

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

**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY  
 \$200 PER YEAR

VOL. VI.

TORONTO, NOVEMBER 11, 1892.

No. 46

Manufacturers by Special Warrant  
 To Her Majesty THE QUEEN

**COLMAN'S MUSTARD**

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

**ONLY GOLD MEDAL PARIS 1878**

**TWO GOLD MEDALS**

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

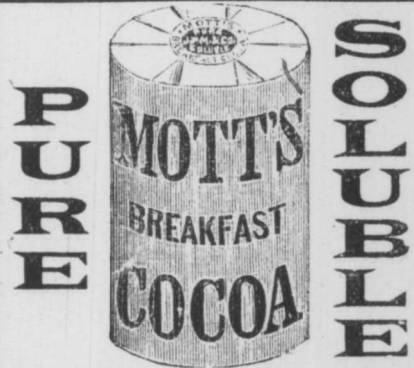
Only Prize Medal London 1862      Only Silver Medal Paris 1875  
 Only Medal Dublin 1865      Grand Gold Medal Moscow 1872 &c

Trade Mark **Bull's Head**

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

ASK YOUR  
 WHOLESALE GROCER  
 —FOR—  
 RAILROAD AND STEAMSHIP  
**MATCHES**  
 GUARANTEED  
 Second to None.

**H. A. NELSON & SONS**  
 Manufacturers and Wholesale Dealers  
 56 AND 58 FRONT ST. W.  
**TORONTO.**



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

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

**Taylor, Scott & Co.,**  
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THE BEST

IS THE CHEAPEST.

Retail Price, 25c.

For sale by all first-class grocers

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

FINE GOODS OUR SPECIALTY.

MUNGC CIGARS, EXCEPTIONALLY FINE.

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

MADRE E' HIJO (7 SIZES)

EL PADRE AND CAELE.

THE CANADIAN GROCER

# The McKay Milling Co., Ltd.,

OTTAWA,

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

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

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

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## BALA LICORICE

For the voice.

### The Norton Manufacturing Co.

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Fruit, Paint, Lard, Baking Powder, Fish,  
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**CANS.**

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

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Price per box of 100 cakes, \$6.50. At 10c. per cake it pays  
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Also packed 50 cakes to the box.

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EVERY CHOCOLATE IS STAMPED

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# MORSE'S MOTTLED



We have removed  
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No. 146 & 148 Car  
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# Lightbound, Ralston & Co., Wholesale Grocers, MONTREAL,

OFFER TO THE TRADE NEW FRUITS OF EVERY DESCRIPTION.

CURRENTS—In Barrels, Half-Barrels, Cases, and Qr. Cases.  
FIGS—Naturals, in 56 lb. Boxes. Fine Eleme in 10 lbs. and 20 lb. Boxes, and Loncoum Figs in 4 lb Boxes.  
SULTANA RAISINS—In 16 lb. Boxes. Good average, golden and choicest golden.  
MALAGA RAISINS—In stock and to arrive per S. S. Escalona.  
SHELLED ALMONDS—Valencia, Jordan, and Bitter.

SUGARS. In view of probable advance, we notify the trade that we can offer both granulated and yellow, in any quantity up to 20,000 or 25,000 Barrels, enough for present wants.

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SALMON. A full supply of the favorite brands, Empress, Queen, Horse Shoe, British American, Globe, Owee-Kay-No.

No Cohoes or fall catch salmon.

Ask for our prices before placing your orders---You will save money by doing so.

MIKE—"It's like owld times to see you again, Pat. Why did you niver wroite me a l. tther since last we mit?" Pat—"Oi didn't know your address, Moike." Mike—"Thin why, in the name o' sinese, did ye not wroite for it?"

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**Imperial Cheese**  
IN GLASS JARS.

LARGE, MEDIUM, SMALL.

Dominion Agents:

**WRIGHT & COPP,**  
40 Wellington St. East, TORONTO,  
Will furnish full particulars.

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Pure Concentrated  
**COCOA.**

To secure this article, please ask for "Fry's Pure Concentrated Cocoa."

"It is especially adapted to those whose digestive organs are weak."—Sir Charles A. Cameron, M.D.

ARTHUR P. TIPPET & CO., 43½ Wellington St. E., Toronto.  
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**IT IS ABSOLUTELY PURE!**

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

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

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Are of the Finest Quality and Guaranteed Pure.

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Is the Sauce of Sauces, and the most delicious for Fish, Hashes, Steaks, Stews, &c.

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Are prepared of Rip, Sound Fruits only and Refined Sugar.

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Indurated Fibre Ware.



NO HOOPS,  
NO JOINTS, LEAK, OR  
SWELL, OR  
WATER SOAK.  
The E. B. Eddy Co.  
MAMMOTH WORKS  
HULL, CANADA.

READING TOBACCO.

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Vol. VI.

TORONTO, NOVEMBER 11, 1892.

No. 48

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

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

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

The Pedlars' Association of this city still comes up smiling. The issue of the appeal in the case of the city against Virgo, may have proved a knock-out to the cause, but it seems it did not to the pugnacity of the strolling merchants. They are reported to be making preparations to support another defiance of the by-law which forbids their traffic on certain streets. It is not improbable they may ply this right of appeal until they get the matter before a court that will take their view of it. The authority of the city council to limit the scope of a trading license to particular districts of the city is a matter of construction of that portion of the Municipal Act which vests certain powers over trade in the city council. It is not a self-evident authority, and while one court might deem the city competent to prescribe local limits to a license, another court might not. The pedlars are evidently going to make all they can out of the doubt. It is just possible they may go far enough to reach victory, and the effect of victory would not only be favorable to them, but would restore equal rights among city grocers. The

grocers in the interior parts of the city are as much entitled to exemption from the annoyance of pedlars competing at their doors as are the grocers on the main streets.

\* \* \*

It is said that a large number of the pedlars of this city have not paid their license fees for the current year, though they are allowed to follow their calling as freely as if they had. Retail grocers who sell tobacco and cigars were not so indulgently dealt with, but were held to have violated the by-law regulating the sale of these goods if they presumed to trade in them between the expiration of one year's license and the renewal of another. Some of the foremost men in the city grocery trade were fined for selling tobacco without a license, when they were simply late in remitting the money for renewal. Not only is it unfair to favor the pedlars over the grocers in this way, but it is unfair to favor one section of the pedlars over another. The men who have to pay money down look upon this as a requirement exacted from all alike, and feel that their promptness gives them some temporary advantage, as not all being ready to pay at once there will be a thinning out of competition until all are ready to pay for their licenses. The partiality shown to many pedlars who are given credit for their license fees reflects suspicion upon aldermen, to some of whom motives are imputed for this indulgence. Votes have strong influence with some classes of men, and the pedlars of course are not likely to neglect the cultivation of this influence wherever it will do them any good. But the city is entitled to its revenue, no matter who goes down at the polls.

\* \* \*

Some of the pedlars of this city are said to be contemplating a scheme that is to put their trade outside the jurisdiction of the city council. They propose to become pro-

ducers. Several of them talk of going in together and buying a piece of land on the outskirts of the city and commencing its cultivation as a market garden. The products grown on this land they would be at liberty to sell at the doors of Toronto householders, and the city could impose no license fee. Growers cannot be taxed for peddling the products of their own cultivation. Consequently there are a great many "growers" selling potatoes, apples and vegetables of all descriptions to the people of Toronto. It is impossible to separate genuine growers from false growers, and even harder to distinguish between what is the product of a grower's own cultivation and what is not. A man whose whole crop of vegetables has been grown on a quarter of an acre of ground will bring a wagen load on the market every day in the year, and sell it at the homes of the people without let or hindrance from the license officials. He is a grower, though he may come by nineteen twentieths of his stock by purchase, the same as one whose sole business is peddling. There are other so-called growers who do not plant a square foot of ground, but who come from regions beyond the ken of the license inspector, and who therefore can peddle their stuff here without money and without price. Of course this injustice is felt by license-paying pedlars as well as by tax-paying grocers. But if the pedlars of Toronto form into groups and take to market gardening, they will be able to sell a great deal more than they can produce, and can do it under the inalienable and untaxable right of the grower. The city would thus be defrauded to a greater extent than it now is, and the grocers would suffer still more from pedlars' encroachments and have to pay heavier taxes to make up for the loss in license receipts.

\* \* \*

The trader can garnishee the wages of a debtor only when they amount to \$25. That

is seldom, and the wage-earner's pay is virtually exempt from attachment. But there is no compensating lenity in the law relating to the collection of rent from shopkeepers. The landlord has ample security against loss. At the end of a month if the money is not forthcoming, the landlord can come on the stock for payment, and can seize three-fourths of it. If the rent falls two months in arrears the landlord can seize the whole of the stock. Thus the trader is crowded on one side by a law that favors his debtor and on the other by a law that favors his creditor. The moral of this pressure is that the merchant should be sparing of his credit, for collection is uncertain and responsibility, for rent at all events, is inevitable.

Grocers now and then still commit the mistake of ordering choice coffee when they want coffee that the majority of consumers like. Good coffee is indeed 'caviare to the general,' and the people who prefer it are not numerous. The thin fluid which an infusion of very fine coffee yields does not satisfy the people who think they know what good coffee is. A thicker decoction is what is generally wanted. Of course there are grades of coffee that anybody's senses of taste and smell would readily reject, and these are the kind which are barred out in the term 'choice coffee' as used in the great majority of orders. The popular taste would support a very poor demand for high grade pure coffee, even if the latter were cheaper instead of dearer than the grades that now sell the best. Men who have smoked cigars all their lives will often turn up their noses at a fine Havana, simply because they have not the delicacy of taste to appreciate it. The same is the case with the coffee taste.

At the last annual meeting of the Guild the sugar agreement was the subject of a resolution that appears to have been taken in some quarters as a declaration of independence. The report has consequently got out that the refiners have been released from their arrangement with the Guild, and can now sell on what terms they please to whatever wholesalers they please. THE GROCER has inquired at official sources as to the correctness of this statement and has been informed that it is untrue. The sugar question was disposed of in a resolution that was of an entirely negative character, and which was framed with an eye to future action if circumstances should warrant a following up

of the matter in the same direction. The President has found it necessary to set right some individual misconceptions as to the position taken by the Guild. While there appears to be a strand or two of the painter yet unsundered, it looks as if its complete severance were being anticipated by the Guild. The general feeling is that the remains of the sugar agreement will soon join clause 2.

The experiment in the use of black pepsin in butter-making, and the results of that experiment, of which we had something to say in our issue of the 21st inst., may have been fictitious, and a re-perusal of the circular in which the particulars of the alleged experiment are set forth brings the reader to the conclusion that it is a fraud. A suspicion that all might not be as stated would have likely led to the rejection of the circular but that something had been said in a reputable English journal about the use of black pepsin by other experimenters with satisfactory results. Of course, it was obvious that a product of all the solid constituents of the milk would not be butter, but that fact would not necessarily prevent its use as a substitute for butter. Oleomargarine is not butter, but there are immense quantities used every year to the displacement of butter. That was in mind when the circular was under notice. It is a fact that experiments are being made with black pepsin in several Canadian dairies. In Kingston it is said the thing has been demonstrated to be a failure. Prof. Robertson in his letter to the Belleville Intelligencer, a paper which has been looking into the matter, says that he has been following up for two years experiments that have in view the production of a new dairy article, which shall combine nearly all the nutritious constituents of the milk in a digestible form. The fact that such scientific investigations were being made, and that other searchers were proceeding along independent lines towards the same object, gave plausibility to the circular and won acceptance for it that would have otherwise been withheld. Our belief is that it is a fraud. Inquiries made both by mail and cable have failed to bring an answer from the South Australia Dairymen's Association.

Dull spells will come to the best managed business. The master may be no more to blame than the captain whose ship is calmed at sea. The one cannot increase

the money circulation, the other cannot make the wind blow. The sails have to play idly till the breeze fills them, and goods have to stay on the shelves till people's wants and means are ripe to move them. But inevitable as these spells are they are never welcome. It is depressing to the spirits to see the days file past one after another and business grow no brighter. It makes the trader look wistfully ahead to the date when he has to pay for some of these goods that nobody seems to want. But no matter how much the dullness is due to uncontrollable circumstances, the merchant should never deem matters past mending. He is not passive and helpless. His liberty of action remains, and he can create circumstances that may counterbalance those which cause the stagnation. It is well to be always at work upon the problem how to improve trade. Necessity is the mother of invention, and the pinch of dull seasons should sharpen the trader's wits.

People often wonder if shopkeepers do not have many an odd loss to charge to the account of theft. The exposure of goods outside of the door and in the space between counters gives a dishonest man or woman abundant opportunity to pilfer. The shop help are too busy to keep an eye on the actions of customers whose character is unknown to them, and they are too much habituated to letting the goods take care of themselves to give many thoughts to their safety. The boot and shoe dealers of London, Ont., have entered into an agreement not to expose any stock outside of their shops, on account of the injury to the goods and of the temptation to passers by whose honesty could stand no fiery trial. The latter reason of itself is sufficient to warrant the departure. Traders whose wares are put prominently in the way of transgressors must expect to have to watch it narrowly or to lose some of it. There are few people who have not felt how easy it would be for a robber to lug off a considerable amount of property if he should be allowed the same freedom as customers usually are in stores of all descriptions. The cultivation of a suspicious manner on the part of a shopkeeper would of course be the death of trade. If he is able to keep his eyes open without seeming to do so he can protect his property. If he is not he had better not leave portable things in easy reach of everybody that comes in. There are sneak thieves who are more than a match for the most vigilant shopkeeper, and those who are known to need watching are not the most dangerous ones. There are people so deft-handed that they have always not only evaded detection but have eluded even sus-

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picion. It is the unknown thieves that are to be dreaded. There may not be more than one in twenty of a merchant's customers who would take advantage of confidence in their honesty, but if that one did so on every opportunity the loss would be perceptible. There is no need to court loss; it comes feadily enough without seeking.

#### FIRM PROSPECTS FOR FISH.

With no grip afflicting the population in Quebec Province this year, as doctors predict, fish dealers are anticipating a better Lenten trade in fish than during the two previous seasons. In this connection it is interesting that the general expectation among the trade in Montreal is for a firm range of values, as supplies of several leading lines of pickled fish are short. This is notably the case with herring and mackerel, both of which do not present prospects of any burdensome supplies to carry through the Lenten season. In the case of Montreal the shortage is plainly demonstrated by the free shipments which are being made to the United States from both Norway and Ireland, but it is not anticipated that these two countries will send more than 10,000 to 20,000 barrels of mackerel across the Atlantic. In the Maritime Provinces fair catches were reported until lately, but the weather has been unfavorable around Prince Edward Island and vicinity, and none too good in other parts of our fishing grounds. In fact, the latest accounts indicate that some phenomenal work will have to be accomplished in that quarter during the balance to make a good showing for the season. On the New England shore the catch has been about 50,000 barrels so far, and the season is practically over in that quarter. On the whole, therefore, the outlook for supplies both from Europe and the coasts of our own continent is adverse to anything in the shape of depressing stock, and dealers incline to the opinion that fish is good property just now.

#### MONTREALERS AND CANNED SALMON.

Some weeks ago our Montreal correspondent referred to the fact that enterprising dealers on that market had made some lucky turns on canned British Columbia salmon. Since then the market for the goods has been steadily hardening, and now prices are firm around \$1.60. This is a considerable appreciation on the basis at which values opened, but in addition to making profits on the Canadian market it is understood that some Montreal men who took hold of the goods have gone still further afield in a search for profits. It is gossiped about that shipments have been made around the Cape in sailing vessels on the English market at a price fully equivalent to the basis above mentioned. In this case the trade says that there is a chance for some

handsome profits, as the freight on goods carried in this manner is a bagatelle, and a price equal to Montreal quotations means a big difference in the aggregate. Most of the goods sold in this way were bought early in the season on a basis of \$1.10 at the coast. Dealers can figure out for themselves therefore what such turnovers mean.

#### VALENCIA RAISINS IN MONTREAL.

The last direct cargo of dried fruit reached Montreal on Monday morning last when the S.S. Escalona was tied up at the Reford docks. It was anticipated that her cargo would be a light one, but despite this, and the actual knowledge of the aggregate quantity of her lot, several dealers in Montreal have been disappointed. They expected to get some stock to go along with, but when the manifest was filed at the custom house their names did not figure in it. Any remarks that we have made previously about firmness are strengthened therefore by this occurrence, and many people anticipate a still further advance. Strange to say, however, despite the knowledge of the Escalona's small cargo, and the fact that values on raisins in New York were firm, with an upward tendency, there were sales made to arrive ex Escalona at lower figures, than the position of affairs seemed to warrant. It is understood that some of the Montreal jobbing houses sold fruit on Friday and Saturday last at 4¾c., which the trade generally characterize as a ridiculously low figure. It is likely that the sellers in the case recognize the force of this news owing to the manner in which the stock ex Escalona is held. As already known, 11,000 boxes were discharged at Halifax, which left only 28,000 boxes for Montreal. Of these 28,000 only 8,000 will be divided among the jobbing houses here and elsewhere, for the remaining 20,000 are controlled by two holders in Montreal, who, it is well known, have repeatedly refused to part with their stock, except at 5c. and better. In fact, we know for a certainty that a large lot have a price of 5¼c. placed on them by the owners in Spain, and cannot be touched for less. It remains to be seen therefore, where 4¾c. fruit is to come from. Unless the sellers have made arrangements to bring them here via New York at a price, they are out on their calculation. On the basis of prices now ruling on that market, it would cost 5½c. net cash or thereabouts to bring in fruit from there. It is probable, however, that the sellers have made their purchases at a price and will be able to fill their orders, but with the present position of affairs it is not reasonable to expect that they will continue making low offers. However, there is no telling what human nature is capable of, but speaking in a regular way it is but just to describe Valencia raisins as firm with a higher tendency. This disposition is likely to be brought out strongly, once the actual consumptive demand on holiday account commences.

#### HAMILTON RETAIL GROCERS' ASSOCIATION.

President John Ronan was in the chair at the last meeting of the Hamilton Retail Grocers' Association, and there was a fair attendance, considering the wet weather.

There was some discussion on the proposition to have an entertainment in the winter, and the matter was left in the hands of the Executive Committee, who will report at the next meeting as to the form the entertainment shall take.

Vice-President Winniffrith moved his resolution, of which notice was given at the previous meeting, and it was carried unanimously. It was as follows:

That the Retail Grocers' Association of Hamilton are in full accord with the Trades and Labor Councils in their efforts to get an act passed at the next session of the Ontario Legislature to provide for the weekly payment of wages by corporations and employers of labor, such as manufacturing, mining or quarrying, lumbering, mercantile, railroads—street, electric and elevated—steamboats, telegraph, telephone and municipal corporations, express and all other incorporated companies, shall pay weekly each and every employe engaged in its business, and that a copy of the above be forwarded to Hon. J. M. Gibson, and his support and influence be asked for the passing of the said act, and that a deputation, consisting of John Ronan, John Carper, C. H. Peebles, T. Hazel, B. Winniffrith, be appointed to wait upon Hon. J. M. Gibson if found necessary.

#### THE APPLE STANDARD.

The General Inspection Act of Canada was amended at the last session of Parliament by the introduction of two sections relating to the inspection of apples. They are the following:

109—1. In the inspection of closed packages of apples, the inspector shall open not less than one packages in every five; and, if the manner of packing is found to be fraudulent, or unfair, then he shall open all the packages put up by the shipper of such package.

2. Every brand found to be fairly and properly packed he shall brand as No. 1 Inspected Canadian Apples, or No. 2 Inspected Canadian Apples, as the case may be, if fit to be so branded.

3. The inspector shall also examine the varieties of apples submitted for inspection, and shall correct the nomenclature if incorrectly marked, or, if the name of the variety is not marked, he shall cause it to be marked on the package.

4. The inspector may charge a fee of 10 cents for each package inspected by him, and such charge shall cover the cost of opening and closing the package.

110.—1. No. 1 Inspected Canadian Apples shall consist of perfect specimens of one variety, of uniform size, and, in the case of a colored variety, of fairly uniform color, and shall be free from scab, worm holes, knots and blemishes of any kind.

2. No. 2. Inspected Canadian Apples shall consist of specimens of one variety free from scab, worm holes, knots and blemishes of any kind, but not of uniform size or color.

## BEFORE THE DISCOVERY.

"Yes, I recollect when Columbus landed an' diskivered America," said an "oldest inhabitant" to the second oldest inhabitant as the two sat on a cracker box in a Bridgeport, Ct., grocery store, recently. Bystanders looked aghast at the apparition on the cracker box. The idea of a person in their midst who was old enough to recall the discovery of America was too startling to comfort, and a woman in a sun-bonnet and green shawl backed off suspiciously telescoping a basket of eggs, while a man from Upper Merion gazed in astonishment until his chin rested on his surcingle.

"Yes," drawled the oldest inhabitant, unconscious of the awe produced by his observations, "I kin go back to the time when America wasn't diskivered." "At that time," he continued, "there wasn't any buildin's in Norristown but the old soap factory. Main street was as juicy as a swamp, and Columbus made an agreement with Welly & Skeaver to build a Belgian block pavement, which I'm glad is blamed near done for tomorrow's anniversary. That was before Adam Youngman's time in town council."

"Yes," interrupted the second oldest inhabitant, "an' they youst to have taller lights on the streets an' the hoss cars run every thirty-seven minutes."

"But them was good times," interposed the first speaker. "Our set youst to give sour-kROUT teas an' limburger socials, an' the women's dresses didn't cost more'n two levvies a yard. Gosh, what bilin' times we then. It jist makes my old eyes blink when I git my mind fixed on the good old time before America was America."

"Didn't hear anything about tariff then I don't guess?" queried the attentive listener on the cracker box.

"m; yes indeedy. Right here on this spot I recollect the battalion held a meetin' one afternoon an' a dimmecrat made a speech an' said tariff reform would build furnace fires and keep the spinnin' wheel amovin'."

"Let's go over an' have one," said the second oldest inhabitant. As the two tottering forms disappeared through the doorway of a neighboring inn the crowd in the grocery store scratched its head and with one voice said, "Law sakes!"—New England Grocer.

## THE ELEMENTS OF SUCCESS IN LIFE.

We have been looking through an address delivered just ten years ago before the Dublin Assistants' Association by Mr. W. R. Maguire, the then President of the Association, and a few sentences dealing with the chief requisites for attaining success in business life seem to us so happily put that we cannot refrain from quoting them for the benefit of a larger audience than that before which they were uttered. They are as follows: "The first steps towards this genuine success consist in the formation of good character. By character I do not mean that which the world may attribute to us, but

just what we really are in ourselves. Your characters and mine are formed in gradual steps by our good or evil habits; and our habits are acquired gradually by simply repeating our good or evil actions. For instance, beneficent men gain that character by repeating benevolent acts, until they really grow to take pleasure in beneficence. Reliable men gain their character by repeatedly keeping their promises, even to their own hindrance, and by leaving no means untried till they accomplish whatever they undertake, be it great or small. Unpunctual men become so by repeated neglect of appointments, breaches of promise, and general carelessness. Sober men do not lose their character for sobriety by taking a single draught of strong drink; but by repeating the act too frequently the habit of tipping is acquired, which, when continued, gains the ascendancy, and forms at last, and alas! too often, the drunkard's character. Good character is more difficult to form than bad character, unfortunately for us; but either is easy to maintain when once established. What I most desire to impress upon you is that neither come to us at once; that like the end of a journey our character is attained by small, separate steps, and that though the attainment of good character, as of a journey, may appear difficult, each step of the way is easy enough, and if only continued in the right direction, leads certainly to the desired end.

"For the attainment of genuine success in life it is necessary for us to be thorough, straightforward, self-respecting, and courteous. To be thorough we must not be afraid of work at any time, and we must not despise drudgery in our work, especially when commencing life. If we consider it unnecessary hardship to rise early, and mean to dust goods, sweep floors, or copy entries, we forget that it is wiser to learn to walk before we try to run. What can appear more absurd and useless to us than an infant's puny efforts to walk, and yet unless these little efforts are made and made early, the man shall grow up a cripple for life; but none of us would shirk the drudgery of learning to walk under such a penalty. To accomplish our journey then we must take the first steps or we do not start at all, and generally the first steps are more unpleasant and irksome than those which follow when we get into the swing of them.

"Remember that as the first few steps, though necessary, do not make the whole journey, so if we would win success we must not stop at wishing for it, but must persevere and work for it with a will. We must not be on the look-out for excuses to give up a right course when we start upon it.

"Remember, also, that in whatever manner you perform such drudgery as making up parcels, dusting goods, or sweeping floors and copying entries, in just the same manner you are likely to do everything that follows; if your habit of working when beginning life

is a careless habit, when you are a few years older you will have formed a careless character that will hinder your progress sadly. A character for apathy and laziness grows on us when we are supported by others, and have no need to rely on our own resources and energy.

"We should not despise or neglect the apparently trivial and menial duties which come to us all, for such humble experiences are invaluable to us in forming a character for thoroughness, provided always that we take up the work and go at it with a will. Some one said 'We should have our hearts in our work, never looking over the edges of it at our play.' 'Whatsoever your hands find to do, do it with your might, is a grand old rule, and still most profitable in business. How we all despise a fellow who tries to shift his work on to the shoulders of other people (particularly if he tries to place it on our shoulders), and who is fertile in excuses for shirking his duties. How much, on the other hand, we all admire and value a man who is not afraid of his work, and who is ever ready and willing to bear a helping hand, even in work not strictly belonging to his care. We don't often meet such men looking for situations; they have a character for thoroughness which is better for them than a ten years' engagement.

"We also require to possess a straightforward character to help us to attain genuine success. It is pleasant to meet a man who looks at you straight in the face, not imperceptibly nor stolidly, but with natural candour. Now, I think that the best way to acquire that pleasant look is to cultivate straightforward habits. Many men besides those in our business houses might profit by the advice which I trust and believe is adopted by every member of this Association, to act in exactly the same manner behind an employer's back as in his presence. I know of nothing which lowers a young man more in his employer's esteem, and is more fatal to his real success than this want of straightforwardness, so that even on the very low ground of his own self-interest a young man is wise to be perfectly straightforward and sincere. Washington, when tempted to do a mean action on the ground that no one could see him do it, said 'I would see it, and I intend never to see myself do a mean thing.' But it is a matter of absolute certainty that employers always see very quickly and surely who is straightforward and who is not, and that men are valued accordingly. I do not now speak of great matters such as dishonesty, but of apparently small matters which young men sometimes consider themselves wise to try to conceal from their employers; such, for instance, as small mistakes which annoy customers, accidental or careless breakages, coming in late to business, etc. these things all leak out, and when concealment is attempted loss of confidence must follow, whereas if such matters were always openly dealt with, employers would be able to enjoy the real pleasure of having full confidence in all those about them. If an employer is so misguided that an open candid statement made to him by an assistant of any error or accident, causes him to punish or dismiss that assistant, instead of valuing him more highly, then I say that employer is not worth working for."—Ex.

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**Roquefort Cheese**—These cheese being brittle break easily so care must be exercised in handling. When removed from packages never place more than two high. Keep free from draught and as cool as possible, not allowing them to freeze. Best way to retail is to cut in quarters and eighths, wrap in tin foil putting price on each piece. When busy with customers this preparation works admirably. If possible use glass globes.

**Fig Pudding**—We expect in a few days California compressed minced figs. A celebrated cook who has just visited the city says of this preparation—"It should prove a boon to the kitchen. One great drawback in making fig pudding is the trouble of cleaning and chopping, which is no easy task for the cook. The goods are all right and I am sure will take."

**LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS,**  
73 McNab St. North, Hamilton, Ont.

**LIVE MERCHANTS**

Not yet handling any of the following teas will study their interests by asking for samples of  
RUSSIAN BLEND CONGOU, IMPERIAL BREAKFAST CONGOU,  
and DALU KOLA CONGOU.

**NOTE** :- These are bulk, not package teas, and since their introduction, merchants have made better profits and largely increased their black tea trade.

**W. H. Gillard & Co., Hamilton.**

SOLE AGENTS FOR CANADA.

An immense business is being done in these teas.

**JAMES TURNER & CO., HAMILTON,**

WHOLESALE AGENTS FOR

**Burnham's Clam Bouillon.**

- Clam Bouillon makes fine Soup.
- Clam Bouillon tones up delicate stomachs.
- Clam Bouillon is first rate for Dyspepsia.
- Clam Bouillon is used very acceptably for hot drinks.
- Clam Bouillon will do more than Beef Tea and costs less money.
- Clam Bouillon carries out all the advertisers promise.

Try a case packed quarts, pints or 1/2 pint bottles.

**"MONSOON"** PURE INDIAN TEA. Always reliable, never changes. In cases of 60 lb. caddies, or 120 halves.

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

**STANDARD BLENDED TEAS.**

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

**STEEL, HAYTER & CO,**

11 AND 13 FRONT ST. EAST.

Growers' and Importers, Toronto.

DRY GOODS.

The slightly colder weather has caused an increased movement in underwear, topshirts, yarns, etc., but heavy woollens such as overcoatings have not been much disturbed. Travellers' orders are not so satisfactory as they might be, but still the demand for special lines is heavy in very many cases. Letter orders continue very good, all kinds of staple lines and repeats being in strong demand.

In tweeds the wholesalers are complaining that the demand is running to lower priced goods. These shoddy goods can be given a nicer finish, and consequently sell better to the middle class of consumers. These goods are partly domestic and partly imported, but it may be safely ventured that the bulk is imported. People demand cheap goods and they get them; but in the most cases it is veritable trash.

In overcoatings the demand is for friezes. This fall the domestic friezes or etoffs, as they used to be called, have been in stronger demand. The ready-made clothiers have consumed large quantities of this class of goods. It is an imitation of the Irish goods, and is much cheaper. The domestic manufacturers have made a fairly good hit in these goods. All other kinds of overcoatings are selling moderately, as the weather is not severe.

Holiday novelties are in strong demand, and many retailers have visited the city during the past week picking up what seems to lead. To enumerate the classes of novelties shown would be a heavy task, as all kinds, varieties and qualities of high and low class novelties are offered. But dealers are wise in securing as many novelties as possible to increase the bulk of sales during this season.

Most houses are taking stock at present, or preparing for so doing, and many special drives are being offered in clearing lots. These oddments and endments are well worthy of the attention of dealers who can handle odd

lines in any class of goods. The goods are new, fresh and popular, but the quantities are odd.

NOTES.

Wyld, Grasett & Darling report a strong demand for overcoating, especially Irish and domestic friezes.

Gordon, Mackay & Co. are running off a special lot of 350 dozen comforters of full size, 72 x 74, in three ranges. These goods have proved quite a leader for them.

John Macdonald & Co. have a line of overcoatings called the Montagnac. It is a very heavy nap goods, and combines the fact of making a dressy overcoating and at the same time one which is heavy and impervious to wind. The goods are of excellent quality, and their appearance and feel make them very saleable.

W. R. Brock & Co. have just had a repeat of their celebrated dollar line of honeycomb shawls. Among other special lines just received are a line of ladies' grey ribbed vests to retail at 25 cents; a line of ladies' heavy wool underwear, which they control on this market, and which is beautifully finished and can be retailed at a dollar with a wide margin; and a line of domestic lined gloves, heavy and substantial stock being used in their manufacture.

John Macdonald & Co. have a number of special lines of small wares among which the following may be mentioned:—Lindsay's patent safety pins, pin and string tickets; H. B. Embroidery cottons; dressmakers' beltings, bone casing, seam bindings, horn strips, dress stays, feather-stitched braids, Barbers' linen thread, wire and hair brushes, miscellaneous pins, dress shields, hair curlers, loom-webs, elastics, suspenders, corset and dress laces, linen, cotton, and silk handkerchiefs. All these lines have been sorted up during the past few weeks, and stocks are very complete at present.

THEY DO THEIR OWN RATING.

The big receivers of fruits and vegetables in this city have established an organization to protect themselves from slow-paying and dishonest customers. The evils which the Association seek to remedy are of long standing, and previous attempts to cooperate for protection have not been successful. The present organization has proven an exception in this respect, however, and, according to one of the leading receivers who was conversed with yesterday, accounts have never before been so promptly settled as at present.

The system is a very simple one. A weekly sheet of delinquents is mailed each week to all members of the Fruit and Produce Trade Association by the Secretary of the Association. An exhaustive code has been prepared, keys of which are held only by members of the Association, and are changed at intervals in order that outsiders may not discover them. The weekly list simply contains the names of the firms with distinguishing numbers following. For instance, James Jackson, 133-16, might mean, "James Jackson's business is in his wife's name; he is a person of loose habits." Following is a list of some of the reports that are sent out. They are not in consecutive order, as the code was furnished to The Bulletin on the promise

that it should not be printed in a form that would furnish the key of the code to the public:

- No. —. Seldom pays any attention to dunning letters.
- No. —. Sometimes necessary to threaten suit to obtain settlement.
- No. —. Sometimes will not pay until sued.
- No. —. Is now being sued for goods delivered.
- No. —. Has judgment recorded against him.
- No. —. Has made an assignment.
- No. —. Has given bill sale of his effects.
- No. —. Has failed once.
- No. —. Has failed several times.
- No. —. A person of loose habits.
- No. —. Pays on account; always leaves a balance.
- No. —. Habitually claiming discounts.
- No. —. Neglects his business.
- No. —. Never pays drafts.
- No. —. Sometimes allows checks to go to protest.
- No. —. Not believed to be worthy of credit.
- No. —. Number of detrimental reports from members on record.
- No. —. Believed to have very little financial responsibility.
- No. —. Keeps his funds in pocket, could not collect by suit.
- No. —. Business in wife's name.
- No. —. Thought to be responsible.
- No. —. Is becoming slow in settling his bills.
- No. —. Is now behind in settling his bills.
- No. —. Very slow pay.
- No. —. Allows bills to remain three weeks unpaid.
- No. —. Allows bills to remain 30 days unpaid.
- No. —. Allows bills to remain unpaid 60 days.

The reason the present movement has proven successful is the fact that the fruit and produce trade has become thoroughly organized, as a result of the efforts of the retail grocers to establish a system of selling fruits and vegetables by weight only. The official name of the Organization is the Fruit and Produce Trade Association of New York. Its objects are "to concentrate action upon all matters pertaining to the general welfare of the trade, to protect it against unjust and unlawful exactions. To correct abuses; to protest against the enactment of damaging laws which may be proposed by those unfamiliar with the requirements of the trade; to adjust differences between the members, to foster trade; to establish a better business policy; to collect and disseminate information."

A number of suits have been threatened against the association by parties who have found it impossible to purchase supplied on credit as a result of being posted. These suits have not been pressed, however, the delinquents, we are informed, having come to the conclusion that paying up was the easiest way of getting off the "black-list."—N. Y. Commercial Bulletin.

There are many persons objecting to the excessive sweetness of all condensed milks which are preserved with cane sugar. To these, Highland Brand Evaporated Cream, which is simply pure milk reduced to a creamy consistency, is a real delight. Every grocer should handle it.—Adv.

ROYAL  
Crown Soap

ROYAL SOAP CO.,

WINNIPEG, MAN.

SP

J. F. EBY.

HUGH BLAIN.

# There is reason in all things.

The Purity, Uniformity and superior quality of

## Chase AND Sanborn's COFFEES

are the best of reasons why Grocers handle these goods. The "Seal" brand Java and Mocha in 2-lb. tins, whole or ground, is the finest Coffee in this or any other market. Send us an order for a case of 15 tins. It will pay you.

**EBY, BLAIN & CO.,**

Wholesale Grocers. TORONTO, ONT.

You can lose more than we do by not subscribing for this paper.

### CHRISTMAS WINDOW DRESSING A HOLIDAY PREMIUM OFFER.

For \$2.25 I will mail post-paid The "300 Ways," a book of 250 pages and 150 illustrations, devoted to trimming windows and adapted to all lines of business. Price, \$1.50.

HARMAN'S CHRISTMAS PAMPHLET. Devoted to displays for that special occasion. Price, 75 cents, and the new improved window dressing Hammer. Price, 50 cents.

(Each mailed separate if desired.) Purchasers of the entire outfit receive FREE my pamphlet of Catchy Ideas.

HARRY HARMAN, Window-Dressing Supplies, Room 1204, The Temple, Chicago, Ill.

## Grocers!

Tell your customers who make fine butter to write us for sample and prices of our parchment paper for wrapping butter, also Carver's Butter mould and other dairy appliances. It will pay you to either handle these goods yourself or have your customers write us and get these goods. Also

### "ALEXANDRA" CREAM SEPARATORS.

BEST IN THE WORLD. ADDRESS

JOHN S. PEARCE & CO., London, Ontario.  
CORRESPONDENCE INVITED.

## THE CANADA MEAT PACKING CO.,

MONTREAL,  
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.

## CHAS. SOUTHWELL & CO., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made,"  
"Perfection,"  
"Lemon Jelly Marmalade,"  
"Lime Fruit Marmalade,"

Made from  
Seville Oranges,  
Messina Lemons,  
West India Limes.

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc., etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.



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

J. & J. McAdam, wholesale grocers of St. Thomas, intend quitting the wholesale and going into the retail trade.

A couple of snakes were found in a chest of tea in a Halifax store the other day. The tea was imported from Japan.

Dundas & Flavelle Bros., of Lindsay, have shipped a carload of 11,000 dozen of preserved eggs to British Columbia.

A. N. Burns & Son, grocers, who bought out J. Scott's store on Yonge street, Toronto, last summer, have retired from business.

W. Thompson, of the London oatmeal mill, has purchased the fine residence of Dr. J. W. Fraser, on York street, and has moved into it.

Daniel Day, Napanee, during the past season has purchased and shipped to Montreal 53,000 dozen eggs. The average price was 9½ cents per dozen.

A few days ago a well-known St. Thomas merchant received a letter from London, with five dollars enclosed, which was signed "Never Mind Who." The individual has evidently become conscience-stricken.

Ralph Marlatt, of Marlatt & Son, provision merchants, St. Thomas, Ont., and Miss Hattie Penwarden, second daughter of the late Dr. J. M. Penwarden, were married the other evening. Both are popular in the city.

A meeting of the Montreal Retail Grocers' Association was called for Wednesday, of last week, in the Mechanics' institute, but on account of the inclemency of the weather a quorum could not be secured, and consequently there was no meeting.

A recent customs ruling is to the effect that wrappers imported from Great Britain enclosing tea may be admitted duty free, but when such wrappers are imported otherwise to be filled in this country they are liable to duty.

The Seely Mfg. Co., of Windsor, Ont., have just completed arrangements with Thompson, King & Co., of Victoria, B.C., by which their celebrated flavoring extracts will be handled in that market exclusively by them.

The Attorney-General of British Columbia advised against the passing of an insolvency act by the Legislature of that province, in as much as it would lead to endless litigation

He prefers the settlement of estates in liquidation by a federal statute.

Capt. E. F. Mason, of W. J. Mason & Son, retail grocers, Peterboro, has just completed a very successful course at the Royal School of Infantry, Toronto, obtaining a first-class certificate. Capt. Mason is attached to the 57th Batt.

Did you ever try Highland Evaporated Cream with Cocoa? It makes a most delicious beverage, which is enjoyed by all connoisseurs.—Adv.

At a large meeting of the Toronto Pedlars' Protective Association it was resolved that every member be prepared for a vigorous municipal fight, and at a future monster meeting to be held a line of action will be decided upon. The receipts of the evening were \$45 50.

The Ontario Government has incorporated the Newbury Creamery Company, with capital stock of \$3,000, the promoters being J. M. Taylor, of Cedar Springs; Amos Fennell, sen., Charles Tucker, James Douglas, George A. Heatherington and Jos. L. Heatherington, of Newbury, County of Middlesex.

The town of Strathroy some time ago granted a bonus of \$10,000 to the Strathroy Canning Company. Since the granting of the bonus some of the promoters have dropped out of the company and now there is trouble about whom the money should be paid to. A motion was made in the case Wednesday before Master Winchester, at Toronto, but it was enlarged for a week.

On Wednesday morning John Marlatt's large pork packing establishment took fire. Fortunately there was very little meat in the factory at the time, and most of the loose material was gotten out. The building is a total loss. Mr. Marlatt was in Toronto at the time of the fire. Loss about \$3,500; insurance, \$1,500.

Although late in getting in running order, the West Lorne canning factory has put up this season 18,000 cans of peas, 45,000 cans of corn and 33,000 cans of tomatoes. The company are now putting up 15,000 cans of pumpkins and apples, and will evaporate 4,000 bushels of apples. The factory employs 50 hands, and is a credit to the stockholders and the town.

Albert Hutchison is withdrawing from the firm of R. Hutchison & Son, grocers, Listowel, and will shortly leave for Winnipeg, where a good position awaits him with his brothers, who have been carrying on a very successful business there in agricultural implements and farmers' supplies generally for some time past. The grocery business will be continued by R. Hutchison.

Archibald Campbell of Chatham, will commence building his flour mill in Toronto Junction this week. It is to be 50 by 65 feet, and five stories in height. The elevator will have a capacity of 60,000 bushels. The town conveys to Mr. Campbell as site the Mer-

ritt property, lying between the Stanley house and Wagner & Zeidler's factory and grants him exemption from taxes and 20,000,000 gallons of water per annum free for 10 years.

You see "Surprise Soap" for sale in Halifax, St. John, Montreal, Toronto, Winnipeg and even in Victoria. Not merely a stray box or two but it's in nearly every grocery store you go into. The same is true all through the country. There must be some reason for this universal sale and use. The makers say it is because "Surprise" is the finest soap in Canada, and the people know it and must have it. While this is no doubt true THE CANADIAN GROCER takes no little credit to itself for having made "Surprise" known to the grocers throughout Canada.

On Thursday last the sidewalk in front of the Toronto Biscuit and Confectionery Company's factory, which is situated directly opposite our office, was heaped up with large cases, barrels and boxes containing biscuits, confectionery, jams and jellies, destined for Winnipeg. The confectionery shipment contained two thousand pounds of the now famous B. F. P. Cough Drop. This concern are running overtime to keep pace with their orders for the Christmas trade.

The council of the Hamilton Board of Trade met the other day, and recommended the Postal Committee of the Board to investigate the matter of the registration of letters. The Montreal Board of Trade is agitating for the adoption of the English system of registration, whereby letters or parcels can be registered and at the same time secured, whereas under the Canadian system no security is afforded, the only use of registration being to trace a letter if it is lost. The two cent rate for city letters will also be taken up, and it is to be hoped that a change will be made in this direction at an early date.

Louis Beaubien, Commissioner of Agriculture and Colonization for Quebec, has issued a circular on the subject of the grant of a prize for the encouragement of the manufacture of butter in winter, in which he announces the intention of the Government to



### "CAIRN'S" HOME MADE MARMALADE

We are now taking fall orders for October shipment. Please order early as our stock is limited.

**BLAIKLOCK BROS, MONTREAL.**  
General Agents for Canada  
TORONTO AGENTS:  
**WRIGHT & COPP,**  
40 Wellington St. East, Toronto

# NEW FRUITS:-

We have a large stock of MALAGA FRUITS,

Eleme and Natural Figs,  
Hallowee Dates,  
Sultana Raisins,

Valencia Shelled Almonds,  
Provincial, Patras and Vostizza Currants,  
Selected Layer Valencias, &c., &c.

It will pay you to get our quotations on the above before placing your order.

**H. P. ECKARDT & Co.,**  
WHOLESALE GROCERS, TORONTO.

## FOOD FOR BABIES



**STERILIZED.**

Prorounced by Physicians to be

**Free  
From  
Disease Germs.**

**DELAFIELD, MCGOVERN & CO.,**

91 Hudson St., Sole Agents.  
NEW YORK.

33 RIVER STREET,  
CHICAGO.

215 CALIFORNIA ST.,  
SAN FRANCISCO.

For sale in Canada by  
**JAMES TURNER & CO.,**  
Hamilton, Ont.

## HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

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

**MONTREAL, CANADA.**

We offer to the trade ex S. S. "Escalona."

BEVAN'S Extra Loose Muscatels, BEVAN'S Connoisseurs Clusters,  
BEVAN'S Imperial London Layers, BEVAN'S Fine Dehesa Clusters,  
BEVIN'S Imperial Cabinets, BEVAN'S Finest Dehesa Clusters,  
BEVAN'S Extra Dessert Clusters.

FINE PROVINCIAL CURRANS, in barrels and half barrels,  
do FILIATRA do in barrels and half barrels,  
FINEST VOSTIZZA CURRANTS, in half cases.

## L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

## Caverhill, Rose, Hughes & Co.

WHOLESALE GROCERS,  
MONTREAL, P.Q.

WE OFFER THIS WEEK

ATMORE'S MINCE MEAT,	18 LB. PAILS.
" "	10 LB. PAILS.
" "	5 LB. PAILS.
" "	3 LB. GLASS.
" "	5 LB. GLASS.

## Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

**HIGH GRADE COFFEES,**

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

**TORONTO.**



DID  
IT  
EVER

Strike you that you can save money by buying direct from us.

We can give you the best goods at lowest prices. Send for a sample caddy or two.

Empire Tobacco Co.,

MONTREAL.

carry out this fall the policy inaugurated many years ago. All those engaged in the dairy industry are informed that it is the intention to maintain this policy for three consecutive years from the 1st of July, 1893, besides the current year, always providing, however, that the House consents. The Government will ask its consent next session.

"Speaking about getting a 'swelled head,' or getting 'too big for one's boots,' I could tell you of a case," said a man prominent in the trade, "where a young man is to-day suffering sadly from its effects. A few months ago X. Y. was promoted to the head of his department. He immediately began to feel his superiority to such an extent that he lost his head, snubbed his friends and slighted the very ones who had helped him upward. He was cautioned against the consequences of such a course, but he heeded not and believed himself indispensable. The result is that this very day he had a superior placed over him, and his salary has been reduced from \$3,500 to \$1,200."—Commercial Enquirer.

"As much depends upon knowing when to stop booming a novelty as upon how and how much to boom it in order to reap the largest returns," said a man of experience the other day. He then ventured this opinion: "It takes just three years to reach the proper stopping place. The first year of course the expenses of introducing a novelty properly must greatly overbalance the returns. The second year's profits will only about even up the accounts. The third year the big money is made, and then—in most cases—it's time to cut expenses down to a minimum and be content with what sales are made on the strength of the reputation paid for."—Commercial Enquirer.

The sugar trust in the United States, has contracted for five million bags, to take the place of barrels for the shipment of refined sugars. The trust's reason for this change from barrel to bag is that the bag costs and weighs considerably less than the barrel. The reason for the change from barrel to bag is that the bag costs and weighs considerably less. The barrel's successor is a plain burlap bag with a light muslin bag inside, and its weight is only a pound and a half, while that of the barrel is twenty-three pounds. Thus the difference in freight alone for carrying refined sugar to its destination would pay several times over for the bag. This is the worst blow the cooperage industry has experienced, and almost wipes out that business in Philadelphia. Sugars brought from the West Indies and Hamburg come exclusively in bags which, after being cleaned, are used up for paper stock.

The following is a description, furnished by the Treasury Department at Washington, of a new counterfeit five dollar United States silver certificate put in circulation on October 11th: It has the new back, and is of the series 1891; check letter C; Rosecrans,

Register; Nebeker, Treasurer. The paper is fair, and is an imitation of the new distinctive distributed fibre paper used by the Government, the fibre being imitated in blue and pink ink by the use of a pen. The face of the note bears a light impression, which gives the numbering (though good) a heavy appearance. The portrait of General Grant is poor, the nose being broad and flat. The lettering, with few exceptions, is good, and the small scalloped seal is excellent in workmanship and color. The green on the back of note is very light and has a blue tinge, and the geometric lines are so untrue and indistinct that a little scrutiny reveals the false character of the note. Canadians are cautioned to be on their guard against this certificate.

The Royal Crown Soap Company is one of the leading manufacturing industries of Winnipeg. Established in 1889 its business has steadily increased, and it practically does the soap business of Manitoba and the North West Territories. Its success is attributed to the superior quality of its Royal Crown Soap, which is claimed not to be excelled in purity and excellence by any soap sold on the Canadian market. Judging from the thousands of testimonials received from all parts of the country, from Rat Portage to British Columbia, the Royal Crown is all it is claimed to be. This company has fine premises situated on King street, one street west of Main and near the C. P. R. depot. A large staff of hands is employed, and only the latest improved machinery is used. Mr. Bull, the proprietor, was a grocery traveller for many years in Ontario. He claims that his company is in a position to do the soap trade of the country for a long time to come. The company's business is also being extended to British Columbia.

Shipments of the products from the different branches of the experimental dairy stations are being made by Prof. Robertson, dairy commissioner, to the English market this week. These shipments are from the Dominion dairy stations at Perth, Ont. Kingsclear, N. B., and New Perth, P. E. I. They comprise fancy cheddar cheese and finest creamery butter. Altogether the quantity of cheese will be about 15,000 pounds of butter. These goods will be sold in sample lots, mainly in Liverpool, Manchester and London, and will be used to advertise the excellent quality of the dairy products which now go in such enormous quantities from Canada. Early in December the dairy commissioner will visit Great Britain, for the purpose of addressing the Boards of Trade in several of the large cities, to call attention to the excellence of the food products which can now be obtained from Canada, and to the vast undeveloped resources of the Dominion for producing food for the millions in the industrial centres of the mother country. Prof. Robertson's addresses will also attract public attention to Canada as an exceptionally desirable field for men of some capital who desire to emigrate and follow mixed and dairy farming.



SPECIAL BLEND

PACKED BY

THE KURMA TEA ESTATE,  
SYLHET, INDIA.

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

DAVIDSON & HAY,

Sole Agents for Canada,

TORONTO.

36 YONGE ST.

EPPS'S COCOA

1/4 lb. packets, 14 lb. boxes secured in tin  
Special Agent for the Dominion:

C. E. Colson, Montreal

MUNN'S  
Famous  
Boneless Codfish

NEW and GENUINE.  
NOW ARRIVING.

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

MUNN'S  
Skinless Codfish

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

Orders can be filled at short notice after this.

Stewart, Munn & Co.,  
MONTREAL.

"JERSEY BRAND" CONDENSED MILK.



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

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

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

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

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

GILLARD'S Specialties

High Class, English Made,

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



The Housekeeper's Delight!

The Baby's Friend!

No more trouble about perfect milk or cream in any season or place, on land or sea!

Highland Brand Evaporated Cream

Yields an excellent quality of milk if mixed with 3 times its volume of water (hot or cold), or cream if mixed with 2 times its volume of water.

DELICIOUS, WHOLESOME AND CONVENIENT.

FOR SALE BY ALL WHOLESALE GROCERS. PREPARED BY

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

WRIGHT & COPP, Ontario Agents.

Toronto

L. H. DOBBIN, Montreal,

Quebec Agents.



### TORONTO MARKETS.

TORONTO, Nov. 10, 1892.  
GROCERIES.

The feeling that is uppermost in wholesale circles these days is contentment. Trade is not spirited enough to elate anybody, nor is it slow enough to cause repining. It is of good fall volume and activity. It runs in general groceries, with a partiality for teas and dried fruits, both of which are firm from one end of the line to the other. Sugar is steady and not selling freely. Canned goods of all sorts are quiet, and are unchanged in all features of the situation. Receipts of new goods have not been a prominent feature of the week, the blue fruit on the Escalona being the main exception. Supplies in this class of fruit were in strong need of replenishment. There is little else to particularize. The run of orders has been nearly altogether limited to small dimensions, no desire to forestall probable advance being perceptible as a factor in current trade. Christmas wants are not playing any part in business yet, and buying for future delivery or future need is unimportant. The break in the week caused by the holiday restricted trade in no more than the matter of time. People's wants are given head more freely rather than kept more in hand upon holidays, and the purchases for the holiday swelled the week's business above the average. The retail merchants are paying their accounts with tolerable promptness.

#### COFFEES.

The market weakened since last report but rallied again, and now is in nearly the same condition as it was a week ago. Prices are still considerably under the control of sellers at New York. Rios continue to quote at 19½ to 21c. on spot, but it is possible that there are grades could be quoted ½c lower to arrive. The demand is of moderate proportions on this market.

#### DRIED FRUITS.

All descriptions of fruit are very firmly held. Jobbers have strengthened their quotations on Valencia raisins under influences that are everywhere and steadily working on the side of advance. A cable from Demia on Tuesday reported the stock of raisins there to be small and prices stiffer. New York buyers are still giving good support to the position. It appears unlikely that any great proportion of the crop is held by speculators, who's stores will be drawn upon when prices get well up, as this year there appeared to be a timid feeling on the part of buyers, who anticipated a great decline in the American demand as a consequence of the McKinley tariff and the increasing supply of California fruit. Hence it is supposed that the bulk of the crop has gone directly into the hands of regular traders. There are stocks, however, held by speculators for a rise. Jobbers'

prices here are 5¼ to 5½c. for off-stalk, 7 to 7½c. for selected, 8c. for layers. Currants retain all the firmness indicated last week, and are strong in the position to which the last shilling's advance brought them. The lowest price generally is 5½c. in barrels. Malaga raisins ex Escalona, are just coming in. The stock by first shipment was pretty well exhausted, most of it having been sold to arrive. London layers are quoted at \$2 50, black baskets at \$3 80 to \$4, blue baskets at \$4 75 and choice Dehesas at \$5 50. Sultanias are steady at from 7½c. Elemie figs are in moderate demand at 11c. in 14 oz. and 10 lb. boxes and 15 to 16c. for 30 lb. boxes. New dates are to hand at 7c. New soft shelled almonds are in also. The price is not fixed yet. New prunes are not in stock yet but they are on the way. Offers on the basis of two weeks ago have been refused at Trieste. The home market is exceedingly firm. The first shipment will reach New York about the 15th.

#### RICE, SPICES, ETC.

The rice sales cut but a small figure in trade now, being both few and small. The basis continues to be 3¾c. for common. Japan rice is steady at 5 to 5½c., and is in moderately good demand by comparison with the commoner growths.

Spices have undergone no change. The demand is good, but no better than it was a week ago, and is likely to decline rather than grow from this forth, as the pickling season is ebbing away.

#### SUGAR.

The sales made by local wholesalers are too inconsiderable to throw any light on the real position of the market, which appears to be firm at the refineries, notwithstanding the great contraction in the demand. At the refineries the price of granulated is 4½c. and buyers report that the lowest they are able to purchase at. There was a drop of ½c. in New York on Saturday last. This was in the face of an advance in London which had been gaining strength for the last six weeks, and now amounts to 2s. per hundred weight. There does not appear to be much in prospect upon which the price of sugar can be built up any higher in this country for some time, and it will do well to continue where it is, as there were lower prices two months ago, when all the conditions were much more favorable to trade and firm prices. A few carload lots have been taken by retail buyers this week. This points to changed circumstances in the everyday demand, which at this time of year seldom warranted purchasing on that scale before the removal of the duty and consequent expansion of the demand. Though trade is classed as quiet it is much brisker than it was at this season when the tariff made the price 2c. higher.

#### SYRUPS AND MOLASSES.

The trade in syrups is confined mostly to brights, in which there is a fair movement at from 2½c. Low grade imported goods are not being well supported by the demand. The quality does not give general satisfaction even in quarters where low grades are wanted.

Molasses is featureless, and unchanged at quotations in Prices Current.

#### TEAS.

The quantity of teas held here on consignment is smaller than it has been for many years, and bears no comparison with that of last year or the year before last. Wholesale buyers are not going in freely to supply their wants, being reluctant to pay a higher price than what they could have

(Continued on page 16.)

### CANNED GOODS.

TORONTO.

Canned vegetables have not emerged any farther from the state of uncertainty in which they have lain since the beginning of the season. Jobbers are not buying freely and are not selling largely to the retailers. In several parts of the country the latter have been able to buy from the canners directly, some of whom are working up this class of business. It is supposed that all the business they get in this way is at low prices, and it is therefore believed that such trade is a strong factor for the depression of prices. So far there is no change in the quotations of jobbers, whose range remains at 85c. to \$1. For first class goods, retailers who have made a special study of the canned goods trade, are affording a very fair demand now,

## NEW FIGS

14 oz.  
10 lb.  
16 lb.  
7 Crown.  
Natural 28's

### NEW DATES.

Almeria Grapes.

Lemons Malaga.  
Messina.

Oranges. Jam-los.  
Florida.

## CLEMES BROS.

Phone 1786.

TORONTO, ONT.

## RED RASPBERRY JAM.

The Largest and Finest Stock

IN THE DOMINION OF CANADA.

APPLY TO

### THE SIMCOE CANNING CO., SIMCOE, ONT.



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



**HENDERSON & LIDDELL,**

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,  
Rice and Canned Goods

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

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

Always Reliable!

**The "Kent" brand of Canned Goods.**

No Swells,  
No Defaced Cans,  
No loss to Retailers.

That is worth something. It will pay you to buy and push these goods. Your customers will appreciate your efforts to give them a first-class article.

**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.

**LOBSTERS,**

Finest brands, Canned Lobsters, tails and flats, shipped from the factories. Orders solicited from the Wholesale Trade. For quotations address S.P. Leonard H. Dobbin, Montreal.

It always pays to  
**BUY THE BEST**

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

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

**Canned Goods.**

We  
Pack  
Only  
the  
Best.

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

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

**MAPLE PRODUCTS.**

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

Address

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

Boy  
Brand  
Corn



**DAILEY'S**

Please try them.  
His boys eat them.  
Prepared by the  
**Kingsville**  
**Preserving Co.,**  
(LIMITED.)  
**KINGSVILLE, ONT.**

Boy  
Brand  
Tomatoes



**BUYERS!**

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to sell them. Our sales for 1892 have doubled 1891. You may double yours by securing now, while the price is right and stock fresh and complete, a full assortment of our leading lines.

All of which is guaranteed strictly A1.

**Delhi Fruit and Vegetable Canning Co.,**

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

but they are buying in only small lots. Canned salmon is generally held at \$1.50 as the inside price, but there are some jobbers who quote as low as \$1.45. The trade in canned salmon is of smaller volume than it was. This is due partly to the time of year and partly to high prices.

(Continued from page 14.)

bought for at the opening of the season. In some lines they would find it hard to restore depleted stocks. One buyer says he has been two weeks trying to put in a few grades of Japans that he found a popular demand for through the late summer and early fall, but had not been able to do so on near the basis he had got the original lot upon. The firmness comprehends teas of all descriptions. It is rumored on the street that another stiff advance has been made in London, but so far the report has not been confirmed. Low grade Monings have advanced at least  $\frac{1}{4}$ d., low grade Ceylons show a still greater advance of 2d., and the finer grades of Congous, Indias and Ceylons are firmer. Greens are unchanged. Offers to London made upon the basis of old prices are no longer acceptable.

#### MARKET NOTES.

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

Sloan & Crowther have a lot of blue fruit coming into stock ex Escalona.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality. 52.

New Naples walnuts (in cases) the first of the season, and very fine quality, are now being offered by W. H. Gillard & Co., of Hamilton.

Davidson & Hay report the demand for Kurma, their new package tea, to be good. It is put up in  $\frac{1}{2}$  lb., 1 lb. packages and 5 lb. tins. The prices are 30 and 40c. per lb.

Two carloads of evaporated apples were bought at 6 $\frac{1}{2}$ c. this week on North West account. Demand from that quarter will not much longer be a factor in the market, as navigation is almost closed.

Eby, Blain & Co. are freely sending out Snow Drift Self Rising Buckwheat flour. These goods have just been placed on the market and as they have been looked for patiently, are meeting with hearty reception by the trade.

Wright & Copp have secured the agency for Batty & Co's. celebrated English pickles and sauces. In the hands of these energetic agents we have no doubt that Batty's name



## THE WORKERS LIKE Surprise Soap

Because of its remarkable qualities for easy washing of clothes, and its cleansing powers for all household uses.

We sell it. So do all the best jobbers in Canada.

The St. Croix Soap Mf'g Co.,

Branches:

St. Stephen, N.B.,

**MONTREAL:** 17 St. Nicholas St.

**TORONTO:** Wright & Copp, 40 Wellington st. east.

will soon be as familiar in Canada as it has been for many generations in England.

The stock of old prunes in cases on spot is supposed to have been cleared out by a sale made the other day at 5 $\frac{1}{2}$ c., the lot being purchased for shipment to the North West.

#### BUTTER AND CHEESE.

The butter market has not taken a single step backward or forward since our last report. It remains strong, buyers having no option but let somebody else take the butter if they do not like the price, for holders know they can get from 14 to 21c. according to quality. Choice dairy tub is from 18 to 21c., with the majority of the offerings in this class taken at 19c. Local consumption is larger than it was, so that less leaves the city for export or domestic consumption at other points. Good store-packed butter is at little disadvantage in competition with prime dairy tub, and reaches nearly as high prices. It quotes from 13 to 19c. The high prices of good and the wide range of quotations are evidently influencing the make quite favorably, and on the average the butter that is finding its way into trade these days is much better than usual. Creamery tub is strong at 23 to 24c.

Cheese is steady at 11c., and the bulk of the stock is of August make. September and October cheese is only stocked when earlier makes are done, as the new cheese comes too high at the factories to pay for jobbing it at 11c.

#### COUNTRY PRODUCE.

**BEANS**—The demand does not show much vigor, but the quotation is on this firm side at \$1.20 to \$1.25.

**DRIED APPLES**—The price outside continues at 4 to 4 $\frac{1}{2}$ c., and 4 $\frac{1}{2}$ c. here for round lots. Jobbers get 5c. for small lots.

**EVAPORATED APPLES**—The price is 6 $\frac{1}{4}$  to 6 $\frac{1}{2}$ c. per lb. for round lots and 7 $\frac{1}{4}$ c. for smaller lots jobbed out.

**EGGS**—Are scarce. Fresh quote at 17 to 17 $\frac{1}{2}$ c., and limed at 15 to 16c.

**HONEY**—The sale of this commodity is still backward. Clear honey is 8 to 10c., and dark quotes as low as 4c. For sections the price is 13 to 15c.

**HOPS**—There have been a few fair-sized transactions at 18c. The price is now a matter of negotiation between buyer and seller over the difference between 16 and 19c.

**ONIONS**—A fair demand is reported at \$2 to \$2.25 per barrel.

**POTATOES**—Car lots on track are taken at from 55 to 65c. per bag, according to quality, and out of store lots are 70c.

**DRESSED POULTRY**—The demand on Thanksgiving account has given a strong tone to the turkey market. The price is 10 $\frac{1}{2}$  to 11c. Chickens are in moderate supply at 35 to 50c., ducks at 45 to 55c., and geese at 6 to 7c.

#### HOGS AND PROVISIONS.

Harder weather is expected to bring an increase in the deliveries, and prices are easier on the basis of that expectation. The

TORONTO, Nov. 11, '92.

WE—PAYING—ARE

4 $\frac{1}{4}$ C.  
F. O. B.

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

WE **BUYING** ARE

NEW

=DRIED APPLES=

ADDRESS

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

--TERMS--

**PRICE**—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment.

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

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

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

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

**DRESSED  
POULTRY**

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

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

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

REPRESENTING:  
ARMOUR & Co., Chicago, Ill.  
THE ARMOUR PACKING CO., Kansas City, Mo.  
THE B. C. SUGAR REFINING CO., Ltd., Vancouver, B. C.  
BUCHANAN & CO., Saltcoats, N. W. T.  
HIRAM WALKER & SONS, Ltd., Walkerville, Ont.  
THOS. DEWAR & SONS, Tullmyet Distillery, Perth, N. B.  
PERINET ET FILS, Reims.

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

**CORRESPONDENCE SOLICITED.**

**NOTICE**

The British Columbia Fruit Canning and Coffee Co'y, Ltd.  
**VANCOUVER, B.C.**

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

Besides their regular brands of Ground Coffee, now so favorably known they quote:

Blend No. 1 at 35c., either ground or whole roasted  
" 2 at 35c., " " "  
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest quality.

**LAURENCE GIBB  
Provision Merchant,**

83 COLBORNE STREET, - TORONTO

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

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

**Meglaughlin, Marshall & Co.,**

Wholesale Provision Merchants,  
3 and 4 Corn Exchange,

Manchester,  
England.

Also at

Liverpool and Glasgow.

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

**Husband Bros. & Co.,**

71 Colborne St., Toronto.

**OYSTERS, HADDY.--DAILY.  
GRAPES, PEARS.  
ORANGES, LEMONS, FOREIGN NUTS.**

**W. GIBBINS & CO.,**  
Commission and  
Manufacturers' Agent,  
WINNIPEG, MAN.

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

**JAS. DICKSON & CO.,**

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

**J. F. YOUNG & CO.**

PRODUCE AND COMMISSION MERCHANTS

74 Front St. E., Toronto.

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

Prompt Sales and Quick Returns.

We Furnish Egg Cases. Try Us.

**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.

**FOREIGN CORRESPONDENCE.**

Letters translated from or written in any foreign language.

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

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

**COUGH DROPS.**

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

R. & T. WATSON, TORONTO,  
for Prices, etc.

Mention THE GROCER.

GEORGE McWILLIAM.

FRANK EVERIST.

**McWILLIAM & EVERIST  
General Commission Merchants,  
25 and 27 Church street,  
TORONTO, ONT.**

Consignments of Fruit and Produce Solicited. Ample Storage.

**J. Cleghorn & Son,**

94 Yonge St., TORONTO.

Fruits, Etc., in Season, at the Lowest Market Prices.

Grapes, Crawford Peaches, Plums,  
Pears, Lemons,  
Jamaica Oranges, Sweet Potatoes.

FISH:—

Finnan Haddie, Oysters.

**WILLIAM RYAN,  
PORK PACKER**

Toronto, Ont.

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

WRITE FOR PRICES.

**McLAREN'S**



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

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

## MARKETS—Continued

range is \$5.75 to \$6.50. Good medium hogs rise to the value of the uppermost of those figures. In products business waits a little on the supply, which is not yet full in certain lines, notably smoked bacon and long clear bacon.

**BACON**—Long clear is  $7\frac{3}{4}$  to  $8\frac{1}{4}$  c. Smoked backs are  $11\frac{1}{2}$  to 12c., bellies  $12\frac{1}{2}$ ., rolls 9 to  $9\frac{1}{2}$  c.

**HAMS**—Are  $11\frac{1}{2}$  c. to 12c.

**LARD**—Pure Canadian is 9c. in tubs, and  $9\frac{1}{2}$  c. in pails. Compound is  $7\frac{3}{4}$  to 9c.

**BARREL PORK**—U.S. heaviness is \$14.50 to \$15.50. Canadian short cut is \$16 to \$17.

**DRESSED MEATS**—Beef forees are 3 to 4c. hindquarters 5 to 7c., veal  $6\frac{1}{2}$  to  $8\frac{1}{2}$  c., mutton 5 to 6c., lamb 6 to 8c.

## GREEN FRUIT.

Trade is but fair. The demand for oranges does not improve with colder weather, nor does that for lemons. Jamaica's are scarce in barrels and are quoted at \$8 in that form of package. In boxes they are plentiful at \$4 to \$4.50. Floridas are \$4 to \$4.50. The latter are on the immature side yet. Malaga lemons are quoted at \$5.50 to \$10 in half chests, and at \$6 to \$6.50 in boxes. Messinas are \$6 to \$6.50. Majoris are virtually done. Bananas are \$1.25 to \$1.75. Almeria grapes are in stock at \$7 to \$7.50 per keg. Cranberries have been in liberal request for Thanksgiving dinners. Cape Cod fruit is \$8 to \$8.50 per barrel. Boxes are \$3 to \$3.25. Apples are plentiful. Arrivals in farmers' wagons keep the local demand pretty well supplied. Choice, well packed, hard stock in car lots are \$2.25 to \$2.50. Smaller lots, instead of being higher, are lower, owing to the difficulty of getting rid of them on spot.

## FISH AND OYSTERS.

The fish trade is fairly active. Both salmon trout and white fish in the frozen state, are quoted at  $7\frac{1}{2}$  c. In fresh sea fish cod is quoted at  $4\frac{1}{2}$  c., haddock at 5c. British Columbia salmon is 16c. Labrador herring is \$6, shore herring is \$5 to \$5.50, and Digby herring in boxes is 11 to  $12\frac{1}{2}$  c. per lb. Boneless codfish is 7 to 8c., and boneless fish 4c. Oysters are easier at \$1.25.

## HIDES, SKINS, WOOL, TALLOW.

**HIDES**—No. 1 green cows' are still quoted at  $4\frac{1}{2}$  c. Cured are moving out at 5c. in car lots.

**SKINS**—Sheepskins are 80c. Calfskins are quiet at 5 to 7c.

**WOOL**—Combing fleeces are 17c., clothing fleeces 19 to 20c. The market is very dull. In pulled wool prices remain at 22c. for super and 26c. for extra.

**TALLOW**—Is quiet at  $5\frac{3}{4}$  c. for rendered and 2c. for rough.

## MONTREAL MARKETS.

MONTREAL, Nov. 10, 1892.

## GROCERIES.

The movement of groceries has been fair although the aggregate volume of trade shows some dimension. The leading feature of the week in a strictly wholesale way was the business in dried fruit in anticipation of the arrival of the s. s. Escalona, which entered at the custom's on Monday last. Strange to say there were sales at what is considered a low range of values, although the intrinsic position of raisins as pointed out elsewhere is firm. These sales, how-

ever, were an exception, and it is doubtful if they will be improved in view of the position of supplies here. Sugar has been quiet on the whole. Teas are quiet and firm, and the same remarks apply to other lines of groceries.

## SUGAR.

There has been a fair movement in refined sugars at unchanged prices. Cables report cane steady in London at 15s. 9d., refining 13s. 9d. There was some talk about the position of the agreement between the Guild and the refiners but nothing definite could be learned about the matter. We quote yellows  $3\frac{1}{4}$  to 4c., and granulated  $4\frac{1}{2}$  c.

## SYRUPS AND MOLASSES.

A good movement is reported in both syrups and molasses. Syrups are quoted at 23c. per gallon for American and  $1\frac{3}{4}$  to  $1\frac{1}{2}$  c. per pound for Canadian. The stock of Barbadoes molasses on spot are comparatively light and sales are being made at  $3\frac{1}{2}$  c.

## TEAS.

There has been a very good demand for teas during the week and the market holds very firm. Cables to brokers here are strong in their tenor and nothing in the way of concessions will now be listened to.

## COFFEES.

The coffee market does not furnish anything special in a local way but values on both Rios and Santos are strong.

## RICE.

Rice continues to move out fairly well. Foreign advices are firm but local prices are quoted as before:—Standard, \$4 to \$4.20; Japans, \$4.50 to \$5; Patna, \$5 to \$5.50; Carolina, \$7 to \$8.

## DRIED FRUIT.

The market up to within a few days of the close of last week was quiet on raisins but then some low offers were made ex E-calona and this set matters going again. Jobbers offered stock at  $4\frac{3}{4}$  c. but the remainder of the majority of the trade would not listen to such a price and when the inherent position of the market is considered their action seems natural. However, despite the low offers above referred to which are dwelt upon, in full, elsewhere in these columns, business in ordinary good brands took place at 5 to  $5\frac{1}{2}$  c. in round lots of 500 to 1,000 boxes and there are others in first hands which are held for a price, viz.,  $5\frac{1}{4}$  c.

Currants have improved in tone during the past fortnight and a fair business was transacted on them at unchanged prices  $5\frac{1}{4}$  to  $5\frac{1}{2}$  c. in barrels and  $5\frac{1}{2}$  to  $5\frac{3}{4}$  c. in half barrels.

## GREEN FRUIT.

There have been few features in green fruit lately, but a good fair trade is doing. Almeria grapes are firm at last week's prices, while new figs and dates show no change. Oranges and lemons are steady and unchanged. Nuts are rather quiet. We quote: Pecans 10c. to  $12\frac{1}{2}$  c. per lb. Tarragona, Almonds, 14 to 15c.; Grenoble walnuts  $13\frac{1}{2}$  to 14c. filberts 9 to 10c. Ivica,  $12\frac{1}{2}$  to 13c. Bordeaux  $9\frac{1}{2}$  to 10c. peanuts No. 1 roasted  $9\frac{1}{2}$  c. Brazil 11 to  $12\frac{1}{2}$  c. marbots  $11\frac{1}{2}$  c. per lb.

## APPLES.

The apple market is in a somewhat better position than it was a week ago. A shortage in the Western States which has already been referred to has helped some of our speculators out on their purchases of winter stock and done something to even up losses entailed on shipments of fall apples to which

(Continued on page 19.)

## FLOUR AND FEED.

## TORONTO.

Buyers are not evincing much interest just now, such offers as they do make being at lower prices than those ruling last week. There have been no changes of importance, the flour market, with the exception of the downward influence of bids, being as it was. In feed prices remain very fair and are quite firm at quotations below.

**FLOUR**—City millers' and dealers' prices are: Manitoba patents, \$4.70; strong bakers', \$4.40; white wheat patents, \$4.60; straight roller, \$3.80; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.35 to \$4.45; Manitoba strong bakers' \$3.90 to \$4.10; Ontario patents, \$3.40 to \$3.50; straight roller, \$3.20 to \$3.45; extra, \$2.90 to \$3; low grades, per bag, \$1.00 to \$1.50.

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

**FEED**—Bran is \$11.50 to \$12, shorts \$12.50 to \$13 mixed feed \$22, feeding corn 60 to 62c, oats 30 to 31c.

**HAY**—New baled timothy is \$9.

**STRAW**—Is steady at \$6 to \$6.50.

## MONTREAL.

There is no change in flour, and although there has been some movement in anticipation of the closing of navigation and advance in freights the aggregate has not been large. Compared with last week the stock in store increased 1067 barrels, and with a year ago 27,636 barrels. We quote: Patent, winter \$4.25 to \$4.50; patent, spring \$4.50 to \$5.00; straight rollers \$3.85 to \$4, extra \$3.20 to \$3.25; superfine \$3.00 to \$3.15; city strong bakers \$4.10; strong bakers \$4.00 to \$4.10.

## MOST PERFECT MADE.

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

It is the lightest and fluffiest of all powders.

**DR. PRICE'S**  
Cream Baking  
Powder.

**PEERLESS**  
WASHING  
- COMPOUND -  
IS THE BEST

SAVES LABOR, SAVES EXPENSE,  
SAVES TIME.

Is not Injurious to the Finest Fabric

IS NOT INJURIOUS TO THE HANDS.

**Pure Gold**  
**Mfg. Co.**

81 FRONT STREET EAST, TORONTO

**CROWAN'S  
COCOAS AND  
CHOCOLATES**

Are Standard, and sold by  
all grocers.

**To the Trade :**

GENTLEMEN :-

We have exhausted the twelve tons of  
Pepper that we had at stock taking last  
January, and have placed our order for 200  
sacks, about 14 tons, of the finest Tillicherry.  
You will see that we will be able to fill your  
orders with the finest goods at the lowest  
prices for some months to come. Asking  
you for a continuation of your valued patron-  
age. We remain,

Yours,

**THE SNOW DRIFT CO.,**  
BRANTFORD

**3 lb. SODAS**

IN

**Red Boxes**

**Wm. Paterson & Son**  
BRANTFORD.

Best Value Made.

**Ocean Wave  
Baking Powder**

Sold only in Cans.

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

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

Manufacturers of all kinds of  
High Grade Flours,  
Hungarian Patent,  
and Strong Bakers.

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

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

Correspondence Solicited.

**Embro  
Oatmeal  
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D. R. ROSS, EMBRO, ONT.  
A CHOICE QUALITY OF  
Roller, Standard and Granulated

**Oatmeal**  
IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices  
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tities, write or wire, and will reply promptly.  
Can ship via Canadian Pacific or Grand Trunk  
Railways.

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**STRATHROY OATMEAL AND CORNMEAL MILLS.**  
**Pincombe & Sutherland,**  
STRATHROY, ONTARIO.

Manufacture by the latest improved process  
The Celebrated White Eagle Brand of Rolled Oatmeal,  
also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and  
Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and  
prices.

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

**OATMEAL**

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

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

**GENERAL GRAIN DEALER.**  
Highest price paid for Oats and Peas in car lots.  
**WALTER THOMSON,** London and Mitchell.

**BRANDON ROLLER MILLS,**  
Brandon, Man.  
—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers  
**-- FLOUR --**

Also Oatmeal, Rolled Oats, Rolled Oatmeal  
Granulated and Standard.  
Dealers in all kinds of grain and feed.  
**ALEXANDER, KELLY & CO'Y,**  
PROPRIETORS.

**N. WENGER & BROS.,**  
AYTON, ONT.  
**-- MILLERS --**  
(Hungarian Process)

BRANDS :  
**KLEBER, MAY BLOSSOM.**

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



## MONTREAL Markets Continued.

reference has already been made. Letters to an operator here stated that some 25,000 barrels had already been taken from Ontario points for the west on the basis of \$2.25 f.o.b. on the cars.

In dried and evaporated apples there is little to note on spot, but operators here have turned over stock in the west to American shippers at fair prices for shipment to Europe.

## FISH.

The fish market is fairly firm and dealers generally seem to think prospects better for trade this season than last. Supplies of herring and mackerel also are light and values generally are steady. We quote:—Labrador herring at \$5.25 to \$5.50 Cape Breton \$5.50 to \$5.75. Green cod \$4.25 for No. 1 and \$4.50 for large, dry cod, \$4.50 to \$4.75; B. C. salmon, \$14 to \$15, and Labrador, \$12 to \$14; N. S. and Newfoundland herring, \$5.50, and C. B.'s, \$5.50 to \$5.75.

## EGGS.

The egg market has been fairly active and firm. We quote strictly fresh, 18 to 20c; held fresh, 16 to 17c; local, 16c; Western limed, 15c to 15½c.

## PROVISIONS.

The provision market was dull but prices have ruled steady on the whole. Canadian short cut, per brl. \$16.75 to \$17.25; Mess pork, Western, new, per brl \$16 to \$16.50; Hams, city cured, per lb. 11 to 12c; Lard, Canadian, in pails 8½ to 9c; Bacon, per lb. 12c.; Lard, com, refined, per lb 7 to 7¼c.

## BUTTER AND CHEESE.

Cheese has been fairly active and steady since our last report, and with the exception of the district west of Toronto the late made is now practically in second hands. At present values are steady, but the stocks are generally admitted to be heavy and it remains to be seen who has the strongest hand, the English buyer or the holder on this side. We quote as follows:—Finest Ontario Septembers 10½ to 10¾c.; Finest Eastern September 10½c.; Medium grades 10¼c.

In butter the new feature of the week has been the more accommodating disposition shown by holders of creamery who are willing to concede a good deal more than a fortnight ago. Their disposition, however, has met with little encouragement and the market is dull. In dairy there is no change but the easier tone of creamery will affect it in time. We quote as follows:—Late made fall creamery, 23 to 23½c.; earlier makes 22c.; Townships 20 to 21c.; Morrisburg and Brockville 18 to 19c.; Western dairy 17 to 18c.

## GRAIN.

The grain markets have been quite during the week, and few features have arisen to occasion comment. The statement of the stocks in store show a decrease of 15,885 bushels of wheat, 15,582 bushels of corn, 5,349 bushels of rye, 17 barrels of meal, and an increase of 14,471 bushels of peas, 145,135 bushels of oats, 9,807 bushels of barley compared with a week ago. Compared with a year ago there is an increase of 232,395 bushels of wheat, 17,429 bushels of corn, 83,870 bushels of peas, 321,932 bushels of oats, and a decrease of 90,633 bushels of barley, 85,324 bushels of rye, and 175 barrels of meal. We quote as follows:—No. 2 hard Manitoba 81 to 82c.; No. 3 do., 70 to 72c.; peas, 73 to 73½c. per 66 pounds; oats, 33 to 35½c. per 34 pounds; corn, 00 to 65c. duty paid; barley, feed, 40 to 42c.; barley, malting 52 to 55c.

## THE DUDE'S VERSION.

1st. Dude.—I say Chawley.  
2nd. "—Well, my deah boy.  
1st. "—I've been thinking.  
2nd. "—Ah! have you, my deah boy? Well, what have you been thinking, chappie?  
1st. "—Well, Chawley, it is this. I've been wondering how it is that the officers find out how many of those peddling fellahs sell their stuff along the street without paying their license. On looking over the papah I see that quite a lot of them have not paid their license this year yet, and it seems dooced funny how the officers let them go free like that, when they will jump on one of them grocer fellahs in a minute, and fine them if they catch them selling tobacco without a license.

2nd. —Well, chappie, that is big thought. How did you come to think of it, Chawley? It is overpowering. But don't you see my boy they don't find out.

1st. —Well, they ought to, my deah boy. What are they paid for?

2nd. Oh! just to walk around the streets and drop on an occasional odd grocer, I suppose if he hasn't paid his license.

1st. —Well, my deah boy, it seems to me that is very careless. The Mayor ought to see that things are attended to better than that. Ah! my deah boy, you don't understand it. Don't you see, chappie, that before they get into these positions they are your humble servants, but when they are in you are their humble servant. Funny ain't, it chappie?

1st. —Vewy, Chawley, dooced funny.

2nd. —Don't you see, deah boy, it would be too much work to try and keep track of the fellahs? It would wear out their brains, chappie. It would not be becoming their dignity as officers of the law, and then don't you see, my deah boy, they want to encourage laziness by letting the pedlars take the things to the door, so that the people won't have to come out to get the fresh air at all. Then they will wilt and get sick, and it will make more work for the doctors, don't you see, chappie? These fellahs all work together. If you are in the profession my deah boy, what you say is law. You can poison a man and it will be all right. They stick together, my dear boy.

1st. —Ah! Chawley, what a head you've got. I nevah thought of that. Now, I think of it I was talking to a doctor the other day, and I asked him if in case of surgery a mistake was made could they claim damages, and he said that they nevah made a mistake, that they stuck together, and no one had any right to think that it was possible for them to make a mistake, they could not do it, you know, Chawley. Isn't it dweadfull, Chawley, when you know how many mistakes they make.

2nd. —Yes, my deah boy, when you know as many mistakes that have been made as I do.

1st. —I'm tired thinking, Chawley.

2nd. —Yaas, so am I chappie.

## THE "STANDARD" ON THE TEA QUESTION.

Less than fifty years ago Indian tea was practically unknown to the consumer. It is true that in 1838 a small parcel was exported to England, and that thenceforward a trade in it gradually arose; but only within the last twenty years has there grown up a general knowledge of the capacity of the Indian Empire to oust China from the tea market. Most of us remember the time when tea was nearly everywhere understood to be exclusively the product of China, and when no proprietor of packet tea would have thought of submitting the article without a pictorial representation of showy mandarins and equally gaudy laborers obviously belonging to the Celestial Empire. In many cases the tea was altogether, or in part, the produce of India, for even then considerable quantities of the unrecognised leaf were being placed upon the market, and the pictures were devised merely for the purpose of satisfying the popular demand. Within the last few years, however, the trade has been founded on a proper basis, and the public now hear so much about India and Ceylon teas that there is a danger of their forgetting China in that connection. Indian names are given to proprietary blends, and the Mandarin is falling into complete obscurity, and making way for pictures of dusky maidens. This change is completely justified by the extraordinary transformation which the trade itself has undergone. Fifty years ago, as we have said, our tea supply was derived entirely from China; but in the first eight months of the present year the inhabitants of the United Kingdom consumed seventy-one and a half million pounds of Indian tea, and only about twenty-two and a half million pounds of the article were imported from China. Two years since we imported from China considerably more than half as much tea as came from India, but this year the proportion, so far, is much below a third. The rapid growth of the Indian trade, however, has been less remarkable than that of the Ceylon trade. Tea was not cultivated on the island, which has gained a somewhat unmerited reputation for "spicy breezes," until irretrievable disaster overtook the coffee plantations. In 1873 the first parcel of tea, weighing only twenty-three pounds, was exported; yet in the United Kingdom alone the consumption of Ceylon leaf in the first eight months of the year was, in round figures, forty-one and a quarter million pounds, or nearly twice as great as the consumption of China tea. About two years back the proportion was exactly the other way. Perhaps it is useless to enquire into the causes which have brought about such a revolution of trade; but we believe these causes are not to be found solely in the relative merits of China and other teas. The public taste has been educated to the more pungent Indian and Ceylon growths, and is willing to

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

Every Grocer should have the Salada Tea Co's Teas in stock. In pound and half pound lead packages. They are guaranteed to give satisfaction or you can return them any time. Send us a small order.

**P. C. LARKIN & Co.,**  
WHOLESALE GROCERS,  
25 Front St. E.,  
**TORONTO.**

ESTABLISHED 1851.

We offer to the Trade :

**2,500 Cases TOMATOES,**

"De Salaberry" brand, equal to any in the Market, at 85c. per doz.

Ordinary Terms.

**N. QUINTAL & FILS,**  
WHOLESALE GROCERS,  
274 St. Paul Street, Montreal.  
WRITE FOR OTHER PRICES.

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

WESTERN ONTARIO AGENTS FOR THE  
**Irish Mustard.**

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

**J. W. LANG & CO.,**  
WHOLESALE GROCERS,  
HAVE  
Horseshoe Salmon Now  
In Store.

59, 61, 63 FRONT STREET EAST,  
**TORONTO.**

**NEW TEAS**

We expect one thousand packages Paking this week, direct from China, ex s.s. "Glengyle." Also, ex "Glenarm," four hundred half chests Panyong Congous. Both lines were purchased before the recent advance and are well worth attention of shrewd buyers.

Full lines of Ceylons, Assams, Japans, Young Hysons, Orange Pekoes and Gunpowders in stock. Splendid assortment of General Groceries.

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

**SYRUPS--**

Full Assortment, barrels and half barrels.

Our medium grade best value in market.

**WARREN BROS. & BOOMER,**  
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**ARRIVED IN STORE**  
New Malaga Raisins,  
New Figs,  
Currants and Dates.

**SMITH & KEIGHLEY**  
Wholesale Grocers,  
9 Front St. E., Toronto

**= FIGS =**  
Finest of Season,  
**"SEVEN CROWNS"**  
Choice Eleme in 10 lb. Boxes.  
" " " 14 oz. "

**PERKINS, INCE & Co.,**  
41-43 Front St. East,  
**TORONTO.**

**JOHN BURGESS & SON**  
**SAUCE**  
AND  
**PICKLE**  
MANUFACTURERS,  
**107 STRAND** Corner of the Savoy  
Steps, London, W.C

Vide Sir Walter Scott's "St. Ronan's Well," Chaps. XVI. and XXX.  
Lord Byron's "Beppo," VIII.

**EDWARD ADAMS**  
& CO.

Importers of Teas  
—AND—  
Wholesale Grocers  
**LONDON, ONT.**

**SPECIAL BRAND TEA.**  
LOOK OUT FOR  
**GOAT**  
JAPAN TEA.  
Nothing equal to it at the price.  
See our travellers.  
Write for samples and prices.

**Thos. KINNEAR & Co**  
Wholesale Grocers,  
49 Front Street East,  
**TORONTO.**

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

**LONDON, ONT.**

sacrifice something of the delicacy which is undoubtedly possessed in a high degree by the finest teas of China. The Indian and Ceylon planters, however, owe their success primarily to their own enterprise. They have always been ready to adopt improvements in the methods of growth and preparation, while their rivals have obstinately persisted in following the practises which had been pursued in their country from time immemorial. As a result, the trade of our Empire and colony has advanced by leaps and bounds, and that of China has, so far as the United Kingdom is concerned, receded, almost as rapidly. Four or five years ago the authorities in China awoke to the disastrous results which were attending the indifference, and worse than indifference, of the growers, and efforts have since been made to introduce improvements and to provide greater security as to quality. Whatever may be done in this direction, it is probably too late for the people of the Celestial Empire to regain a preponderance in the tea trade of this country. They have simply been supplanted by rivals whom, only a few years ago, they regarded with contempt.—London Standard.

#### WHY IS IT THAT GROCERY CLERKS OF TO-DAY ARE NOT AS GOOD AS OF FORMER YEARS?

"Veritas" writes as follows to the Retail Grocers' Advocate:—

"Like father, like son" is an old adage, and you cannot expect good fruit to grow on a poor tree. The grocer is to blame in many instances, and the most striking one is that one-half of the present-day so-called grocers are not grocers at all, that is, in full sense of the word. They know how to make money, but that's easy; any fool can do that; it's the clever man who can keep it. They know nothing whatever of the fundamental principles of the grocery business, ask them what tea is and to define the different grades; ask them the same of coffee and other similar items, system is unknown, and I regret to say principle likewise. Given an uncultivated grocer, how can you expect a cultivated and thorough grocery clerk? That is the problem. Time has wrought many changes in the business, and a comparison with "olden times" will hardly bear light. Time was when personal gain was not everything, but they live in a state of perpetual worry and gloating over how much they can put away in bank notes, and everything else is lost sight of. The grocer who has only bread and coffee for breakfast, meat once a week (Sunday), and has the dishes warmed up day after day, is the man who comes out at the top of the heap, i. e.: financially, but is it not a crying shame to see a man sacrifice his "own temple" for the mere sake of hoarding up a fortune?

A word with you, clerks. Some 10 or 15 years ago there abounded a class of clerks who were as regular as clockwork as to hab-

its. Gambling late hours, dishonesty, etc., were not so frequently the pastimes as they are now. True it is, they were not all good; true it is, they are not all bad now, but the proportion of bad ones then was far smaller than it is now. Their sole ambition was the interests of their employer. That was uppermost, now the most of them know only self.

To sum the matter up, there is room for improvement on both sides: I believe in a grocer taking a personal interest in his clerks by that I mean to try and elevate him to a higher standard of society. Cultivate his taste for good company and habits. Reason with him. Don't try and see how much work you can get out of him by continually hounding him. A clerk is a human being, and Dame Nature has an end to her resources. Get him to join some good young people's Church society, or better still, the Young Men's Christian Association, where he can add to his common stock of wisdom be he what he may. You can do all this as he is practically like one of the family, and you have his future in your making, if you only exercise it in a proper way. But "people who live in glass houses," etc., and others "who can't see the silver in their own eye," can not expect to train a young man, so as to make a bright, honest and intelligent man of the future. Hence it behooves you to look to thyself. I would also advise every grocer doing a medium amount of business to hire a cashier. You are not systematic and thorough if you allow five or six different persons to handle your cash. An honest clerk will welcome it, and are enabled to control your business by knowing exactly each day what your receipts are. I should also hire my clerks by the week and not by the month, thereby facilitating the old rut of having to keep undesirable help until his "month is up." Be easy on the women folks and have your clerks get their washing done outside. It will cost you a trifle more, but you will be well repaid by the blessings your better sixteen-seventeenths will shower upon you.

In concluding allow me to state that I do not claim that all grocers or all grocers' clerks come under the above scathing but truthful remarks. Far from it, as then the business would go to the dogs, but whoever the cap fits gentle reader, wear it.

#### BLACK PEPSIN.

John S. Pearce, London, Ont., sends us the following from Hoad's "Dairyman":

Beware of the man who is anxious to give you something for nothing, or two dollars for one. Beware, also, of the man who suggests that you can make and sell a counterfeit, without fear of detection. Butter is butter, and the basis of it is the fat in the milk. Unavoidably there will be some water in it and trace of casein, but the less casein and the less water the better the butter. The fat and the casein may be combined and the compound may be made to look like butter,

to smell like butter and possibly to resemble butter in taste, but it will not be butter. It will not keep like butter, nor sell like butter, nor serve as a substitute for butter. The reported analysis of the cream said to have been used in the experiments gives the whole thing away. No cream containing 27 per cent of solids not fat was ever gathered from milk, and yet this Professor (?) Rowell's analysis (?) of this Australian (?) cream shows 12 per cent butter, 10 per cent cheese, 13 per cent sugar, and 4 per cent other salts. This is about the relation these solids bear to each other in normal milk, but by far the greater part of the casein and the sugar remains in the skim-milk. It would be very thin cream that did not contain 20 per cent of fat, and with this there would be about 3 per cent casein, 4 per cent sugar, and 0.6 per cent other solids."

Mr. Pearce makes the following remarks: "Good butter contains on an average: Water, 12 50 per cent; fat, 84 50 per cent; casein, 0.6; milk and sugar, 0.40; ashes and salt, 2 per cent. Any process by which cream can be made to produce more than 2½ times more butter (which is very doubtful) than can be made from cream in the regular way is a fraud pure and simple or a 'black' swindle."

Last week The Belleville Intelligencer forwarded to Prof. Robertson, Dominion Dairy Commissioner, articles which have appeared in its columns on the use of black pepsin in the manufacture of butter, and asked the professor's opinion on the subject. The following is his reply:

I have read the clippings from The Intelligencer which you have sent to me. My attention had been called to the articles going the rounds of the press about a new preparation or substance, for use in butter making, called "Black Pepsin."

On the whole, I agree with the reasoning and the conclusions of the article under the heading "Suspicious." I do not believe that a single one of the claims made for "Black Pepsin" can be substantiated.

By the use of a coagulating agent it is possible to make a soft curd or cheese from milk which may have some resemblance to butter. As butter is mainly composed of butter-fat (at least 80 per cent. of its total weight should be fat), it follows that not much more than 115 pounds of marketable butter can be obtained for every 100 pounds of butter-fat which the milk or cream contains.

A substance, preparation or method may be discovered whereby a new dairy product may be made from milk, in such a way as to retain in a palatable and digestible condition for human food, nearly all the nutritious constituents of the milk. I have had that matter under consideration and experiment for over two years, and am hopeful of a fair measure of success. But to tumble a spoonful or two of some magic substance into a churnful of cream, when heigh! presto! its casein and sugar and other constituents become changed into butter, is out of my power and line of effort. That sort of thing lies only in the sphere of witches, conjurers and other clever humbugs, who pander to the superstitions and marvel-loving weakness of the people.

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It Pays to  
keep a  
Stock of

# PERRIN'S COUGH DROPS

Write for quotations to  
D. S. PERRIN & CO.,  
LONDON, CANADA.

PUT

## TEXAS BALSAM IN STOCK

The Great Healer for all kinds of wounds on  
Horses and Cattle. \$3.00 worth only costs you  
\$1.20. Express prepaid. Cash with order.

C. F. SE:SWORTH,  
6 Wellington St. East,  
Toronto.

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



Have reduced the price of  
their Celebrated  
BEAVER BRAND

## PICKLES

Send for Quotations.

## FAMOUS

"STAR"

## Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

## F. W. FEARMAN, HAMILTON, ONT.

Our representative, Mr. Cameron, called on  
Mr. Mahon of Mahon & Ross, Douglas,  
Man., formerly of Egbert, Ont. Mahon &  
Ross have a general store now in that town  
and are erecting a large business. Mr.  
Mahon, who is an old friend of THE GROCER,  
had a word of remembrance to send, and  
welcome it was.

"Surprise Soap" is having a home run in  
Manitoba and the North West Territories.  
A good article, well advertised and well  
pushed, is bound to get there. That's the  
fun of it with "Surprise Soap." E. W. Ash-  
ley, the Winnipeg agent, is trying to equal  
the "Nancy Hanks" record in pushing  
"Surprise." By the signs and other indica-  
tions of push he is pretty sure to reach the  
goal ahead. There is no doubt of the article  
"Surprise" as a stayer and a quick one.  
The pusher ditto.

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



## USE SPANISH BLACKING

THE KING OF BLACKINGS

F. F. DALLEY & CO., - - HAMILTON, ONT.

## Condensed Mince Meat.

Delicious Mince Pies  
every day in the  
year.

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

Sells at all seasons.

Will not ferment in  
warm weather.



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

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

## E. BROWN & SON'S

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

### BOOT PREPARATIONS SOLD EVERYWHERE.



#### MELTONIAN BLACKING

(As used in the Royal  
Household)

Renders the Boots soft, dur-  
able 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 Rus-  
sian and Brown Leath-  
er Boots, Tennis  
Shoes, etc.



#### NONPAREIL DE GUICHE

Parisian Polish

For Varnishing Dress Boots  
and Shoes is more elastic and  
easier to use than any other

Messrs. Salomon & Phillips, 33 Spruce St., New York, Sole Agents for Canada and U.S.A.

### A GROWING GROCER ON ADVERTISING.

In the city of Philadelphia an unusually bright, intelligent, hard-working young business man has built up a large and profitable trade in groceries in a store located in the business section of the city. He is a growing grocer; that is his methods are so successful that they are continually enforcing an enlargement of the store, its capacity and facilities for distributing goods. New departments are added from time to time, and mechanical appliances secured to expedite the preparation and handling of goods. We have made repeated visits to the store and each time have been surprised at the extent of the growth of the business and the resources it commands. We have asked the proprietor of this business, whose modesty forbids the use of his name, to give us his ideas in relation to advertising and we are glad to say that he has complied with our request so that we are enabled to present his views as follows:

"In answer to your question 'Is Newspaper Advertising Profitable to Retail Grocers,' I will offer the following suggestions:

"Many kinds of merchandise are sold at so large a profit that a liberal percentage can be allowed for newspaper advertising. This, however, is not the case with groceries. The staple character of these goods and the resulting competition in prices necessarily prevents the charge of more than a moderate profit, and in the great majority of cases this profit is barely sufficient to pay the running expenses of the business and a comfortable living. And yet everybody must advertise in some way or 'dry up.' It seems to me, however, that the most effective advertisement for retail grocers, no matter how large or how small they be, is the intelligent selection of pure, wholesome, and palatable foods the selling of them at moderate prices, and the square and courteous treatment of their customers. This kind of advertising costs nothing in actual cash, but is worth more to hold trade than whole columns of newspaper advertising where this form of advertising is ignored.

"But newspaper advertising has paid grocers in some instances, although I doubt if any grocer has ever been made permanently successful by it, unless he has adopted the above as the fundamental principles of his business.

"I have had no experience in advertising in small towns, but in large cities I have found a very serious obstacle in the way of advertising groceries in the newspaper, because of the difficulty of arousing the curiosity or interest of the reader. Women will read all the dry goods advertisements because they are intensely interested in the fashions. They realize that styles are constantly changing, and they want to keep posted on what is the latest, and also take advantage of all choice 'bargains.' The dry

goods advertiser is therefore sure of an interested audience if he knows how to make a good speech. But with grocers it is entirely different. House-wives feel, as a rule, that although there may be slight variations and modifications, groceries after all are pretty much the same year after year; and if no fault is found with the tea, coffee, bread, and other groceries, they conclude that they must be pretty nearly right, and they do not care to spend any of their time reading grocery advertisements. I calculate that under ordinary circumstances a grocery advertisement in a newspaper would not be read by one-tenth the readers who would read a dry goods advertisement of the same size. I calculate further that of those who read both advertisements, not more than one-tenth respond to the grocery advertisement in comparison with those who respond to the dry goods advertisement. One probable cause for this failure to respond even after reading the advertisement is that while women are accustomed to going into the business centres of a city to purchase their dry goods and millinery, only a small proportion are accustomed to going there for their groceries. 'It is so much more convenient to get your groceries right in our neighborhood' is a remark frequently heard. But we rarely hear the same person refer to the convenience of buying her bonnet, her sealskin or her fashionable gown in 'her neighborhood.' In view of the small comparative returns which the grocer is liable to get from his advertisement, the rate should be very much lower than what the dry goods dealer could afford to pay.

"And yet in spite of the above difficulties, the firm with which I am connected would hardly have succeeded to the extent they have without the aid of liberal advertising.

In our case, however, I think the newspaper was only one of several means which we employed. Our weekly advertising matter comprised the following:

"Large advertisement every Saturday in five newspapers. Short advertisement in some papers every day. New matter was gotten up for each advertisement. Ten thousand circulars were distributed weekly. Large painted signs, changed weekly, were put on our delivery wagons. Three large signs, changed weekly, appeared outside. In addition we generally had a demonstration of some new article in a very conspicuous part of the store.

"As a consequence of the above combined efforts we have had some returns, but I think they are comparatively meagre in proportion to the amount of labor and money expended. I am sure that the same efforts would have brought an immensely larger return if employed to sell dry goods. In addition, I think the returns which we are receiving to-day from our newspaper advertising are to a large degree due to the confidence which has been gradually growing during our eleven years of continuous advertising. We have tried to tell the truth in our advertisements so that when an occasional new party responded he would not be disappointed.

"The time and thought which the above amount of advertising involves each week is necessarily considerable, and if we were obliged to employ special advertising talent to do this, the additional cost would be very great, as skilled talent of that kind is high-priced. And the one who merely imitates the methods and style of another merely advertises his own weakness.

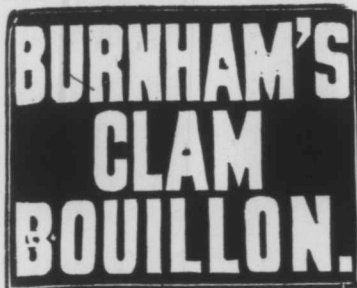
"From the above you will see that while regular newspaper advertising may pay the retail grocer, after a time, and under very favorable conditions, it is not likely to pay in the majority of instances, and under the conditions which surround the average grocer."  
—American Grocer.



#### WANT OF PERSPICUITY.

PARSHLEY (who has lunched at the same restaurant with GAVJER without seeing him) —Some infernal rascal stole my hat in there, just now!

GAVJER.—That's funny! I lost mine there, too! (And they part, resolving never to visit the place again.)



IT IS A GREAT SUCCESS.

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

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

CRESCENT BRAND.



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

**Bicarbonate of Soda**

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

**SODA CRYSTALS**

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

Orders for direct Importation from the Wholesale Trade Only.

**WINN & HOLLAND, MONTREAL.**  
SOLE AGENTS FOR THE DOMINION OF CANADA.

A MOVE ON THE ENEMY.

Every business man has enemies that he must contend with daily, and his success depends on the result of his effort to win in spite of them. There is the enemy of bad credit. It makes its appearance almost every day in every store in the land, and the question is as to what the merchant will do about it. If he yields to this enemy he is admitting to his business a foe that will sooner or later down him and make him a prisoner to failure. There is the enemy of delay in purchasing goods at the proper time, and this figures in every stock more or less. Careful attention should be given this important matter so that sales will not be lost by not having goods in stock.

There is the enemy of over-stocking, and this is a bad fellow in trade. He eats up profits with avidity and leaves the merchant to care for a pile of goods that are soon out of season and counterworn. How many merchants there are who suffer from this enemy. They do not seem able to withstand the pleas of the salesman to buy, and they allow themselves to be led into the trap, only to suffer later.

There are more enemies of this character, but it is not necessary to name them. The question is what are the merchants going to do about it. There is necessity of a common move on the enemy. There are scattering instances where the enemy has been defeated all along the line, but how few the cases where the dealer is entirely free from the enemy in some of these lines. It is an important matter, and should receive his



**Tea Caddies all Sizes**

SPICE, BAKING POWDER AND TOBACCO TINS,  
AND TIN SIGNS,  
LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

**THE McCLARY M'FG COMPANY,**

LONDON, TORONTO, MONTREAL, WINNIPEG.

careful attention. There is danger in letting any of these things get the upper hand in business. The record shows that they wreck more firms in a year than any other cause, and almost more than all other causes.—Ex.

SITUATIONS VACANT.

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

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

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

BUSINESS CHANCES.

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

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

SITUATION WANTED.

**WANTED—SITUATION BY YOUNG MAN** in grocery or general store, 4 years experience and best of references. B. W. T., Hartford, Ont.

ASSIGNEE'S SALE

Of GENERAL STOCK of DRY GOODS, GROCERIES, Etc.

Tenders will be received by the undersigned Assignee up to the 15th day of November, 1892, for the purchase at a rate on the dollar, as per inventory of the entire stock in trade of W. H. Howell, of Jerseyville, Ontario, amounting about as follows:—

Dry Goods.....	\$744.68	
Boots and Shoes.....	335.21	
Crockery.....	75.31	
Groceries.....	121.02	
Stationery and Drugs.....	73.53	
Hardware.....	96.08	\$1453 17
Shop Fixtures.....		198.00

Terms, one third cash; balance in two, four, and six months, with interest secured to satisfaction of Assignee.

The Stock is in good order and the sale offers a good opportunity for a live man to continue an established business in a locality surrounded by an excellent farming district.

Stock may be seen on application to W. H. Herriott, Esq., at Jerseyville, and inventory at office of the undersigned from whom any further particulars may be had.

E. SWEET, Assignee,  
Market Street, Brantford.

Dated October 29th, 1892.



## SALES MADE OR PENDING.

G. F. Marter & Co. have bought out J. F. Matthews, grocer, Meaford.

M. F. Campbell, grocer, Victoria, B.C., has been succeeded by J. Gunn.

Charles McArthur, tobacconist, Windsor, Ont., has sold out to W. F. Jones.

Branchaud & Duquet, grocers, Montreal, advertise their stock, etc., for sale.

W. J. Mahoney, dry goods and grocery merchant, Baie Verte, N.B., has sold out.

The estate of Jackson & Bro., biscuit makers, Galt, Ont., is advertised to be sold by auction on the 16th inst.

## PARTNERSHIPS FORMED AND DISSOLVED.

Denton & Frost, grocers, Weymouth, N. S., are about dissolving.

The Beaver Produce & Packing Co., Hamilton, has been dissolved, Miss Selina Medlin continuing.

Massey & Gross, grocers, 272 Spadina Ave., Toronto, have dissolved, Mr. Gross retiring and Mr. Matthews continuing.

A co-partnership is registered Gough & Co., grocers, Halifax. Mrs. Catharine A. Gough is the only member of the firm.

## REMOVALS AND DEATHS.

R. M. Arthur, produce merchant, Cornwall, Ont., is dead.

Joseph E. Robitaille, general merchant, Etchemin, Que., is dead.

W. J. McHendry, of W. J. McHendry & Bro., Brockville, Ont., is dead.

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

## FIRES.

Isaac G. Hitcheson, general merchant, Brighton, N.S., is burnt out. Insured.

Matthew Rutter, general merchant, Cowansville, Que., is burnt out. Partially insured.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Estlick & Co., grocers, Highgate, Ont., have assigned to J. D. Gillies.

Henry McDonald, general merchant, Avondale, N.S., has assigned.

The business of Marantelle & Co., grocers of Chatham, is being wound up.

Catharine Eastlake, general store of Highgate, has assigned to J. D. Gillies.

C. E. Woolnough, grocer and fruit dealer, Toronto, is offering to compromise.

Anderson & Horsford, grocers, Toronto, have assigned to Charles Langley.

Thomas McKercher, general merchant, Kars, Ont., is offering to compromise.

Peter W. Maskell, general merchant, Jedore, N.S., is offering to compromise.



## E. LAZENBY &amp; SON,

18 Trinity St., London, S.E.

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

Our goods can be obtained from leading houses everywhere.

Agents for Canada:

A. P. TIPPET &amp; CO.,

43½ Wellington St. E., TORONTO.

Thomas (Bold) Jarvis, grocer, Toronto, has assigned to Frederick Roper, Toronto.

A. Archambault, general merchant, St. Cesaire, Que., has assigned to Kent & Turcotte, Montreal.

A meeting of C. M. Arkell's creditors, grocer and liquor dealer, St. Thomas, Ont., was held at St. Thomas on the 2nd inst. Mr. Arkell made an offer of fifty cents on the dollar, two, four and six months, with security, which was accepted, subject to the approval of the security by Geo. C. Gibbons, of London, and J. McAdam, St. Thomas. The liabilities are placed at \$12,000; assets, \$7,000. The principal creditors are Lucas, Steele & Bristol, Hamilton; Edward Adams & Co., London; J. & J. McAdam, Frank Griffin, Ellison & Lewis, J. W. Boughner and Turf Club, St. Thomas.

## IN WIFE'S NAME.

John F. Gough, grocer, Halifax, has registered consent for wife to do business.

Philip E. Gough, grocer, Halifax, has registered consent for his wife, Margaret T. Gough, to do business.

## A BLOODTHIRSTY WRITER.

The writer always feels a keen longing to annihilate the following described bores upon society and the grocery trade:

The man who—

Eats 50 cents worth of groceries while waiting for his change, and—

Buys only a yeast cake.

Brings back one single, solitary spoiled egg.

Samples all the fruit in the store, and—

Dosen't buy any.

Appropriates a cracker and spreads it with syrup at the barrel and then—

Argues politics.

Uses your telephone and—

Deals next door.

Criticises your goods before new customers.

And the legion of kickers who kick because they are kickers, because they are bilious, because they have to kick, because they will kick and because they are kickers from kickersville.—Minneapolis Commercial Bulletin.

THE "MOST POPULAR" BLACK LEAD  
THE "MOST REMARKABLE" POLISH.

PLEASE ASK FOR AND USE ONLY  
NIXEY'S SPECIALITIES OF STERLING VALUE.

"CLEANLINESS"  
**Nixey's**  
**Black** NO DUST  
**Lead**

Hundreds of Testimonials from all parts, including  
Her Majesty's, Royal Buckingham Palace.  
HIGHEST EXHIBITION HONOURS.

FOR BRIGHT, SILVERY, QUICK POLISH  
FOR STOVES & GRATES,  
ALWAYS USE

W. G. NIXEY'S  
**"SILVER MOONLIGHT**  
**PLUMBAGO"**  
**STOVE POLISH.**

Always Bright & Beautiful.  
In Large Packets 1d. & 2d. each.  
Use only for Laundry Purposes, producing the best results.

**NIXEY'S**  
**"SOHO**  
**SQUARE" BLUE**  
THE PUREST—BEST—NO SEDIMENT.  
ONLY HALF THE USUAL QUANTITY  
REQUIRED.  
Eight 1-oz. squares in Box for 6d.  
Of all Grocers and Oilmen; or write to  
19, SOHO SQUARE, LONDON, ENGLAND.

For Knives, Forks, Brass  
and Steel Work, &c., &c.  
Won't Wear the Blades like  
others.

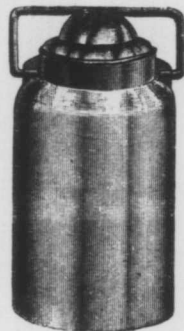
6d. and 1s. Tins.  
**NIXEY'S**  
**"INVICTA" KNIFE POLISH.**  
OF ALL STOREKEEPERS EVERYWHERE.  
Wholesale: W. G. NIXEY, London, England.

Canadian representatives:

Mr. W. Matthews, 7 Richmond St.  
East, Toronto.

Mr. Charles Gyde, 33 St. Nicholas  
St., Montreal.

# London Stoneware Pottery Works.



## 100 CRATES

Self Sealing London Stone Fruit Jar

Special trade discount till 15th Sept., twenty per cent.

**30 Crates** 14 oz. Self Sealing Jam Jars. 25 per cent. discount nett till 15th Sept. 3 gross in crate.

## 100 CRATES

# Dominion Fruit Jar

Discount 10 per cent, till 15th Sept.

Fruit Jars with Corks, Pickle and Preserving Jars with Stone Covers. Special trade discount till further notice 10 per cent.



**GLASS BROS & CO., - - London, Ont.**

### THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Nov. 10, 1892.

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

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

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

#### BAKING POWDER.

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



#### COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	7c
" 3, in 4 "	45
Pound tins, 3 oz in case	3 0c
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" " " " " "	1 30
" " " " " "	1 90
" " " " " "	2 25
" " " " " "	9 60
WHITE STAR, per doz	
4oz tins, 3 doz in case	0 75
12 " " 2 doz in case	2 00
5lb " " "	9 00
5oz glass jars, 2 1/2 doz in case	1 10
10 oz glass jars, 2 doz in case	2 00
Bulk, per lb.	0 15



doz. in case	Price
Dime cans, 4	\$1 00
4 oz " " 3	1 50
6 " " " 3	2 25
8 " " " 3	3 00
12 " " " 1 to 4	4 25
15 " " " 1 to 3	5 75
2 1/2 lbs " " or 1	12 00
4 " " " or 1	18 25
5 " " " or 1	22 75
10 " " " "	44 00

#### BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6
" " 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2

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

#### BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " " " " "	2 10
" " " " " "	1 10
Spanish, No. 3	4 50
" " " " " "	8 00
" " " " " "	9 00
Japanese, No. 3	4 50
" " " " " "	7 50
Jaquot's French No. 2	3 00
" " " " " "	4 50
" " " " " "	8 00
" " " " " "	10 00
Egyptian, No. 1	9 00
" " " " " "	4 50

P. G. FRENCH DRESSING (LADIES). For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box	\$2 00
No. 4, " " " "	1 25

#### P. G. FRENCH BLACKING.

per gross	
1/2 No. 4	\$1 00
1/2 No. 5	4 50
1/2 No. 6	7 25
1/2 No. 10	85

#### BLACK LEAD.

W. G. NILEY'S "JUBILEE"	
Package of 12 boxes of 12 round 1 oz. blocks	2 25
Package of 12 boxes of 6 round 2 oz. blocks	2 25
CATCHPOLE'S	
Stove Polish, No. 1, per gross	9 00
" " " " " " No. 2	4 80
Reckitt's Black Lead, per box	1 15
Each box contains either 1 gro., 1 oz.; 1 gro., 2 oz., or 1 gro., 4 oz.	

#### F. F. DALLEY & CO.

Per gross	
Silver Star Stove Paste	9 00
Packed in fancy wood boxes, each box contains 3 doz.	

#### BLUE.

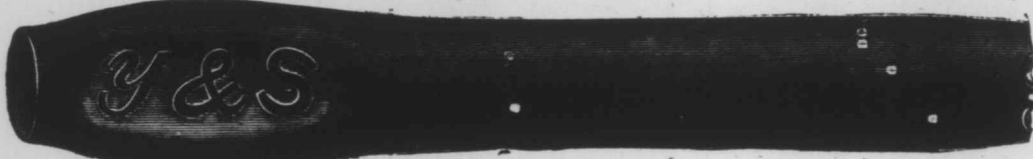
Reckitt's Pure Blue, per gross	\$ 10
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#### CORN BROOMS.

CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 60
" " " " " "	3 20
" " " " " "	2
" " " " " "	2 90
" " " " " "	2 65
" " " " " "	2 50
" " " " " "	2 25
" " " " " "	1 85
" " " " " "	1 50
" " " " " "	3 25
" " " " " "	4 00
" " " " " "	3 25
" " " " " "	4 00

#### CANNED GOODS.

Per doz	
Apples, 3's	\$0 85 \$1 00
" " " " " "	1 75 2 00
Blackberries, 2	3 00 2 25
Blueberries, 2	1 10 1 25
Beans, 2	0 90 1 00
Corn, 2's	0 90 1 00
" " " " " "	1 30 1 60
Cherries, red pitted, 2's	3 10
Pears, 2's	0 80 1 00
Pears, Bartlett, 2's	1 75
" " " " " "	1 50
Pineapple, 2's	2 75



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured Exclusively by

**YOUNG & SMYLIE,**

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices Current Continued—

Peaches, 2's	2 00	2 25
" 3's		2 25
" Pie, 2's	1 75	2 00
Plums, Gr Gages, 2's	1 50	1 65
" Lombard	1 50	1 90
" Dawson Blue	0 90	1 00
Pumpkins, 3's	3 00	3 25
gallons	2 00	2 40
Raspberries, 2's		1 65
Strawberries, choice 2's	2 00	2 40
Succotash, 2's		1 00
Tomatoes, 3's	0 85	1 00
"Thistle" Finnan haddies		1 50
Lobster, Clover Leaf		2 75
" Crown Hat		2 75
" tall		2 10
" Other brands	1 90	2 10
Mackerel	1 00	1 10
Salmon, talls	1 50	1 60
" flats		1 70
Sardines Albert, 1/2's tins		1 24
" 1/4's		20
" Martiny, 1/2's	10 10	10 4
" 1/4's	16 17	
" Other brands, 9/4	11 16	17
" P & C, 1/2's tins	23 25	
" 1/4's	33 36	
Sardines Amer, 1/2's	6 8	
" 1/4's	9 11	

CANNED MEATS.

(CANADIAN)		
Comp. Corn Beef 1 lb cans	\$1 60	\$1 75
" 2 "	2 65	2 80
" 4 "	4 80	5 00
" 6 "	8 00	8 25
" 14 "	17 50	18 50
Minced Collops, 2 lb cans		2 60
Roast Beef, 1 "	1 50	
" 2 "	2 60	2 75
" 4 "	4 75	
Par Ox Tongue, 2 1/2 "	8 00	8 25
Ox Tongue, 2 "	7 85	8 00
Lutch Tongue, 1 "	3 25	
" 2 "	6 00	6 25
English Brawn, 2 "	2 75	2 80
Camb. Sausage, 1 "	2 50	
" 2 "	4 00	
Soups, assorted, 1 "	1 35	
" 2 "	2 25	
Soups & Bouilli, 2 "	1 80	
" 6 "	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans		1 60
Potted Ham, Tongue or Beef, 6 oz cans		1 35
Deville'd Tongue or Ham, 1/2 lb cans		1 40
Deville'd 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 75

CHEWING GUM.

ADAMS & SONS.	
To Retailers:	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 25 5c packets	0 75
Orange Blossom (new) 150 pieces	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	

Monte Cristo, 180 pieces	1 30
(with brilliant stone ring)	
Sappota, 150 pieces	1 00
Sweet Fern, 230 "	0 75
Red Rose, 115 pieces	0 75
Magic Trick, 115 "	0 75
Oolah, 115 "	0 75
Puzzle Gum, 115 pieces	0 75
Bo-Kay, 150 "	1 00
Mexican Fruit, 36 5c. bars	1 20
Flirtation Gum (new) (115 pieces)	0 65
C. T. HEISEL.	
To retailers per box	
Red Jacket, 115 pieces	0 75
Royal Fruit, 36 5c. pkgs.	1 20
Digestive, 120 pieces	0 80
Largest Heart, 150 "	1 00
Globe picture, 150 "	1 00

C. R. SOMERVILLE.	
Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100 "	0 70
Lalla Rookh (all flavors) 100 "	0 70
Jingle Bell, 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

CHOCOLATES & COCOAS.

TODHUNTER, 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
Santo, 1/2's, 6 and 12 lbs.	0 26
Diamond, 1/2's, 6 and 12 lbs.	0 22
Sticks, gross boxes, each	0 01
Cocoa, Homopatic, 1/2's, 8 & 14 lbs	
" Pearl	30
" London Pearl 12 & 18 "	22
" Rock	30
" Bulk, in bxs	18
EPP'S.	
Cocoa—	per lb
Case of 112 lbs each	0 35
Smaller quantities	0 37 1/2
BENSDOB'S ROYAL DUTCH COCOA.	
1/2 lb. cans, per doz	\$2 40
1/4 " "	4 50
1 " "	8 50
FRY'S	
(A. P. Tippet & Co., Agents)	
Chocolate—	per lb
Caraccas, 1/2's, 6 lb. boxes	0 40
Vanilla, 1/2's, " "	0 40
"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unweetened, 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
" 1/2's, " "	4 50
" 1 lb., " "	8 75
Homopatic, 1/2's, 14 lb boxes	0 34
1/2 lbs, 12 lb boxes	0 34

JOHN P. MOTT & CO'S	
R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28
Mott's Homopatic Cocoa (1/2's)	32
Mott's Breakfast Cocoa	35
Mott's Breakf. Cocoa (in tins)	40
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	22
Mott's French-Can Chocolate	20
Mott's Navy or Cooking Choc	26
Mott's Cocoa Nibbs	30
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick 22 & 24	
Mott's Confec Chocolate	22c-40
Mott's Sweet Choc. Liquors	21c-30

COWAN COCOA AND CHOCOLATE CO.	
Cocoas—	
Hygienic, 1, 1/2 lb. boxes	70 75
Iceland Moss 1/2 lb in 12 lb bxs	35
Soluble (bulk) 15 & 30 lb bxs	18 20
Soluble (tins) 6 lb and 12 lb	30
Cocoa Nibs, any quantity	30 85
Cocoa Shells, any quantity	05
Cocoa Essence	per doz 1 40
Chocolates—	
Mexican, 1/2, 1/4 in 10 lb bxs	36
Queen & Dessert, " "	40
Vanilla, " "	35
Sweet Caracas, " "	32
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross	00
Pure Caracas (plain) 1/2, 1/4 lbs	40
Royal Navy (sweet)	30
Confectioners' in 10 lb cakes	30
Chocolate Creams, in 8 lb bxs	30
Chocolate Parisien, in 8 lb bxs	80

WALTER BAKER & CO'S	
Chocolate—	
Pre'm No. 1, bxs 12 & 25 lbs each	40
Baker's Vanilla in bxs 12 lbs each	52
Caraccas Sweet bxs 6 lbs each, 12 bxs in case	35
Eagle, sweet & spiced, bxs 12 lbs each	33
Vanilla Tablets, 416 in box, 24 bxs in case, per box	35
Spanish Tablets, 100 in box, 12 bxs in case	00

German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each	25
Grocers' Style, in cases 24 boxes, 6 lbs each	25
48 Fingers to the lb., in cases 12 bxs 12 lbs each	25
48 Fingers to the lb., in cases 24 bxs 6 lbs each	25
Cocoa—	
Pure Prepared boxes, 12 lbs each	40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers	32

Cracked, in bxs, 12 lbs., each, 1/2 lb. papers	32
Cracked, in bags, 6, 10 & 25 lbs each	2
Cocoa and shells, 12s and 25s	30
Breakfast Cocoa—	
1/2 bxs 6 & 12 lbs., each, 1/2 lb. tins	45
In boxes, 12 lbs., each, 1 lb tins, decorated canisters	45
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins	40

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

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

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

COFFEE.	
GREEN	
c. per lb	
Mocha	28, 33
Old Government Java	25, 35
Bio	19, 21
Plantation Ceylon	29, 31
Porto Rico	24, 28
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	21, 26

WHOLE ROASTED OR PURE GROUND	
ELLIS & REIGLEY'S	
c. per lb	
Java	33, 37
Mocha and Mocha	34, 36
Plantation Ceylon	35
Arabian Mocha	37
Santos	28, 28
English Breakfast	16, 24
Royal Dandelion in 1 lb tins	26

ALWAYS ORDER

**RECKITT'S BLUE.**



Prices current, continued.

NUTS.		per lb
Almonds, Ivica	18	14
" Tarragona	13	15
" Fornigetta	13	14
Almonds, Shelled Valencia	28	32
" Jordan	40	45
" Canary	28	30
Brazil	10	12 1/2
Cocconuts	5	6
Filberts, Sicily	104	11
Peanuts, roasted	11	15
" green	10	12
Walnuts, Grenoble	9	10
" Bordeaux	10	11
" Naples, cases	12	13
" Marbots	12	13
" Chillis	12	13

PETROLEUM.		Imp. gal.
to 10 bbl lots, Toronto	0 14	\$0 15
Canadian	0 17	0 18
Carbon Safety	0 20	0 22
Canadian Water White	0 24	0 25
Amer'n Prime White	0 27	0 00
Water White	0 27	0 00
Photogene		

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.		
THE T. A. SNIDER PRESERVE CO., CINCINNATI.		
(Wright & Copp, Toronto, Agents.)		
Home Made Tomato Catsup, qts	per doz	6 00
" " " pts	3 50	
" " " 1/2 pts	2 00	
Chili Sauce	pts	4 50
" " " 1/2 pts	3 25	
Soups (in 3 lb. cans).		
Tomato		3 50
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus		4 50
Fancy—Chicken Gumbo, Oy Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne, Vermicelli, Vegetable		4 25

LEA & FERRIN'S, per doz	62 7 1/2
Worcester Sauce, 1/2 pts.	\$3 60 \$3 75
" " pints	6 25 6 50
LAZENBY & SONS Per doz	
Pickles, all kinds, pints	3 25
" " quarts	6 00
Harvey Sauce-genuine—hlf. pts	3 25
Mushroom Catsup	2 25
Anchovy Sauce	3 25

PRODUCE.		
DAIRY.		
Butter, creamery, tubs	\$0 21	\$0 23
" dairy, tubs, choice	0 16	0 20
" " medium	0 14	0 16
" low grades to com	0 12	0 13
Butter, pound rolls	0 21	0 23
" large rolls	0 14	0 16
" store crocks	0 14	0 16
Cheese	0 10 1/2	0 11

COUNTRY		
Eggs, fresh, per doz	0 16 1/2	0 17
" limed	0 15	0 15 1/2
Beans	1 15	1 30
Onions, per bbl	1 75	2 25
Potatoes, per bag	55	70
Hops, 1891 crop	0 13	0 15
" 1892 "	0 16	0 18 1/2
Honey, extracted	0 05	0 07 1/2
" section	0 12	0 14

PROVISIONS.		
Bacon, long clear, p lb.	0 03	
" limes, p. bbl.	14 50	15 50
" short cut	16 00	17 00
Hams, smoked, per lb.	0 11 1/2	0 12
" pickled	0 11	
Bellies	0 12 1/2	0 13
Rolls	0 09 1/2	0 09 1/2
Backs	0 11 1/2	0 12
Lard, Canadian, per lb	0 09	0 09 1/2
Compound	0 08	0 09 1/2
Tallow, refined, per lb.	0 05	0 05 1/2
" rough	0 02	0 02

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

Grand Duke	62 7 1/2
Sago	4 1/2 5 1/2
Tapioca	5 5 1/2

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

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

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

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

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

ST. LAWRENCE STARCH CO'S		
Culinary Starches—		
St. Lawrence corn starch	7	
Durham corn starch	6 1/2	

Laundry Starches—		
No. 1, White, 4 lb. Cartons	4 1/2	4 1/2
" " Bbls	4 1/2	4 1/2
" " Kegs	4 1/2	4 1/2
Canada Laundry	3 1/2	3 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1/2	6 1/2
Ivory Gloss, fancy picture, 1 lb packs	6 1/2	6 1/2
Patent Starch, fancy picture, 1 lb. cartons	6 1/2	6 1/2
Ivoryine Starch in cases of 40 packages	85	00

SUGAR.		c. per lb
Granulated	4 1/2	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2	5 1/2
" " 50 lb. boxes	5 1/2	5 1/2
Extra Ground, bbls	6 1/2	6 1/2
" " less than a bbl	6	6
Powdered, bbls	5 1/2	5 1/2
" " less than a bbl	5 1/2	5 1/2
Extra bright refined	4 1/2	4 1/2
Bright Yellow	5 1/2	5 1/2
Medium	3 1/2	3 1/2
Brown	3 1/2	3 1/2

SALT.		
Bbl salt, car lots	1 20	
Coarse, car lots, F.O.B.	0 70	
" small lots	0 85	0 90
Dairy, car lots, F.O.B.	1 25	
" small lots	1 50	
" quarter-sacks	0 45	0 50
Common, fine car lots	0 80	
" small lots	0 95	1 00
Rock salt, per ton	15 00	
Liverpool coarse	0 75	0 80

SYRUPS AND MOLASSES.		Per lb.
SYRUPS.		
D	1 1/2	2
M	2	2 1/2
B	2 1/2	3 1/2

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

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

The Embodiment of Strength.  
Johnston's Fluid Beef  
—IMPARTS—  
Robustness,  
Lustiness,  
Vigor.



An invaluable means of developing firmness of muscle, power of endurance, and general healthfulness.

# Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL" FOR THE TABLE.  
"Silver Gloss" Kingsford's  
(Others so-called are imitations of our brand.)  
Pure Starch. Corn Starch.

FOR SALE BY ALL LEADING JOBBERS IN CANADA.

T. KINGSFORD & SON  
OSWEGO, N.Y.



You

Will do your Customers a great Kindness by recommending

NEW COLD PROCESS

# Ivoryine Starch.

THE MOST PERFECT FOR COLLARS, CUFFS AND SHIRTS.

Prices current, continued—

V.B.	2 1/2	2 1/2
E.V.B.	2 1/2	2 1/2
E. Superior	2 1/2	2 1/2
XX	2 1/2	2 1/2
XXX	2 1/2	3
Crown	3	3 1/2

MOLASSES.		Per gal
Trinidad, in puncheons	0 35	0 37
" bbls	0 38	0 46
" 1/2 bbls	0 40	0 40
New Orleans, in bbls	0 90	0 52
Porto Rico, hdds	0 38	0 40
" barrels	0 42	0 44
" 1/2 barrels	0 44	0 46

SOAP.

Ivory Bar, 1 lb. bars	per lb	5 1/2
Do. 2, 6-16 and 3 lb bars	"	5
Primrose, 4 1/2 lb. bars, wax W	"	4 1/2
John A. cake, wax W. per doz		42
Mayflower, cake		42
Gem, 3 lb bars per lb.		3 1/2
" 13 oz. 1 and 2 lb. bars		3 1/2
Queen's Laundry, per bar		5 1/2
Pride of Kitchen, per box		2 75
Sunshine, boxes, 100 tablets		6 50
" 50 "		3 40

MORSE'S SOAPS.

MORSE'S SOAPS.		Per lb
Mikado (wrapped)		0 04 1/2
Eclipse		0 04 1/2
Stanley Bar		0 04 1/2
Defiance		0 04 1/2
Toronto, 12 oz.	Per doz	0 50
Ruby, 10 oz.	"	0 30
Monster, 8 oz.	"	0 24
Detroit, 14 oz.	"	0 48
Lily White	"	0 90
Everyday	"	0 80
Queen City, 14 oz.	"	0 72

Per box	
Mottled in 5 box lots, 100 bars	5 00
" " " 60 bars	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00

Per doz	
Royal Magnum	0 25
" 35 doz per box	0 20
Anchor, Assorted	0 40
" Castile	0 50
Morse's Assorted	0 45
Morse's Rose	0 45
" Windsor	0 45
" Castile	0 45
Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" " Honey	0 72
" " Glycerine	0 72
" " Oatmeal	0 72

Per box	
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00

Per doz	
White Castile Bars	0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Heliotrope paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85

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

TEAS.

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

PING SUEYS.

Young Hyson—		
Half chests, firsts	25	32
" " seconds	15	10
Half Boxes, firsts	25	32
" " seconds	15	19

JAPAN.

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

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

CEYLON.

Broken Pekoes	35	42
Pekoes	20	40
Pekoe Souchong	17	35

TOBACCO AND CIGARS.

British Consols, 4's; bright twist, 5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 8's	64
Laurel, 3's	57
Brier, 7's	55
Index, 7's	50
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" " in 40 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1 lb pg. 6 lb boxes	70
os pg. 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

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

PLUG SMOKING.

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies 16 1/2 lbs	54
Gem, 3 x 6, 3s. caddies 16 1/2 lbs	53
St. Lawrence, 2 x 3, 7s. caddies about 17 lbs	51
Banner, 2 x 3, 7s. caddies about 17 lbs	48
Sterling, 2 x 3, 7s. caddies about 17 lbs	46
Louise, Solace, 12s. caddies about 16 lbs	46
Florence, Solace, 12s. caddies about 17 lbs	42
Hawthorne, 8s. butts 23 lbs	47
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes 4 lbs	65
Empire, 3 x 6, 4s. spaced 8s. bxs 4 lbs	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s., 14 1/2 oz. Spaced 6s. Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies about 20 1/2 lbs	50
Currency, 3 x 3, 7s. Rough and ready. Caddies about 21 lbs	48
Kentucky, 1 1/2 x 3, 13s. Caddies about 21 lbs	50
Kentucky, 1 1/2 x 3, 7s. Caddies about 21 1/2 lbs	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about 23 lbs	47
Morning Star, 12s. Butts about 22 1/2 lbs	43 1/2
Montreal Twist, 12s. Caddies about 23 lbs	44
Anchor Twist, 12s. Caddies about 23 lbs	42 1/2

CIGARS—S. DAVIS & SONS, Montreal.

SIZES.		Per M
Madre E' Hijo, Lord Landsdown	60	00
" " Panetelas	60	00
" " Bouquet	60	00
" " Perfectos	85	00
" " Longfellow	85	00
" " Reina Victoria	80	00
" " Pins	55	00
El Padre, Reina Victoria	55	00
" Reina Vict., Especial	50	00
" Conchas de Regalia	50	00
" Bouquet	55	00
" Pins	50	00
" Longfellow	80	00
" Perfectos	80	00
Mungo, Nine	35	00
Cable, Conchas	30	00
Queens	29	00

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES.		Per M.
Athlete		87 50
Puritan		6 25
Sultana		5 75
Derby		4 00
B. C. No. 1		4 00
Sweet Sixteen		3 50
The Holder		3 85
Hyde Park		10 50

CUT TOBACCO.

Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb. boxes	71
Old Virgin, 1-10 lb pkg, 10 lb boxes	68
Gold Block, ninths, 5 lb. boxes	78

CIGARETTE TOBACCO.

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

VINEGAR.

A. HAAZ & CO	
XX, W.W.	0 2 1/2
XXX, W.W.	0 5
Honey Dew	0 80
Pickling	0 30
Malting	0 45

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 70
" " " "	"	1 90
Pails, 2 hoops, clear	No. 3	1 60
" " " "	"	1 80
" " " painted	"	1 80
Tubs, No. 0		9 50
" " 1		8 00
" " 2		7 00
" " 3		6 00
Washboards, Globe		\$1 90
" " Water Witch		1 40
" " Northern Queen		2 25
" " Planet		1 70
" " Waverly		1 60
" " X X		1 80
" " X		1 85
" " Double		3 75
" " Jubilee		3 25
" " Globe Improved		1 90
" " Quick and Easy		1 90
" " World		1 75
" " Rattler		1 30

Matches, 5 case lots, single cases

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

Mops and Handles, comb.

Butter tubs	per case	1 25
Butter tubs, crates ast'd		\$1 60 \$3 20
Butter tubs		3 60

**HOUSEKEEPER'S QUICK WASHING COMPOUND**  
 Washing per case.  
 5c pkgs 100 in case ... 3 50  
 10c " 60 in case ... 4 00

PEERLESS WASHING COMPOUND

per case	
1/2 lb packages, 12 doz in case	\$1 50
1 lb " " 6 " " "	3 90
1 " " 3 " " "	3 80
5 cts " 100 " " "	3 50

YEAST.

BARM MFG. CO.		per box
1 box containing 2 doz. 5c pkgs.		0 50
1 " " 2 doz. 10c. " "		1 00

BREADMAKER'S

per box	
5c packages 36 in box	1 00
20 " 45 in box	0 50



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

**: NO BLUEING :**

Material whatsoever is used in the manufacture of  
**OUR GRANULATED.**

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

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.



OLD CHUM

THE CANADIAN GROCER

PLUG AND CUT

Ask for  
GOLDEN FINNAN HADDIES,  
SUPERIOR TO ALL OTHER BRANDS.

SOLD BY ALL GROCERS.

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South Wharf, Saint John, N. B.

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

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

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

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

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Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

The "Acme" Table Salt (new process) will not get damp or hard.

Two Silver Medals, at Industrial Exhibition, Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt

DAWSON & CO.,  
32 WEST MARKET ST.,  
TORONTO.

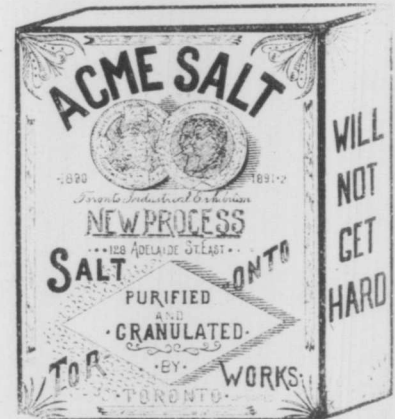
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Butter, eggs and general Farm Produce. Orders and consignments solicited.

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

THE BUSINESS MEN OF AMERICA

Are men of clear Brain, and are quick to discern a good thing when they see it,

THIS IS THE REASON THEY BUY  
THE "PITTSBURGH" LAMP

THEY KNOW THAT

To buy them it will increase their trade. Their customers will be delighted with it. The combustion of oil will be perfect, therefore no disagreeable smell. It will give a brighter light, although cheaper than gas.

The "PITTSBURGH" is made in all sizes and styles of Banquet, Hanging, Vase and Piano Lamps.



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Vanity Fair writes:—"It is particularly good for people whose digestions are not in first rate order. It is equally pleasant to take alone, or mixed with spirits. So much does the Queen like it that she habitually has it on her table."

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