a little worthless tin whistle. Almost heart-broken, she turned and left the store. Then the grocer turned to me and said, "Do you know I feel like a criminal every time I sell that gum." "How is that?" I said. "Well, you see," he said, pointing to a box half empty of chewing gum containing one gold chain, two jet chains, two steel chains, three bracelets, and three or four dolls, "the gum containing those prizes is supposed to be in the box; and every one who pays a cent runs the chance of getting one. I have known little ones come in and spend 25 cents, all they had, in hopes of getting a prize, but go out without any. Yes, sir, I have seen them actually go out crying. Why is it? Simply because we are supposed to keep the gum containing these prizes to near the last. I'll never buy another box as long as I live."

UNTRUTHFUL SALESMEN.

"Good morning, Mr. J. How are you off for vinegar?" "Oh, I buy my vinegar from T., L. & Co. and B. & Co." "Oh, you do, do you?" "Well, it is all the same; we sell to them. It's our vinegar you use." "Oh, is it?" "Yes; we sold them a thousand barrels each." "Oh, indeed." "Yes, sir, and you might as well buy it from me direct and save the commission." The lie was a whopper, but some believed it. A man like that is no credit to the house he represents.

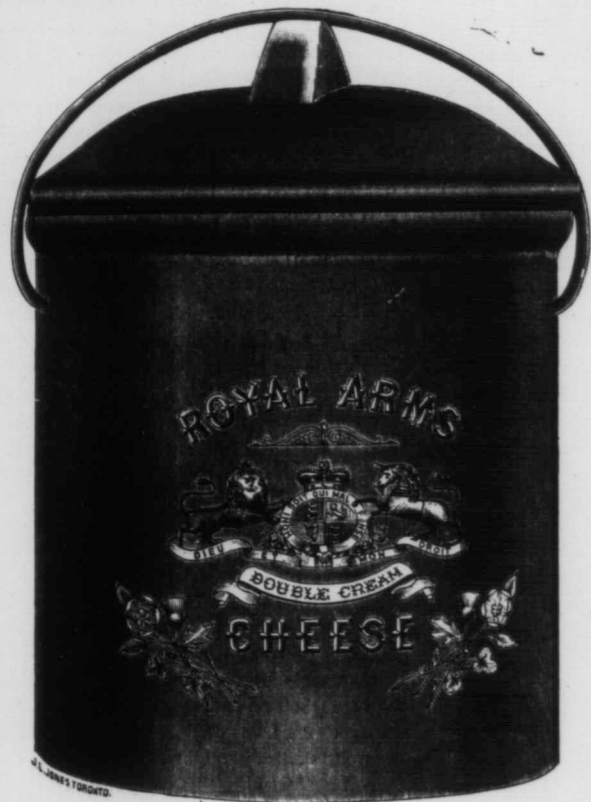
COLLECTING.

"You talk about funny experiences in collecting. I'll give you one of the strangest that ever happened to me. I was in the habit of collecting numerous accounts, and amongst the number was one on Blank street. I had called there before, but without success. I had got pretty well through with my work and was just returning home, when I thought I would make another attempt to collect this particular account. I stepped up to the door and, knocking, I awaited the arrival of the lady. Presently the door opened and the lady nodded and asked me to come in, which I did, but imagine my surprise when I got inside to see her turn, lock the door, and yell, "Murder, thieves, robbers, help, help!" as loud as her lungs would let her. The neighbors all came around the door and presently a policeman arrived upon the scene. The woman unlocked the door and told the policeman I was trying to commit an assault upon her. He believed her, of course. Circumstances looked dark against me, and I was taken off to the police station. After explaining the matter to the officers they made enquiries, and found out the facts of the case. I was then allowed to go, but it was the strangest experience I ever had."

RAMBLER.

J. F. EBY

HUGH BLAIN



"It Is THE Cheese."

Honest comparisons by competent and unprejudiced judges must admit the superiority of "Royal Arms" Cheese over all competitors. It is a full "Double Cream" cheese, handsomely put up in self-sealing porcelain jars. We only ask a fair trial.

JARS $\frac{1}{2}$ s.—CASES 1 DOZ.
 " 1s. " 1 "
 " 2 $\frac{1}{2}$ s. " $\frac{1}{2}$ "

Write for sample case.

WRITE FOR THESE

We are offering this week special value in the following grades of teas :

JAPAN
 YOUNG HYSON } at **12**^{cts.}
 CONGOU } per pound.

We feel sure a trial of these teas will convince you of their merit, and purchasers will reap a good profit. Order sample half chest.

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

LABOR SAVERS.

IN the grocery business the fruits of human ingenuity, in the shape of labor-saving products, are more numerous, perhaps, than in any other branch of trade (remarks Merchants' Review). Take only a single industry connected with the grocery business—the canned goods industry—and how many and varied are the articles that the enterprise and ingenuity of the canner have placed within the reach of the housekeeper, to the saving of time and labor, not to mention the relief to the nervous system which the convenience of ready-prepared foods affords. Whether the consumer or the grocer is most indebted to the packer of canned goods is a moot question. As regards the consumer it must be admitted that the time and labor saving problem is not the only one that has been satisfactorily solved by the packer; he enables the people of small means to gratify their taste for luxuries that, without his aid, would be beyond their reach, notwithstanding the great reduction of the cost of transportation in recent years. As with canned goods, so with other labor-saving articles sold by grocers—they reduce the cost of living as well as time and labor. If to the public the labor-saving goods are a boon, to the grocer they are the means of increasing his sales and adding to his profits. It is by the help of the specialties that the percentage of profit in the retail grocery business is maintained at a living rate in the face of the keen competition which has forced down the profits of so many staples. Another point worthy of the grocer's consideration is the enlargement of the scope of his business that has been due to the introduction of some of the labor-savers. The stock of canned meats that is carried by the average city grocer renders him a dangerous rival of the butcher, and to those dealers who find neither pleasure or profit in the sale of fresh vegetables and fruits the canned articles are in the nature of a god-send, enabling the dealers to compete on nearly an equal basis with the grocers who sell the green stuff.

The demand for labor-saving products, although very large, is probably capable of a considerable expansion. Grocers would do well to try the efficacy of a little push in the selling of that class of goods. It won't do to take it for granted that every housekeeper is aware that such and such labor-saving brands of grocers' specialties are in the market. Some of the women-folk who still adhere to the old-fashioned way of preparing codfish for the table are doubtless ignorant of the fact that a brand of the prepared article, besides various brands of boneless cod and canned fish-balls, is to be had at a reasonable price, with a consequent saving of time and labour. Similarly with many other if not all of the articles belonging to the class of goods that we have mentioned. For example, the canned and desiccated soups, canned clam chowder, clam

juice and crab meat, prepared game pates, soup flavoring and poultry seasoning, mayonnaise dressing, cranberry sauce, mince meat, plum pudding, cake icing, salad dressing, Saratoga chips, fruit pudding and dessert specialties—to mention only a few of the labor-saving food products—are consumed by a comparatively small portion of the public, notwithstanding that Americans have the reputation of being quick to appreciate time and labor-saving contrivances, or that the sale of such goods is very profitable to the retailer. Simply placing the articles on the store shelves, and hanging up descriptive show cards, may suffice to create a demand in the large cash stores, but in the ordinary grocery more energetic efforts are necessary. The distribution of leaflets, containing a list of this class of goods in stock, with "Labor Savers" as a title or caption, might yield good returns, but personal appeals to customers during their visits to the store, when the goods are in season, should not be dispensed with. Surprising results often are produced by merely placing a sample package, with a price card attached, on the store counter, convenient to the reach of the customers, so that it may be examined.

THE GROCER'S STOVE.

If there is anything about the average grocery store, just at present, that is doing more harm than the stove, I would like to know of it (says a writer in a contemporary). It seem ridiculous that grocers will allow a great, big, six-foot-high stove in a store, kept full blast. In the first place, the heat and gas from it is very injurious to the goods in general. I have often seen a stove, with a belly that would do justice to an alderman, three-fourths encircled with canned goods, etc., and it did not stop there, but had to accompany the stove pipe right up to the chimney hole, and they would have sent a few cans up the flue if there only had been room enough.

TROPICAL GROWTH IN CANADA.

"C. R. Somerville's 'Mexican Fruit' chewing gum," said a representative of that firm, "was an article unknown two years ago, but now has the largest sale of any brand of chewing gum in Canada. It is found in every store of consequence from Prince Edward's Island to British Columbia. It is talked about and read about more than any other five-cent article on the market. A commercial traveler from Western Ontario, who has been down through the Maritime Provinces, made the remark the other day that it made him feel quite at home on entering a store to find Somerville's 'Mexican Fruit' on the counter, and in more than one case served him well for some introductory remark."

TOO MUCH OF A JOKE.

SEVERAL boys in a Canastota grocery, according to an exchange, had bushels of fun for several days last week with a small electric battery. The store door was wired so that by closing a switch any one who attempted to open the door would receive quite a shock through the thumb latch. A comfortable arm chair near the stove was also rigged up so that a current of electricity could be made to pass through whoever occupied it. A good many drummers and quite a number of men around town were treated to doses of electricity, and all took it as a good joke until last Saturday. Among the victims was Attorney T. L. Murphy, of this village. Mr. Murphy executed a war dance on the door step when he received the full force of the battery. He could not see the humor of the joke, and Monday he served Supreme Court summons on the grocers and three or four other men who were in the store at the time. He claimed damages to the amount of several thousand dollars, but during the week the matter was settled by five of the defendants paying Mr. Murphy five cents. P. B. Nichols, who happened to be in the store at the time, was made one of the defendants, and he refuses to settle. He has engaged Attorney Briggs and proposes to have the matter brought to trial. The little joke is not working this week.

REGARDING TEA.

"Last advices from London," said a broker, "report that market quiet, with no new feature to chronicle. The local market has awakened after the dull period which always follows the Christmas holidays, and has shown some activity during the past week. Buyers have been sorting up their stocks, and whenever good value was offering have shown a willingness to enter the market. A small general trade in all kinds and grades has been transacted, but more particularly in greens. The feature of the week has been the value offered in gun-powders, which have been sold at such low prices as have never been seen in Canada before."

LICORICE PRODUCTION IN THE STATES.

An English gardener has commenced the cultivation of the licorice plant on the Puyallup Indian reservation, near Tacoma. He claims that the climate is favorable to its growth. Roots planted two years ago are now six feet in length and about three-fourths of an inch thick. From four to six pounds will grow to every bud of the licorice planted. About 8,000 of the slips are planted to the acre. It is a perennial plant, and pretty hardy, maturing in two years.

FRUITS.

ELEME FIGS, 10 lb. boxes.

HALLOWEE DATES.

MALAGA RAISINS.

New French, Marbot and Grenoble Walnuts.

SEND FOR QUOTATIONS.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

This Week

WE OFFER SPECIAL
VALUE IN

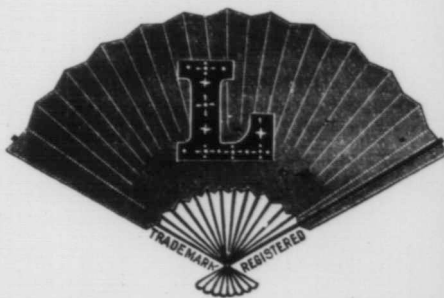
FRUITS.

Barrels, Half Barrels
and Cases Currants.

Boxes 4 Crown
Layer Valencias.

Boxes Fine
Off-Stalk Valencias.

Boxes Fine Sultanas.



Kegs and Cases
Bosnia Prunes.

Boxes 7 Crown, Eleme
and Natural Figs.

Boxes Halloween
Layer Dates.

Edward Adams & Co., Established 1844 Wholesale Grocers

LONDON, ONTARIO

Marshall's Choice

SCOTCH

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

FISH

Warranted SOLELY from the
FAMED ABERDEEN FISHERIES.

ARE THE BEST TO BE HAD

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

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

DELICACIES

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

FOR SALE BY ALL LEADING GROCERS.

Marshall & Co.

Spring Garden Works, ABERDEEN, SCOTLAND.

WALTER R. WONHAM & SONS,

Sole Agents for Canada, MONTREAL,

DEPARTMENT STORES.

DEPARTMENT stores are pushing the regular grocers, and fast absorbing a large part of their trade. The purchases of some of the department stores in this city are greater than those of a dozen stores doing a fair business, say \$30,000 per annum. The grocery departments of these stores are excellently managed. The prices made afford a good profit, although they are below those of the regular stores. How these stores are arresting public attention is indicated by the following which appeared in a recent issue of the Sun:

To the Editor of the Sun—Sir,—Noticing that one of the big up-town bazars advertised some desirable groceries in the Sun recently, and happening to be in that vicinity I dropped in, intending to spend about a dollar. Before I was through I saw some other goods in the grocery line that were "just what I wanted," and my purchases amounted to \$8.25, all through an ad. in the Sun.

Since then I have been wondering why the regular retail grocers don't advertise. They certainly have magnificent goods, and could get up an ad. that would put the dry goods show in the shade. But not a cent do any of them spend. This certainly looks like a short-sighted policy, and for such firms as Park & Tilford, Acker, Merrall & Condit, and many other first-class groceries to be unrepresented in the pages of the Sun is for them to acknowledge that they don't know on which side their bread is buttered. They are almost the only class of tradesmen who do not advertise. The writer knows of a live grocer in Philadelphia who advertised, and to this he attributes his immense increase in trade, which is now almost first in the city.

The grocers kick about the bazars taking their trade away. Well, let them advertise in the Sun. It is their salvation.

R. A. DIX.

We know that these department stores with delivery waggons running through suburban districts are selling the customers of suburban grocers who are attracted by the advertising. They find that something is saved by buying in the city, and that goods are delivered in good order at their homes.

This form of competition is a hard one for the grocers to meet. There is, however, a way for city grocers to meet it. We believe Philadelphia has solved the matter. Over there a prominent retail firm has, as indicated in the above letter, used for years the daily press and with freedom. By ingenious and original methods this firm has built up a large and prosperous patronage and scared the great notion stores from attempting to make groceries a part of their stock.

With suburban dealers the task is more difficult. Their customers are fond of a trip to the city, and they believe that the expenses of such an excursion are met by the

saving effected through buying their groceries at the department store. In many instances they are unfair enough to demand credit of their home grocer, and instead of paying their just dues to him, pay cash at the department store.

A suburban retailer in discussing this new form of competition said: "I tell the grocers in this place that if we would stop selling sugar at cost, and other articles at next to no profit, we could easily afford to sell other lines at the same prices made by the department stores and which afford a fair profit." There is a great deal of truth in that statement.

While we recognize the right of a great city bazar to open a grocery department, we doubt the wisdom of the plan. Such stores at once antagonize the interests of every grocer within thirty miles; this means that tens of thousands of buyers are prejudiced against the department stores because they strike a blow at the business which gives them support. Unfortunately, the retail shoe dealer, the bookseller, the druggist, the clothing merchant, the seller of bric-a-brac, furniture, toys, hardware, kitchen utensils, house-furnishing goods, crockery, glassware, trunks, jewelry, confectionery, soda water, etc., besides restaurant keepers, have equal cause for complaint and retaliation. If all these various dealers were to boycott the department stores, there would be no department stores. And therefore the proposition of the Sun's correspondent is worthy of attention. Last week we went for miles along the principal avenues to see if we could find a grocery where any special display was made for the holidays. In two instances we found stores with the windows filled with holiday novelties, but otherwise nothing out of the ordinary.

Will it not pay retail grocers to be enterprising? To advertise in the daily papers? To make special sales? To wake up, burnish their armor and do something to win popular favor? We believe it will, and unless they do, we shall see the grocery department of the big bazaar stores crushing the profit of the independent and regular retail store.—American Grocer.

COLLECTION OF DEBTS.

WHEN so sober a journal as the Manitoba Free Press backs those who are asking for further exemptions from seizure for debt it is an evidence that the agitation has taken a strong hold on the farmers of the province, says the Toronto Globe. Some protection, says the Free Press, is required "against the too active enterprise of merchants, the too costly operations of the law, and the too optimistic tendencies of the farmers themselves. It must not be almost certain perdition to examine the contents of an agricultural implement warehouse; some risk in inconsiderate buying should rest with either side. It is not to the interest of the province that a man should be ruined and his family turned off the farm because he could not resist the temptation to load himself up with implements for which he merely hoped to be able to pay." It argues, also, that the woman of the household has often done as much to make a homestead as has her husband, and that it is not right that she and her children should be turned upon the world because the husband has been foolish. To the argument that further exemptions will impair the farmers' credit, The Free Press says: "So much the better for the farmer, and, in the end, for trade." There are people who believe in the abolition of procedure for collection of debts, which would, of course, destroy all credit except faith in honesty. Something less than this extreme measure ought to meet the case in Manitoba. The Free Press advocates increased exemptions and reduction of law costs. On several occasions, it says, valuable property has been sold for a sum which gave the creditor nothing, and barely covered the cost of seizure.

The collection of debts by the courts is a big problem all over the United States and Canada. The function of the court is supposed to be to settle questions in which there is a dispute as to a point of law, or as to the hearing of evidence. But in reality, in a large number of the cases which keep them busy, there is no dispute at all; the debtor simply cannot or will not pay, and the creditor uses the machinery of the court to enforce payment of his debt, or to obtain priority over other claimants. It stands to reason that in these simple cases, in which the majesty of the law is represented mainly by the bailiff, the procedure ought to be simple and the costs very light. There may be room for reform in this respect here as well as in Manitoba.

1894

L. CHAPUT, FILS & CIE,

.. MONTREAL ..

WHOLESALE GROCERS

Importers of

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

Established 1842

ESTABLISHED 1850.

Another consignment to hand of

White French China For Decorating.

The constant increasing demand for these goods has compelled us to make a department of this line.

Send for Illustrated Cuts and Price Lists.

JAMES A. SKINNER & CO.

TORONTO, ONT. VANCOUVER, B.C.

ESTABLISHED 1851.

WE OFFER.

5,500 Boxes Arguimbau New Valencia Raisins.

Also "G. Marcapoli & Fils" brand.

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

N. QUINTAL & FILS,

WHOLESALE GROCERS,
274 St. Paul Street, Montreal.

BEANS Hand-Picked White Beans.

Fancy Cleaned, California, Lima Beans.

Green Soup Peas.

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

F. W. FEARMAN,

HAMILTON, ONT.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

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

SLOAN & CROWTHER,

WHOLESALE GROCERS,
Toronto.

JAPANS

Excellent Style and Liquor
10c. and 12c.

JAPAN DUSTS

3c. and 5c.

WARREN BROS. & BOOMER

35 and 37
Front St. East, TORONTO

**New Peels
New Dates
New Figs
New Nuts
New Malaga Fruits.**

Full Lines Now in Store.

J. W. LANG & CO.

59, 61, 63 Front St. East, TORONTO

New Fruits.

Dates, Figs
Sphinx Prunes
Sultana Raisins
Black Baskets
London Layers.

Nuts of all kinds.
T. KINNEAR & CO.,
49 Front St. E., TORONTO.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

FIGS

Choice Eleme.

PERKINS, INCE & Co.

41 and 43 Front St. East

Clearing Sale of
Eleme & Malaga Figs
AND
London Layers.

PRICES GREATLY REDUCED.



Smith and Keighley

9 Front St. E., Toronto

TOMATO CHUTNEE

Delicious flavor to Hot and Cold Meats, Gravies, Soups, Curries, Etc.

PREPARED BY

M. P. CARD,
GUELPH, ONT.

Is now used on board all steamers sailing from Montreal, as well as by all the best Hotels and Clubs in Canada.

Try a Sample Case

CHOCOLAT MENIER



A Common Error.

Chocolate & Cocoa are by many supposed to be one and the same, only that one is a powder

(hence more easily cooked) and the other is not.

This is wrong—

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

A Residue. So with COCOA.

In comparison,
COCOA is Skimmed Milk,
CHOCOLATE, Pure Cream.

Ask your Grocer for
CHOCOLAT MENIER

Annual Sales Exceed
33 MILLION POUNDS

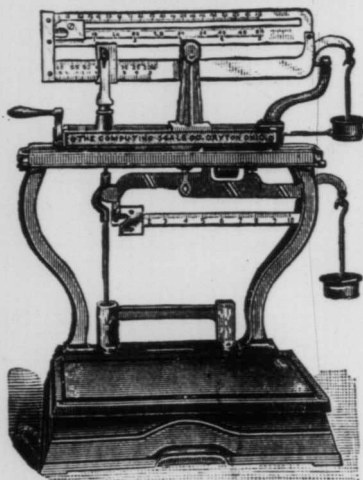
If he hasn't it on
sale send his name
and your address to
Menier

Canadian Branch,
12 & 14 St. John
Street, Montreal.

Medal Awarded at Industrial Exhibition, Toronto, 1893

THE COMPUTING SCALE

THE EIGHTH WONDER OF THE WORLD



IT HAS BRAINS, AND ALL BUT TALKS

CAPACITY, $\frac{1}{2}$ oz. to 100 lb.
COMPUTES FROM 3c. to 60c.

Fry & Trask, 34 Yonge St., Toronto

Canadian Agents for

COMPUTING SCALE CO.

Dayton, Ohio, U. S. A.

AMMONIA SOAP

TRY IT.

BUY IT.

Grocers

USE IT.

SELL IT.

AMMONIA SOAP

W. A. BRADSHAW & CO.,
TORONTO

GRIMBLE'S English Malt Six GOLD Medals VINEGAR

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

.. ODART'S SPECIALTIES ..

- HIGH CLASS - - GREAT NOVELTY - - GOOD PROFIT -

ODART'S PICKLE - AND - ODART'S SAUCE

ODART & CO., PARIS, FRANCE, AND LONDON, ENG.

Slee, Slee & Co.
makers of
ESTD 1812.
pure malt vinegar.
London, England.



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

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

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

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

TODHUNTER, MITCHELL & CO.,

— DIRECT IMPORTERS OF —

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.

WATSON'S COUGH DROPS

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

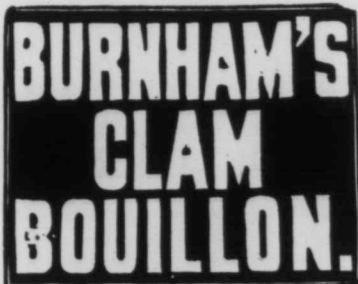
TORONTO.

McLAREN'S

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



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



IT IS A GREAT SUCCESS.

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

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

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

ROBT. MOORE, Travelling Agent, London, Ont.



CHAS. SOUTHWELL & CO'S

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

JELLIES

MARMALADES

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

New Season's Jams
Now ready . . .

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



ESTABLISHED 6 YEARS

The "Monsoon" Brands

CONSIST OF THE FOLLOWING:

INDIAN.

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

CEYLONS.

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

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

The Above Brands Give Universal Satisfaction and Suit all Tastes.

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

STEEL, HAYTER & CO., Growers,

11 and 13 Front St., Toronto.

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

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

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

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

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

Currants

IN GOOD ORDER
AND CONDITION

In Barrels at 3c. per lb.

Cases at 3¼c. per lb.

CROP 1892.

Our Best Value for Grocer
or Consumer to-day is

JAPAN TEA DUST

AT SIX CENTS PER LB.

Send for Samples to

Lightbound, Ralston & Co.

WHOLESALE
GROCERS,

MONTREAL.

MARKETS AND MARKET NOTES

TORONTO MARKETS.

TORONTO, Jan. 18, 1894.

GROCERIES.

In trade this week the cynosure has been the several advances in the price of sugar. These advances have been $\frac{1}{8}$ c. on granulated and 3-16c. on yellows. As regards the volume of general business it is fair for the season, and sugars, since the advance, have occupied the major part of attention; and in this particular line there has been some speculative movement. Travelers' reports the past week as more favorable than they have been since the new year opened. There are fair quantities of teas moving, and coffees are still in fair request. Dried fruits are quiet with prices generally firm. Canned vegetables are selling a little better than they were, but the turnover is still small. Syrup and molasses are doing fairly well. The green fruit market is enjoying the usual after holiday quietude. Payments are only fair.

CANNED GOODS.

A slightly improved demand is reported for tomatoes and corn, but prices remain unchanged at 80 to 85c. Peas do not appear to be receiving any more attention than formerly; and for them the ruling price is 80 to 85c. The packers are not offering, nor are they likely to until after their annual meeting, which takes place Wednesday, 24th inst. The demand for salmon is light and the market featureless; prices are unchanged at \$1.25 to \$1.35 in talls and \$1.50 in flats. Lobster is quiet and unchanged with prices ruling as before, namely, \$1.85 to \$2.10 for talls and \$2.40 to \$2.50 for flats. Canned fruits are in fairly active demand, and we quote as before: Peaches, \$3 to \$3.25 for 3's, \$2.10 to \$2.25 for 2's; raspberries and strawberries, \$2 to \$2.10.

COFFEES.

Nothing new has developed. There is a good demand at firm and unchanged prices. We quote green, in bags, as follows:—Rio, 22 to 23c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 22 to 23c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.

NUTS.

There is practically no demand, but prices remain about the same as before. We quote:—Brazil nuts 13 to 15c. a pound; Sicily shelled almonds, 28 to 32c. a pound; Tarragona almonds, 12 $\frac{1}{2}$ to 14c.; peanuts, 11 to 12c. for roasted and 8 to 10c. for green; cocoa nuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 $\frac{1}{2}$ to 15c.; Marbot walnuts 12 to 13c.; Bordeaux walnuts 11 $\frac{1}{2}$ to 12 $\frac{1}{2}$ c.; fiberts, 9 $\frac{3}{4}$ to 10 $\frac{1}{4}$ c.; pecans 13 $\frac{1}{2}$ to 15c.; nuts, per bushel, hickory, \$2.

RICE.

There is no change in prices and demand is limited. We quote: Ordinary 3 $\frac{3}{8}$ c. to 3 $\frac{1}{2}$ c., Montreal Japan 5 to 5 $\frac{1}{4}$ c., imported Japan at 5 $\frac{1}{4}$ to 6 $\frac{1}{4}$ c.

SPICES.

Demand is fairly active at unchanged prices. We quote: Pure black pepper, 13

to 15c.; pure white, 20 to 28c.; pure Jamaica ginger, 25 to 27c.; cloves, 14 to 25c.; pure mixed spice, 30 to 35c.

SUGARS.

Since last review the price of sugar has been advanced three times by the Canadian refiners. The changes have been principally in yellows, they being some instances 3-16 higher than a week ago, and we now quote 3 $\frac{3}{8}$ c. for dark up to 4 $\frac{1}{4}$ c. for bright. In granulated the advances have only aggregated $\frac{1}{8}$ c., the ruling prices now being 4 $\frac{3}{8}$ to 4 $\frac{1}{2}$ c. Refiners claim to be short of stock, are firm in their views regarding prices, and will not book orders ahead. The advances have induced some speculative buying. Several carload lots have been moving, and a good sorting up demand is reported. The consensus of opinion among the trade regarding the advances is that they are unwarranted. There is yet, argue those who take this view, the usual dull sugar season of some months to come, and this, together with the financial condition obtaining in the United States, is considered by them good and sufficient reason for their assuming what they do. Furthermore, there is the big crop to be taken into account.

Willett & Gray, in their weekly Statistical, say: Total stock in all the principal countries, 1,465,260 tons, against 1,298,200 tons at the same date last year. Afloats to the United States from all countries estimated, 40,000 tons, against 30,000 tons last year.

RAWS—Last week's quotations evidently marked the low points at 2 $\frac{3}{4}$ c. for 96 deg. Centrifugals at least for the present, and there has been a steadily hardening tendency during the present week under very light offerings, resulting in an advance with sales at 2 $\frac{7}{8}$ c. European markets on the contrary have been steadily declining, but as they are still above the parity of our markets they have no special influence. Our refiners now look to Cuba for supplies, and the offerings there continue very moderate, notwithstanding that receipts at shipping ports are on the increase, and were 22,000 tons the past week while exports were only 9,000 tons. Reports from all cane producing countries continue favorable, and grinding is becoming quite general throughout the West Indies.

REFINED—The decline made last week was sufficient to get below the market and induce a buying movement sufficiently large to carry off all the surplus accumulation of refiners, and continuing beyond this point forced refiners to a sudden and unexpected necessity of returning the quotations to the normal state existing before the decline. Refiners started up moderately, and as the demand continues strong the production will be further increased, but in order to avoid the bad effect of sudden changes caused by the policy of the country of largely overloading at certain times and going without at other times, refiners have restricted purchases of granulated so as to produce an even regular demand which can be supplied by an even regular production. The prices of raws and refined are now on the usual parity, and changes in refined will no doubt follow the course of the raw market, at least while the demand is normal. Nothing can

be foreseen regarding tariff action, so that this element of uncertainty cannot now be considered. American granulated is still below the parity of foreign granulated.

SYRUPS.

Demand is fair. Prices range all the way from 25 to 50c., but the syrup most sought after is the medium article, which sells at about 35c. in barrels and half-barrels.

MOLASSES.

There is a fairly active demand for molasses at from 28 to 32 $\frac{1}{2}$ c. in barrels and 30 to 35c. in half-barrels.

TEA.

A little more activity has developed in teas during the week, but trade is not yet what can be termed brisk. Japans are of course occupying the greater share of attention, although there are a good many Young Hysons going out. The prices at which most of the teas are going out are: Japans, 18 to 25c.; Congous, 15 to 25c.; Indians, Ceylons, Assams, 25 to 35c.; Young Hysons, 25 to 60c.

DRIED FRUIT.

Not much that is new has taken place during the week. Valencia raisins are in fair demand for the season, retailers are at the moment replenishing their stocks. Prunes are unchanged, and we quote: Off-stalk, 4 to 4 $\frac{1}{2}$ c.; fine off-stalk, 4 $\frac{3}{4}$ to 5c.; selected, 5 $\frac{1}{2}$ to 5 $\frac{3}{4}$ c.; layers, selected, 5 $\frac{1}{2}$ to 5 $\frac{3}{4}$ c. Sultana raisins are quiet and unchanged at 5 $\frac{1}{2}$ to 9 $\frac{1}{2}$ c. For Malaga raisins the demand is almost nil. We quote: London layers, \$2.25; connoisseur clusters, \$3; desert clusters, \$3.75 to \$4; quarter flats Dehesas, \$1.30. Currants are moving fairly well, the stiffening of prices outside having apparently had the effect of stimulating the demand on this market. Stocks of currants here are fair. Prices unchanged. We quote: Provincials 3 $\frac{3}{4}$ to 4c. in brls. and half brls.; Filiatras, 4 to 4 $\frac{1}{2}$ c. in brls., and 4 $\frac{1}{4}$ to 4 $\frac{3}{4}$ c. in half brls.; Patras, 5 to 5 $\frac{1}{2}$ c. in brls., 5 $\frac{1}{4}$ to 5 $\frac{3}{4}$ c. in half brls., 4 $\frac{7}{8}$ to 6 $\frac{3}{8}$ c. in cases; Vostizzas, 6 $\frac{1}{2}$ to 7 $\frac{1}{2}$ c. in cases, 6 $\frac{3}{4}$ to 7 $\frac{3}{4}$ c. in half cases; Panarti, 9 to 10c. Bosnia prunes are meeting with a fair demand at 5 $\frac{1}{2}$ to 6 $\frac{1}{2}$ c. in cases and 4 to 4 $\frac{1}{2}$ c. in casks; Bordeaux prunes, 4 to 4 $\frac{1}{2}$ c. in cases and 3 $\frac{3}{4}$ c. in bags. Eleme figs are not much wanted, and although 10 to 11c. is still ordinarily quoted, they are obtainable at lower figures. Natural figs are quoted at 5 $\frac{1}{2}$ to 6 $\frac{1}{2}$ c. Daire quiet and unchanged at 5 $\frac{1}{2}$ to 6c.

BUTTER AND CHEESE.

There has been no material change in butter during the week. The market is well supplied except in choice dairy tubs, which are scarce and wanted. For round lots of selections 19 to 20c. is the idea, and for ordinary round lots of dairy 17 to 18c. We quote jobbing price: Dairy—Choice tubs, 20 to 22c.; medium tubs, 18 to 19c.; low grade, 16 to 17c.; large rolls, 18 to 20c.; pound rolls, 22 to 25c. Creamery—Tubs, 25 to 26c.; pound prints, 26 to 27c.

In cheese the jobbing trade is quiet and prices are unchanged, 11 $\frac{1}{4}$ to 11 $\frac{1}{2}$ c. still being the idea for September and October makes.

MARKETS.—Continued

GREEN FRUIT.

Trade is this week quieter and less interesting than it has been for some time. This, however, is usual at this season. Oranges are going out nicely at previous quotations. Valencia oranges are on the market this week. Lemons are in fair demand, and the supply on spot is now ample. Prices are firm and unchanged. In cranberries there are just a few enquiries for fancy stock. California dried fruit is in little better demand than it was a week or so ago, but the season is only opening up and the movement is in consequence yet only small. Apples are quiet and firm. We quote: Oranges—Floridas, \$2.50 to \$3; Mandarines and Tangelos, \$2 to \$2.25 half box; Valencias, \$4.50 to \$4.75. Lemons—Messinas, \$5.25 to \$6 for 300's, \$5.25 to \$6 for 360's; bananas, \$1.25 to \$2; California pears, \$2.50 to \$3 per box; Catawba grapes, 3½ to 4c. per lb.; Malaga grapes, \$5.50 to \$6 per keg; pineapples, 20 to 30c. Cranberries, New Jersey, \$7 per barrel; Canadian, \$5 to \$6 per barrel; boxes, \$2 to \$2.15. Apples, good to choice, \$3 to \$4.50; second quality, \$2.25 to \$3. California dried fruit—Apricots, 17¼c. per lb.; peaches, 14c. per lb.; nectarines, 15c.

HOGS AND PROVISIONS.

The market is much weaker on dressed hogs this week on account of the milder weather and lower price of provisions. Packers are not inclined to pay more than \$6.25 for rail lots, although higher prices are wanted. On the street deliveries are not large, and \$6.50 would probably be paid for butchers' weights. There has been a little more doing in provisions than there was a week ago, several orders coming in for river drives. Notwithstanding this, however, we have to announce further declines in prices.

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

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

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

BARREL PORK—Canadian heavy mess \$16, Canadian short cut \$16.75 to \$17, shoulder mess \$15.

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

COUNTRY PRODUCE.

BEANS—Quiet and unchanged, prime going at \$1.35 to \$1.40 and choice at \$1.50.

DRIED APPLES—Much as before. Holders are asking 5 to 5½c. outside with 5 to 5¼c. bid. The jobbing prices rules at 5¼c.

EVAPORATED APPLES—Quiet. There have been some offerings outside at 9½c, but no transactions are reported.

EGGS—The market is easy and there is a good deal of held stock offering. Prices

are lower at 17c. for held fresh and at 15c. for pickled.

POTATOES—Quiet and unchanged, with sales on track at 50 to 51c.; for small lots out of store 55 to 60c. is asked.

HONEY—Dull. There is some extracted white being offered as low as 7c. We quote: Extracted white in tins, 7 to 9c.; white in sections, 14 to 15c.; dark ditto, 9 to 10c.

POULTRY—Demand fair and prices steady and unchanged. We quote: Turkeys, 11 to 12c. per lb.; geese, 8 to 9c.; chickens, 40 to 69c. per pair; ducks, 50 to 75c. per pair.

ONIONS—Spanish stock is higher on account of being repacked, and there is an improved demand at the advance. Canadian growth unchanged. We quote: Spanish, 85 to 90c. per crate; Canadian, \$1.10 to \$1.20 per bag.

HOPS—Market dull and prices weak and declining. There have been a few sales of bale lots of new on brewers' account at 15c., and more offered at the same price were refused.

SEEDS.

Alsike continues weak in absence of foreign demand. Timothy is dull, and clover is firm. We quote: Alsike, \$5.75 to \$6.25 for good to prime seed, and \$6.50 to \$6.80 for choice to fancy. Red clover, \$5.75 to \$6 for ordinary to prime; \$6 to \$6.25 for choice to fancy. Timothy, \$1 to \$1.25 for inferior, \$1.50 to \$1.60 for prime; choice to fancy, \$1.80 to \$2.

HIDES, SKINS, WOOL, TALLOW

HIDES—Quiet at present, as the tanners are in a great measure overstocked. One of the largest dealers in Toronto, when speaking about the importation of hides, said that he had received from the United States over 13,000 hides since the first of January. This of course has a sore effect on the domestic market. Hides at this season of the year are far inferior in quality to what they are in June and the last half of the year, on account of the grubs which work in the hides and the thinness of the texture caused by stabling during the winter months. Dealers are paying from 4 to 4¼c. for cows and 5½c. for steers.

WOOL—There is a good demand for Mediterranean wools, and some enquiry for B.A.'s, but Canadian wools are stationary at present owing to the unsettled state of affairs in connection with the Wilson Bill. Should this, as it likely will, become law, Canadian wool will be admitted free into the American market, and free us of an immense quantity of domestic wool, especially as Canadian fleece is wanted by manufacturers on the other side of the line. Prices are much the same as last report. We quote: Foreign Wools—Greasy Cape, 11 to 13c.; B. A. Clothing from 27 to 29c.; yellow B.A. clothing from 24 to 26c. East India wools—White, 17 to 18c.; yellow, 10 to 14c.; black and grey, 11 to 12c. Mediterranean wool—

Whites from 15 to 17c. according to grade, and greys and fawn colors from 10 to 12c. Domestic wools—Domestic fleece, 17½ to 20c.; fine selected clothing fleece from 23 to 24c.; fresh clothing, 20 to 22c.; Southdown, No. 1, 25 to 26c.

SKINS—There is a fair trade doing in sheepskins and pelts, but prices remain about the same, dealers paying about 80c. for a good grade.

TALLOW—Is in good demand, in fact a little too good for the supply, as some of the largest dealers say they have not a pound in stock. They are offering from 2½ to 5½c. according to the grade.

FISH.

Receipts of new fish are small as yet. The weather continues so broken, dealers are compelled to keep their stock close, causing the principle trade to be confined to frozen stock. Prices are unchanged. We quote as follows:—British Columbia is quoted at 16c. and Restigouche salmon 17c.; fresh sea salmon, 17 to 19c.; skinned and boned codfish, 6½c.; Labrador herring, \$4.50 per barrel; shore herring, \$2.75 per bbl.; Digby herring, 13 to 15c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$2 to \$2.25 per hundred and 4c. per lb.; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, 7½c.; oysters in bulk, \$1.20 to \$1.25 for standard and \$1.75 selected; kippered cisco, 2½ to 4c. each; ciscoes, \$1.22 per 100; salt mackerel in bulk, 10c. per lb.; pike, 6 to 6½c. per lb.; black bass, 10c. per lb.; haddock and cod, 5½c. per lb.; steak cod, 7 to 8c.; chicken halibut, 10 to 12c.

SALT.

Trade is good and dealers are well pleased with the steady run of business, both in car and job lots. The prices offered at present are: 95c. for barrels; \$1.25 for dairy; 58c. for sacks; 75c. for fine sacks, and \$10 per ton for rock salt.

PETROLEUM.

Trade continues brisk on the Toronto market at unchanged prices. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; American water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

Davidson & Hay have in stock Zenith "Stain Killer."

Sloan & Crowther report an active sale for Aylmer chicken soup.

Perkins, Ince & Co. are offering a special line of Japan siftings in pound packages.

Smith & Keighley are offering what they claim to be bargains in Nagasaki Japan tea.

Advices to P. L. Mason & Co. state that the arrivals of Valencia raisins in London up to December 31 were 3,555 tons, against

CANNED
DRIED
CHOPPED

WE BUY
APPLES
STANWAY & BAYLEY

CORES
EVAPORATED
PEELINGS

.. TORONTO ..

Butter in good demand; large rolls, pails, crocks, and best store-packed tub selling .9 to 20c.; choice dairy tub, 20 to 22c. no stock on hand. Eggs, 16½ to 17c. We charge five per cent., and prompt returns by registered letter.

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

WHITE & CO.
70 Colborne St., Toronto.

HAVE IN STOCK AND ARRIVING DAILY
Florida and Jamaica Oranges, Messina and Florida Lemons, Grapes, Nuts, Cranberries, Figs, Dates, Etc.

Also solicit consignments of Butter, Eggs, Lard, Honey, Poultry, White Beans or any farm produce.

Apples a Specialty. Telephone 867

ESTABLISHED 1874.

JAMES E. BAILLIE
PORK PACKER
AND WHOLESALE PROVISION MERCHANT
88 Front St. East, Toronto.

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

WILLIAM RYAN,
PORK PACKER

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.
WRITE FOR PRICES.

ALL
FIGS SIZES

WRITE US FOR SPECIAL PRICES

CLEMES BROS.,
TORONTO

Dawson & Co.
FRUIT
PRODUCE
and COMMISSION MERCHANTS

32 WEST MARKET STREET,
TORONTO.
Consignments Solicited

4,412 tons in 1892 and 4,117 tons in 1891; currants, for the same time, 18,837 tons, against 18,901 in 1892.

Smith & Keighley have got in a second lot of selected layer Valencia raisins, which they are offering at low figures.

Another shipment of Merle's layer Valencia raisins has been received by Eby, Blain & Co.

Sloan & Crowther have on the way a carload each of Barbadoes molasses and bright syrups.

Eby, Blain & Co. are offering Eleme figs in 5, 10 and 20 pound boxes at 8½ to 9c. per pound.

Granulated sugar is dearer at 4½ to 4¾c. per pound. This is ¼ to ⅓c. lower than this time last year.

James Turner & Co. have a well assorted stock of Ram Lal's. All orders can now be promptly filled.

W. H. Gillard & Co. are in receipt of St. George's Bay gibbed herring and genuine Labrador herring.

Warren Bros. & Boomer have in stock a line of fine old Valencia raisins, which they claim to be offering at bargain prices.

Eby, Blain & Co. have received a shipment of "Unicorn" brand Bosina prunes, which they are offering at what they claim right prices.

W. H. Gillard & Co. are in receipt of some California dried peaches, "Alden" brand, very nice noods, and offer them to the trade at a very low price.

C. R. Somerville might have safely included in his advertisement that the man who tries to do a paying business without advertising has an elephant on his hands.

F. W. Fearman, of Hamilton, has just received a choice consignment of hand-picked white beans, California Lima beans and green soup peas, on which he offers special quotations to the trade.

The note in last week's GROCER in reference to the 12c. Japan Young Hyson tea offered by Eby, Blain & Co. has brought that firm a number of orders. Further reference to this tea will be found in the firm's advertisement this week.

The Sunlight Soap Co. have issued neat little pocket diaries for 1894 to the trade, and all the good resolutions for the New Year made by the recipients thereof have been entered in the January 1 space; also the promise to sell and use Sunlight Soap.

James Turner & Co. call the attention of the trade to their assorted stock of fish. They advise their friends to send on orders quickly, as they soon will be cleared out. "The Gibbed herrings are grand fish, at the lowest price on record," writes the firm.

A unique method for a wholesale house has been adopted by Eby, Blain & Co. to run off some of the lines they have in stock. A long table has been turned into a sort of

. POTATOES .

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

WM. HANNAH & CO.
78 Colborne St., Toronto

Commission Merchants. Correspondence Solicited

J. HUNTER WHITE

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

THE

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

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

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

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

LAURENCE GIBB
Provision Merchant,
88 COLBOURNE STREET, TORONTO

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

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

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

HUGH WALKER & SON

Send for quotations. GUELPH, ONT.

HUNTER & CO.

24 FRONT ST. EAST,

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

PARK, BLACKWELL & CO.
(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON.
TORONTO.

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

Write for Price List.

MARKETS—Continued

bargain counter on which are displayed samples of the lines of goods which they desire to dispose of. The samples are tastefully arranged and the attractiveness of the whole is heightened by the arrangement of a little drapery in front of the table.

The annual "At Home" of the Toronto Retail Grocers' Association will be held in Webb's parlors Tuesday evening next.

Fould's wheat is for sale by Lucas, Steele & Bristol. This firm also offer a new lot of Plymouth Rock gelatine. Sheet gelatine in 1-lb. packets is also found in their stock.

The annual meeting of the Canadian Packers' Association will be held in Hamilton on Wednesday, January 24th, at the Royal Hotel. A full attendance is requested as matters of importance to the canning industry of Canada will be discussed. The meeting will be called to order promptly at 2 p. m.

At times the retail grocer is at his wit's end to please some people on the coffee question. In nine cases out of ten it is the consumer's fault. You cannot have good coffee without putting in plenty of it. That reliable old brand of coffee, L.P. & Co. No. 1, still ranks with the favorites. Lucas, Steele & Bristol claim this to be as good a coffee as one wants to drink. Send to them for sample, or better still, buy a 15 lb. air tight tin.

Last year the O. & W. Thum Co. extensively advertised their Tanglefoot holder by distributing two free into each box; over two million were distributed in this way. The inquiries lately made show that they were appreciated by a very large majority of the dealers and their customers, and that their popularity has deservedly increased. The object being accomplished, the company will, as in former years, continue to pack only one with each box for the dealer's own use or for him to present to some good customer. Extra holders can be obtained through the jobbers.

OUR SPECIAL SUGAR CABLES.

THE GROCER'S special sugar cables from London show the course of the world's market for the past few days:

	Centrifugal. Muscovado		Beet	
	95° s. d.	for refining. s. d.	Jan. s. d.	March. s. d.
Jan. 11.....	15 0	12 6	12 2½	12 5½
Jan. 12.....	14 9	12 3	12 3½	12 6
Jan. 13.....	14 9	12 3	12 2½	12 6
Jan. 16.....	14 9	12 3	12 6	12 6½
Jan. 17.....	14 9	12 3	12 6	12 6½

MONTREAL MARKETS.

MONTREAL, Jan. 18, 1894.
GROCERIES.

The wholesale grocery market has furnished quite a few interesting features during the week, although trade cannot be called generally active. The main feature of the week has been the sugar market, as noted elsewhere. This market is an interesting problem with buyers generally, but as re-

marked these and the course of the market since Saturday has proved buyers should not book on bettering themselves with prices on their present level. Buyers had a pointer on Monday when in response to a further advance in refined stock in New York local refiners put up their prices an ⅛ of a cent. The raw market is firm, and advices state that sellers in New York feel that the conditions are more favorable for them to carry stock for some little time. In teas Japans show an improved feeling with a scarcity of the finer goods an especial feature. No further supplies are expected from Japan also as the market there has closed. Coffees and spices are steady, while dried fruits show very little change. Firmness is to note in Barbadoes molasses, but mixed grades are a slow sale, and the same is to report about syrups. Canned goods remain much the same, but Western packers are reported to be offering tomatoes at a cut of 5c. in this market, one doing so freely in fact.

SUGAR.

The sugar market here has been ruled by New York largely during the week. As noted in our last, the sudden advance in New York unsettled the market, but buyers were free at the lower prices. On Monday last, however, an advance of ⅛c. in New York was followed by a corresponding advance here both on granulated and yellows, and prices are now quoted from the refineries at 4½c. on the former and 3¾c. on the latter, while the rise has created even more desire on the part of the majority of buyers to secure supplies. The consequence is a very active market, and refiners claim that it is almost impossible to fill orders. The raw sugar market rules firm on the whole, and advices from New York cite further purchases on Canadian account, a recent lot being 800 tons of Bahia centrifugal at 2 15-16 for 96 test ex-ship via New York.

MOLASSES.

The molasses market is irregular in tone, for whereas prime stock is very firm in price, low grade is not so. Genuine Barbadoes has changed hands during the week at 30½ to 31c. in round lots, and small jobbing quantities at 33 to 34c. Mixed lots are quoted at 22 to 28c.

SYRUPS.

The syrup market is dull and stock is very hard to sell. Values rule lower on Canadian at 1½ to 2c. as to quality, while American is a very slow sale at 17½ to 23c.

TEA.

The tea market is firm but dull, the only sale of importance on this market since our last in Japan stock being a lot of 400 packages at 14c. Fine grades of these goods, however, are very scarce, and firm offers have all been withdrawn on them, as the primary market is practically closed. In black teas there have been offers at 14c., and a fine lot of Congou was placed on English account at 10d. cost and freight. We quote: Blacks, 12 to 22c.; greens, 16 to 21c.; Japans, 12 to 13c. for common; 14 to 17c. for medium to good; 18 to 21c. for fine, and 23 to 28c. for finest

COFFEE.

Coffee has ruled quiet with sales of Maracaibo at 20 to 21c. and Rio at 19½ to 21c., and we quote: Maracaibo, 19 to 21c.; Porto Cobello, 18 to 20c.; Rio, 19 to 21c.; Java, 24 to 30c., and Mocha, 25 to 28c.

SPICES.

The spice market has been dull, a few round lots of Pimento, which have changed hands at 6 to 6½c., being the only business there is to note. We quote Jamaica ginger, 16 to 18c. for common, and 18 to 20c. for fine; black pepper, 6 to 7c.; pimento, 6½ to 7c.; and nutmegs steady and quiet at 60c. to \$1, as to quality.

RICE.

The rice market is quiet and unchanged. We quote: Standard Japan, \$3.75 to \$4; "B," \$3.50; Crystal, \$4.25 to \$4.50; Patna, \$4.25 to \$7.50; Carolina, \$6.50 to \$7.

DRIED FRUIT.

The small stock of Valencia raisins of all grades is one of the features of the market. Stocks of these have not been in such small compass as at present for a long time, and holders that usually carry in the vicinity of 5,000 boxes at this period have not 500 under their control at present. In consequence of this, and owing also to the fact that stocks in New York are not heavy, while the supply on the way is light, the tone on spot is steady, and it is felt that when the demand on Lenten account sets in prices are apt to go firmer. Round lots have changed hands at 4½ to 4¾c. for off stock, and for jobbing business prices would have to be advanced ¼ to ½c., according to grade. There is a fair jobbing demand for currants, round lots changing hands at 3½c. per lb. in brls., 3¾c. in half-brls., and 4c. in cases. Dates are firm at 4¾ to 5¼c., figs at 10½c. and prunes 5½c.

NUTS.

The market rules quiet and unchanged. We quote: Grenoble walnuts, 11 to 13c.; pecans, 8½ to 12c.; peanuts, 8 to 11c.; cocoanuts, \$3.75 to \$4; Terragona almonds, 11½ to 12c.; and shelled almonds, 23 to 45c.; filberts, 9½ to 10c., and walnuts, 12 to 13c.

CANNED GOODS.

The market is dull for most kinds of canned goods, and buyers are not brisk. Western packers have been offering very low figures on tomatoes, but the fact has not led to much demand. We quote: Tomatoes, 75 to 80c., corn 75 to 80c., peas 90 to 95c., strawberries \$2.75 per doz., raspberries \$1.80 to \$2.05, salmon \$1.25 to \$1.27½ for best brands and \$1.05 to \$1.10 for echoes, lobsters \$1.60 to \$1.75, mackerel \$1 to \$1.05.

GREEN FRUIT.

The auction sales indicate a quiet market and it is evident that dealers are fairly well stocked up. Prices generally are steady, notably on apples, which have realized from \$2.90 to \$5.25 in lots, and several lots were withdrawn at the latter figure, which shows the strength of the market. Florida oranges have sold at \$1.25 to \$2.50 in lots. Apples are scarce and firm at \$2.50 to \$5; grapes, \$4 to \$5.50 per keg; oranges, Floridas, \$2.50 to \$3.25; Valencias, \$4 to \$5; lemons, \$4 to \$5 per box.

FISH.

The stocks of fish are fairly large, but prices are steady. Round lots of fresh herring have sold at \$1.50 to \$2, and salt herring at \$1.50 to \$2. We quote: No. 1 C. B. herring, \$5.50; No. 1 Newfoundland do., \$5; Labrador salmon, \$12.50 to \$14; B. C. do., \$11.50; No. 2 mackerel, \$12; Finnan haddies, 7 to 8c.; Yarmouth bloaters, \$1.10 to \$1.50 per box; kippered herring, \$1.50 per box; haddock, 3½ to 4c.; cod, 4 to 4½c.; boneless cod, 6½ to 7c.; hand picked Malpeque oysters, \$4.50 to \$5; No. 1 green cod, \$5; No. 1 large, \$5.50 to \$6; No. 2 do. \$4.

CAFFAROMA

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

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

RUTHERFORD & HARRISON,

Wholesale Produce & Commission Merchants
76 FRONT ST. EAST, - - - TORONTO,

DEALERS IN
Butter, Eggs, Cheese, Poultry, Lard,
Cottolene, Dried Apples, Honey,
Hams, Bacon, etc.

Correspondence invited. Consignments solicited. Egg Carriers supplied.

Liberal Advances Made on Consignment

GEORGE McWILLIAM. FRANK EVERIST
TELEPHONE 645.

McWILLIAM & EVERIST

GENERAL . . . FRUIT
Commission Merchants

25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

BUCHANAN & GORDON,

Brokers and Commission Merchants and
Manufacturers' Agents.

WINNIPEG

Representing in Manitoba and the North-West Territories:
ARMOUR & Co., Chicago, Ill.
THE ARMOUR PACKING CO., Kansas City, Mo.
THE B. C. SUGAR REFINING CO., Ltd., Vancouver, B. C.
HIRAM WALKER & SONS, Ltd., Walkerville Ont.
JOHN DEWAR & SONS, Tullymet Distillery Perth, N. B.
PERINET ET FILS, Reims, Champagne.

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

CORRESPONDENCE SOLICITED.

FOR DAIRY . . .
BUTTER
OR DRESSED . . .
POULTRY

Write or Wire
PARSONS . . .
PRODUCE CO.
WINNIPEG ——— MANITOBA

MONTREAL MARKETS—Continued.

COUNTRY PRODUCE.

Demand for eggs is slow and prices are easier than at the time of last writing, at 22c for boiling, 15c for held fresh, 16 to 17c for Montreal limed and 15 to 16c for western limed. Maple syrup in cans sells at 50 to 65c, as to quality, and in the wood 4 to 5c. Maple sugar rules at 6 to 7c. Beans were in slow demand at \$1.25 to \$1.55 for fair to choice stock. Hops rule unchanged under a very quiet demand at 15 to 22c. Honey is moderately active; comb stock at 9 to 13c, as to quality, and strained in tins 7½ to 8c for new and 4¼ to 5½c for old. There is very little demand for onions, which, however, sell steady at \$2.25 per barrel. Potatoes are unchanged at 60 to 62½c in lots on the track and 10c per bag extra for jobbing quantities.

PROVISIONS.

The provision market is dull and unchanged. Pork is moving at quotations, and there is only a fair local movement in smoked meats and lard:—

Canadian short cut, per brl., \$17 to \$18; mess pork, western, new, per brl., \$16.50 to \$17.00; hams city cured, per lb., 12 to 13c.; lard, Canadian, in pails, 11¼ to 12¼c.; bacon, per lb., 11½ to 12½c.; lard, com. refined, per lb. 8¼ to 8½c.

BUTTER AND CHEESE.

The cheese market rules steady and quiet. It is needless to repeat that the available supply here is in very small compass, in fact, even a very moderate demand would take a short time to exhaust it. At present, therefore, holders are confidently awaiting until a buyer comes along and bids them their own figures. Prices are more or less nominal at present, but 11½c is undoubtedly the best figure that a buyer could get the fine fall article at. The public cable is unchanged, and there is nothing new in a private way. The movement of Canadian cheese via the American seaboard has been heavy during the week. Figures that we have to hand give the shipments via Portland at 565 to Glasgow, 11 071 to Liverpool, and 5,868 to Bristol. There was also a shipment of 114 boxes to London via Boston. These figures do not include the shipments via the Monte Videan, which sailed on Saturday for London from Portland. Her lot is expected to aggregate 25,000 to 26,000 odd boxes. Not including this latter quantity, which we will give when the exact figures come to hand, the total shipments to date since the close of navigation are 121,272 boxes of cheese, against 78,793 boxes for the same period last year, an increase of 42,479 boxes. The total shipments from the opening of the season to date for 1893-94 are, therefore, 1,804,218 boxes, against 1,727,146 boxes for 1892-93, an increase of 77,072 boxes. With last week's heavy shipments, which all represented old business, the stock in Canada must be down pretty low, and before the season is wound up the excess in shipments will not be so large, if there is any at all. In any event, the shortage in stocks on the other side and the short shipments from New York, as we pointed out a fortnight ago, more than offset the excess in export from Canada alone.

The butter market rules quiet and steady. There is a steady jobbing business doing on local account at quotations: Finest full creamery, 24 to 24½c; finest Townships

(Continued on page 32.)

LAWSON BROS.

Manufacturers . . . of . . .

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

The Best Goods in the Dominion.

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



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

COX'S GELATINE

Always Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal

EPPS'S COCOA

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

C. E. Colson, Montreal

COWAN'S COCOAS AND CHOCOLATES

Are Standard, and sold by all grocers.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO, ONT.

DEALER IN

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

Orders Solicited.

MUNN'S BONELESS CODFISH.

NEW ARRIVALS.

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

SKINLESS CODFISH in 100 lb. Cases.

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

Stewart Munn & Co.,
MONTREAL.

FLOUR AND FEED

THE continued excessively low prices of flour, continues to be a temptation to flour dealers to carry heavier stocks than their day-by-day trade requires. Many dealers, whose faith in the recovery of values took root a year or more ago, have had reason to regret their views. Low as prices were a year ago they are lower now; and still the question is asked are we on the bottom, and, if we are, when will the upturn begin. Some light is thrown on this absorbing question in a recent letter published in the New York Price Current, by Mr. Robert H. Lawder, of Toronto, who has of late years taken high rank among the statisticians of the world on crop matters. Leaving out his figures, which are well supported, and the deductions to be drawn from them, and coming at once to his conclusions, we have them thus: "There appears to be a well assured prospect of a healthy reduction of the burdensome stocks in Europe, together with a considerable diminution of the unwieldy visible supply in the United States, and that a more active demand will be experienced than there has been for many months back." As Mr. Lawder in his articles throughout the long decline has been always correct—always prognosticating further declines—it is to be hoped that his present views may foreshadow an advance, a thing greatly to be hoped for, in the interest of everybody; even those who consume. Such abnormally low prices do no good to any class.

One of the shrewdest and most successful men in any way connected with the flour trade in Canada recently made this observation: "Any man in the flour business who didn't lose money during the past year was a fool." This is comforting to such of the trade, and they are numerous—who bought ahead—and paid for their mistake.

Bran and shorts have reached prices which, compared with flour, seem high. The cause of this is to be found in the light supply, which again is the result of small output of the mills. It seldom happens that mill offal declines in value during January, February or March. The rule is that during these months prices advance steadily, and in April, or May at furthest, begins a decline.

There is no frosted wheat to come from Manitoba this year, little or no feeding barley in Ontario, and, in consequence, many farmers are feeding good wheat to their stock the present winter.

The season for buckwheat pancakes is in. Many people who are fond of the delicacy

use less than they would because "they always forget to get some buckwheat." The flour store which displays the article prominently and in attractive form will find it a drawing card.

THE MARKETS.

TORONTO.

The speculative markets close about at the same figures as a week ago, though there was quite a spurt during the week, all of which, however, was lost. In Canadian markets there is no change to note, though some of the large millers are reported as storing their flour in anticipation of better prices later on.

FLOUR—Manitoba patents, \$3.70 to \$3.80; strong bakers', \$3.50; white wheat patents, \$3.25 to \$3.40; straight roller, \$2.80 to \$2.95; Ontario family, \$2.85 to \$3.10; low grades, \$2.10 to \$2.25. These prices are in round lots delivered here.

MEAL—(Car-lots) rolled oats, \$3.80 to \$3.85; granulated and standard oatmeal, \$3.75 per brl.; cornmeal, common, \$3.10; gold dust, \$3.25 to \$3.30.

FEED—Bran is scarce and higher, city mills selling at \$15 per ton; delivered (on track) \$15. Shorts higher at \$17 per ton in small lots; delivered on track, \$16 per ton. In oats the feeling is towards a little higher prices, cars on track selling at 32½ to 33c. per bus. Market prices are 34 to 34½c. per b. is.; feed corn, 48 to 50c. per bus.

BARLEY—Farmers' loads are selling at 45 to 49c. per bus., according to quality.

HAY—Prices are steady, with a feeling towards higher values, choice farmers' loads selling from \$9 to \$10 per ton. Pressed on track, \$9.50 to \$9.75.

STRAW—Offerings light with a good demand, pressed on track selling at \$6. Mar-

ket prices are \$7 to \$8 for sheaf, with loose nominal at \$4.50 per ton.

PEAS—Steady, with sales on the market at 57 to 58c.

MONTREAL.

There is a fair jobbing demand for flour, but the market is, on the whole, quiet and and without interest, dealers making concessions to induce business. Winter wheat, \$3.60 to \$3.80; Manitoba patents, best brands, \$3.60 to \$3.70; straight rollers, \$3 to \$3.10; extra, \$2.90 to \$3; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.40 to \$3.60; Manitoba strong bakers', best brands, \$3.50 to \$3.55.

Oatmeal is moving fairly well at steady prices. Stocks are small. Standard, bags, \$1.90 to \$2; do. brls., \$3.80 to \$4.10; granulated, bags, \$2 to \$2.05; do., brls., \$4.20 to \$4.30; rolled oats, bags, \$2; do., brls., \$4.20 to \$4.25.

Bran and shorts are still in small supply, and prices hold firm under a good enquiry. Bran, \$16.00 to \$17.00; shorts, \$17 to \$18; Moullie, \$22.

Our Patrons

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

THE

SNOW DRIFT CO.

BRANTFORD

Why Bother with Selling Substitutes or Imitations, when

- SAPOLIO -

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

THE GREAT SCOURING SOAP

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

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

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

CRYSTAL RICE.

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

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

CANADIAN SPECIALTY CO.,

38 Front St. East, Toronto, Ont.,
Dominion Agents

There are 100,000 Qualities of Flour

The Flour Dealer or Grocer who would like a trade that will **STICK TO HIM** must push the **BEST**.

For all purposes

“QUEEN”

IS THE BEST.

M. McLAUGHLIN & CO.

Royal Dominion Mills, TORONTO.

Oats are Higher.

Oatmeal is Dearer.

But the Pan-Dried Rolled Oats, Molina Rolled Wheat and Flake Barley still continue to lead the procession.

Manufactured only by

E. D. Tilson, Tilsonburg.

Embros Oatmeal Mills

D. R. ROSS, EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

Ireland's Desiccated

OF EXCELLENT QUALITY.
IN ATTRACTIVE PACKAGES.
IT SELLS ITSELF.

3LB. PACKAGES.

1 DOZ. PER CASE.

Rolled Wheat

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

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

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

MONTREAL Markets continued

dairy, 22 to 23c; finest Western dairy, 19½ to 20c; Kamouraska, 19½ to 20c; roll stock, 19½ to 20c.

MONTREAL TRADE NOTES.

Advices to tea brokers here state that the market in Japan is practically closed for the season.

There have been further dealings in black teas on English account at firm prices—10d, cost and freight.

There are complaints, owing to the scarcity of Old Government Java coffee, that some unscrupulous traders have doctored up inferior grades with paste, etc., to give them a nice brown color, and sold it as the "simon pure" article.

Advices from New York to traders here state that some adulterated Pingsneys, over which there had been trouble, had been disposed of in Canada. The trade can, therefore, bear this in mind.

Walter Baker & Co. carried off the highest awards at the World's Fair on breakfast cocoa, premium No. 1 chocolate and cocoa butter, the judges highly commending their exhibits.

Rose & Laflamme have just received a lot of novel little calendars which, in addition to being a handy reference, dilate on the special properties of "Paterson's Camp Coffee." Any one who has received one has only to hold it up to a mirror and see for himself.

David Brown, the Canadian manager of Tetley's teas, got back from Winnipeg and the far West during the week. He says that the demand for his goods is a growing one out there. He leaves this week for the Maritime Provinces.

Prunes continue a scarce article on this market. A carload which Hart & Tuckwell are receiving this week is selling rapidly in straight lots at 4¾c to 5c to arrive.

Rose & Laflamme have just received a line of handsome samples of Batger's marmalades. The goods are put up in handsome glass jars with a tasty label and have a screw top. Their appearance alone, apart from the well-known fine quality of the goods, should make them good sellers.

The "ad" in the GROCER offering grocers throughout Canada a sample packet of Tetley's tea has brought in a flood of replies. Mr. Brown says that this is a sure sign of what its advertising columns are worth, and that the samples which he sent out in response to the request has brought in a lot of new business.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Jan. 18.

Business is still quiet, but values are, as a rule, higher. Even flour shows a desire to stiffen. The largest advances are in pork. The molasses question, of which mention was made last week, is still unsettled. The

molasses is still in good demand, and only the other day one of its bitterest enemies told your correspondent that he was satisfied that the shipper had sent to this market a pure article. It has strange defenders among all who have used it. Chemical authorities differ as to there being glucose in it, but the fact that the shipper of the goods came from New York here for no other purpose than to prove the goods were straight, and the fact that he brought a sworn statement with him to that effect has gone far to strengthen his cause in the eyes of the public. The decision from Ottawa is awaited with much interest, as, if they decide in favor of the molasses, it means that very little, compared with former years, will be imported direct. In the fruit business two failures are reported, J. W. Pott & Co. and L. E. Law & Co. It is to be hoped that the difficulty will be but temporary. A number of our wholesale grocers who had the "Grip" are again at business. The pleasant face of C. H. Fairweather Esq., of Hall & Fairweather is still missed from its accustomed place. His long absence and its cause are both regretted by his business friends. It is hoped his health will soon again permit him to attend his business.

CANNED GOODS—The movement is very light at this season of the year. Some lobsters at \$1.75 and blueberries at \$1.05 were in the market, but found few buyers. Stocks in all lines are full. Prices: Corn, 90c; peas, 90c; tomatoes, 95c to \$1; salmon, \$1.40 to \$1.45; lobsters, \$1.57 to \$2; oysters, \$2.15 to \$2.30; corned beef, \$2.50 to \$2.60.

TOBACCO—The reduction of last week, as noted in last report, must be kept in mind. Crown 44c, Silat 46c, Index 45c, Napoleon 49c.

SALT—10 lb bags in barrels, \$3 10; 5 lb. bags do., \$3 25; factory filled, \$1; coarse, 50c.

DRIED FRUITS AND NUTS—There are but few changes. Dried and evaporated apples have advanced about ¼c., owing, it is said, to shortage in crop in Ontario. Lemons and Malaga grapes are firmer. Prices are: Raisins, Sultana, 7 to 7½c.; Valencia, 4¾ to 4¾c.; Valencia layers, 5¾ to 6c.; London layers, \$2 to \$2.25; prunes, 6¾ to 7½c.; California prunes, 12½c.; currants in barrels, 3½ to 4c.; in cases, 4 to 5c.; cleaned, in 1-lb. cartoons, 8 to 9c.; dried apples, 6½ to 7c.; evaporated, 11 to 11½c.; dates, 5½ to 6c.; figs, 10 to 12c.; French walnuts, 11 to 12c.; Grenoble walnuts, 13 to 15c.; almonds, 13 to 14c.; Brazils, 15 to 16c.; filberts, 10 to 11c.; pecans, 12 to 13c.; roasted peanuts, 10 to 11c.

SUGAR—Market is stronger than when reported last week. Granulated, 4¾ to 4¾c.; yellows, 3½ to 3¾c.; Paris lump, 6 to 6¾c.; powdered, 6 to 6¾c.

MOLASSES—The market is good, values are lower than it was expected that they would be at this time of year. Barbadoes, best, 31 to 32c.; second, 29 to 30c.; Porto Rico, first, 35 to 36c.; second, 30 to 32c.; Antiqua, 29 to 30c.; syrup, 30 to 35c.

DAIRY PRODUCTS—The prospect for cheese is for much higher prices. A quick advance is looked for in England. Butter is

firm. The better price is however finding lots of butter, and a good deal is coming from parts of the country where it was reported there was more to come, so that it takes good butter to bring the best prices. Strictly fresh eggs are scarce. Cheese very firm at 11c.; eggs, 19 to 20c.; creamery butter, 24½ to 25c.; best dairy butter, 22 to 24c.; store packed butter, 20 to 22c.

FRUIT—The market in England is better than when I sent in my last report. The prices are kept down by the fact that the fruit is keeping so badly. Lemons and Malaga grapes are firmer. Apples, \$2 to \$3; lemons, \$4 to \$4.50; Florida lemons, \$5; oranges, \$3.50; West India in brls., \$4 to \$5; bananas, \$1.75 to \$2.25; onions, \$2.25 to \$3; provisions, pork and lard are firmer. Pork during the last two weeks has advanced about \$1. Clear pork, \$19.50 to \$20.50; American mess, \$18.50 to \$19; P. E. I. mess, \$18 to \$18.50; prime, \$15.50 to \$16; plate beef, \$14.25 to \$14.50; extra plate, \$14.50 to \$14.75; pure lard, 11¾ to 12½c.; compound, 9¾ to 10¼c.

FISH—Dried fish are as last reported. Trade is quiet, but an improvement is looked for. Frozen fish are coming forward very slowly. Codfish, large, \$4 to \$4.20; medium, \$3.40 to \$3.50; haddock, \$1.80 to \$2; pollock, \$1.90 to \$2; bay herring, brls., \$3.25 to \$3.50; half-brls., \$1.75 to \$1.85; shad, \$4.75; smoked herring, medium, 10c.; lengthwise, 9c.; Shelburn herring, \$4 to \$4.25; half-brls., \$2.25 to \$2.50.

FLOUR, MEAL AND FEED.—In flour during the past year there has been but little chance to make money, except one should sell short. At present it is said that Manitoba flour is being sold at a loss of 30 cents to the millers, while it is reported that in London, England, a loss to the importer of 50 cents per barrel is being made. During the week the price here has showed an upward tendency, millers being firm. Oatmeal shows an advance of 10 cents to 15 cents; oats are quoted higher; hay is being freely offered; demand is small. Manitoba flour, \$4.40 to \$4.50; best Ontario, \$3.60 to \$3.80; mediums, \$3.50 to \$3.60; oatmeal, \$3.35 to \$3.40; corn meal, \$2.55 to \$2.60; middling, on track, \$20.50 to \$21.00; oats, 36 cents to 37 cents; beans, hand-picked, \$1.45; medium, \$1.35; peas, split, \$3.75 to \$4.00; barley, \$3.75 to \$4.00; hay, on track, \$13.00 to \$13.50.

THE GROCERY-BUTCHER STORE.

"Grocery stores with meat market at tachment have evidently come to stay," says The Denver Commercial Tribune. "If the practice becomes a bit more universal, the occupation of the regular old-time butcher's meat market will be gone. We are inclined to think that, in the majority of instances, the market is a decided acquisition." There is no good reason why the consumer should not be able to obtain his entire food supply at a single dealer's, and although in the larger cities of the East the grocers usually restrict themselves to groceries and vegetables, one of the largest and most successful firms in the city of Brooklyn sells meat as well as groceries, and its customers seem to appreciate the convenience. Many grocers sell poultry, then why not butcher's meat?"

BUY RELIABLE GOODS

.. Quality Is Our Aim ..

VEGETABLES:

Tomatoes, Corn, Peas, Etc.

FRUITS:

Pears, Peaches, Strawberries, Etc.

Lakeport Preserving Co.
LAKEPORT, ONT.

THE

"Kent" Brand

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

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

Bay of Quinte Canning Factories.

PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

X. L. C. R. SOAP

\$2.25 per 1/2 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,
The College Grounds, Adelaide St. West,
TORONTO, ONT

TRY _____

PHOENIX BRAND

CANNED CORN PEAS TOMATOES.

Factory, Welland, Ont.

W. E. HARDISON, Manager.

SOME PEOPLE BOAST OF THEIR

Imported Pickles and Jams

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

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

"Jersey Brand" Condensed Milk



It is guaranteed Pure and Unskimmed.

An excellent Food for Infants

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

— MANUFACTURED BY —

FORREST CANNING CO.,

HALIFAX, N. S.

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

Keep your

EYE

on the

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

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

Yours truly,

DELHI CANNING CO.



TRADE MARK

COFFEE, AND TRICKS OF THE TRADE.

THE individual who contemplates organizing a corner in coffee, writes Robert Crommer in Cash Grocer, should first become familiar with the fact that the world annually consumes twelve hundred and sixty million pounds of this particular commodity, the purchase of which, at current rates, would involve the sum of two hundred and ninety millions of dollars. In relation to the drinking qualities of coffee, it may be incidentally observed that certain conditions of climate are absolutely essential to the requisite development of flavor, and when such conditions cease to prevail, we receive no strictly choice drinking coffee. As it is, under the most favorable circumstances we get only about three per cent. strictly choice, with about seven per cent. good, thirty per cent. fair, thirty-five per cent. ordinary, and twenty-five per cent. poor.

Java still leads all other coffee in point of popularity, as may be seen by the endless variety of indifferent grades of coffee that parade the bins of the average retail grocer under that dignified but delusive title. The various kinds of coffee known to commerce as Java are grown on the islands of the Indian Ocean and Malay Archipelago. They are designated Mandheling, Ankola, Ayer Bangee, Padang, Samarang, Malang, Pajo, Bouthyne, Preanger, Madoe Pondeh Gedeh, Palembang, Penang, Pamenoken, Keowoe, Soembre Soebra, Soembre Gadang, Tesora, Tjilatgap, Pekalongan, Boengee, Tazal, Lahat, Timor, Celebes Chesebon, etc. Paradoxical as it may appear, our finest drinking Java does not come from the Island of Java, but is a product of Highlands of Sumatra.

The coffee that successfully rivals Java in the cup will be found among Bogotas, Pucara-mangas and Blue Mountain Jamaica. Mysore, Neilgherry, Naidoobatum, Seringapatam, Manilla, Batangas, Guatamala and Coban present a fine appearance, both in the green and in the roast, and in variation and grading are generally found occupying the same plane. Porto Rica, Costa Rica, Nicaragua, Honduras, Mugay and San Salvador are fairly good drinking coffees, and grade about 10 per cent. below their Central American competitors, as well as those of the East Indies noted above.

Under the title of Maracaibo, we have Cucata, Merida, Pocona, Trujillo, Coro and Torar. An occasional fine drinker is found among Maracaibo, but as a general thing they are defective in character, flat in flavor and devoid of pungency. Laguayra is a back-number. Porto Cabello, Sarinilla and Ocana are generally transformed into Maracaibo before they reach the retail trade.

Jacmel. This is a West India product, the distinguishing feature of which is a weakness on its part for becoming identified with

SURPRISE SOAP

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

THE ST. CROIX SOAP MFG. CO.,

Branches :

MONTREAL : 17 St. Nicholas St.

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

WINNIPEG : E. W. Ashley.

St. Stephen, N.B.

the geological formation of the country from whence it came. In the Drama of Commerce this coffee is forced to assume the rule of Maracaibo, and in its impersonation of that character, it bows in grateful acknowledgment to the compliments of the critical dealer or fastidious consumer.

San Domingo and Capitains are apparently better adapted to the wants of the students of geology or mineralogy than those of the average retail grocer, for among them will be found gold-bearing quartz, iron and copper pyrites, porphory, amygdaloid and argentiferous galena.

Santos is by long odds the best of all Brazilian coffee. Next to it in point of merit comes Victoria. The consumption of Rio coffee in large cities will soon become a thing of the past. Rio coffee is rank in flavor but not strong. Liberia is the strongest of all coffee. Mocha is quite strong but a very much overrated coffee. Ceia is a compromise between a Rio and Bahia. Bahia coffee would seem to have created especially for the purpose of showing that it is absolutely possible to outrival African in being poor.

Maragozipe is the "prize freak" of all coffee. Its bean is abnormally large and presents that undeveloped appearance peculiar to coffee *das agua*. In the cup it is dark in color, defective in body, neutral in flavor and almost entirely devoid of the "active principle" of coffee. This anomaly of vegetation hails from Maragozipe, in the Province of Bahia, where those of the retail men who have had the misfortune to purchase this coffee could wish it had staid.

Coffee should be roasted dry, and high district products should not be exposed for sale for two or three days following the date of roasting.—Robert Crommer.

AN UNLUCKY THIRTEEN.

"Ever sit down at a table where there were just thirteen?" asked the man in the shaggy ulster.

"Once," replied the man with the white spot in his moustache.

"Well, you never observed that any bad luck followed it, did you?"

"Why—haw—yes. Bad luck for most of the thirteen."

"Any of them die?"

"Not that I know of. Never heard of any of them dying."

"Not enough victuals to go around?" queried the man with the snub nose.

"Who's talking about victuals? There wasn't any victuals."

"I thought you said you sat down to a table where there were thirteen persons."

"That's what I said. The table was in a lawyer's office. It was a meeting of creditors. There were twelve of them. I was the other man."

There was a long pause, and then the man with the baggy trousers inquired :

"In what way did the meeting prove unlucky, if I may ask?"

"None of 'em ever got a blamed cent out of me," answered the man with the white spot in his moustache, heaving a deep sigh.

THE DIME WAS IN THE PITCHER.

How those "chestnuts" reappear from time to time, remarks an exchange—changed in form but essentially the same. You have heard the molasses and pitcher story in plain, every-day prose; now listen to it in the garb of poetry :

The grocer man one autumn day
Sat nodding 'neath his glasses,
When came a pitcher and a boy
To buy some new molasses.

The grocer, smiling, pulled the bung;
No syrup could be richer.
"Now sonny, where's your dime?" quoth he.
"W-h-y, hit wuz in de pitcher."

Pettijohn's California



Breakfast Food

8 Dozen 2-lb. Packages in Case.

All Wholesale Grocers Sell It.

WRIGHT & COPP,
AGENTS, Toronto.

THE VERY BEST

Snider's DELICIOUS HOME-MADE

Tomato Soup.

Snider's

HOME-MADE



Catsup

Leads 'em all.

Insist on getting Snider's when ordering from
your wholesale grocer.

WRIGHT & COPP,
AGENTS, Toronto.

Pleases Consumer and Dealer.

Batty's
Crown
Pickles



Batty's
Nabob
Pickles

BATTY'S

Marmalade, Jams and Jellies

Wholesale Grocers sell them.

WRIGHT & COPP,
AGENTS, Toronto.

You need not go to the Country

To obtain pure, delicious and perfect
cream or milk, it is brought to you
in the form of



Highland Evaporated Cream.

WRIGHT & COPP,
AGENTS, Toronto.

THERE WAS NO GLUCOSE IN IT.

THE vexed molasses question which has been agitating the trade in St. John, N.B., for some time was thoroughly threshed out at the Board of Trade there Thursday of last week, and the accused compounders of molasses made a very good case. W. F. Hathaway was in the chair.

Felix Taussig, who represents N. W. Taussig & Co, first arose, after the object of the meeting had been stated from the chair, and proceeded to plead his case. He had a formidable pile of papers before him which he read.

There was a letter from Edward Sherer, who has charge of the U.S. laboratory at New York. His records of an analysis of molasses showed the average of ash in Porto Rico to be 2 per cent. He did not state whether dextrin was a normal constituent of molasses. Sherer Bros., chemist of New York, said the percentage of ash was about 2 per cent., and they also did not express an opinion in regard to dextrin.

When Mr. MacIntire replied he rather ridiculed the Messrs. Sherer as chemists. He said that the strong point in his analysis had not been refuted. This was that dextrin was present and was not a normal constituent. The Messrs. Sherer did not appear to know whether it was or not. He quoted as an authority Geerling, who mentions no dextrin. If Mr. Taussig could state one eminent authority to show that dextrin was present in even 3 per cent., then he would be convinced that dextrin is a normal constituent.

Mr. Taussig had not his authority just then, but he said a telegram and a letter were on the way quoting them. Just after the meeting the telegram arrived stating Roscoe and Schorlemmer and also Allen as authorities.

Respecting the alleged presence of glucose in molasses Mr. Taussig said that none was present, that the goods were pure. He read an affidavit from Isaac Taussig, stating that all the molasses shipped to St. John from New York by the firm was absolutely pure.

Mr. Taussig then described how molasses was handled in New York, making it possible for them to undersell direct importations to St. John from the West Indies. They and a Boston firm were the largest molasses dealers in the United States. They were able to buy cargo lots at very low figures. They sold to the wholesale trade, and the rates of the wholesale trade were those which were quoted in the market reports. But they were frequently able to undersell these quotations, and that is why they sold in St. John last year beneath quotations. It was not because the molasses was cheapened by adulteration that they were able to do this. In fact, adulteration would not

cheapen, for glucose was more expensive than molasses.

He then gave his attention to the direct importations of molasses to St. John from the West Indies. He said that every buyer was in the market there, and their competition drove prices up. In New York they did not buy until the goods were landed. In St. John they buy in the West Indies and are sent anything.

Both Messrs. Robertson and Hathaway denied this, saying that they received the very best material, and in regard to prices they said they were sometimes able to sell in Boston and New York.

Then the dealers had a word to say. John Sealy, Andrew Malcolm, C. H. Peters, Jr., H. W. DeForest and others stated that the molasses was excellent and had proved very satisfactory.

The meeting was decidedly very interesting. Messrs. Robertson and Taussig had one or two side controversies. Mr. Robertson once made a statement about what the molasses offered in St. John at 27 cents must have cost in New York only 18 cents, which looked too cheap to be a straight molasses. Mr. Taussig challenged him to prove it. Mr. Robertson declared he could. Mr. Taussig said they had forced him to divulge business secrets, and they seemed to want to prove them liars and perjurers and fools in New York. He said that he had bought cargoes at 15 and 20 cents.

Mr. Robertson said there was no such desire on the part of the Board and all assented with him. Mr. Taussig had made the statement in a calm, quiet way, and the whole proceedings were characterized by moderation.

Then Mr. Robertson and Mr. H. W. DeForest said that they had used about as much molasses as any one, but they thought Mr. Taussig's much better than the Barbadoes molasses. Mr. Robertson was willing to put up something handsome on that question, and Mr. DeForest was ready to cover the amount.

The meeting at length adjourned. Mr. Taussig's authorities will be still further enquired into when the letter arrives from Sherer Bros; also, the Dominion Government will make an analysis. The matter has been placed in the hands of the Comptroller of Customs, who will make enquiries. The whole question will have a thorough overhauling. This is an assured fact.

Here's a grocer that says his is "a business in which you may be walked on, tossed around and jumped on, and still have to hold your tongue." Guess not. A man is always taken for what he is willing to be taken, and after two or three jumpings-on it remains to be seen whether he will allow it. It isn't the business, it's the man; and so far as our experience goes, a straight blow from the shoulder, even from a grocer's shoulder, is apt to tell.—Ex.

McALPIN TOBACCO Co.

Manufacturers, TORONTO



BEAVER PLUG

THE GENTLEMAN'S CHEW

During next three months, we will send with each 12 lb Butt of Beaver—a package of samples (¼ lb.).

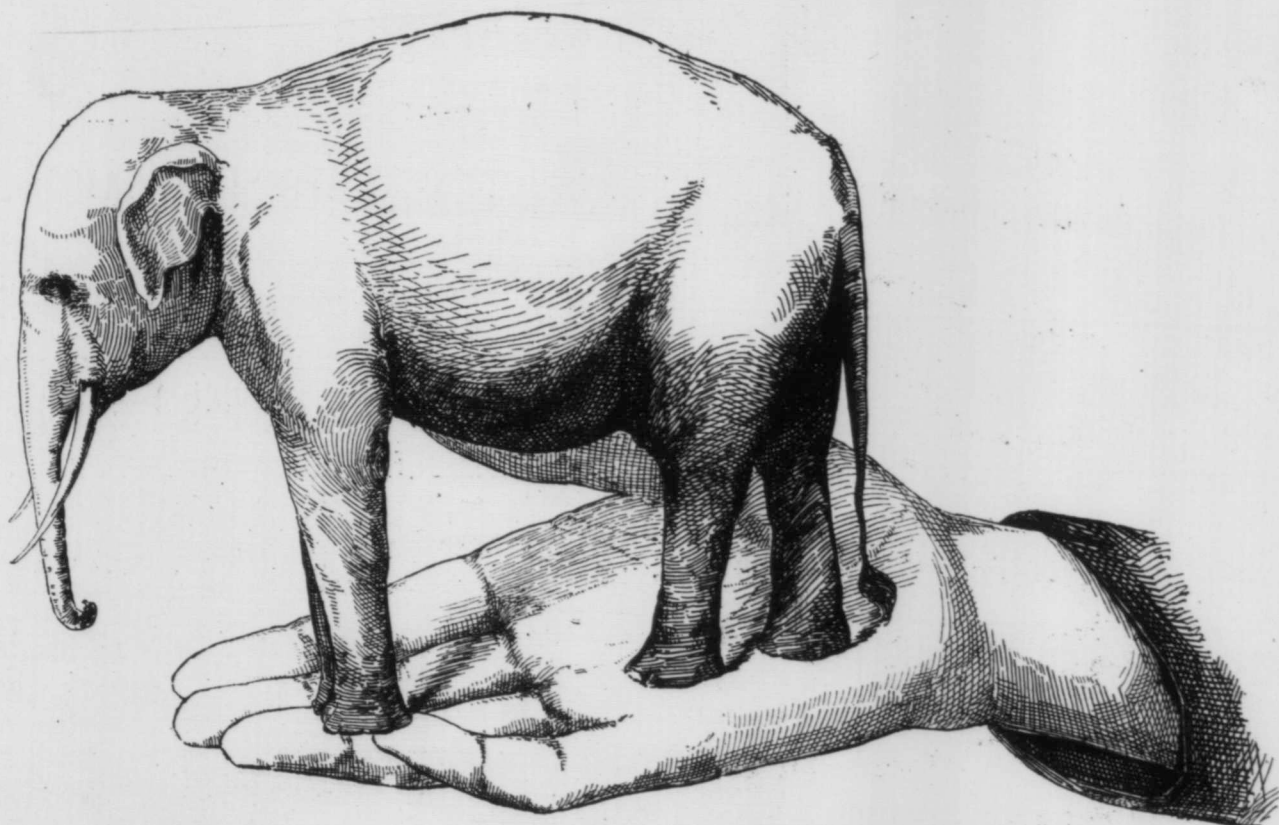
**FOR FREE
DISTRIBUTION**

If you want Black Tobacco—order Gold Shield—it is the highest grade manufactured in Blacks.

McALPIN TOBACCO CO.

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Elephant On Hand



The firm who are trying to "Bluff" us out of our "Name" and "Trade" in "Mexican Fruit" chewing gum have an Elephant on Hand. Cost to date \$5,000.

The dealer who buys Foreign Chewing Gums thinking they are just as good as "Mexican Fruit" but finds they don't sell—Elephant on hand.

The consumer who won't try our Cough Chewing Gum, and as a result takes the Grippe, has a very troublesome Elephant on Hand.

Somerville's "Mexican Fruit," "Pepsin," and "Cough" are Medicinal Chewing Gums, and are positively beneficial to any one using them, nicely put up, choice flavorings, and without any exception the finest goods on the market. Our increased sales testify that no firm handling our goods exclusively will ever have a Chewing Gum Elephant on their hands in the way of unsaleable stock.

C. R. SOMERVILLE, London, Can.

ONTO

THE GENTLEMAN'S CHEW

will send
package

der Gold
manufac-

CO.

HIS LORDSHIP'S CHECKERED CAREER.



MOHAMMED—I should like greatly to play checkers with you, but we have no board.

MAHDI—I think here comes just what we want.



MOHAMMED—Your move, Mahdi.

SITUATION WANTED.

YOUNG ENGLISHMAN DESIRES POSITION IN first-class grocery store. P. Webb, 27 McGill St. Toronto. (3)

YOUNG MARRIED MAN DESIRES POSITION as clerk in first-class retail or wholesale grocery. Have had a life experience in the grocery business. Good stock-keeper and window-dresser—also good advertisement writer. Will be open for engagement 1st of Feb., '94. First-class references. Address H. E. Wilton, Box 106, Springfield, Ont.

BUSINESS CHANCE.

FOR SALE—A STOCK OF GENERAL MERCHANDISE, store, dwelling, and stable, with half acre of land. One hundred yards from Edgar's Station, on the Amherstburg Branch of the M. C. R. R. Fair business and can be increased. Postoffice in connection with the above. Advancing years only cause of disposing of the same. Also cottage and one-fifth acre of land adjoining the above. Address R. Cudmore, Edgar's Mills, P. O. (4)

Grocery, Boot and Shoe Business FOR SALE IN BRAMPTON.

SEALED TENDERS addressed to the undersigned will be received up to 12 o'clock, noon, of MONDAY, THE 1ST DAY OF FEBRUARY, INSTANT, for the purchase of the stock of Groceries, Boots and Shoes, Wall Paper, Shop Fixtures, etc., of the late WILLIAM KIRKWOOD, amounting to about \$4,500. Stock and stock list may be examined at the premises, Anderson Block, Brampton, any time previous to above date. Arrangements can be made for a lease of the store premises. The lowest or any tender not necessarily accepted. References permitted by Messrs. Davidson, Hay & Co., H. P. Eckardt & Co., wholesale grocers, and J. D. King & Co., shoe manufacturers, Toronto. This is a good chance to secure one of the best paying businesses in Brampton.

R. H. PRINGLE,
Brampton,
Solicitor for Executors.

Order your White Spruce

❖ BUTTER TUBS

For delivery in April, ❖ NOW ❖ Right Prices. May or June. . . . Best Goods.

WALTER WOODS & CO.,
HAMILTON, ONT.



Retailers

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

BUTTERMILK TOILET SOAP

Best thing in the world for the COMPLEXION.

CONSOLIDATED FLAVORING POWDERS

A PERFECT FLAVORING that is not lost in Baking or Cooking like Liquid Extracts.

Results not only the BEST, but secured at ONE THIRD of the usual expense, giving satisfaction to the DEALER, in handling, and CONSUMER in using. Done up in beautiful screw top bottles, so every one can be tested. NO DETERIORATION WHILE IN STOCK. NOT sold to the wholesale trade.

RETAIL TRADE SOLICITED



TARBOX BROS., Sales Agents,

73 Adelaide St. West, - - - TORONTO, ONT.

FROM INDIA & CEYLON.

TETLEY'S TEAS

IN LEAD PACKETS.

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

It's in the Ring . .



PUT UP BY

PURE GOLD MFG. CO. TORONTO.

Adam's Horehound Tutti Frutti

Send for Elegant Advertising Matter.

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

Toronto Salt Works,

128 Adelaide East,

TORONTO

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

Higgin's Eureka and Ashton's English Dairy Salts. Land Plaster.

DUNN'S BAKING POWDER

THE COOK'S BEST FRIEND LARGEST SALE IN CANADA.



Sold by the Wholesale Grocery Trade and the Manufacturers,

THE HAMILTON COFFEE AND SPICE CO.

Sales Increase Yearly It Holds Trade



DEERS

of the andling, top bot- ATION

ts, ONT.

IN LEAD PACKETS.

TORONTO.

BUSINESS CHANGES.

DIFFICULTIES, COMPROMISES, ASSIGNMENTS

Almonzo Gervais, grocer, Montreal, has assigned.

J. A. Crooks, grocer, Halifax, chattel mortgage for \$500, released.

Mrs. R. J. McLaughlin, general merchant, Wallaceburg, has assigned.

Alex. A. McDonald, grocer, Sydney, N.S., is offering to compromise.

Mrs. Kate McArthur, grocer, Dutton, has assigned to A. N. C. Black.

Damens & Frere, grocers, etc., Fraser-ville, Que., have assigned.

A. C. McEown & Co., general merchants, Boissevan, Man., have assigned.

Daley, Grange & Co., wholesale teas, Napanee, have assigned to O. T. Pruyn.

Coburn & Co., general merchants, Easton's Corners, has assigned to Sheriff Smart.

Beaty & Code, general merchants, Canevale, N.W.T., have been granted an extension.

James T. Hurley, manufacturer of boots and shoes, St. John, N.B., is offering to compromise.

The sheriff is in possession of the whole-sale drug and oil firm of D. Ross & Co., London.

Oliver Durocher, boots and shoes, Ottawa, is offering to compromise at 40c. on the dollar.

A. O. Lucas, general merchant, Sherbrooke, Que., has assigned to Kent and Turcotte.

E. Desilets, general merchants, Grand Piles, Que., is offering to compromise at 85c. on the dollar cash.

E. H. Dener, boots and shoes, etc., Wingham, is offering to compromise at 50c. on the dollar secured.

J. W. Potts & Co., St. John, N.B., fruit dealers, have assigned. Liabilities, \$7,500; assets, \$6,500.

J. L. Upham, fruits and confectionery, Brockville, has assigned to J. W. Baker. A meeting of the creditors has been called for the 19th.

A. Watt & Co., millers, Brantford, suffered considerable loss during Christmas week through floods, and have called a meeting of their creditors. It is probable that the firm will continue.

A meeting of the creditors of Mr. Kenderree, of the Avondale hotel, who assigned recently, was held in the office of W. A. Campbell last week, when arrangements were made, for the disposal of the estate.

SALES MADE AND PENDING.

The stock and chattels of the Smith Bros. Co., have been sold.

The stock of S. T. Jackson, general merchant, Walsingham Centre, has been sold.

W. J. Jones has bought W. J. Collins' grocery stock, Simcoe, at 66½ cents on the dollar.

The grocery and boot and shoe stock of

J. H. Butler & Co., Oshawa, is advertised for sale by tender.

The stock, etc., of M. Margatroyd, general merchant, Smithville, is advertised to be sold by auction Jan 23.

John Watt & Co., general merchants, Uxbridge, are advertising grocery and boot and shoe business for sale.

PARTNERSHIPS FORMED AND DISSOLVED.

Lefebvre & Co., cider manufacturers Montreal, have dissolved.

C. D. Hill & Co., wholesale grocers, St. Stephen, N. B., are about to dissolve.

Lyman, Sons & Co., wholesale druggists, Montreal, have admitted Arthur Lyman as partner; style unchanged.

Jesse P. Smith, grocer, Windsor N. S., has admitted Wiley Smith as partner under the style of Jesse P. Smith & Co.

Robt. Whitten and T. H. Carroll, Halifax, have formed a new co-partnership under the style of Whitten & Carroll, produce and commission merchants.

A co-partnership has been registered in Halifax by Lewis S. and L. K. Payzant to carry on business as wholesale and retail grocers, under the style of Payzant & King,

CHANGES.

S. S. Nash, general merchants, Stoney Creek, have sold out to S. Nash.

S. J. Gibson, grocer and provisions, Wiar-ton, is selling out and leaving there.

Frank Halford has been registered proprietor of the wholesale tea firm of Frank Halford & Co., Montreal.

G. R. Ashwell & Son, general merchants, Chilliwack, B.C., have been succeeded by G. R. Ashwell & Sons.

FIRES.

Thomas McCannus, drugs, Bobcaygeon, has been burned out.

Wm. Newcombe, general merchant, Yarmouth Centre, has been burned out.

The factory of Harper & Webster, manufacturers of boots and shoes, Shediac, N.B., has been burned; insured.

A. Liberman, general merchant, and Walter Thompson, flour, were the victims of a recent fire at Yarmouth, N.S.

Elliott & Gibbone, general merchants, Sudbury, has been burned out; insurance, \$3,000; M. Brown, restaurant, was also burned out; loss, \$1,200; insurance, \$1,000.

DEATHS.

C. J. Fuller, sr., general merchant, Arian chat, N.S., is dead.

TEA IN JAMAICA.

The practicability of producing a good article of tea for commerce in the Island of Jamaica is according to information received by the Bureau of American Republics, attracting attention there. The climate and soil are said to be well adapted, and tea of good quality grows rapidly in the island. The difficulty in the way of tea cultivation is

the want of labour, but in those districts where the proper kind of labour can be secured, the plant, it is thought, might be grown successfully. The Kingston Gleaner says that good tea grown in the island would find a market in the United States, and that, in view of the favorable conditions for establishing the industry, it is thought to be strange that no effort in the matter has been made.

PEPPER RAISING IN CAMBODIA.

THE pepper plant, says M. Adhemard Leclere, in the Revue Scientific, is not a bush, as some writers say, but a vine which has to be supported by a tree when wild, and by a strong stake when cultivated. The author has seen the vines growing nearly wild near Chandoc, in Cambodia, where they had been planted by the villagers and left to themselves. They grew vigorously and to a considerable length, but bore only a few bunches of fruit, and that of an inferior quality. An abundant crop of good pepper can be obtained only by careful and skilful cultivation. The industry thrives in the province of Kampot, where it is pursued in some twenty villages. At the village of Suam Ampil there are eighty-nine planters, and more than a hundred plantations, containing 48,441 stocks. The plants are propagated from cuttings, which are made about eighteen inches long, and are taking from stocks two or three years old. They are supported by stakes about ten feet high, which are solidly planted to the ground; and are fertilised at the season every year with a special manure, which is composed of eight parts of good soil and one part of pounded shrimp shells. The plants are liable to attack from a minute parasite that destroys their fruitfulness, to obviate which they are treated with a decoction of tobacco. The first crop, but an insignificant one, appears in the third year from planting. A crop of about a kilogramme per stake of two plants is gathered in the fourth year, and the increase continues for eight or ten years. Exceptional plants in good soil may return four kilogrammes per stake; but a crop of from two to two-and-a-half kilogrammes is considered a fair average. Some plants will live fifty years, but they are seldom remunerative after forty years, and as a rule, a plant thirty-five years old is considered of no further value. The plants bloom in May and June, and the gathering of the crop begins in February. The bunches, which have turned red, are picked and the others are left for future visitations. The berries are stripped from the bunches and dried in the sun till they are black, when they are packed and made ready for sale. White or grey pepper is produced by letting the berries get a little riper, and cleansing them from their envelopes. In some districts the removal is assisted by soaking the berries in sea water. One labourer can usually take care of about 1,000 stakes.

DUST The housekeeper's enemy, cannot always be found with the old-make Broom.

Our Broom has peculiar qualities which enable it to collect the dust and dirt better than anything we have seen in our 30 years' experience.

Values Guaranteed.

Write for Sample order and prices.

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

Young & Smylie's Licorice Leads.

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

SEE QUOTATIONS.

THE BEST IS THE CHEAPEST USE.

MORSE'S
BEST
SOAP
MFG'D ONLY BY
JOHN TAYLOR & Co.
Toronto

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

Sold by... all... Dealers everywhere.



Silver Star . Stove Polish Has No Equal.

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

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

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

LION "L" BRAND

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

The largest factory of the kind in the Dominion.

DIPLOMA AND MEDAL Toronto Exhibition, 1893.

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



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

E. BROWN & SON'S, 7 Garrick St., London, England, and 26 Rue Bergere, Paris.

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

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

The British Columbia Commercial Journal

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

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

SUBSCRIPTION \$2.00 PER YEAR.
Advertising Rates made known on Application.

77 JOHNSON ST., VICTORIA, B.C.

**MOTT'S
DIAMOND
CHOCOLATE.**
JOHN P. MOTT & CO
HALIFAX, NS
ESTABLISHED 1844

IS THE **BEST.**

ASK FOR
MOTT'S

OTHER SPECIALTIES.
NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA

CALLARD & BOWSER'S



BUTTER-SCOTCH
(The Celebrated Sweet for Children).
"Really wholesome Confectionery." Lancet

MEDALS AND DIPLOMAS.
PARIS
SYDNEY
MELBOURNE

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

THE "MOST POPULAR" BLACK LEAD



By Royal Warrant Manufacturers to Her Majesty the Queen.

**NIXEY'S
LEAD**

THE "MOST REMARKABLE" POLISH

For KNIVES, FORKS, BRASS and STEEL WORK, Etc., Etc.
Won't Wear the Blades like others.
6d. and 1s. Tins.



**NIXEY'S
"CERVUS" KNIFE POLISH.**

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

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

A Nation's Greatness

Depends upon its backbone.
To Keep it Stiff

USE

BRANTFORD STARCH

THERE'S NOTHING LIKE IT.

British America Starch Co., Ltd.,

BRANTFORD, ONT.

Prices Current Continued—

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

CANNED MEATS.

Comp. Corn Beef 1 lb cans	\$1 50	\$1 60
" " " " "	2 50	2 65
" " " " "	4 80	5 00
" " " " "	7 50	7 75
" " " " "	17 25	17 50

Minced Collops, 2 lb cans	2 80
" " " " "	2 65
" " " " "	8 50
Par Ox Tongue, 2 1/2	
Ox Tongue	3 40
Lunch Tongue	6 90
" " " "	2 75
English Brawn	2 50
Cam. Sausage	4 00
" " " "	1 50
Soups, assorted	2 25
" " " "	1 80
Soups & Bouilli	4 50

Potted Chicken, Turkey, or Game, 6 oz cans	1 60
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Devilled Tongue or Ham, 1/2 lb cans	1 40
Devilled Chicken or Turkey, 1/2 lb cans	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 25

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers:	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c, packets	0 75
Nerve Food Tablet, 36 5c, bars	1 20
Orange Blossom, 150 pieces	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Flirtation Gum (115 pieces)	0 65
Monte Cristo, 180 pieces	1 30
(with brilliant stone ring)	
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 pieces	0 90
Sweet Fern, 230 " "	0 75
Black Jack, 115 " "	0 75
Red Rose, 115 pieces	0 75
Magic Trick, 115 " "	0 75
Oolah, 115 " "	0 75
Puzzle Gum, 115 pieces	0 75
Bo-Key, 150 " "	0 90
Red Spruce Chico 200 " "	1 00
Automatic	
Tutti Frutti Girl, 800 pieces	6 00
Sign Box (new)	
Tutti Frutti cash box 800	6 00
Glass Jar with Pepsin Tutti Frutti, 115 5c. pkgs, per jar	3 75

C. B. 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 "	1 00
Jingle Bell, 150 " "	1 00
Cracker, 144 " "	1 00
O-Dont-O, 144 " "	1 00
Little Jap, 100 " "	0 70
Dude Prize, 144 " "	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed	3 75
La Rosa (30-10c. pieces)	1 40
Baby (100-1c. pieces)	0 40
Alphabet (100-1c. pieces)	0 65
Keno Prize (144-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

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

BENSOPP'S ROYAL DUTCH COCOA.

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

FRY'S
(A. P. Tippet & Co., Agents)

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

JOHN F. MOTT & CO.'S

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

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic Cocoa in 1 lb. tins, 12	7 25
34 and 36 lbs in box	
Hygienic Cocoa in 1/2 lb tins, 12	3 75
34 and 36 lbs in box	
Hygienic Cocoa in 1/2 lb tins, 12	2 25
34 and 36 lbs in box	
Cocoa Essence, pkgs, 2 and 4 doz	1 40

WALTER BAKER & CO'S

Chocolate—	
Premium No. 1, bxs 12 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caraccas Sweet bxs 6 lbs each	40
Best Sweet in bxs, 6 lbs. each	30
Vanilla Tablets, 416 in box, 24 bxs	4 00
in case, per box	
German Sweet Chocolate—	
Grocers' Style, in bxs 12 lbs each	30
Grocers' Style, in boxes 6 lbs each	30
8 Cakes to the lb., in bxs, 6 lbs ea.	31
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	56
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1/2 lb., tins	48

MENIER FABRICANT DE CHODOLAT.

Paris et Noisiel.	
Per 120 lb. case lot.	Per 12 lb. box.
Yellow wrapper	\$0 34
Chamois	0 43
Pink	0 50
Blue	0 58
Green	0 50
Lilac	0 58
Bronze	0 65
White Glace	0 73
Premium	0 38

Fancy Chocolates.

Fingers—	
40 in a box	per box } \$0 36 \$0 40
20 " " "	
Croquettes—	
Yellow wrap	2 70
Pink	3 00
Green	3 75

Croquettes are packed 12 1/2 lb. pack-
ages in a box, and 8 boxes in a case.
Pastilles—
Yellow wrapper per lb \$0 40 \$0 45
Pink " " " } 0 55 0 60
Green " " " }
Each case contains 54 1 lb packages or
108 1/2 lb packages.



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

CLOTHES PINS.

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

COFFEE.

GREEN	
Mocha	28, 33
Old Government Java	25, 35
Bio	21, 22
Plantation Ceylon	29, 31
Porto Rico	24, 26
Guatemala	24, 26
Jamaica	25, 23
Maracaibo	24, 26
Caffaroma, 1 & 2 lb. tins asstd	36

TODRUNTER, MITCHELL & CO.'S

Excelsior Blend	34
Our Own	32
Jersey	30
Laguayra	28
Mocha and Java	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS.

Alum	lb \$0 02	\$0 03
Blue Vitriol	0 06	0 07
Brimstone	0 08	0 09
Borax	0 12	0 14
Camphor	0 65	0 70
Carbolic Acid	0 80	0 50
Castor Oil	0 07	0 08
Cream Tartar	0 25	0 28
Epsom Salts	0 02	0 02 1/2
Paris Green	0 16	0 17
Extract Logwood, bulk	0 13	0 14
" " boxes	0 15	0 17
Gentian	0 10	0 13
Glycerine, per lb	0 17	0 20
Hellebore	0 16	0 17
Iodine	5 60	6 00
Insect Powder	0 26	0 30
Salpetre	0 08	0 09
Soda Bicarb, per keg	1 25	1 50
Sal Soda	1 18	1 25
Madder	0 19	0 20

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd., NORTHWICH, ENGLAND, MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALIZED---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.

Prices current, continued--

Table listing various soap products like Empire, Ruby, Monster, Heliotrope, Royal Magnum, Anchor, Morse's Assorted, Morse's Rose, Windsor, Bouquet, etc.

LONDON SOAP CO.

Table listing London Soap Co. products like Sweet Home, Glycerine, Eureka Electric, World, Twin Bar, Castile, Oatmeal, Prairie Flower.



Table listing Ammonia Soap products like Sweet Briar, Extra Perfum, Old Brown Windsor Squares, White Castile Bars, etc.



Table listing Surprise Soap products like Home Comfort, 33% Glycerine, Floral Bouquet, Stanley.

SUNLIGHT SOAP.

Table listing Sunlight Soap products like 1 Case, 5 Case lots.

TEAS.

Table listing Teas products like Gunpowder, Cases, extra firsts, Half chests, Young Hyson, etc.

Table listing various tea products like Half chests, Young Hyson, Half Boxes, PING SUBEYS, JAPAN, etc.

Table listing Congou, BLACK, INDIAN, CEYLON tea products like Darjeelings, Assam Pekoes, Broken Pekoes, etc.

TOBACCO AND CIGARS

Table listing tobacco products like British Consols, Ingots, Laurel, Brier, Index, etc.

MALPIN TOBACCO CO.

Table listing Malpin Tobacco Co. products like White Burley Chewing, Beaver, Do, Jubilee, etc.

Table listing Plug Smoking products like Woodcock, Sunny South, Silver Ash, Puck, etc.

EMPIRE TOBACCO COMPANY.

Table listing Empire Tobacco Company products like Golden Plug, Uncle Ned, Gem, etc.

FANCY SWEET CHEWING

Table listing Fancy Sweet Chewing products like Empire, Top, Joy, Judge, etc.

BLACK SWEET CHEWING.

Table listing Black Sweet Chewing products like Lord Stanley, Lord Stanley, etc.

Table listing Cable, Conchas, Queens, Cigarettes, all Tobacco, etc.

DOMINION CUT TOBACCO WORKS, MONTREAL.

Table listing Dominion Cut Tobacco Works products like Athlete, Puritan, Sultana, etc.

CUT TOBACCOS.

Table listing Cut Tobacco products like Puritan, Old Chum, Old Virgin, etc.

CIGARETTE TOBACCO.

Table listing Cigarette Tobacco products like B. C. N. 1, Puritan, Athlete, etc.

WOODENWARE.

Table listing Woodenware products like Pails, Washboards, Matches, etc.

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

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

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

MANUFACTURERS OF REFINED SUGARS OF THE WELL-KNOWN BRAND

Redpath

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

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

THE CANADIAN GROCER

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

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-RECORD.

TORONTO
will bring you
tenders from the
best contractors.

FAC SIMILE OF PACKAGE.



Enquiries will reach you for the following:

IDEAL FOODS FOR INFANTS

Milk Granules

The Perfect Equivalent of Mothers' Milk.

Milk Granules With Cereals

The public want these goods. Order through your Wholesale House or direct from

The Johnston Fluid Beef Co.
MONTREAL.

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

ESTABLISHED 1848.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS,
NOS. 279, 281 AND 283 BROADWAY, NEW YORK

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

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

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

THOS. G. IRVING, Superintendent.

THE Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealer

Oakville, Ont.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

Represented by

Chas. Boeckh & Sons, Toronto,

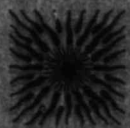
H. A. Nelson & Sons, Montreal.



Crosse & Blackwell

CELEBRATED FOR

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



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All Grocers in Canada

ORDER
IVORY BAR
SOAP

THE MOST DELICIOUS SAUCE
IN THE WORLD.

Yorkshire Relish.

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

SOLD
EVERYWHERE.

PROPRIETORS.

GOODALL, BACKHOUSE & CO.
LEEDS, ENGLAND.

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

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

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



WHO EVER HEARD OF . .

A LAMP

That is not a disappointment,
and an article that if it could be,
would be got rid of.

WE CAN

Or any good dealer can supply you
with one that is in perfect harmony
with all classes.

IT IS CALLED

The "Pittsburgh"

Made in all sizes and styles of Hanging,
Banquet, Vase, and Piano.

Write for Primer.

Gowans, Kent & Co.

TORONTO AND
WINNIPEG.

Sole Agents for Canada.

GROCERY BROKERS

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

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THE ST. LAWRENCE SUGAR REFINING CO.,

Oakey's

'WELLINGTON'
KNIFE POLISH

The Original and only Genuine Preparation for
Cleaning Cutlery.

JOHN Oakey & Sons, Limited,

Manufacturers of Emery, Black Lead, Emery and
Glass Cloths and Papers, etc.

Wellington Mills, London, England

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MONTREAL.

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

FINE GOODS FOR THE HOUSEHOLD.