

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$200 PER YEAR

VOL. VI.

TORONTO, APRIL 1, 1892.

No. 14

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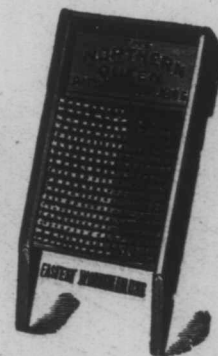
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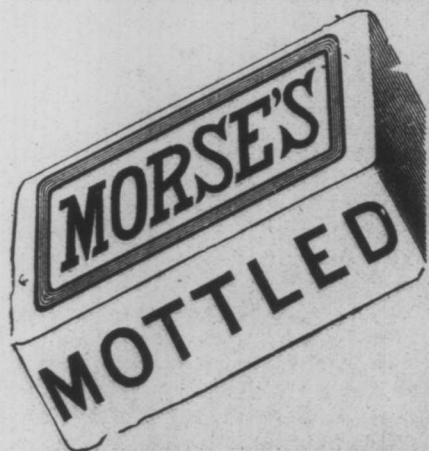
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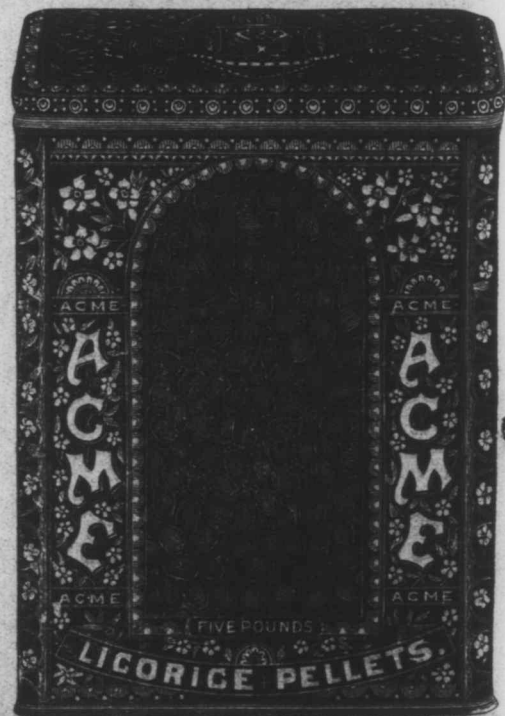
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THE CANADIAN GROCER & GENERAL STOREKEEPER

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SPECIAL TO OUR READERS.

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

THIS WEEK'S MOTTO:

"Diligence is the mother of good fortune."

Commercial opinion is making a strong rally in behalf of a national Insolvency Act. The need for such a measure has been a crying one ever since the repeal of the Act of 1875, and the cause gathers momentum every year. Failures multiply, and sinister influences play an increasingly large part in the occurrence of them. The fraudulent debtor is not nearly so retiring and covert in his operations as he was a few years ago. He knows that the key of the position is in his hands, and the creditors will always parley, if there is a chance of thereby getting any money, rather than risk that chance by bringing the rogue to justice. They do not often enough insist on unconditional surrender. The surrender is on their part in fact, while the terms are dictated in such cases by the man who fails in order to make money. The failure and reinstatement of such a man usually works far-reaching mischief. It causes a disturbance of local trade conditions that may shake the solvency of

half-a-dozen deserving merchants. The impact upon the commercial atmosphere causes upsetting waves often a long distance away. It is said that four per cent. of all the failures last year were due to fraud. That proportion might suffice to bring about twenty per cent. of the failures that are assigned to other causes. One town is in memory just now, wherein a few years ago a very large dry goods and grocery store ran a meteoric career. It went the pace that kills, but its failure was no financial suicide, though that failure and the preceding ruinous competition that had been kept up by the house, brought real enough death to many stores in that town, and to several stores in smaller places in the district tributary to the market of that town. The number of fraudulent failures is very small, compared with the number of failures necessitated by fraud.

* * *

There is sad need of a Dominion Insolvent Act that will not be rendered nugatory by lax discharge provisions. That is not the only thing that is wanted, though. An application of an insolvent Act to any particular case is one end of a process. The other end is hardly less important; it is the credit system. If that were corrected, it would be possible to get along tolerably well with the present imperfect provincial insolvent laws. But the two ends of the process match each other fairly well. Credit is freely dispensed, failures are numerous and costly. An attendant evil, which has a big share in the production of failures, is the constant strain on capital that doing business without a profit keeps up. Prices are sacrificed as if profits were of no account, and the thrill of savage joy that a trader feels when he makes a sale at a lower price than a competitor asked, seems to compensate him for the pecuniary sacrifice. Price-cutting though is more in the relation of an effect than of a cause to the frequency of as-

signments. If settlements can be easily secured there is less need to be careful about profits. But credit-giving needs to be restricted on all hands, not only in the matter of time, but also in that of amount and of financial basis. To make a stringent Insolvent Act without arriving at some resolution for the regulation and restraint of credit-giving, would be like stopping every avenue of exit and keeping up a race of which the only object would be to get out. The present insolvent legislation suits the general conditions of credit: both are lax. Let the credit system be fitted to the plan of insolvent legislation that the boards of trade are engaged in drafting.

* * *

Reform, like charity, begins at home. If a patient is determined to take every chance of exposure to catch a certain disease, his application to a physician for a specific for that disease cannot be regarded as serious evidence of a desire for health. Medicine would be as likely to kill as cure, where equal chances are freely given for the progress of the ailment. In the same way, a strict insolvent Act would not be in keeping with a lax credit system and over-worked competition. An insolvent Act would no doubt check the excesses of credit and competition, but it is not a radical means of checking them. The merchants of the country need to adopt some conservative ideas before trade is prepared for drastic insolvency legislation.

* * *

A national insolvency Act is called for and it is hoped a satisfactory one may be passed during the present session of Parliament. Even if all the provincial insolvency laws were good, they ought to be superseded by a federal Act, for the difference in these laws is a grave drawback. An Ontario merchant is apt to be ignorant of the course he should take to retain his claim on goods sold to a customer in Nova Scotia. This diversity should be removed. Insolvency matters should be regulated by federal law, as trade matters, postage matters, and many other interests that are inter-provincial in their relation.

MERCHANTS' TAXES.

At last there is some likelihood that the merchants of Ontario will be put upon an equal footing with their fellow-citizens in the matter of municipal taxation. Two bills aiming to do them that simple justice have been brought before the present session of the Provincial Legislature. One of them, that introduced by Mr. Waters, was withdrawn upon the motion for its second reading, in deference to the sense of the house that it was too radical and comprehensive. This sense would probably not have been so strong if the other bill, Mr. Tait's, had not been before the house. It is moderate in its scope, and has the support of the mercantile interests of the province. It is a proposal to amend the Assessment Act by the provision that the capital of any person which is invested in any wholesale or retail mercantile business, and the stock-in-trade, book debts and other assets held for the purposes of or in connection with said business, shall not be taxed, but the income or profits derived from such capital shall be liable to be assessed. Briefly, it proposes to change the basis of merchants' taxes from capital to net income. Two sessions ago a measure to change the basis of merchants' taxes from capital to rental value of premises was passed by the Ontario Legislature. This is known as the Permissive Act. It was rendered inoperative by a provision which made its adoption a matter of local choice. Municipal councils were made the custodians of the merchants' rights, and those rights had to be suspended when votes and a strong and sure source of revenue came up for consideration. Something was gained, however. Before the passing of the Permissive Act both the Provincial Legislature and the municipal councils stood between the merchants and justice. After that measure became law the municipal councils were the only obstacle in the way of equal rights to the merchant.

Grossly unfair as it is to make capital the basis of taxation, it is not so bad as a purely arbitrary basis, one which there is no rule of getting at but the caprice or judgment of the assessor, which is almost certain to err on the long side. Guesswork, with a percentage added, is the real basis on which our merchants have been taxed. If their actual capital had been really the basis, the total revenue derived from them would most probably have been very much less. But why should capital be taxed? In every other application but that of merchandise and manufacture it has long been emancipated in this province. Money on deposit is also supposed to be taxed, but it is hard to get at. Capital, then, unless employed in commerce, manufacture, and rarely when on deposit, is never taxed in this province. Bank stocks, mortgages, bonds, debentures, general securi-

ties, grain in transit, the capital of the farmer in stock and plant, are untaxed. Our system of taxation is a rather hybrid one. It was copied in the first instance from that of New York State where all capital is taxed. But it departs from that of New York in its exemption of bank stocks, mortgages, debentures, etc. In these exemptions it imitates the principle that prevails in Europe, where taxation for local purposes is entirely on rental value. No country or part of a country in the world has anything like our merchants' tax. Ontario alone makes a discrimination against the merchant class. The merchant cannot escape it as the man whose money is on deposit can. An illustration, by the way, of the injustice of taxing capital on deposit, is illustrated by a real incident that came under notice. A widow happened to mention to the assessor that she had \$60,000 in the bank. It was at once taxed, while of all the rest of the money on deposit in that bank, probably no other yielded a municipal tax. The rich bank directors have the use of it at about 3 per cent. but pay no tax but on dividends.

A differential tax which takes in the merchant class alone is not a less arbitrary and illogical thing than a special tax which would take in only one particular nationality in the community. Imagine all Englishmen required to pay a tax on their capital, while the capital of Irishmen, Scotchmen and all the rest would be exempt. Which class is selected is immaterial. It is as indefensible in one case as in another. Nationality is as rational a principle of selection as occupation. Nor do extra privileges go with extra burdens. The real estate class have the privileges, though they pay only on the value of the land and premises. If a trader fails with the goods of a wholesaler on his shelves, does the wholesaler who pays taxes both on his premises and his capital have any special protection? He does not. On the contrary, he must look on while the landlord exercises his preferential right of distraining for rent on the very goods the wholesaler is a creditor for. The business man has no extra vote in virtue of his taxes on capital.

The country merchants suffer most, for their tax on realty is most generally on their own capital, as they are most usually the owners of their own stores. Take the instance of a man who has \$10,000 capital to start with, and uses this to buy a lot and erect a store: To get the money to buy a stock of goods he gives a mortgage on his realty as security for a loan of say \$8,000. Such a man pays a tax on nearly twice this capital. He has a capital of \$10,000, but pays a tax on \$18,000.

The personalty tax is absurdly unequal, because it rests upon the very irregular stratum of human veracity. Take three merchants, A, B and C, in the same town, doing a business of equal magnitude. A lives sumptuously and just manages to hold his assets and liabilities in a state of chronic

balance. He candidly shows the condition of his affairs to the assessor, and is credited with having no personalty to assess. He therefore escapes the tax. B is a shrewd, economical business man, and has all his stock paid for, but being something of a liar, he professes to have a very small margin of the stock to call his own. His personalty tax is accordingly a small affair. C is a thrifty, frugal man, making money fast, and the assured owner of every cent's worth in his business. He is a very honest man, and owns up to the property he has in the store. That man bears the full brunt of the personalty tax. The knavish and the improvident trader escape, but the honest and prosperous man is caught every time. And C gets no more benefit from the municipal-ity than A or B does.

A grocer and a millionaire live on opposite sides of the same street. The capital in the grocer's store is heavily taxed, but is the capital in the millionaire's house? It is not. The grocer is trading on a capital of \$5,000, while his wealthy neighbor has works of art and costly furniture within his house to the value of \$100,000. But the struggling capital is what is taxed. Yet who gets the special privileges when they go round? If the family in the mansion leaves for the seas: does the police department is asked to have a man constantly near the house to protect it and the untaxed property it contains. The request is graciously granted. If the grocer, who pays a heavy tax on the premises and an unjust one on his capital, presumes to ask such a favor, he is chided for his effrontery. In Ontario we follow merchandise with taxes as if it were a proscribed calling. The carter who draws goods from warehouse to station must pay a tax on his lowly business, but the class of people who deign to wear the streets out with their carriages in pursuit of pleasure pay no tax on the capital they have in horses and carriages. In Philadelphia everything is the other way. The exemptions are in favor of the small owner of furniture and horses.

The merchants of Toronto are giving strong support to Mr. Tait's bill. A deputation urging the passage of it waited upon the government a few days ago. It was received by Mr. Hardy. It included the chief commercial men of the city. All the wholesale grocery houses were represented. Mr. Paul Campbell, who has made the subject of municipal taxation very especially his own, presented the views of the mercantile class in an able speech. Mr. Hugh Blain, Mr. A. M. Smith and others also spoke upon the question, the latter showing that the taxes and rent his firm paid were about equal. The following other wholesale grocers were on hand: Messrs. John Sloan, James Ince, T. Kinnear, J. W. Lang, H. P. Eckardt, W. W. Keighley, J. F. Eby, H. C. Boomer, W. Logan (representing Davidson & Hay). The usual conventional answer that their views would be considered was given.

CUT PRICES AND READY MONEY.

The desire to get a hold of ready money, and the belief that the possession of that will enable a trader to redeem nearly anything he chooses to sacrifice in order to get it, are responsible for very much of the price-cutting that is done. It is wonderful what faith in the power of money is shown by men who have long experience in business. Stock with them is like paper which is risky and has to run some time before it is matured, and they treat the stock as they would such paper, by conceding a discount on its trade value, that ready money may be obtained from it. They exaggerate the value of the money, or of their own buying ability. They easily convince themselves that a brilliant stroke of buying will recover more than they have given up for the sake of turning former goods into cash. Their hopes are always buoyant, their realities always unsatisfactory. The next turnover is the thing they have chief confidence in, what they have now a chance of making money upon must be used to draw custom. Their buying, not their selling, is what they look to.

This is akin to gambling. It commonly ends as gambling does, for in the ups and downs of business, such a man will rarely from choice take to a conservative course. He can, in fact, do so from choice, only when he is in one of the "up" alternations, just when he is usually most sanguine as to the efficacy of slaughtering prices. He will have to cease perforce some time when he is in one of the "downs" of business. A gambler seldom quits playing for large stakes through motives of self-reform; he usually quits because he has no more to put up. That is the way, too, with the business man who has such a superabundance of "go" in him that he feels the restraints of profit too irksome, and refuses to be held back by them. He never falls into disciplined ideas, though he may now and then catch fortune at the tide, but generally succumbs to reverse.

Money is of course always a better asset than merchandise. But a man who has to make a living out of merchandise is supposed to be able to obtain better returns from it than he could make from money simply. The profits of business ought to be larger than interest on capital. If they were not, it would never pay a merchant to borrow money for the purpose of investing it in business. From this way of looking at the matter, therefore, goods ought to be better potential assets than money is. Money represents mere capital. Stock represents something more. It represents judgment in selection, care in buying, acquaintance with the market, and calculation of a given store's selling capacity. The goods should therefore represent capital, interest on capital, store expenses and salary. Why then should they be rushed off as something to be discounted for the sake of money? Goods ought not to

be sacrificed till their value is discounted by purely market influences. If they have become damaged by fire, exposure, shop wear, etc., if they are superseded by something new, a reduction in their value must be made in compliance with an inevitable market law. If there is an excess of goods, or a lack of buyers, or if the goods are likely to deteriorate with holding, it is better to save part of the value than risk all of it. In such cases a reduction of price is rational. But cutting is very irrational.

FOR A DOMINION INSOLVENT ACT.

President Baird presided over a general meeting of the Toronto Board of Trade on the 24th inst., convened for the purpose of discussing "whether an insolvency bill is advisable in the interests of the trade and commerce of the country." There were present: Messrs. George Bertram, E. Gurney, H. Blain, H. N. Baird, E. J. Clark, P. Burns, John Drynan, Warring Kennedy, Paul Campbell, W. J. Gale W. W. Copp, John Scott, J. W. Crowther, W. Wilson, C. Warren, W. Christie, C. B. Watts, A. Cavanagh, G. M. Rose, S. Caldecott, C. Cockshutt, J. Macdonald, W. J. Gage, R. Jenkins, George Ridout, T. O. Anderson, S. R. Briggs, A. Darling, C. Pearson, J. C. Copp, J. Donogh, James Cooper, J. W. Long, A. R. Hargraft, J. S. McMaster, H. C. Dixon, W. H. Knowlton, John Brown, T. H. Cleghorn, E. Buchan, R. Kilgour, A. W. Smith, C. Pison, P. Howland, P. Hughes, John Muldrew, T. G. Williamson, F. J. Stewart, H. P. Eckardt, P. Jamieson, J. Lugsdin, J. T. Mathews, J. Lamb, F. B. Polson, Joseph Kilgour, S. B. Brush, Robert McClain, R. W. Elliot, H. D. Warren, D. Miller, George McMurrich, R. W. Spence, W. W. Taylor, D. B. Harman.

Mr. S. Caldecott, in order to test the feeling of the meeting on the matter, moved this resolution:

That in the opinion of this board it is desirable that there should be an insolvency Act with a discharge clause properly guarded, applicable to the whole Dominion, for the equitable distribution of the assets of bankrupt estates, and that the council be and are hereby instructed to cause such an Act to be prepared, and to join the other boards of trade in pressing upon the Government the necessity which exists for having the same passed at the present session of Parliament.

Mr. Caldecott, speaking in support of his motion, said that there were 1,100,000 traders in the United States and Canada and among these there were 14,240 failures last year. Each of the provinces had different laws concerning business embarrassments, and, in consequence, it is difficult for an Ontario merchant to find out how to collect his money from an embarrassed creditor. He cited the case of a Halifax man who made a preferential assignment and thus defrauded a Toronto house out of its portion. Even worse things take place in Ontario, as a man may give a chattel mortgage on his property to an abettor and thus prevent

creditors getting justice. The present state of things has fostered the growth of dishonesty in business. In 1882 the number of failures was 755 and in 1891 it had risen to 1,846. In 1890 fraud was responsible for only one and one-eighth per cent. of the failures, but in 1891 the percentage had risen to four. A discharge clause should be inserted in the bill, as a man should be given his freedom if his estate is taken away from him.

Mr. Hugh Blain seconded the motion, and said the business irritation between the provinces should be removed by the passing of a suitable insolvency law.

Mr. George Bertram said a measure guaranteeing the equal distribution of an involved man's assets was needed. He was opposed to the discharge clause, unless it was properly hedged in. He thought the wholesale men were responsible for a great deal of the retailers' troubles, as credit was given too easily.

Mr. Paul Campbell differed with Mr. E. Gurney on the question of the law of 1875 being "an abomination." Speaking of Mr. Hugh Blain's strictures on the credit system of the dry goods trade, he stated that the grocery men made a practice of refusing extensions to country dealers, and at the same time they advise them to seek renewals from the dry goods men. An insolvency law would benefit the honest trader.

Other members spoke upon the question and the motion was put and carried.

The council of the Toronto Board of Trade met on Saturday. They referred the insolvency resolution passed at the general meeting to the Legislative Committee, with instructions to act in conjunction with other boards of trade in pressing upon the Government the necessity of an insolvency bill.

A COOL AND SLIPPERY COMBINE.

The eight ice dealers of this city have entered into a combine which takes the form of a joint stock company. They claim that such union is necessary to make possible a business in pure ice, as in the state of competition previous to this move, only bay ice could be sold at the prices going. The company is to be known as the Toronto Ice Supply and Cold Storage Company (Ltd.), with a capital stock of \$100,000. Incorporation will be asked for immediately. About 100,000 tons of ice is used in Toronto per year, or 40,000 tons for domestic use and 60,000 tons for cooling purposes. The new company propose to erect an immense ice house at Frenchman's Bay, down the lake, where the supply for domestic purposes will be stored. It will be brought to the city as needed in a steam barge, specially constructed for this purpose.

The dealers assert most positively that this company is in no sense a combine, and that they confidently expect to furnish ice at even cheaper rates than have hitherto been charged. The price for domestic ice has already been fixed, and is about the same as last year. Cards will be distributed in a few days announcing the prices to be charged. Similar companies furnish all the ice in Buffalo, Montreal and other cities, and, it is claimed, with perfect satisfaction to the consumers. Each of the dealers will put in his ice at a valuation, and stock will be taken accordingly. The city will be divided into routes in such a way as to effect a considerable saving of time in delivery. The company will erect a large building for cold storage purposes, and expect to make this an important department of their business.

SIDE LINES, OR, GLIMPSES INTO MY NOTE BOOK.

I am pleased to notice such an emphatic endorsement of my views relative to the necessity of paying strict and careful attention to the tea and butter departments of the retail grocer's store, as is contained in the following article, clipped from a late issue of the New York Commercial Enquirer.

"There is a man in the retail line who has made so much money that he could retire to-day from business, live a hundred years more, live well at that, even to the extent of owning and maintaining properly a yacht—he could even back a newspaper—yes, and at the end of the century still have enough money left to buy a white elephant. I asked him if he had made all his money in groceries. 'Every penny of it' was his reply, 'and I am proud to say I have never resorted to any trick to do so either; straight goods and full measure every time, that's my motto' and by way of emphasis he brought his fist down on the counter with a loud thump. 'And to what do you attribute your remarkable success?' I asked. 'You may call it remarkable or not just as you've a mind to, but I have always believed in building up my tea and butter trade to the highest degree. I have acted upon that belief and have paid strict attention to these two items, and it has made me.'"

As I remarked in my previous notes on these subjects there is not a question of doubt but that the principles of business followed by this "wise man of the East" will bring success to any and every grocer acting on them. Here are two of our principal articles of diet in daily consumption in every family in the land, rich or poor, so very susceptible to outside injurious influences as to require the most careful attention of the dealer, and how are they handled and served? It really distresses me in my wanderings through the city to observe the carelessness of the average grocer in the handling of butter and tea, and the wonder to me is how under the Blue Alsatian mountains they do any business in these articles. Probably their trade demands quantity and not quality, and their tea patrons use the delicate plant of the East like our primitive forefathers on its first introduction into England, boil it and serve it as a vegetable. And do you wonder at the increase of indigestion, dyspepsia, shattered nerves and insomnia when you contemplate on the stuff that is sold as tea? I don't I've got 'em all four.

HEC. SECOND.

Some people are loudly extolling the merits of the skil, a fish found in the seas of British Columbia, north of the Charlotte Islands, weighing from 4 to 12 pounds, and in form something like a pike. Connoisseurs consider it the finest fish in the market.

A TALK ABOUT TEA.

The managing director of the National Wholesale Tea Supply Association (Mr. Slaney) gave the young grocers' assistants of Manchester some advice about tea a few nights since. There was, we are told, an exhibition of a collection of specimens, curiosities, etc., which Mr. Slaney had been able to obtain through the kindness of many of the leading tea brokers in London. One specimen of tea, valued at from £50 to £60 per lb., the produce of an Indian estate, gained special attention. Mr. Slaney gave his audience some very good advice, as well as a description of the teas supplying the English market, first dealing with the products of our colonies India and Ceylon, and then with those of China and other countries. In giving some hints on obtaining a knowledge of tea, Mr. Slaney said: "In no branch of business does the axiom that 'knowledge is power' apply with more force than in a knowledge of tea. The opportunities of the grocers' assistants of to-day, speaking generally, are somewhat meagre, and it is difficult in many cases to get to know anything about this article. The only course is to make best use of the opportunities you have, not to remain satisfied with them, but to endeavor to extend them wherever practicable. Those who are favorably placed with an intelligent employer who studies tea and keeps a variety of stock, and can obtain access to the testing and blending-rooms, have opportunity of picking up knowledge."

Referring to the consumers' taste in tea, and the efforts the grocer should make to meet it, Mr. Slaney said: "Amongst the working class population, generally speaking, tea with strength is preferred to fine tea of high quality and less strength. A cup of tea made from a rasping, pungent Indian Pekoe Souchong and thick, strong broken Pekoe would be appreciated, where a cup made from a choice Darjeeling tea, costing four times the money, would not please. Many dealers pay great regard to the weight or bulk of a tea, preferring heavy close leaf, because, I suppose, users get more weight into their teaspoons when measuring into the teapot; hence tea-mills are used to reduce the size of some of the excellent liquoring teas, whose only fault is their possessing a large or ugly leaf. The steel roller operates and licks it into shape, enabling the users to blend these descriptions to advantage along with other teas at a higher cost, because, after all, the appearance has something to do with regulating the price or value."

"Never deal in tea," Mr. Slaney added, "that is objectionable in flavor, or that you would hesitate to drink yourself. Avoid earthy, minty, sour or coarse teas, or teas which, owing to the scarcity of wood in the districts in which they are grown, are packed in wood from Japan having a cedar or drug-like odour, which is soon conveyed from the

chest to the tea. Avoid by all means keeping or storing tea in proximity to any strong-smelling articles, such as soap, cheese, oranges, apples, etc. Keep tea in a dry, warm room, where it will improve. Let your blended tea be prepared a time before sale. A fresh blend, made up from identically the same teas and in the same proportions as one blended a fortnight before, will not taste near so well as the older one, whose flavors have assimilated by the teas lying together. Let your customers see that in pushing the sale of tea your aim is to please them, not to effect just one sale and no more, and if you are assured that the goods you handle are equal to the best of any of your competitors, whoever they be, success will be likely to attend your efforts. I might take up more time by going into the subject, "How to match blends." This is a higher branch, and, like analysis in chemistry, requires deep study. One hint here may be useful. Adopt the narrowing down process, and come to an accurate conclusion of the kinds or varieties that you suppose are not present; then, having fewer kinds to deal with, you more readily judge the constituents of the sample under notice. In a case of this kind observe the appearance in dry leaf and infused leaf—the leaf infusion under treatment of varying time, say five, seven or ten minutes, spreading out the leaf on white paper and judging by complexion of leaves. Testing the liquor against both originals of the teas you suppose to predominate, and blends you consider similar will, with constant practice, enable you to perform both the analytical and synthetical processes required when you wish to match or follow any particular blend."—Exchange.

WHERE THE JOKE COMES IN.

Collector.—"Mr. Rankin says he can't be bothered to send me to see you every week about that little bill." Customer.—"My compliments to Mr. Rankin, and tell him every other week will do just as well."

Bank Teller.—"This check, madam, isn't filled in." Madam.—"Isn't what?" Bank Teller.—"It has your husband's name signed to it, but it does not state how much money you want." Madam.—"Oh, is that all?" Well, I'll take all there is."—Harper's Bazar.

The Minister of Marine and Fisheries has decided to grant interim fishing licenses to all fishermen bona fide British subjects, for use on the Fraser river, B.C. Until the report of the Royal Fisheries Commission is received at Ottawa, and permanent regulations are fixed, these licenses will hold good. It will probably be a month or more before the new fishing laws are issued, and in the meantime fishermen will be able to catch the spring run. No licenses are being issued to the canneries yet, and the market fishermen are being awarded a smaller number than in former years. Ten dollars is deposited for each permit, and will go to pay for the regular license when ordered.



PARTNERSHIPS FORMED AND DISSOLVED.

Lee & Gallon, commission agents, Montreal, have dissolved partnership.

J. P. Mott & Co., manufacturers of spices and soaps, Halifax, N. S., have dissolved.

J.G. Hearle, soap manufacturer, Montreal, Que., has been succeeded by W. B. Chapman.

REMOVALS AND DEATHS.

J. F. Gibbons, general merchant, Morrisburg, Ont., is dead.

C. S. Green, of Dearborne & Co., spice merchants, St. John, N. B., is dead.

FIRES.

The Empire Tea Co., Toronto, suffered by a fire last week.

J. F. Copland, grocer, Toronto, Ont., was partially burned out last week.

McKay & Guest's flour mill, Renfrew, Ont., has been destroyed by fire. Loss 35,000, insured for \$16,000.

Annie McQueen and S. Schooley, two general merchants of Gladstone, Man., have suffered losses by fires.

McDougall's store at Eddyville, Ont. was destroyed with all its contents on Friday night. The loss was \$5,000, the insurance \$1,500.

Chas. Elliot, general merchant, Robert Stewart and Alex. Sutherland, grocers were burnt out by a fire in Bradford on the 22nd inst. Elliot's loss was about \$16,000, with insurance \$10,000; Stewart's loss \$2,000, no insurance, and Sutherland's loss was about \$300.

ASSIGNMENTS, DIFFICULTIES, COMPROMISES.

A. D. Campbell, grocer, Toronto, has assigned to J. B. Lang.

John E. Hickey, general merchant, Sackville, Ont., has assigned.

Strang & Co., wholesale grocers, Winnipeg, Man., have assigned.

Thos. Furlong, general merchant, St. John, N. B., has assigned.

H. H. Stevenson, grocer, Hamilton, has assigned to Henry Stephens.

Crockett & Co., commission merchants, Halifax N. S., have assigned.

Daniel McIntyre, general merchant, Birsedale, N. S., has assigned.

W. J. Dean, grocer, St. John, N. B., has compromised with his creditors.

Wm. Sutherland, merchant, Sheet Harbor, has assigned to S. O. Hogg.

Joseph Pelletier, general merchant, St. Jean, Port Pol, Que., has assigned.

Leon Langlois, general merchant, St. Flavie, Que., is offering to compromise.

COLLECTING INTEREST ON OVERDUE ACCOUNTS

When an account is not paid when due, says an exchange, interest should be charged on all excess time taken. This is right, perfectly legitimate and good business logic. Still many retailers, for one reason or another, do not pay their bills when due, and even in some instances after taking thirty, sixty or ninety days extra time, making great complaints if interest is added. Now there are, of course, many retailers who when their bill is about due, if they can not meet it, will write, stating they are hard up, ask for a slight extension, and request the jobber to add interest, but these are the exception and not the rule. However, as that may be, the wholesale merchant is not a banker, and retailers should get more in the habit of borrowing from their interior banks and discounting their bills with the jobbers. The retail dealers would then soon ascertain the facts that banks do not loan money without interest, and this should teach them that the charge of the jobber is perfectly correct and just, and that it should not be objected to, but paid without question. There is another point in relation to the above that retailers should not overlook, and that is that many jobbers are compelled, from the lack of capital, to borrow money from their city banks in order to carry their customers and meet their own bills, and interest must be paid on every dollar they borrow. If retail dealers would borrow from their local banks, and discount their bills, jobbers could run their business on from twenty-five to thirty per cent. less capital. Discount all your bills for one year and see how much money you will save." It will be enough to pay for a good clerk.

If all retailers would adopt the plan of sending out monthly statements, the same as jobbers, it would facilitate their making collections. Most retailers send out statements twice per year, and frequently an account gets very large during that time, consequently it is much harder for the consumer to pay, and to go still further, it is just so much harder for the jobber, who suffers from lack of collections on the part of the retail dealer. We note with pleasure that some retailers have already started in the good work of sending out monthly statements and reports have reached us that it works splendidly, that it makes collections better, and that it is growing in favor with the consumer, who was at first inclined to take exception to it. If every retailer in the country would turn over a new leaf and send out monthly statements, such a revolution would take place in collections that both retailers and wholesalers would be astonished. The small dealer would make more money by discounting his bills, and the jobber would save interest by running his business on less capital. Do not wait for your neighbor and competitor to start in this good work, but commence yourself, and others are sure to follow,

STORE HINTS.

In some old city there were four gates. Over No. 1 was the inscription, "Be Bold;" over No. 2, "Be Bold;" over No. 3, "Be Bold;" over No. 4, "Be Not Too Bold." We solicit inscriptions for the doors of groceries. The field is open to all competitors. For instance, "Hustle," "Hustle," "Hustle," "Don't Hustle Too Much."

W. D. Howells says you may speak rather disrespectfully of a woman's daughter, but if you insinuate that she brings you bad butter, you do so at your peril. The truth of this observation can be vouched for by nearly every dealer. Yes, Mr. Howells is a realist.

Do you personally use new goods which you undertake to sell? It will greatly assist you if you do, and perhaps prolong your life. Anyway, you can sell more intelligently.

Do you ever study the statistics presented in your trade journal, or in the documents issued by the Government? By the way, not nearly as many merchants avail themselves of these latter publications as should be the case. They can be obtained on request, and the Consular reports, issued monthly, are full of interest. Send for the reports of the different departments, the Statistical Abstract, etc., and make a study of them. It will pay you to keep posted.

Do you notice some days that everybody is cross and out of sorts and nothing suits them? Did you ever reflect that the trouble lies with yourself, not the "other fellows?"

Do you give any attention to the moral and intellectual welfare of your clerks? If not, you are not doing your duty as a man.

What can be more unattractive than a store window full of tea chests or wooden cracker boxes? And yet that seems to be about the range of vision some men have when they "decorate" their windows. With the endless variety of beautiful shelf goods, and the neatly packed dried fruits, they might make a regular food exposition on a small scale. Besides, it will be money in your pocket.

Be clean and tidy in your personal appearance. Nothing is more disgusting to a consumer than to be waited on by a grocer whose hands look as though they had been for some time strangers to soap and water.

If you have several customers with the same family name, be extremely careful in making charges against them on your books. I have seen much trouble caused from this neglect.

Do you get to the store in the morning and have things "going" before your customers arrive, or do you wait till they call you out of bed? Both plans work well—in their respective directions.

Do you lock your store an hour at noon that you and your clerks may dine in peace? If so, the man across the way is gathering your transients in.

Is yours the only store at the corners? If so, do you feel perfectly content to think that you are making no more money one year than another, notwithstanding the fact that you are surrounded by a more numerous constituency, which is, as a rule, better off in worldly possessions than ever? If you are satisfied, why enough has been said. There is no use talking with you.

Do you try to make your store rival in neatness the house over which your wife presides?

Do you do as you would be done by—or as nearly so as your conscience will permit?

Are you interested in many ventures outside your legitimate business?—Jerome C. in American Grocer.



CALLING FOR ORDERS.

TORONTO, March 25th, 1892.

Mr. W. S. Williams, Toronto, speaking to THE GROCER on canvassing for trade, says he does not agree with the views expressed by many of the writers. He thinks it is a less expensive way of doing business. His experience is that it costs less to canvass for trade than if the orders came to you at different times during the week; besides, retailers are enabled to get their customers by canvassing. He points out in his own case, he has a number of customers in a distant part of the city; he goes there on a certain day in each week, they all give him orders, he returns with them to his store, has them filled, and the waggon delivers them all in the same trip. If he did not take these orders at the one time they would come at different times and on different days during the week, which would mean a separate trip of the waggon to deliver each order.

MAPLE SUGAR.

EDITOR CANADIAN GROCER :

SIR,—In your issue of February 12th, under the above heading, a St. Albans, Vt., correspondent to the Boston Journal is made to utter some very erroneous and misleading statements.

Perhaps the most glaring and wilful perversion of the facts, or that which exhibits his remarkable ignorance of the subject, is where he states that "the product of Canadian maples has a stronger flavor and is darker in color than that produced from Vermont maple sap, making it better for purposes of adulteration." It may not be known to many of your readers that the section called the Eastern Townships is divided from Vermont only by the imaginary boundary lines. Along the border, from the mountains and hillsides of that State, facing the north, may be seen with the naked eye hundreds of thousands of magnificent maple trees in the counties of Missisquoi, Brome and Stanstead, the Canadian territory immediately adjoining Uncle Sam's little sugar country. Does this St. Albans man (?) (surely a woman, as such correspondent would be more discreet), imagine that the readers of the Boston Journal, among whom are numbers of Canadians and New Englanders who have passed years of their youth in quiet homes along the border, are "so thick in the head," to use a slangy but expressive phrase, as to believe such arrant nonsense? If nature has made trees on one side of an imaginary line to produce better-flavored sap than that of those on the opposite side,

or even within a few miles of such line, then I think it high time that we petition Providence to change the flavor to a "finer" one in the young and aspiring maples which are gradually being brought into active service by our farmers.

I may just say that the owners of the youngsters are probably just as good Christians as the Vermonters, many of them being descendants of United Empire Loyalists. They are withal as intelligent as their neighbors, are blessed with their share of worldly gear, and finally the modern utensils they employ in the manufacture of their delicious maple syrup and sugar are of a character to compare favorably with those used in the New England States.

Hoping that I have not trespassed too far on the space of your valued paper, if you will allow me on some future occasion, I may endeavor to show that some other statements made by the Vermonter are equally misleading. I am, yours very respectfully,

AN EASTERN TOWNSHIPER.

March 21st, 1892.

DOES ADVERTISING IN TRADE PAPERS PAY?

To pay or not to pay—that is the main question.

The advertiser may put the inquiry in this way: Does such and such a paper reach the very class I wish to interest and sell to?

The answer cannot be given in a single sentence.

There is a great difference in our trade papers. One paper may while another may not reach the special class an advertiser would cater to.

How is he going to find that out except by making the experiment? There is no other way. The trade paper must be tried and judged by results.

The staple argument of the trade newspaper owner or agent is, that his paper goes to all the people doing business in a certain line. Hence an advertisement will surely reach them.

To this rule there are some exceptions. Talking the other day with a manufacturer of bakers' and confectioners' utensils, who has only a small card in his trade journal, I asked the reason. He said: "My business is with restaurants, hotels, steamship lines, etc., but I sell largely to German bakers, candy men and others, who seldom, or never, see a bakers' and confectioners' paper. So what use would it be for me to advertise my wares in the paper?"

Quoting this opinion to a liberal advertiser in a shoe and leather paper, he said that in his business the trade paper was a necessity. The commission merchants announce to tanners and carriers that they receive consignments of leather, and to shoe manufacturers that they sell leather.

As a rule trade papers are well edited. They may be owned by a business man, but

the editor is sure to be a journalist. Hence, all the latest movements in the trades are reported promptly and accurately.

Those who expect to keep up with the times and with competitors must take and read their class paper. Thus they keep posted, and there is no excuse for not knowing the news and advertisers.

It is significant that the largest firms and corporations in different branches of trade are the most liberal advertisers. In many cases there is no need of exploiting their wares. They are long and favorably known in the trade, and customers know them by reputation or name.

Take the great iron papers (I mention no names), and in their pages you find the splendid advertisements of millionaire concerns. Who think that these advertisers want "to create a demand" for their products?

Take the great and flourishing dry goods papers. There, too, you find the full page "ads" of merchant princes, who do not especially desire "to attract attention." But when these dry goods men make a "drive" in a line of staples, or have "bargains," it is made known in their trade papers.

I do not suppose that the cards of the Fifth Avenue Hotel or of the Hoffman House in hotel papers bring many new or additional guests. But all the same, there is a good reason for their places before the public eye.

As a prominent merchant of this city said to me recently, "We put our advertisement in such and such a paper to show the people that we are still doing business at the old stand."

The number of miscellaneous advertisements in some really flourishing trade papers is small. I have before me a copy of a boot and shoe journal. Out of 255 advertisements 12 only may be classed as miscellaneous.

This is, however, far below the average, unless a trade paper occupies a limited field, or draws from a narrow range of advertisers.

Advertising in trade papers must pay, or else so shrewd an advertiser as John Wanamaker, for example, would not use such mediums. His business engages a large audience. His problem is, of course, how to reach all sorts and conditions of people.

Finally, the trade-paper man must have an argument—one that pays. He must answer the prospective advertisers questions, meet his objections and overcome many difficulties.

I do not undertake to supply arguments for solicitors. But there is a golden rule for all cases, and I do not mind stating it.

Make the advertiser see that he is getting the full value of his money.

Try it.—L. J. Vance.

A fire at Point Edward consumed the grocery store and stock of James Fraser, J. F. O'Neil's grocery was destroyed at the same time. There was some insurance in both cases. An incendiary is supposed to have started the fire.

R. A. LUCAS.

R. T. STEELE.

GEO. E. BRISTOL.

LUCAS, STEELE & BRISTOL,

WHOLESALE GROCERS AND IMPORTERS,

73 McNab St. North, Hamilton, Ontario.

HEADQUARTERS FOR

Diamond Crystal Salt. Hillwattee Tea.
 Lady Charlotte Gelatine. L. P. & Co.'s Pure Spices.
 L. P. & Co.'s Pure Coffees. L. P. & Co.'s Pure Extracts.

W. H. GILLARD & CO., Hamilton.

Wholesale Grocers.

MALLAWALLA

A blend of Pure INDIAN and CEYLON

TEA.**RICH AND DELICIOUS.**A trial will convince you of its superiority
over all other Package Teas.**NO BETTER**Baking Powder in the Market
than**"DIAMOND"****NONE**as profitable both to consumer
and dealer.**WRITE US.**We give special care to the
execution of mail orders. Full
details and quotations promptly
given on application.If you want the best value in
the country in a Congou tea to
retail at 25 cents write us for
samples.**James Turner & Co.,**

WHOLESALE GROCERS,

HAMILTON, - ONT.**EVERY GROCER
AND DRUGGIST.**We carry a full and complete line of seeds
of the purest and best STOCKS that money
can buy.**NO SEEDS ON COMMISSION.**We are Canadian Agents for Thatcher's
Butter Color. BEST IN THE WORLD.
Parchment paper. Butter Cloth.**ALEXANDRA SEPARATORS.**Hand and power all sizes. Send for
Catalogue. Address**JOHN S. PEARCE & CO.,**

London, Ontario.

WM. HOOD & CO.,

Importers and Manufacturers of



TRADE MARK.

Coffees,
Spices,
Mustards,
Cream of
Tartar,
Baking
Powders,
Flavoring
Extracts,
Etc.

48 & 50 LOMBARD ST., TORONTO.

FANCY CHEESE

SOMETHING NEW:

MacLaren's Imperial
IN CLASS JARS.

ROQUEFORT. SWISS.
GORGONZOLA. NEUFCHATEL.
PINEAPPLE. CREAM.
EDAM. PARAGON.

Direct orders received weekly.
Write us for quotations.**WRIGHT & COPP,**
GROCERS' SPECIALTIES,

40 Wellington St. East, TORONTO.

LET THE PATRONS BEGIN AT HOME.

Some wholesome advice that the farmers would be the richer if they would act upon it, is given by a writer who signs himself "Uncle Tobias," in *The Farmer's Advocate*. It is in the course of a controversy, to which reference is made in the letter, which is herewith published :

Mr. Chas. Braithwaite, of Portage la Prairie, in the Dec'r. number of the *Farmer's Advocate* has taken me to task for my uncalled-for remarks upon the organization called the Patrons of Industry. Now, nothing was further from my thoughts and intentions than to throw any discredit upon the organization, or to do it any injury. My motive was purely and simply this : To put the Patrons on their guard, and not allow themselves to be carried away like so many children by the wonderful and unreasonable stories and promises made by the organizers of these societies. I would say to all members and would-be future members, also, of this or any other society, "go slow." Think for yourselves. Don't take all these organizers tell you as gospel. "Boil it down." Yes; and it will bear boiling down one-half, or even three parts into one, and then be a good thing. "Rome was not built in a day." Neither can the Patrons of Industry do everything in a month, or year, or even five years. What business or concern of any repute, or even professional man, has come to the front and stayed there in less than five or even ten years' time. This is your great danger. You are going to fast, and doing and undertaking to much for the age and experience of your organization.

Another point lost sight of. Your members or patrons must be educated and prepared for these radical changes. But how many are so educated or prepared to turn over and jump out of buying and trading on credit to paying cash for everything they want? I venture, not one in ten. How are these members going to pay cash when they are already in debt to the country storekeeper? Look at the hundreds, yes, thousands of farmers who are gulled and fooled into buying all sorts of things they don't want; and still worse, of buying what they really do want from pedlars and tramps and rascals of all descriptions that are scouring the country and persuading and tempting the farmers into buying goods and all sorts of things that are worthless, and dear at half the money. These poor deluded farmers pay for such rubbish, when the very same goods, I care not what it is, can be bought in their nearest town or city for less money from respectable, reliable dealers and merchants, whose goods are worth the money asked for them, and should they by any accident or mistake prove otherwise, can be returned. Why farmers buy such goods, is what astonishes me; and why don't the organizers of the Patrons of Industry start a

crusade against these worthless fellows instead of against the quiet, inoffensive, honest country trader and storekeeper. Now, there would be "common sense and consistency" in this, would there not? Let the heads and leaders of the Patrons of Industry take up this, and they will have the hearty support of every class of the community. Let them educate their members on this idea. Again, I say, "go slow." Don't undertake too much. Get your members into line and touch on some other points before dictating to the merchant what his profits shall be. Get them to read and thinking more for themselves. How many members take a good agricultural paper? Teach them to read and study out both sides of the question. Don't for one moment think that all who don't think or do just as you do or would, are all wrong, either on political or any other question. No man ever made a greater mistake, and no man who reads and thinks on only one side of any question can form a fair or honest opinion.

But Mr. Braithwaite has entirely misunderstood my remarks and mistaken my meaning, when he says that I am not consistent with regard to combines. I did not say one word against farmers combining, but rather against their mode of procedure. By all means let them combine. But by all means let their combinations be consistent and fair, and on good business principles. If this is done they will succeed. But be careful and moderate, and don't brag and shout and trumpet your work and intentions all over the country, and in everybody's ear. Do the other combines do that? No, sir. They know enough to keep their business to themselves until they are ready to act or take some decided step. Not so with the Patrons. Their business, their intentions, their future plans, and all and everything, are paraded before the public, and, as it were, for the especial benefit of these other combines they (the Patrons) are opposing. This is just what they want, and they are all this time laughing in their sleeve at the ignorance and cupidity of the farmers. And just here I want to impress it upon all the leaders of this Patron movement, that before you can be ultimately successful you will have to educate at least a portion of your members in good business methods, and calm, quiet, cool judgment and actions. Until this is done the other fellows have the advantage, and they will use it, too,—mark that! Why, if the members of your Society had one-quarter the business ability and knowledge that your opponents have, you could fight them without any trouble: yes, and bring them to time. Here is another point for the leaders of Patrons to take hold of and profit by, and use to the advantage and for the benefit of your members, viz., Business methods of doing your business. Get them up out of the ruts and mire of a slipshod, guess-work, kind of "go-as-you-please" way of doing their business. Teach

your members how to save money and make money by being good, shrewd, honorable business men. I for one do think that this would pay every member of the Patrons of Industry much better, and in the end be more lasting and satisfactory than by trying to dictate to any business man what his profit shall be. How many Patrons know each how his business stands, and whether he is going behind or making money? How many Patrons keep even an ordinary cash-book? How many Patrons can tell me how much it costs them to live? How many can tell me how much money they handle or turn over in a year? How many Patrons can tell me how much per annum their cows or sheep or stock of any kind brings them in? How many Patrons know or can tell me how much it costs to keep each cow or sheep or horse or anything else on their farm? Here is where all ye organizers of the Patrons of Industry should begin. Do the other fellows who organize combines run their business in this way? No, sir; they do not. If they did, I would have no trouble in telling just how long they would last and when they would burst.

Another point and I am done for this time. I have heard good, calm, cool-headed business men and friends of the farmer say, "Don't waste your time and energy in trying to do something that is far-fetched and very uncertain, but go to work and start out with the determination to meet these questions" by "lessening the cost and increasing the production." Now, if the Patrons would engrave this upon their foreheads, or into the heads of every member, and live up to this principle, they would soon be out of the mire and ruts. Let every Patron get up and start out with the determination that he is going to increase his yield of grain per acre twenty-five per cent.; his yield per cow, in butter or cheese, ten, fifteen or twenty dollars per head. Let the leaders and organizers of the Patrons send and get a copy of the report of the Bureau of Industries and figure out for the benefit and instruction of themselves and their audience the enormous amount this extra yield per acre, or per cow, would bring, and it will astonish both them and their audience. Yes; and this increase will benefit them far more than the paltry reduction they will get on the cost of goods by asking the country storekeeper to sell them at twelve per cent. over cost. This is the kind of doctrine the organizers should talk and preach. They will then have the hearty support of all reasonable and sensible men in all lines of business and pursuits of life.

Tanglefoot does cumber the locomotion of the usually agile house-fly, but the name does not suggest anything as to the celerity with which that sticky flypaper makes its way over the face of this continent. The manufacturers, The O. & W. Thum Co. find a constant call for stock from such widely Sundered parts of America as British Columbia, Quebec, Texas, California, Louisiana, Virginia, New York and Maine. Australia also uses a lot of Tanglefoot,

H. P. ECKARDT & Co.,
Wholesale Grocers,
TORONTO.

Are you fully satisfied
with your Coffee?

If not send to us for sample order, 30 lbs. "Snow Drift Blend" price 33 cents, "Highest Grade" new style of package, in every case gives satisfaction. Almost every day brings new customers, Just one trial is all we ask, we then leave it with you.

Yours, etc.,

THE SNOW-DRIFT BAKING POWDER CO.,
BRANTFORD.

Wm. Paterson & Son
BRANTFORD.

MANUFACTURERS OF

Confectionary, Biscuits,
Jams, Jellies,
and Pickles.

—JOBBER—

Chewing Gums,
Licorice, Nuts, etc.

SEND US A TRIAL ORDER.

Best Value Made.

Ocean Wave
Baking Powder

Sold only in Cans.

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

ARE OFFERING THIS WEEK

SUGARS.
TEAS.

{ Barbadoes
and
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

304, 306 St. Paul St.,

143, 145 Commissioners St.

MONTREAL, CANADA.

GREENBANK

Double Concentrated Lye.
Double Concentrated Soda.
Bleaching Powder.

IN METALLIC TINS.

Send your order for Spring business.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.



Ram Lal's
PURE
INDIAN TEA

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

Caverhill, Rose, Hughes & Co., Montreal.



Mr. J. F. Eby of Eby Blain & Co. is in New York this week.

The stock and effects of the firm of Bray & McInnis, New Westminster, B. C., were sold by Deputy-Sheriff Armstrong on the 16th inst, and realized from fair to high prices.

Mr. George E. Church, Burke's Falls, is adding a stock of millinery to his already extensive general business in that thriving town. He was in Toronto last week making purchases.

Mr. James A. Hunter, general merchant, Durham, was in this city this week. Though but young in years he is one of the shrewdest and most successful business men of Western Ontario.

The Hospital Committee, of the Hamilton City Council, recommended the tender for the years supplies of groceries to the City hospital and the House of Refuge, to Mr. J. J. Watt, at \$3,935.

William L. Temple, a wholesale tea merchant at Halifax, N. S., failed a few days ago owing \$20,000 to English houses. He is said to have lived very extravagantly and to have been an out and out rogue.

Fire broke out in the store and dwelling house, occupied by Charles Copeland, on Talbot street east, Blenheim, a few days ago, and before the fire brigade arrived at the scene the fire had gained considerable headway.

The manufacturers of St. John, N. B., declare, in answer to a demand of local labor representatives, that they cannot afford to adopt a nine hours' working day, so long as other commercial districts of Canada continue under a ten hours' system.

Mr. John J. Holmes, junior member of the enterprising young firm of Latimer & Holmes, general merchants, Creemore, was married on Wednesday, of last week, to Miss Lila Willis, daughter of Edwin Willis, Esq., Woodstock, by the Rev. Mr. Elliott, Methodist Minister. The couple went east on a wedding tour.

Mr. J. Longeway, Orangeville, who sold his grocery business about a year ago to devote his entire time to the wholesale liquor trade, is doing even better than he anticipated. He is going to British Columbia shortly for a six weeks' trip. He was in Toronto Monday and favored THE GROCER with a call. He has been a subscriber for some years.

A serious fire took place the other afternoon in the large building on the corner of St. Catharine and St. Lawrence streets,

Montreal, and occupied as a general store. The fire started in the cellar and spread rapidly to the store, which was filled with people at the time. The stock was badly damaged, and the loss will amount to about \$20,000. The store was operated by a wealthy French syndicate.

The Woodstock Evening Sentinel-Review has an article on the Patrons of Industry in its issue of the 19th inst. It is very temperate in tone, gives the farmers' side of the case with fairness, and even concedes points that appear to be at least debatable, but it squarely states that the store contract arrangement is impracticable and mischievous.

The death is announced of Geo. W. Shaver, who, some years ago, succeeded Messrs. Jaffray & Ryan in the grocery business in Toronto, which he was subsequently obliged to dispose of on account of ill health. Mr. Shaver removed shortly afterwards to Caledonia, where his death occurred rather unexpectedly last Thursday from inflammation of the lungs. He had been in Toronto but a few days before. He leaves a wife but no family.

A deputation consisting of Mr. W. Boulter, of Picton, and Mr. Matthews, of Lakeport, were introduced to the Minister of Finance and presented a case with regard to the duty on peaches and berries. They pointed out that the duty on both raw and dried peaches is one cent per pound, though in dried peaches fifty-two pounds of raw is reduced to six pounds. They asked that to equalize this matter the duty on dried peaches be increased to five cents per pound. Regarding berries the duty is three cents per pound raw and only one cent per pound dry. They asked that this also be equalized.

Some of the local wholesale trade are doing good work in defeating the aims of the Patrons of Industry by discouraging their customers from taking up the scheme. A case in point: a merchant in a large inland manufacturing town had almost concluded a deal with the agent and committee of the Patrons. When on a visit to the city he casually mentioned the matter to one of the wholesale merchants. The merchant in question explained the unbusiness like principle involved in such a scheme. The retailer at once admitted that his wholesale friend was right, and decided to reconsider the matter. He has lately advised the house that reconsideration was for his benefit, for he dropped them and concluded to do business on business principles.

A deputation waited upon the First Minister the other morning and proposed: That in order to give still further encouragement to the export trade, on all articles manufactured in Canada and exported to other countries the manufacturer be granted a rebate of the amount of the duty which he has paid upon the material that entered into the construction of the article exported. Hon. Mr. Abbott promised full consideration of the

proposal. The deputation consisted of Mr. Chilian Jones, of Gananoque; Mr. J. S. Larke, of Oshawa; Mr. Wellington Boulter, of Picton, and Mr. J. Matthews, of Lockport, and they were accompanied by Messrs. Wood (Brockville) Taylor, Sproule, Smith and McKay, M. P.'s.

Montreal has lost one of its best-known citizens by the death of Mr. John Duncan, senior partner of the firm of John Duncan & Co., tea importers. The deceased came to that city from Hamilton, Ont., in 1866, previous to which he had been a member of the firm of G. J. Foster & Co., of that place. On his arrival in Montreal, he opened a tea importing house under the title of Duncan & Foster, and upon the death of the junior partner the name was changed to Duncan & Co. In 1880, Mr. Duncan took into partnership Messrs. W. Hutchins and John Patterson, and seven years ago the firm opened a branch house in Yokohama, of which Mr. Patterson took charge. Deceased was a director of the Merchants' Bank and of the Montreal Telegraph Company.

Some weeks ago Phillip Gough, general grocer, Halifax, assigned with heavy liabilities and insignificant assets, and skipped. Many wholesale houses were creditors and several accommodation notes were afloat. Upon promise of immunity from punishment Gough returned to Halifax and made a confession of his business methods. He was one of five partners, another of whom was a prominent city official. They agreed to get as much goods as they could upon credit, divide the proceeds, then Gough, the only recognized member of the firm, was to previously have given his blind partners a bill of sale and assign. The other partners failed to pay Gough the proportion agreed upon, but gave him \$800 on account, with which to skip, and promised to send the balance. They failed to keep their promise and therefore Gough returned, made his confession and paid the creditors \$700 of his \$800. The other members of the conspiracy are to be punished.

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



"CAIRN'S" HOME MADE MARMALADE.

As supplied to Her Majesty, The Queen.

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

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

BUSINESS CHANCES.

HONEY-COMB OR EXTRACTED-WE ARE handling large quantities, and supplying grocers in all parts of the Dominion. Gould & Co., Brantford, Ont., Bee Keepers' Supplies.

GOLD MEDAL, PARIS, 1878.



W. BAKER & Co.'s Breakfast Cocoa

Is Absolutely Pure and it is Soluble.

Unlike the Dutch Process

No alkalis or other chemicals or dyes are used in its manufacture.

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

W. BAKER & CO., Dorchester, Mass.

CORN BROOMS.

Fine Carpet Brooms.

Made of Extra Selected Fine Green Carpet Brush. Handles Striped and Varnished.

Standard House Brooms

Made of Straight Green Brush—Carefully Selected and Free of Seed. Varnished Handles.

Kitchen Brooms.

Made of Straight Red-Tipped Brush, Free of Seed. Varnished Handles.

Factory Brooms.

Made of Sound Brush. For use in Factories, Mills, Warehouses, Ships, Breweries, Railways, etc.

MANUFACTURED BY

CHAS. BOECKH & SONS, TORONTO, ONT.

Price List Mailed on application

FOR SALE.

A desirable Crockery Business. The only Crockery house in a live town of 10,000. A superior class of trade.

A stock of about \$4,000, in first-class shape.

Satisfactory reasons for selling out. For particulars apply to

BOX 173.

CHATHAM, ONT.

Chivers' Carpet Soap

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

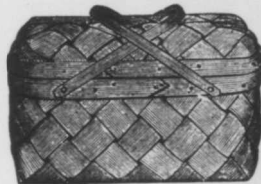
Chivers' Disinfectant Cloth Soap

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

J. H. WALKER, Alma, Ont

THE Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

Oakville, Ont.

GROCCERS.

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

JACKSON BROS., GALT.

CORTICELLI

SPOOL SILKS & TWISTS, EMBROIDERIES & FANCY SILKS.

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

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

New Eastern Townships Maple Syrup and Sugar.

(Ready for shipment soon.)



Messrs. Wilkins & Co., Adamsville, Que., have appointed us wholesale agents for their Celebrated Maple Leaf Brand. Every package guaranteed pure maple.

Put up in double seamed cans (not liable to leak) of several sizes; also in kegs and small barrels. Send for price list and discounts. They will interest you. Special quotations to large buyers.

CLEMES BROS., 51 Front St. E., Toronto.



ARTHUR P. TIPPET & CO.,

Wholesale Agents for Canada.

1 Wellington Street East, Toronto.



DON'T

LET

ANOTHER

DAY

PASS

without writing at least

for our descriptive

PRICE LIST

or send say for three or
four sample caddies.

We will guarantee to
please you.

Empire Tobacco Co.,

MONTREAL.

ALMERIA GRAPES.

The importance of the trade in these grapes will give a special interest to some account of their country of origin. From the small town of Almeria, whence they take their name, there are shipped annually between August 25 and November 15th to 20th, between 500,000 and 900,000 barrels of these grapes, England being the largest consumer, but large quantities are also shipped to New York, both by direct steamers and in transit via Liverpool.

The geographical situation of Almeria is peculiar. The usual means of getting to the town is by steamer sailing from Malaga, which is half way between there and Gibraltar. There is also a coasting steamer leaving regularly once a week from Carthage to Almeria, and these two routes command most of the passenger traffic; the mails, however, proceed by coach from Lorca, in the adjacent province of Murcia, the nearest railway station to the town of Almeria being about 90 miles distant, and those travellers who are not afraid of a 20 hours journey by coach over bad roads, occasionally impassable after a heavy rainfall, can avail themselves of this route. It is rarely visited by tourists, owing to its inaccessibility, and in consequence of this it is a thoroughly old-fashioned Spanish town, maintaining the customs and habits of the remote past. The visits of travellers have passed this place and left it in isolation. As an illustration of the slight impression that modern ideas have made upon the natives, a story is told of a traveller, who being pitifully impressed with the difficulties under which grape growers labored in getting their fruit from the interior of the country to the port of shipment, attempted to promote a narrow gauge tramway, and in consequence barely escaped with his life from the indignant people, who foresaw a loss of livelihood in the subtle proposition.

The principal source of income in Almeria is derived from grapes minerals and esparte; the population of the town proper numbers about 30,000, but the grapes are not grown in the immediate neighborhood of the town, but in the country within a radius of fifty miles, back from the sea into the interior, to the slopes of the Sierra Nevada mountains. Almost all the inhabitants are engaged in grape growing. The yield of each vineyard ranges from 50 to 2,000 barrels containing from 40 to 50 pounds net. The fruit, as is well known, is white in color, and has astonishing tenacity of life. Early in the season, great quantities of red grapes or "uvacastiza" are also shipped and meet with a ready sale in the English markets. The grapes are grown on trellises over which the vines are trailed to a height of about six feet, and generally forming an arbor. The grapes begin to ripen about the middle of August, and are usually harvested by October 1. Each grower has a house in his vineyard, with slatted sides,

and in this house the grapes are 'sweated;' this is to toughen the skins. They are taken from the vines in clusters and carefully laid in these houses to the depth of two feet, and are left there two days. Great drops of water ooze out and drop from the berries during this time. When the grower wishes to prepare his fruit for shipment he takes it from the sweat house and carefully inspects each bunch. All decayed or inferior grapes are cut from the bunch, which is laid on one side ready for packing. The barrels used for this purpose are made of oak, about one half as tall as a flour barrel, and a little less in circumference. The packer takes a barrel and sprinkles about two inches of fine ground cork in the bottom, and then lays round on top of this the bunches of fruit. After that he covers the layer of grapes with a layer of ground cork, shaking it down so that it fills any apertures that may have been left between the bunches. Inasmuch as the grape grows with the fruit wide apart on the stem, this cork also shakes into these little openings between the fruit. This operation is continued until the barrel is nearly full, when about two to three inches of the cork are packed on the top and then the cover is nailed to the barrel. The package thus becomes perfectly air-tight, and when the growers' private brand is placed on top the barrel is ready for shipment. The grower having packed ten or twenty barrels of grapes, proceeds to load from 4 to 6 of them on the back of a donkey or mule by means of a double net, which holds an equal quantity on each side of the animal. He then starts for Almeria, and his donkey being heavily laden, the driver or muleteer is obliged to walk the entire distance. Having reached Almeria the barrels are placed in a store, or on the quay and forwarded where the grower desires. The quality varies greatly, depending on where the grape is grown. The large districts in Spain where the very fine fruit is produced are Oahnes and Alhama, on the slopes of the Sierra Nevada, and Dalias on the plain. The grapes coming from these districts are of a pinkish white character, and are eagerly sought after, as possessing extra keeping qualities and the finest flavour. What is most astonishing about these grapes is the length of time they keep good and sound. Everything is packed and shipped from Almeria, as a rule by November 15, and the jobbing trade rarely dispose of the last of the fruit before the first of the following April.—The Provision Trades' Gazette.

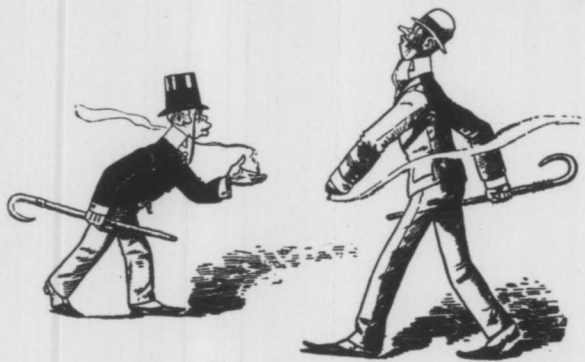
Harry Harman's pamphlet "Catchy Ideas for Window Displays," will be issued in a few weeks.

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

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

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

THOSE FASHIONABLE CANES.



BUSINESS PRINCIPLES.

From a trader of experience and recognized position we have the following admirable suggestions in regard to the principles which should be observed in connection with the purchase of goods. While the right is conceded to buy at as advantageous terms as possible, attention is called to certain unbusinesslike practices which sometimes are encountered in the trade. We take especial pleasure in laying before our readers these excellent maxims:

The tradesman who expects to win success must study carefully the economies, look carefully after purchases, try by every honorable means to get the lowest prices the market affords. No manufacturer or wholesale dealer will care less for your orders, or have less respect for you, if you try to buy at the very bottom price. Secure any and every advantage you can in low freights, in time or in cash discount. Carefully look over invoices and insist that prices and terms are in every respect as agreed.

On the other hand be just as careful not to exact a cent that does not belong to you. If you find, after making a purchase at an agreed price, that you could have done better, it is quite right to call the attention of your correspondent to this fact, you have no right, however, to make the deduction without the consent of the other party.

Be very sure you are right in making claims for shortages. Some careless clerk may have mislaid a package.

Do not take a cash discount from a bill after the agreed time.

When your bills are due, if for any reason you cannot meet them, write plainly to your creditor explaining reason for delay.

Always answer request for money when bills are due.

Never return goods without previously writing to the shipper. If the mistake has been his in sending them, he cannot refuse to take them back. If you have made an error in ordering something you cannot sell, you can doubtless in most cases arrange for return and credit or exchange, but you

should have instructions from the seller before returning.

Most wholesale hardware houses and manufacturers make a charge for package and cartage, and do not include this item in their expense account. Unless you have a specific agreement that this item should not be charged you have no more right to deduct it from your invoice than any other item.

The dealer who makes unreasonable claims, returns good without reason, exacts terms and makes deductions in settlement that he is not entitled to, is "penny wise and pound foolish." He not only inflicts loss upon his business correspondents, but he injures himself. The fact of his making these unreasonable exactions is soon known to the trade, and however strong he may be, financially, there is less desire to sell him goods. He cannot go into the market on equal terms with his neighbor, who, perhaps, has no more money, but who lives up carefully to his agreements and asks for nothing he is not fully entitled to.—Ex.

DO PEDDLERS DISSEMINATE DISEASE.

Some few weeks ago a half dozen pack peddlers, hailing from the city of New York, thoroughly covered that section of Connecticut in the vicinity of the town of Canterbury. These vendors forced their way into houses, and, opening their packs, displayed their cheap wares for the women to buy. They were generally successful, because the women bought of them to get rid of them. Two weeks after this invasion the community was startled by an outbreak of scarlet fever and diphtheria. It was ascertained in the investigation into the causes of the epidemic, that the sickness was confined to those houses in which the peddlers undid their packs. Deaths have already occurred, and the scourge is spreading. A newspaper dispatch from Canterbury says that "in no family where the peddlers failed to get into the house, has either disease appeared. It is the general opinion of the physicians who are attending the sick that the seeds of the

diseases were spread by the peddlers and came from their filthy packs."

The Philadelphia Item, commenting on the above, says:—Physicians and sanitarians have for a long time entertained the suspicion that the peddler and his pack are dangerous and fruitful sources of disseminating contagious diseases, such as fevers, small pox and diphtheria. More than once the attention of the medical fraternity and health officials have been directed to this suspected channel of contagion. Heretofore the proofs have been lacking, although it was reasonably certain that they existed.

We have now the proofs furnished us that such is really the fact.

What a pointed warning for mothers with tender children under their care!

It is tolerably well known that these industrious peddlers, when at home in the cities, lodge in the slums, or in quarters which are given up wholly to the invading army of foreigners who come to us empty in both hand and pocket. Our readers do not have to be told how these miserable people huddle together like sheep, two and three families promiscuously in a room; that filth and uncleanness abounds, as it has been too often described. It is these quarters which are a perpetual menace to the health of cities and give the health authorities the gravest concern. There they sleep in crowded rooms without ventilation and in poisoned atmospheres. They live upon unwholesome food, and are veritable windfalls for contagious diseases.

It is from these shambles, reeking with filth, disease, and ofttimes with vermin, that the peddlers in most cases go forth in the morning on their day's tramp, scattering over city and country, pushing their way into houses in their eagerness to make a sale.

How easy for them to carry the seeds of disease, and particularly of diphtheria and scarlet fever, the enemies of childhood? In the case of the typhus fever outbreak in New York, it has been established that that disease was carried from an infected lodging house to other places.

Women should be extremely careful about receiving a peddler and his pack into their houses, and particularly if he be a dirty specimen of his class. He may have slept the last night in a crowded house in which there were cases of scarlet fever or diphtheria, and the microbes may be in his clothes or his packs.

It will be found far cheaper in the end to buy goods from a reputable dealer, even if the great inducement of a bargain is not always thrown in.—New England Grocer.



TORONTO MARKET.

TORONTO, March 31, 1892.

GROCERIES.

The improvement observed last week has in the main continued. Last Friday and Saturday were good days with the wholesalers. Some decline from the rate of activity of those days is natural as the month made its way towards its close. The end of a month is always a time of more or less suspended buying. New engagements are put off till the opening of the new month. No momentous changes have taken place. Sugar is not exciting so much interest among buyers, and sellers are all the better pleased, as long as there is ray of hope for a re-establishment of the list, by some authority, either that of the refiners or that of the united jobbers. Tea is in good demand. Canned goods are going out steadily. General groceries are fairly active. Prices show no signs of improving. Dried fruits—notably Valencia raisins and currants—are very low. Rice is higher. Payments are reasonably good.

COFFEES.

Coffee is receiving its fair proportion of the general attention. A steady outward movement may be chronicled for this week. Values are invariable from week to week. Stocks of common grades are ample, and Rios go out at 17½ to 20c. Mochas are 28 to 30c. Javas shade down farther, a grade being now in stock to sell at 25c.

DRIED FRUIT.

The dealer who has the fewest Valencia raisins has most cause to be satisfied with his position in respect to trade in that staple. The price of old off-stalk is 80c. to \$1 per box, and of new off-stalk is 3¼ to 5½c. per lb. Indeed 3¼c. is susceptible of shading, and sales have been made as low as 3½c. Worse raisins have been sold at 5½c. in times gone by. The pressure of heavy supplies from outside is attenuating prices fast. Though no lower quotations may be reached—and there is no warrant for believing that they will not—the present moment is not especially inviting to buyers, as they foresee a continuance of dullness under the incubus of so heavy a supply. Currants are dull and rather weak. The range for Provincials in barrels is 4 to 5¼c., in half barrels 5 to 6¼c. The first direct steamer, the Escalona, has left Patras, where it is reported she took on but 100 tons for the Canadian market. The primary market is as dull as outside distributing centres, and offers for new stock are low. The market for Sultanias is quite stiff,

with but a limited demand on spot. The range of prices is 9½ to 13c. Of Malaga raisins only loose muscatels and black-baskets are now in stock. The former sell at \$2 to \$2.25, the latter at \$3 to \$3.50.

NUTS.

The trade in nuts is of such small proportions and so utterly featureless that it is difficult to make any comment upon the market. The list in Prices Current hardly needs an explanatory word, so little is there to be said.

RICE AND SPICES.

The lowest price at which Aracan rice now sells from jobbers' hands is 4c., and the quotation runs up to 4¼c. Japan rice, Montreal milled, is 5c., but foreign milled is 6c. Java rice sells about as easily as Japan rice, the price being 6½ to 7c. Genuine old Carolina is 9½ to 10c.

Spices pursue the very even tenor of their way. The prices of a week ago are those of to-day, and the volume of business is unchanged, a rather quiet trade being the general experience of spice men and grocers.

SUGAR.

Jobbers are not advertising the inside prices that can be wrung from them, but all the same they are conceding those prices. The basis of quotation is 3¼c. for yellow, and 4¼c. for granulated, and these prices are shaded when occasion calls for lower figures. The principle that rules appears to be that it is better to lose a little on sugar and make something on other goods that may be included in the purchaser's order, than let the sale go to somebody else. The conservative houses, however, are not making any effort to attach new custom by the force of easy prices on sugar. The old customers continue to get the favor. If the list ever does come into effect again all the houses that have established custom, naturally want to have all their patrons to begin with, and for this they are willing to make a little sacrifice to customers. The position of the sugar market is not materially changed. Raw is intrinsically strong, though pressure to realize, and the manœuvres of the Sugar Trust in the United States are forcing holders to give way occasionally. There appears to be no diminution of the prospect of a shortage in the beet crop equal to that estimated by M. Licht.

MOLASSES AND SYRUPS.

But little change is perceptible in the syrup trade, and such as there is in the way of improvement. Grades are to be had from 1½ to 3½c., the lowest being very dark.

Business in molasses is unimportant. Orders are always for small parcels, and they come forward very sparingly. No change is to be noted in the quotations as last given in Prices Current.

TEAS.

There is still strong inquiry from New York, Detroit, Chicago and other United States points for Japans of medium and upward grades. Some sales have been made which tend to lighten supplies on this and the Montreal market. The fact that such inquiry and business do exist points to a state of scarcity in the primary market that augurs well for prices of stock held here. The quantity of teas jobbed out is about as large as ever, a very good week's business being generally reported. Indian and Ceylon teas are going out quite freely. Of Indian teas Darjeelings range from 35 to 50c., Assam Pekoes 20 to 40c., Pekoe Souchongs

(Continued on page 16.)

CANNED GOODS.

TORONTO.

Nobody looks for the market to take a new tack. The thing expected, and gradually being prepared for by buyers, is an upward movement in all vegetables. The interest of jobbers at other points is beginning to be felt anew in the form of inquiries for round lots of assorted goods and of peas. Some transactions have taken place and others are in progress; the price is pretty much a matter of choice with the holder, and his views prevail in the end. The buyer has to come up with his offer or leave the goods. No very marked change in the conditions noted last week has taken place. The orders from retailers are quite numerous; a greater proportion of them are large. Nearly all sundry orders call for a few cases of vegetables. Stocks on spot are showing the effect of the quiet but continuous draft. Prices do not answer to it by any quotable change in the staple vegetables, but time is a firming influence, and quotations now are strong at the figures given last week, that is, at \$1.05 to \$1.10. Ordinary sized lots of staple vegetables, whether of separate lines or assortments, are \$1.10. Corn is partaking in the general strength, and good brands are \$1.10. It is hard to get tomatoes as a separate line in any size of lot at less than \$1.10. Pumpkins and beans are coming into interest with buyers now. The former are steady at 90c. to \$1, the latter at \$1. Fraser River salmon in flat tins continues scarce. Horse shoe is firm at \$1.45. Sardines are higher, quarters being 12½c., and halves 20c. Mackerel is easier at 95c. to \$1.10. Lobster is quiet at prices on our list. Fruits are slightly more active. Strawberries are obtainable from \$2 upwards.

MONTREAL.

The demand for canned goods is small, and jobbers prices are unchanged.

NEW STOCK PEANUTS.

SUN BRAND.

DIAMOND G. DITTO.

COON DITTO.

Special prices in 5 or 10 sack lots.

Write for prices.

California oranges this week.

CLEMES BROS.

51 Front St. E.

A Fresh Consignment expected daily of the Famous

Gartmore Estate Ceylon Tea.

Teas from this Estate brought recently the highest price ever known at auction in London.

P. C. LARKIN & Co.,

WHOLESALE GROCERS,

25 FRONT ST. E.

TORONTO.

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

TO THE TRADE
—IN—
Canned Goods.

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

Faithfully yours,

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

The Norton Manufacturing Co.,

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers
"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

THE "Lion Brand"

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

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.

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

RED RASPBERRY JAM.

The Largest and Finest Stock
IN THE DOMINION OF CANADA.

APPLY TO
THE SIMCOE CANNING CO.,
SIMCOE, ONT.

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

VANCOUVER, B.C.

Importers and Manufacturers of

COFFEES, SPICES, MUSTARDS,
CREAM TARTAR, BAKING POWDER, &c.
FLAVORING EXTRACTS,
CANDIED PEELS,
JAMS, JELLIES, MARMALADES and
CANNED FRUITS.

THE CANADA MEAT PACKING CO.,

MONTREAL,
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.



B. R. Nelles,
GRIMSBY, ONT.

Packer and Preserver of the Cele-
brated BEAVER Brand Ganned
Goods, Evaporated Apples.

JAMS and JELLIES
IN GLASS AND PAILS.
Wholesale Only.



Don't be Sidetracked

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

There is no Brand so Good
that's Cheaper.

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

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

MARKETS—Continued.

18 to 30c. Of Ceylon teas, Broken Pekoes are 35 to 45c., Pekoes 20 to 40c., Pekoe Sou-chongs 17 to 35c.

Indian teas have been quiet during the past week. From London we hear the quantity of tea offered during the week has been small, and there is no feature of interest to chronicle. A large proportion of the offerings has consisted of poor liquoring, undesirable sorts, and common grades have sold without quotable change, although there is perhaps a slight tendency to firmness. Good liquoring, useful sorts have again been in great request, and these teas show advances on late prices. The market closes with a firm feeling.

MARKET NOTES.

Canadian merchants and exporters opening business with Great Britain should place themselves in communication with Me-glaughlin, Marshall & Co., 304 Corn Exchange, Manchester, Eng. They have a good connection, and are well thought of by Canadians who have already done business with them. They have branches at Liverpool and Glasgow.

Mr. W. F. Wilkins of Adamsville, Que., wired Messrs. Clemes Bros., of this city on the 26th inst., as follows: "Tapping well under way. Having first good sap weather to-day." Clemes Bros., expect to be able to fill all orders they have received, and any others that may be sent them very shortly.

The advance in price of Cheese is due to the fact that stocks in this country are very light, the high price paid by the English buyers having taken the bulk of the stock that was carried over the winter. F. W. Fearman, of Hamilton, however, believes that Canadian, as well as the English buyers should have some of the fine Cheese made here, and has a stock selected from the best factories in Western Ontario.

PETROLEUM

Canadian refined continues to be jobbed out in the city at 14½ to 16c, and shipped outside at 14 to 14½c., the difference being for cartage. The usual limits to business this season are now operative.

The Petrolia Advertiser reports: Petrolia crude \$1.29 per barrel; Oil Springs crude \$1.29 per bb'. During the past week a firm and steady rise in the price of crude has been manifest, and will, we think, continue for sometime. As we said in our last we can see no reason why it should decline in price at all, but on the contrary everything would indicate a steady market for some time to come. The refined market is in about the



TEA KETTLE VS. WASH BOILER

A teakettle doesn't hold much water, but there's hot water enough in it to do an ordinary wash. There's no boiling or scalding the clothes needed with Surprise Soap. That's different from the heavy wash boiler; the steam about the house; the muss of it. It's a striking difference between SURPRISE and other Soaps. Your customers appreciate Surprise on this account. It has been on trial eight years, and there's money in it.

The St. Croix Soap Mfg Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

St. Stephen, N. B.

same chaotic state as it has been during the past six months, but hopes are entertained that it will eventually come out of it all right, and finally recover its legitimate business basis.

BUTTER AND CHEESE.

The balance still tips on the side of the demand. With all the makeshifts that consumers can resort to when butter is dear, the call for supplies continues to be but incompletely met by producers. Cheap syrups, cheap dried and evaporated apples, cheap canned fruit and cheap honey no doubt have a powerfully moderating effect upon the price of butter. If the market for these commodities were but moderately strong, the value of butter would be much higher than it is. Two or three good-sized deals in rolls have taken place, whereby the ownership of lots in the neighborhood of 1,000 lbs. have changed hands. Rolls are still the leading description supplied. Dairy tubs are about in the same proportion now as they were last week. Common and store tub is as much wanted and as hard to get as it was a week ago. The stringency in the supply is felt in all descriptions of home-made butter, and yet creamery sells freely only when prices are reduced. Good large roll butter is 16 to 18c., tubs are 17 to 19 and sometimes 20c., common grades are 13 to 15c., creamery tub is 21 to 24c.

Cheese holds its own as the time wears on. The value is unaltered, good fall stock being a ready seller at 12c. in ordinary lots, 12½c. in small parcels and 11½ to 11¾c. in cars and round lots generally. Half creams are 10c.

COUNTRY PRODUCE.

APPLES—The market has taken a turn in favor of sellers. Very ordinary stock runs out at \$2 and \$2.50 per barrel, but any choice hard stock or fancy color commands \$3 to 3.50.

BEANS—The stagnation which was a feature in last week's report is undisturbed, and 90c. to \$1 are the best prices growers can get for quantities. Re-selling prices are \$1.10 to \$1.20.

CRANBERRIES—The stock on spot is shrinking into small proportions, and none too soon, as the demand has been languishing for several weeks past. Prices are dull at \$4.50 to \$5.50.

DRIED APPLES—No change in the situation has been affected by the small business of this week. The sellers' price is 4¾c., while buying is indifferent at 4 to 4¼c.

EVAPORATED APPLES—No new business is reported, though sellers are to be found who would take 8c. if they could get it, but that is the outside price to retailers.

EGGS—Heavy supplies and spiritless demand keep the price down to 11c.

HIDES—Not a particle of change has over the market. No. 1 green cows' are 4½c. Cured hides are quiet at 5c.

HONEY—Sales are not of as frequent occurrence as buyers would like. No change is to be noted in prices, 9 to 10c. holding for extracted and 14 to 16c. for sections.

HOPS—The figures that represent sellers' ideas are unchanged at 18 to 24c. Yearlings are 18c.

WE ARE BUYING

Dried Apples.

SEND SAMPLES
AND QUOTATIONS.

ESTABLISHED 1866.
STANWAY & BAYLEY.
BROKERS
AND
GENERAL COMMISSION MERCHANTS.
44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES
AND QUOTATIONS.

**IF THE
MERCHANT**

Of Newbury, who used Coal Oil last week, had used the Star Fire Lighter instead of the former article, he would have got a better, a quicker, cheaper, and every way a more satisfactory fire than by any other method and that too without the danger of coal oil.

Send for free sample.

STAR MFG. CO., London.

Meglaughlin, Marshall & Co.,

Wholesale Provision Merchants,
3 and 4 Corn Exchange,

**Manchester,
England.**

Also at

Liverpool and Glasgow.

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

**THOMPSON & CO.,
LATE**

Robertson, Thompson & Co.,
Wholesale Commission Merchants,

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

185 NOTRE DAME ST., EAST,

P.O. Box 615. WINNIPEG, MAN.

TELEPHONE 62.

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

JAMES E. BAILLIE,

PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.

McWilliam & Everist,

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

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

25 and 27 Church St.,

TELEPHONE 645.

Toronto.

Arrived Ex "Scottish Prince," Car Fancy Messina Lemons. Half Car Choice Palermo Lemons. Car Choice Palermo Oranges.

Ex "Parisian," 100 cases Jumbo, 720 Valencia Oranges; 200 cases ordinary, 420 Valencia Oranges.

Direct from Florida, Two cars Fancy Florida Fruit, all sizes, Porter Bros. pack, good keepers and shew no waste.

J. Cleghorn & Son,

94 Yonge St., TORONTO.

J. F. YOUNG & CO.,

PRODUCE AND COMMISSION MERCHANTS

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

Prompt Sales and Quick Returns.

We Furnish Egg Cases. Try Us.

**WILLIAM RYAN,
PORK PACKER**

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

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

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

For Choice full flavor goods send us a Sample order.

Jas. Park & Son,

Toronto, Ontario.

P. CORRIDI,
Accountant, Auditor, Receiver, Etc.
**EXPERT AUDITING, and ACCOUNTANCY A
SPECIALTY.**

Partnership Accounts Adjusted, Books Opened,
Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.



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and } BRANTFORD, ONT
Sole Agents for Canada.

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,

70 COLBORNE STREET, TORONTO,

Solicit consignments or

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BUTTER. EGGS.

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Good connection wholesale and retail.
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All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc.

PATENT EGG CARRIERS SUPPLIED.

Good Prices paid for Good Dairy Butter.

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

Reesor & Rogers,

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Solicit consignments of Country Produce
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Is Honest Goods and just
the Thing on Which to
make or Extend a Busi-
ness.

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

MARKETS—Continued

ONIONS—Shipping is not so much held back by weather and prices are scarcely so firm as they were, though a decline in supplies is beginning to tell in favor of sellers. They quote at \$2.25 to \$2.75.

POTATOES—Free offers relieve the mind of buyers from all anxiety with respect to supplies, as 30c. on track is often a taking bid. Out of store prices are 40 to 54c.

SEEDS—Weakness in prices is the feature now most prominent. Clover is easier as a consequence of some shipments which were forwarded from the United States to England being recalled under signs of scarcity on this side. The price it is jobbed out at is \$7.35 to \$7.50. Alsike as well appears to be more plentiful than it was supposed to be, and quotes at \$7 to \$8.50. Timothy is \$1.65 to \$1.85.

SKINS—Sheepskins are steady at \$1.10 to \$1.25. Calfskins are offered and taken freely at 5 to 7c.

TALLOW—Refined is taken at 5½c., and jobbed out at 6c. Rough is unchanged at 2c.

WOOL—The market shows no reviving symptoms, and 18c. remains the best price for fleeces.

DRESSED HOGS AND PROVISIONS.

Hogs are seldom offered now, but a quotation is nominally kept up at \$5.75 to \$6.10. Products are steady, no very considerable run being experienced on anything, though long clear receives a fair measure of attention. The speculative interest in barrel pork aroused by the announcement that the budget was about to be brought down has flickered out with the appearance of that message and the lack of any proposal in it to stiffen the duty on mess pork.

BACON—Long clear is steady at 7¼ to 8c. Smoked bellies go at 10c. for heavy, 10½c. for medium, 11c. for boneless; backs are 10½c.; rolls are 8 to 8½c.

HAMS—Large lots are 10½c.

LARD—Pure is still firm at 9¼ to 10¼c. in tubs and pails. Compound is 7½ to 8½c.

BARREL PORK—The price of U. S. mess is steady at \$13 to \$14, of Canadian \$15. Short cut is firm at \$16 to \$16.50.

DRESSED MEATS—A decline in receipts is experienced. Beef in fore quarters is 4½ to 5½c., in hind quarters 7½ to 8½c., lamb is 8 to 9½c., veal is 8½ to 9½c., mutton is 7 to 7½c.

GREEN FRUIT.

All foreign markets are advancing fast on oranges. Prices here are this week as a consequence stiffer, a condition which the local relation of supply and demand tends to intensify. Floridas are scarce on spot and very firm at \$4 to \$4.50. Valencias are much higher everywhere, the quotation now standing at \$5.50 to \$6 in jobbing quantities here. Messinas are coming into stock gradually and selling at \$3.50 to \$4. The two great classes of California oranges, the Seedlings and the Navels, are being brought on the market at the rate of five or six cars per week. In each class there are four varieties. The range for seedlings is \$3.50 to \$4, and for Navels \$4.50 to \$5.50. Lemons are quiet and continue low-priced. Palermos and Messinas quote equally at \$3 to \$4. Bananas are more plentiful at \$1.75 to \$2.50. Pineapples grade downward farther on account of lack of color in some stock now to hand. The range is \$2 to \$3.50. Sweet potatoes are unchanged at \$4 to \$4.50 for Jerseys.

FISH.

The trade in fish has been very fair during the past week. Fresh salmon has been in good demand notwithstanding that the price had risen to 22c. per lb. Other prices are easy, pike being quoted at 4c., Manitoba white fish at 7c., and salmon trout at 7c. The stocks of some kinds of fish are very small, and herring and cod are not obtainable in any considerable quantities.

SALT.

Trade has been fairly brisk in salt this week, two cars of sacs, coarse, at 70c., one car of dairy at \$1.25, and two cars of bbls. at \$1.20, having been moved. There has also been an increase in the movement in small quantities.

DRY GOODS.

The trade among the wholesale dry good houses has been but fair during the past week. Most of the large orders have been filled and business will be somewhat quieter until the repeat orders become brisker. Payments are very good and the general feeling of the trade is very fair.

MONTREAL MARKETS.

MONTREAL, March 31, 1892.

The week has shown no new feature and the trade here report their men doing well, and now as the spring advances business will no doubt improve. Still more sugar is in good demand at steady prices, and although the refiners are not pushing sales, quite a few have transpired during the week at 49-16c. The wholesale trade have got tired of cutting prices and have gone back to the old figures. The French houses say their men are doing well and that payments are good.

SUGAR.

The refiners here report a good demand for sugar, but the wholesale trades are not pushing it. There is not much granulated stock on hand just now, and orders are coming in freely for it at 4½c.; the refiners are asking 1-16c. higher for prompt delivery. The backbone is apparently knocked out of the competition among the wholesale grocery houses, who have raised their figure to the half. The market on the whole is firmer, but the wholesale trade are not buying freely and must be holding off for lower prices. The two large French houses have also raised their price to the half. We quote granulated 4½ to 49-16c.; yellows, low grade, 3½ to 3¾c., and yellows bright 3¾ to 4¼c.

SYRUP AND MOLASSES.

There is only a small demand for Canadian syrups at the old figures, viz., 1¼ to 2¼c. per lb. American seem to have more call on this market and some pretty fair lots have been brought in lately. Molasses is moving in a jobbing way at the old price; quite a few sales have been made this week at 35c. The latest advices from Barbadoes says the market is quiet and unchanged. Barbadoes 35 to 38c., American 28c., syrups are quoted at 25 to 28c. for medium bright, 30 to 45c. for choice, amber 40 to 45c.

TEAS.

There has been a fair movement in teas during the week. High grade Japans are in the same steady demand, but are very

(Continued on page 20)

FLOUR AND FEED.

TORONTO.

Business in flour still lacks the stimulus of a demand that acts only in short intervals, mistrustful of the stability of the market. The dulness in wheat is the cause of this reserve. That is lower, and has no immediate prospect of being higher very soon. The outlook for next crop is not sufficiently clear yet to become a factor in the situation. Orders of more than local account are sparingly given for flour. Bids are all low. Feed is steady, and wanting generally an undertone of strength.

FLOUR—City millers' and dealers' prices are: Manitoba patents, \$5.20; strong bakers', \$4.85; Ontario patents, \$4.40; straight roller, \$4.75; extra, \$4.10 to \$4.15; low grades, per bag, \$1.25 to \$1.75.

Car prices are: Toronto freights—Manitoba patents, \$5.10 to \$5.50; Manitoba strong bakers' \$4.70 to \$4.90; Ontario patents, \$4.50 to \$4.90; straight roller, \$4.10 to \$4.20; extra, \$3.95 to \$4.00; low grades, per bag, \$1.25 to \$1.75.

MEAL—Oatmeal is \$3.90 to \$4.00. Cornmeal is \$4.

BUCKWHEAT FLOUR—Is \$4.50 per barrel. **FEED**—Bran is \$14 to \$15, shorts \$15 to \$16, mixed feed \$23 to \$25, cracked corn \$1.15, feeding corn 50 to 52, oats 31 to 32c. **HAY**—is fairly active at \$11.50 to \$12 for No. 1 timothy and \$10 to \$10.50 for mixed.

STRAW—is steady at \$6 to \$6.50.

MONTREAL.

Floursales continue within narrow compass, and full prices are obtainable only on small lots. The constant downward trend of wheat in the great grain centres renders local buyers cautious and business on export account impossible. The demand from Newfoundland, usually an encouraging feature at this season, is conspicuous by its absence, and the breaking up of the roads militates against trade with country buyers. The week therefore must be said to open upon a decidedly discouraging condition of affairs. The stock in store on Saturday last showed an increase of 3267 barrels as compared with the same day of the previous week and an increase of 4493 barrels when compared with the corresponding date last year. We quote:—Patent, spring \$5 to \$5.20; patent, winter \$5 to \$5.10; straight roller, \$4.50 to \$4.65; extra, \$4.15 to \$4.30; superfine, \$3.90 to \$4.05; fine, \$3.30 to \$3.65; strong bakers, \$4.60 to \$5.00.

Oatmeal—There is no alteration perceptible. Trade is quiet and buyers continually demand concession. The stock in store on Saturday last showed a decrease of 96 barrels when compared with the same day of the week previous and an increase of 3,649 barrels when compared with the corresponding date last year. We quote:—Granulated, bbls. \$3.95 to \$4; Rolled, bbls. \$3.95 to \$4; Standard, bbls. \$3.85 to \$3.90; Granulated in bags \$1.92 to \$1.95; Rolled, in bags \$1.85 to \$1.90.

Feed is steady, with some demand for bran and shorts. We quote bran \$16, shorts \$17, and moultrie \$23.

ST. JOHN, N. B.

The condition of the flour market is unchanged. There is very little outside demand, and the local trade is well supplied. Prices are quoted a shade easier and seem likely to remain steady. Manitoba is quoted at \$5.75 to \$5.85; Ontario High grades \$5.10 to \$5.15; Medium Patents \$4.80 to \$5.

Oatmeal—The market is dull and prices somewhat lower, with a limited demand. Present quotations are for rolled \$5.30 to \$5.40.

OUR SPECIALTIES.

Stone Ground Flour, Graham Flour, Cracked Wheat, Buckwheat Flour, Chop Feed.

Mention THE GROCER.

J. & R. ROBSON, Brantford, Ont

ROLLED OATS.

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

ARCHIBALD BROS., INCERSOLL, ONT.

BRANDON ROLLER MILLS, Brandon, Man.

MANUFACTURERS OF

Hungarian, Patent, Strong Bakers

FLOUR

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

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y, PROPRIETORS

"Beaver Mills" Flour. The best for family use Write for samples.

T. H. TAYLOR & CO., Manufacturers, Chatham.

EMBRO OATMEAL MILLS.

D. R. ROSS, EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

WALTER THOMSON MITCHELL, ONT. GENERAL GRAIN DEALER.

Manufacturer of all kinds of Oatmeal, Split Peas, Cornmeal, Pot Barley, etc.

Quotations by Wire or Letter.

HARRY T. DEVINE & CO., FLOUR, FEED AND PRODUCE MERCHANTS.

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

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VANCOUVER, B.C.

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OATMEAL

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

Write for Samples and Prices.

CARTLEY & THOMSON,

303 to 311 Talbot St.

A NEW BRAND

ADAMS'

Orange Blossom

CHEWING GUM.

30 5-Cent Bundles in Box. 150 Pieces

Each Box contains a bottle of High Class Perfume. Guaranteed First-Class.

ADAMS & SONS' CO.,

11 and 13 Jarvis St., Toronto.

See our Price List in this journal, Page 28.

Baffles Human Conception.



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

St. Leon Mineral Water Co., Ltd., Head Office, 101 1/4 King St. W., Toronto. BRANCH-Tidy's Flower Depot, 164 Yonge St.



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



MONTREAL Markets continued

scarce, there is also a small movement in blacks. We hear that the block of 2,000 packages, which has been held by a bank for sometime has been withdrawn from the market for the present. A broker representing a New York house sold 1,700 packages of low grade Japans ranging from 11½ to 13c.

COFFEES.

The demand for coffee is not active, but there is a fair business doing. Jamaicas moving quietly at a slightly higher price than Rios. There is another consignment coming direct from Aden soon, which is likely to have the same success as the last shipment which was closed out quickly. We quote:—Rio, 18 to 20c., Java, 23 to 25c.; Mocha, 24 to 25c.; Jamaica; 19 to 21c.; Maracaibo, 22½ to 23c.; Santos, 17½ to 19c.

RICE.

The rice market is strong, and it is reported that quite a turnover was made during the week among the wholesale houses, and those who have more than a sufficient stock are reaping the benefits of the advanced prices. We quote Standard \$4 to \$4.10, Japan \$4.50 to \$5, Patnas \$4.10 to \$4.75, and Carolina \$7 to \$8.

DRIED FRUIT.

The dried fruit market is quiet and prices are hard to quote, and outside of a small jobbing business there is nothing new to note. Valencia raisins are selling at 4¾c., but stock can be had at almost any price owing to the wide difference in quality. Currants about the same at 5c. The majority of jobbers here hold light stocks and some improvement is looked for in the near future. We quote:—Valencias, ordinary, 3½ to 4c.; No. 1 off stalk, 4½c.; layers, 6c. to 6¼c.; Patras currants, 5 to 5¼c.; Vostizas, in cases, 7½ to 8c.; provincial currants, 4¾ to 5½c.

NUTS.

Nuts are dull and unchanged, and outside of a small jobbing trade there is nothing doing. We quote as follows:—Almonds, Tarragona 14 to 15c.; Almonds, Ivica 14 to 15c.; Almonds, common 10 to 11c.; Almonds, hardshell 07 to 08c.; Walnuts, Grenoble, new 12 to 13c.; Walnuts, French 10 to 10½c.; Coconuts per 100 \$4.50 to \$5; Filberts 9 to 10c.; Pecans 16 to 17c.; Peanuts 07 to 10c.

GREEN FRUIT.

The movement in green fruit is not specially active. Oranges have advanced in price since our last and are steady at the following prices:—Valencias, \$5 to \$5.50; Jamaicas in barrels bring from \$6.50 to \$7, and Floridas are steady at \$3.50 to \$3.75. Lemons are quiet now and will be till the spring opens, when the direct steamers are booked to arrive, when there will no doubt be quite a stir. The market here just now is steady at the old prices—viz., \$2.50 to \$3. Strawberries, pineapples and bananas all have a small sale and we quote strawberries 50 to 55c. per box, bananas at \$2.75 to \$3.25 per bunch, and pineapples 25 to 30c. apiece.

APPLES.

The apple market is firm and stocks here are light. We quote \$3 to \$4 for prime stock. Evaporated apples are quiet at 8 to 8½c, dried bring from 5 to 6c. Evaporated peaches in tins, 12 to 13c.

HOPS.

Trane is not reviving, but small arrivals and offerings tend to keep the market firm, and Canadian are quoted at 20 to 24c. ac-

ording to quality. Pressed hops have the same movement at 18c.

FISH.

There has been very little call for fish during the week, and the market is still therefore well supplied. We quote as follows: Herring, No. 1, per bbl., \$4.50 to \$4.60; lake trout, per half bbl., \$4.00 to \$4.25; sea trout, per bbl., \$8.25 to \$8.75; codfish, green, No. 1, per bbl. \$4.75 to \$5.00; do. No. 2, per bbl., \$4.25 to \$4.50; codfish, dried, per bbl., \$4.25 to \$4.50; salmon, B.C., per bbl., \$13 to \$13.50; do., Nfld., No. 1, per tee, \$22.50 to \$23; do. do., No. 2, per tee, \$21 to \$21.50; do. do., No. 3, per tee, \$20 to \$20.50.

SMOKED FISH.

We quote:—Yarmouth bloaters, per 60 box, \$1.15 to \$1.30; Saint John's bloaters, per box, \$1 to \$1.10; boneless cod, large boxes, 6 to 7c; do small boxes, 7 to 8c.

PICKLED FISH.

Labrador herring are quoted at \$5.50 to \$5.75 per bbl, and French Shore at \$5 to \$5.25. Sea trout \$4.50 per half bbl. Salmon is nominally quoted at \$12 in bbls. Dry cod \$5 to \$5.25, and green cod \$5.25 to \$5.50 for No. 1, and \$5.75 for large.

PROVISIONS.

The local provision market is without particular change. The demand is slow and prices for pork unchanged, one packer issuing a circular to-day in which short cut is quoted at \$17. We quote as follows: Canadian short cut, per brl. \$16.50 to \$17.00; mess pork, western, per brl. \$16.00 to \$16.50; short cut, western, per brl. \$17 to \$17.25; hams, city cured, per lb. 9½c. to 10½c; lard, Canadian, in pails, 8¾c. to 9c; bacon per lb. 9c. to 10c; lard, com. refined, per lb. 7¼ to 7¾c.

BUTTER AND CHEESE.

Butter does not show any new feature. A small jobbing trade is doing at about quotations, and that is all the business there is to note. We quote:—Creamery, 20 to 22c.; Townships, dairy 18 to 20c.; Morrisburg and Brockville, 18 to 19c.; Western dairy, 16 to 17c.

Cheese does not, of course, furnish anything on spot, but the steady refusal of the public cable to advance indicates that the market over in Great Britain is not so brisk as people expected. In fact in some of the later deals on a 11¼ basis there will have to be some close figuring if prices are to be believed.

EGGS.

The egg market rules quiet, but was a little firmer to-day, 11 to 12c. being the figure for fresh. A few limed eggs are still on the market and are being jobbed off at 7 to 8c.

GRAIN.

Nothing doing in wheat. No. 1 regular is offered in store here at about equal to 78c., while there was buying at North Bay by Western men at that price. Feed wheat continues in demand at the same prices.

Barley is nominally unchanged.

Peas are unchanged still, but are duller west in consequence of the decline in the cable.

Oats remain quiet at former figures.

We quote values generally as follows:—No. 2 hard Manitoba, \$1.03; No. 3 do., 97c.; No. 2 Northern, \$1.04; peas, 72c. to 74c. per 66 pounds; oats, 31c. per 32 pounds, for Quebec; Ontario, 34c. per 34 pounds; corn, 60 to 62c., duty paid; feed barley, 42 to 43c.; good malting do., nominal.

The stocks in store in Montreal compared with those of a week ago show a decrease of 90,379 bushels of wheat, 555 bushels of corn,

3,931 bushels of barley, 96 barrels oatmeal, and an increase of 19091 bushels of peas, 62,253 bushels of oats, and 736 bushels of rye. Compared with a year ago there is an increase of 131,561 bushels of wheat, 222,569 bushels of peas, 158,851 bushels of oats, 30,517 barley, 8,026 bushels of rye, 3,649 barrels of oatmeal and a decrease of 7,875 bushels of corn.

The stocks of grain and flour in Montreal on the dates mentioned were as follows.

	Mar. 26, 1892.	Mar. 19, 1892.	Mar. 28, 1891.
Wheat, bush.....	538,694	629,063	407,133
Corn, bush.....	505	1,060	8,480
Peas, bush.....	349,525	330,434	128,955
Oats, bush.....	393,688	331,425	234,837
Barley, bush.....	86,919	90,850	56,402
Rye, bush.....	38,156	37,320	30,980
Flour, brls.....		60,117	58,891
Oatmeal, brls.....	3,909	4,005	260

ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., March, 30, 1892.

CANNED GOODS—Are beginning to move a little more freely, with no change in quotations.

SUGAR—In yellows the market is somewhat easier. Granulated holds steady and is quoted at 4 to 4¾c., yellows at 3¾c.

SYRUPS—Old stocks are pretty well reduced and sell quite readily, with quotations same as last.

BUTTER—Is very scarce, with prices higher. Fair quality is quickly bought up at 18 to 20c., while choice stock are selling at 22 to 24c.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar Manufacturing Co.,
79 and 81 Jarvis St., Toronto
Highest award, Toronto Exhibition.

Sphinx Prunes, in cases.

Sphinx Prunes, in kegs.

Bosnia Prunes, in kegs.

Turkey Prunes, in cases.

Evaporated Peaches.

Evaporated Golden Apricots.

Evaporated Silver Plums.

(California Fruits.)

T. B. Escott & Co.,
London, Ont.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

DAVIDSON & HAY
Wholesale Grocers,
36 Yonge Street,
TORONTO.

"Glover Leaf" Lobsters and Salmon in
Flat tins.

These goods are the finest quality of the
kind packed.

Also full lines of all canned goods. Close
quotations to the trade on application to

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

FISH
Codfish Skinned and Boned
In Cases of 100 lbs.

CODFISH in quintals.

Nova Scotia Turkey boxes 25 lbs.

Munn's Boneless Cod, 2 lb. blocks.

Boneless Fish, boxes 25 lbs.

Prime Salt Water Herrings in barrels
and hlf. barrels.

STUART, HARVEY & CO.
HAMILTON.

Mail Orders carefully attended to.

ESTABLISHED 1851.

To the Trade we offer
Good Bright Syrup at
25c.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street,
MONTREAL.

P. S.—Ask our prices for other groceries.

WARREN BROS. & BOOMER,
Wholesale Grocers.

35 and 37 Front St. East,
TORONTO, ONT.

EDWARD
ADAMS & CO.
ESTABLISHED 1846.
Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
TOBACCOS.
95 & 97 Dundas St., London, Ont.

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

WESTERN ONTARIO AGENTS FOR

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

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

First Arrival!
CAIRN'S
NEW SEASON'S
Home Made
Marmalade.

SMITH & KEIGHLEY
WHOLESALE GROCERS,
9 Front St. E., Toronto

Thos. KINNEAR & Co
Wholesale Grocers,
TORONTO.
—: JAPAN TEAS :—
We are offering special values
to retail at 25c., 35c., 40c.
Drop a postal card for samples.
49 Front Street East,

WE HAVE NOW IN STORE
NEW
JAMS
In Pails and Jars.

J. W. LANG & CO.,
WHOLESALE GROCERS,
TORONTO.

Valencia Raisins
Shipment Just Arrived.
Splendid Value.

Send for Quotations.

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

J. F. EBY. HUGH BLAIN.
-: FISH :-
TROUT - Lake Superior.
HERRING - Labrador, No. 1.
Medium Scaled.
CODFISH - Cases 100-lb. 1 & 2 lb. Blocks
Loose-Boxes 25 and 40 lbs.
POLLOCK - Half Quintals.
Special Value.
EBY, BLAIN & CO.,
WHOLESALE GROCERS,
TORONTO, ONT.

1 box Barm Yeast contains 2 doz. 5c. pkgs.	Sells for	\$1.20
1 do. do do do.	Costs you	50
You invest 50 cents and gain		70

Will it not pay you to handle "BARM" Yeast?

The "Barm" Yeast Manufacturing Co.,

TELEPHONE 1920.

35 Wellington St. East, Toronto.

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

ST. JOHN'S MARKETS—Continued.

CHEESE—Is still high, and likely to keep up; 13c. is the present market price.

EGGS—Are coming in more freely, and prices are gradually dropping; 14 to 16c. are the selling prices.

FISH—Dry cod are somewhat lower in price. Smoked herring 9 to 11c., shad, mess, \$6.25 to \$6.50.

BEANS—Are moving very slowly. The market is well supplied and prices are steady.

A TRANSACTION IN MOLASSES.

A rather peculiar action was decided by the Court of Appeals in Montreal the other day. The plaintiffs were Messrs. Vipond & Sons, and the defendants Tiffin Bros. In March, 1891, both parties gave an order for molasses to Goodhew & Sons, brokers, Vipond & Sons' order being for 200 puncheons and Tiffin Bros.' for 300. The orders of the two firms were given separately and independently, the understanding being that Tiffin's order should be filled first. Subsequently, the price of molasses rising, Tiffin Bros. increased their order to 1,000 puncheons. While the order was being filled the brokers received a telegram that 250 puncheons had been secured, and later another one to the effect that 550 puncheons had been bought, and without authorization from their principals, they told the two firms that these quantities would be divided between them in proportion to their orders. Now, it is customary to send with the orders for molasses, a credit on a bank here for the amount. Messrs. Tiffin sent a credit on the Bank of Montreal. Messrs. Vipond did not. Finally, when 1,000 puncheons had been secured, the vendors shipped them to Messrs. Tiffin and drew on them for the amount. Then Vipond & Sons went to Tiffin Bros. and claimed 200 of the puncheons as theirs, offering to repay the amount. They were refused, and thereupon they brought this ac-

tion for the amount of the probable profits they would have made on the 200 puncheons. The Court of Appeals holds that all the molasses consigned to Messrs. Tiffin Bros. and got by them must be theirs, and confirms the judgment, dismissing the action. If the plaintiffs have any ground for action, it is further said, it must be against the vendors of the molasses.

POINTS FOR TRAVELLING MEN.

Honesty is the best policy. This proverb has come down to us with the indorsement of the ages. It has also varied applications. At this place I would impress its applicability in the matter of the statements of the traveller to his prospective customer. The benefit resulting from the boasting of large sales is very problematical, to say the least. The customer is not likely to be induced to buy any more than he wants by any such devices, and their only effect on the sensible man is to make the boaster ridiculous in his eyes. It does not take much power of discernment to see that his purpose in resorting to them is to add to his own importance. A good memory is said to be essential to the successful liar, and this sort of boasting is not so much unlike lying as to make the good memory unnecessary. A ludicrous illustration of this matter was recently related. A traveller who was given to boasting of his large sales, and who was suspected of drawing somewhat on his imagination for his facts, was indulging his propensity in the presence of a company of fellow travellers, one of whom quietly took notes of the figures as he gave them. The result was that he not only lost the respect of his companions, but the circumstance having been reported outside, he became the butt of ridicule among his customers.

Occasionally a traveller gets too big for his position, and attempts to bolster himself up by claiming to have a proprietary interest

in the house, that he is none of your common, every day "travellers," but that he is a sort of a "special," and is just out taking a look over the trade, as it were, and as a rule, makes only the larger towns. He, perhaps, imagines that this sort of talk raises him in the estimation of the customer; it doesn't, however. The chances are, moreover, that some rival will give him away, and, thus stripped of his borrowed plumage, his influence is very much impaired. The traveller must never feel above his business. When he is attacked with this species of big head it is high time his services were dispensed with.—The Travelling Salesman.

The sixth annual report of the President of the Port Arthur Board of Trade very fully covers the ground that comes under the purview of commercial observation. The population of Algoma is shown to have doubled in the last decade, numbering now 42,000 people. The elevating capacity controlled by Port Arthur is shown to be 4,000,000 bushels. The Board is recommended to take up vigorously the matter of elevator development, as on that depends the destiny of the town as a grain market similar to Duluth and Chicago. The need of a flouring mill is pointed out. The lumber trade is shown to be very prosperous. The adverse effect of the Act of a year ago, which imposed a royalty tax on mining lands, is dwelt upon. The report is thoughtful and encouraging and is creditable to the business sagacity of Mr. Marks, the capable President of the Board.

ESTABLISHED 1841.

W. H. Schwartz and Sons,

Coffees,

Spices,

Mustard.

HALIFAX, N.S.

HALIFAX SUGAR REFINERY, (LTD.)

“WOODSIDE” BRAND.

PURE CANE SUGAR. NO BEET. NO CHEMICALS.

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

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

STORAGE—Bond or Free

Warehouse Receipts Issued.
CASH ADVANCES MADE ON ALL KINDS
OF MERCHANDISE.

WILLIAM HARDER,
Successor to J. M. Davison & Co.,
54 and 56 Wellington Street East.

SEPTEMBER AND OCTOBER CHEESE

Selected from the finest factories in
Canada.

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

YOUR STOCK

Is not complete
without a full line of
**Munn's
Boneless
Codfish.**

There is no nicer or choicer material packed
anywhere.
Be sure and send your orders for this ECO-
NOMICAL and CONVENIENT article of food.
Packed in 2 lb. bricks.
Assorted Boxes 5 lb., 10 lb., 20 lb. and 40 lbs.

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

BUY THE BEST.
STEWART MUNN & CO.,
22 St. John St., Montreal.

GANONG BROS.,

MANUFACTURERS OF THE



ST. STEPHEN, N.B.

CHOCOLATES.

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

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

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

E. BROWN & SON'S

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

BOOT PREPARATIONS SOLD EVERYWHERE.			
MELTONIAN BLACKING (As used in the Royal Household) Renders the Boots soft, 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 Lea- ther 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.

THE CORNER GROCER.

Schmidt and his clerk Herman had just finished loading the delivery waggon and started the boy on his way when officer Tooley dropped in to tell them that a chicken had escaped from the coop at the rear of the store. "Now, Herman, yoost see! Go, fix dem coops, and give dem shickens some vawter. I exshpose dey been dry like a vooden leg, onerwise dey doan try gittin' loose," said Schmidt. "Sometimes Herman is bin a careful and vatching clerk," he continued, "and sometimes as donnerwedder lazy like der deffel; I bin telling him about dem shickens yesterday already, aber, I doan pleeve hes bin give em more as a pound corn in two days. Now dot shicken's gone! How you go to make dot loss up?" asked Schmidt as he hung up a sign on the chandelier which read: "Hier wirt Deutch und English geshprochen." "Say, officer," said Schmidt, "yoost vait till I cuts dis leedle child some bacon away, I like to ask you someting—oh, here is Herman—say, Herman, give dis leedle geerl for 10 cent bacon, und wrap up der shange; she got a quwater of a tawler; give her one of dem vanilla bean waters. Dot's Krep's geerl, he works in der prewery und gets paid efery oner veek; his gredit is good, aber he doan vant some."

"Now, Tooley, vot I like to ask you ish dis: You bin selling tickets by der Fair Grounds vonst, don't you?"

"Yes," said Officer Tooley, "I sold tickets there one season."

"Vell," asked Schmidt, "Off you make a mistake by dem change how you know it is bin done?"

"Easy enough to know that," said the officer. "I was given so many tickets and I had to turn in so much money."

"Yah, dot's all right," said Schmidt; "aber hers. You give him his ticket und his shange mit once, don't you? Or wie you do dot anyhow you gif him — you take from him feerst his money, ain't it und den you gif him his ticket und his shange? (Say Herman, here's comin dot fellow for dem empty finegar barrels. Help him load em up—six, und one visky barrel.)"

"I took the purchaser's money, then handed him his ticket with his change, always," said the officer. "Why? Did somebody get too much shange from you?"

"No—oh, no—no, I tink not," said Schmidt. "Dot is, I doan know oxactly how many money I have got, as I doan got a register, aber I doan tink I makin de wrong shange," said Schmidt, as he picked a couple of feathers out of the red onion barrel. "Dem der fellow vot I pin dinkin of is all right, I know dot. He comes in here dis morning und laughing he says, 'Ah, mine frinde Schmidt, wie gehts?' und I say, 'gehts open.' Dot makes him laugh, und he say, 'Oh, you Schmidt, you deffel; you bin always got somedings new to say!' Vell, I pin counting

eggs aber I vipes dem bran fon my fingers und ask him vot it is. He say, 'Vot! you forget me so soon? I pin vorkin for dem city. He's got a job on de City Hall, he say, und he likes to look at my gas mixer or vot he call it.'

"Your gas meter," volunteered the officer. "He was, perhaps, an inspector."

"A vot? I likes to know yoost his job ish."

"A gas inspector," repeated the officer.

"So!" said Schmidt. "I pleeve he is been doing somedings mit gas, for he looks around my mixer—er my—vot you call dot? meeter, oh yah. Now he say to me—I been giving a lady some lardt in a dishes—he say, 'Vell, Schmidt, efery dings is good here around—bis auf wiedersehen,' und he is going out ven he say, 'Ah, Schmidt, you got some cigars?' I say, 'shure,' und I get from der shelf a box und he take one owed. Den he say, 'Geminy, Schmidt, dot's all de money I got—nothing smaller,' und he gif me a finf dawler pill. I lay dem change on der counter—I'm pooty sure I did—may be not; anyhow, he say, 'Hello, Schmidt, here is a nickel—yoost give me dot fimf dawler back again,' vitch I did, und he given to me de nickel. Vell, dot looks all right, aber he gets dot shange too, maybe, eh? I ask him once some time ven I come on der City Hall," said Schmidt, as he partially raised the lid of a hominy bin and leaned back on the edge of it.

Officer Tooley laughed long and heartily, and in amazement Schmidt asked:

"Vy you laugh so tam big?"

"Why, you have been flim-flammed," said Tooley.

"Flimmer-flam! vots dot?" asked Schmidt, as he scanned himself from head to foot.

"That fellow," said the officer, "was not a gas inspector, he was a confidence man. He got your change, \$5 bill, cigar, and all. Ha, ha, ha."

"Say, Tooley, doan you fool mit me. A virm vot ish too much shtep on is boun to turn up side down."

"I'm not fooling you," said Tooley, "that fellow 'worked' you. He don't belong to the City Hall any more than you do."

"Ouf I find him, does der law let me kill him?" asked Schmidt, excitedly.

"Not quite," said the officer, "but how in the world did he 'do' you. Haven't you read of those fellows who make a practice of such things for a living?"

"No," said Schmidt "did he do dees tings already before?"

"Certainly," answered the officer. "Every day you read of such fellows as he is."

"Now, py goodness, I git me a zeitung. Herman, he always say, no use to sphend money for bapers, awer, I been fooled much by dese schmoot fellows, yund yoost letz veek dot Intergrocer Schtatement' man vas here, aber Herman he keep me back from taking von year's inscriptions. Now, you see vot it is. I'm de tam fool, und I tink

I, m schmartd. Letz veek a schmall boy been coming in here und he say he haf a letter from my wife who is up town buying dry goods. I reads dem letter und it was from my wife. She say:

"Schmitt: Blease gif dis poy finf dawler, I doan take enough along.

MARIE."

"Dot poy gits dem five dawlers, und ven mine wife comes home, she say she doan been sending dot boy, see! He schwindles me too, by Jeeminently dis ish one son of a gun of a guntry. Before I come ofer here mine friend writing me und he say: 'Dis is a pully country, come ofer.' Hier gehts geradt wie in Deutchland, but I bin not seeing so many schwindlers in mine country."

As officer Tooley walked out, Schmidt said to Herman:

"Yoost delephone dot cash re—gister man to come down here, und bring a machine mit, I likes to know how schlow I bin getting rich."

Then Schmidt hung up a sign: "Eggs, 20 cents; fresh, 25 cents," and rolled his apron up and went to lunch, after giving Herman instructions to put new sawdust under the syrup faucets.—W. E. Robertson in Interstate Grocer.

THE GROCER OF THE FUTURE.

Yes, the grocer of the future

Will be what they call "all-round;"
He will aim at something higher
Than the making of a pound.

He will play upon the organ,
He will play upon the flute,
He will write sweet "lyric" poems
On his sugar and his fruit.

Mathematics pure or mixed, sir,
He will do with wondrous ease;
Euclid he will know by heart, sir,
And all modern histories.

Philosophic he will be, sir,
French and German he will speak,
Metaphysics he will study,
And, of course, a little Greek.

He will be a jolly fellow,
Smoke his pipe and help the poor,
And have cushioned seats in summer,
Just outside his grocery store.

And in winter tea and muffins
For each buyer he will get,
And, of course, he'll lend umbrellas,
Gratis, when the weather's wet.

And on Saturdays he'll sing, sir,
Serio-comic songs galore,
As he plays upon his banjo
In the middle of his store.

And when daisies fleck the meadows
And the woods are full of flow'rs,
He will wander thro' them, dreaming
Of a happier land than ours.

Won't he be a splendid fellow?
Well, he's coming, so they say,
Let us hope with ail his learning
He will make the grocery pay.

C. J. KEANE,
in Manchester Grocers' Review.

PICKLES
PRICES
REDUCED!



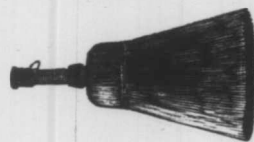
If you want to handle a First-Class Article, either Bulk or Bottle, buy only the BEAVER BRAND, Pickled by

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

**CANADA PATENT
BRUSH CO.,
WINDSOR, ONT.**



OUR **BRUSHES** ARE
Good Sellers,
Cheap,
Durable.



OUR **WHISKS** ARE
Neatest and Best
Sellers in the
Market.

All grades of Brooms
at Reasonable Prices.

WRITE FOR QUOTATIONS.

COMBINES!

One of the best is the combination of Coffees, Cream and Granulated Sugar which forms Condensed Coffee "Reindeer Brand."

The popularity of this combine is growing rapidly. Unquestionably the best brand of Cond. Milk is the well-known reliable "Reindeer Brand."

The Truro Condensed Milk and Canning Co.,
(Limited.)
Truro, N. S. Manufacturers.

**Cowan's
HYGENIC COCOA.
ROYAL NAVY ROCK
CHOCOLATE.**

These standard preparations are kept by all first-class Grocers.

Ask For Them.

The Cowan Cocoa and Chocolate Co. L'd,
14 and 16 Mincing Lane, Wellington St. W.
Toronto

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

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

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

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



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

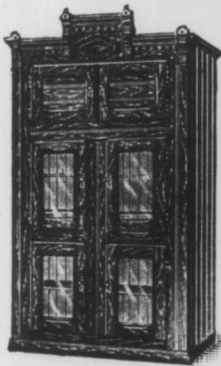
C. T. HEISEL,
36-38 Lombard St.
TORONTO.

HARRY HARMAN'S NOVELTY PAMPHLET.

A new and useful illustrated pamphlet, entitled "Catching Ideas for Window Displays." The information given in catchy ideas, comprises useful suggestions adapted to meet the wants of all lines of business, and devoted especially to the latest and best ideas on window dressing and store decorating, fully explained; in fact, it is full of valuable information. Some Easter Designs. On receipt of 75 cents, the "Novelty Pamphlet" will be sent, prepaid, including a box of Harman's Window Pane Cleaner to any address in the United States, Canada or Mexico.

HARRY HARMAN, Window Dresser and Decorator, P. O. Box, 113 Louisville, Ky.

Grocer Refrigerators.



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

THE
"MONSOON"
BRAND
OF PURE INDIAN TEA

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

STEEL, HAYTER & CO.,
Growers' and Importers,
TORONTO.

BRUNNER, MOND & Co.,
LTD.,
Northwich, England.

CRESCENT BRAND.



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.

The Best



Acknowledgement of the superiority of Eddy's Matches is when unscrupulous firms imitate our standard, reliable brands.

The E. B. EDDY CO.,

Hull, Canada.

TORONTO BRANCH ·

29 Front St. W.



WE MANUFACTURE
Autographic Registers.

PRICES:

Regular - \$15.00
With Combination Till \$20.00

Send for Circulars.

THE NATIONAL CASH REGISTER CO.,

OFFICE: 63 King St. W., TORONTO.



All the Flesh-forming and Strength-giving Elements of Prime Beef

ARE SUPPLIED BY

JOHNSTON'S FLUID BEEF.

It is a valuable Food for the Sick—an invigorating and stimulating beverage. Nutritious, palatable and easily digested.

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

TORONTO.

AGENTS FOR

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

The British America Starch Co., Brantford.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Mar. 31, 1899.

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

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

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

BAKING POWDER.



Cleveland's Superior Baking Powder in tin cans, per dozen net.

10 cent tins 1 00
1/4 lb. " 1 50
6 oz. " 2 20
1/2 lb. " 3 80
12 oz. " 4 25
1 lb. " 5 50
5 lbs. " 25 50

Empire, 5 dozen 4 oz cans..... \$0 75
" 4 " 8 " 1 15
" 2 " 16 " 2 00
" 1/4 " 5 lb cans 9 00
" bulk, per lb 15

COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes.... \$2 40
" 10, in 4 doz boxes..... 2 10
" 2, in 6 " 80
" 12, in 6 " 70
" 3, in 4 " 45
Pound tins, 3 oz in case..... 3 00
12 oz tins, 3 oz in case..... 2 40
5 oz tins, 4 " 1 10
5 lb tins, 1/4 " 14 00
Ocean Wave, 1/2 lb, 4 doz cases
1/2 lb, 4 " 1 30
No. 1, 2 " 2 26
5 lb, 1/4 " 9 60

OCEAN WAVE

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



Price's Cream Baking Powder
Dime cans, 4 \$0 95
6 " " 3 1 40
8 " " 3 2 00
12 " " 1 to 4 3 60
16 " " 1 to 3 5 00
2 1/2 lbs " " or 1 12 00
4 " " " or 1 18 25
5 " " " or 1 22 75
10 " " " or 1 44 00

Per doz
Dunn's No. 1, in tins..... 2 00
" 2, in tins..... 75
Cook's Gem, in 1 lb pkgs..... \$1 75
" 7 oz 85
" 2 oz 40
" 5 lb tins..... 65
" " bulk per lb..... 12

BISCUITS.
TORONTO BISCUIT AND CONFEC-
TIONERY CO.

Abernethy 8 1/2
Arrowroot \$0 11
Butter 0 6
" 3 lbs 0 20
Cabin 0 7 1/2
Cottage 0 7 1/2
Digestive 0 10
Daisy Wafer 0 16
Garibaldi 0 10
Gingerbread 0 11
Ginger Nuts 0 10
Graham Wafer 0 09
Lemon 0 10
Milk 0 09
Nic Nac 0 12
Oyster 0 06
People's Mixed 10 1/2
Pic Nic 0 09
Prairie 0 08 1/2
Rich Mixed 0 14
School Cake 0 11 1/2
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 08 1/2

BLACKING.

Day & Martin's, pints, per doz \$3 20
" " 1/2 " 2 10
" " 1/4 " 1 10
Spanish, No. 3 4 50
" " 5 8 00
" " 10 9 00
Japanese, No. 3 4 50
" " 5 7 50
Jaquot's French No. 2 3 00
" " 3 4 50
" " 4 8 00
" " 5 10 00
" 1-gross Cabinets, aast, 7 50

BLACK LEAD.

Reckitt's Black Lead, per box... 1 15
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.

TELLIER, ROTHWELL & CO'S.

Royal Black Lead, per gross..... \$1 80

F. F. DALLEY & CO.

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

BLUE.

Reckitt's Pure Blue, per gross. 2 10

TELLIER, ROTHWELL & CO'S.

Parisian Square Blue, per lb. 13 to 14c

CORN BROOMS.

CHAS. BOECKH & SONS, per doz

X Carpet, 4 strings, net \$3 60
2 " 4 " 3 20
3 " 3 " 2 95
XXX Hurl 4 " " 2 90
1X " 4 " " 2 65
2X Parlor 4 " " 2 50
" 3 " " 2 25
4 " 3 " " 1 85
5 " 2 " " 1 50
Warehouse 4 " " 3 25
11 Ship 4 " " 4 00
1 Cable 2 wire bands, net.... 3 25
2 " 3 " " 4 00

CANNED GOODS.

Per doz
Apples, 3's \$1 00 \$1 10
" gallons..... 2 25 2 50
Blackberries, 2 2 00 2 25
Blueberries, 2 1 10 1 25
Beans, 2 1 00
Corn, 2's 1 05 1 10
" Special Brands..... 1 30 1 60
Cherries, red pitted, 2's .. 2 25 2 40
Peas, 2's 1 10 1 15
Pears, Bartlett, 2's 1 75
" Sugar, 2's 1 50
Pineapple, Baltimore 2 40 2 50
" Bahama 2 90 3 00
Peaches, 2's 2 10 2 25
" 3's 3 00 3 50
" Pic, 3's 1 60 1 65
Plums, Gr Gages, 2's 1 75 2 00
" Lombard..... 1 75 2 00
" Damson Blue..... 1 65 1 90

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for catalogue.

THE SUPPLY CO., Niagara Falls, Ont.



Order a box from your wholesale; you and your customers will be pleased with it. Put up in 50c. box containing 45 packages. Sells 2c. a package or 3 for 5c

DR. PRICE'S Cream Baking Powder.

Contains neither Ammonia or Alum. The President of the St. Paul Board of Health, says: "Ammonia is harmful and interferes with normal digestion."

ORDER IVORY BAR SOAP

BUY THE ONLY BEST



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

Prices Current, Continued—

Pumpkins, 3's	0 90	1 00
" gallons	3 00	3 25
Raspberries, 2's	2 25	2 40
Strawberries, choice 2's	2 00	2 40
Succotash, 2's	1 50	1 65
Tomatoes, 3's	1 10	1 15
Finnan haddies	1 50	
Lobster, Clover Leaf	2 25	
" Crown	2 75	
" Other brands	1 90	2 10
Mackerel	0 95	1 10
Salmon, Horseshoe, talls	1 45	
" flats	1 70	
" white	1 10	1 25
Sardines Albert, 1/2's tins	12 1/2	
" Martiny, 1/2's	10 10 1/2	
" Other brands, 9/4	11 16 17	
" P & C, 1/2's tins	23 25	
" 1/2's	33 36	
Sardines Amer, 1/2's	6 1/2	8
" 1/2's	9 11	

CANNED MEATS.

Comp. Corn Beef 1 lb cans	\$1 50	\$1 65
" 2	2 55	2 70
" 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 50	
" 2	2 60	2 75
" 4	4 75	
Par Ox Tongue, 2 1/2	8 00	8 25
Ox Tongue	7 85	8 00
Lunch Tongue	3 25	
" 2	6 00	6 20
English Brawn	2 75	2 80
Camb. Sausage	2 50	
" 2	4 00	
Soups, assorted	1 35	
" 2	2 25	
Soups & Bouilli	1 80	
" 6	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans	1 60	
Potted Ham, Tongue or Beef, 6 oz cans	1 35	
Devilled Tongue or Ham, 1/2 lb cans	1 40	
Devilled Chicken or Turkey, 1/2 lb cans	2 25	
Sandwich Ham or Tongue, 1/2 lb cans	1 50	
Ham, Chicken and Tongue, 1/2 lb cans	1 75	

CHEWING GUM.

Tutti Frutti, 36 5c bars	\$1 20	
Pepsin Tutti Frutti, 33 5c packets	0 75	
Orange Blossom (new) 150 pieces (each box contains a bottle of high class perfume. Guaranteed first class)		
Monte Cristo, 180 pieces (with brilliant stone ring)	1 30	
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 (new)	1 50	
Mexican Fruit, 36 5c. bars	1 20	
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.		
Chocolate— Per lb.		
French, 1/2's, 6 and 12 lbs.	0 30	
Caraccas, 1/2's, 6 and 12 lbs.	0 35	
Premium, 1/2's, 6 and 12 lbs.	0 30	
Sante, 1/2's, 6 and 12 lbs.	0 26	
Diamond, 1/2's, 6 and 12 lbs.	0 24	
Sticks, gross boxes, each	1 00	
Cocoa, Homeopat'c, 1/2's, 8 & 14 lbs	30	
" Pearl	25	
" London Pearl 12 & 18	22	
" Rock	18	
" Bulk, in bxs	18	
BENSNDORF'S ROYAL DUTCH COCOA.		
1/2 lb. cans, per doz	\$2 40	
1 " " "	4 50	
1 " " "	8 50	

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.		
Mott's Broma	per lb	\$0 30
Mott's Prepared Cocoa		28
Mott's Homeopat'c 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 Nibs		30
Mott's Cocoa Shells		5
Mott's Vanilla Chocolate stick	22c-24	
Mott's Confec Chocolate	22c-40	
Mott's Sweet Choc. Liqueurs	21c-30	
COWAN COCOA AND CHOCOLATE CO.		
Cocoas—		
Hygienic, 1, 1/2, 1 lb. boxes	70, 75	
Iceland Moss 1/2 lb in 12 lb boxes	35	
Soluble (bulk) 15 & 30 lb bxs	18, 20	
Soluble (tins) 6 lb and 12 lb	20	
Cocoa Nibs, any quantity	30, 35	
Cocoa Shells, any quantity	05	
Cocoa Essence, any quantity	1 40	

Chocolates—		
Mexican, 1/2, 1/2 in 10 lb bxs	36	
Juice & Dessert, " "	40	
Vanilla " "	35	
Sweet Caraccas " "	40	
Chocolate Powder, 15, 30 lb bxs	25	
Chocolate Sticks, per gross	40	
Pure Caraccas (plain) 1/2, 1/2 lbs	30	
Royal Navy (sweet) " "	40	
Confectioners' in 10 lb cakes	30	
Chocolate Creams, in 3 lb bxs	30	
Chocolate Parisien, in 6 lb bxs	30	

WALTER, BAKER & CO'S

Chocolate—		
Pre'm No. 1, bxs. 12 & 25 lbs each	40	
Baker's Vanilla in bxs 12 lbs each	52	
Caraccas Sweet bxs 6 lbs each, 12 bxs in case	30	
Eagle, sweet & spiced, bxs 12 lbs each	33	
Vanilla Tablets, 416 in box, 24 bxs in case, per box	3 6	
Spanish Tablets, 100 in box, 12 bxs in case	3 00	

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

GIBSON & GIBSON'S per lb		
Sydney Gibson's Cocoa, 1/2's	0 30	
Dr. Clarke's Cocoa, 1/2's and 1/2's, 5 tins	0 45	
Soluble Cocoa bulk in boxes	0 18	
Prepared do	0 22	
Sydney Gibson's Chocolate, 1/2's, and 1/2's	0 30	
Gibson's Rock do 1/2's	0 28	
Dr. Clarke's do do 1/2's	0 30	
Confectioners' Pure Chocolate 10 lb. blocks	0 30	
Vanilla choc. sticks, per gross 1 0c	1 00	
per doz		
Gibson's Icina, 1 lb / 24 lbs in case	1 25	
do do 1 lb	1 25	
Packed, chocolate, pink or white assorted, or if required, any kind separate.		

CLOTHES PINS.

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

CHAS. BECKH & SONS, per box		
5 gross, single & 10 box lots	0 75	0 80
35 Star, 4 doz. in package	0 85	
32 " 6 " "	1 25	
25 " 4 " cotton bags	0 90	
COFFEE.		
GREEN c. per lb		
Mocha	28, 33	
Old Government Java	25, 32	
Bio	17, 20	
Plantation Ceylon	23, 31	
Porto Rico	24, 28	
Guatemala	24, 26	
Jamaica	22, 23	
Maracaibo	24, 26	

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

TODHUNTER, MITCHELL & CO'S		
Excelsior Blend	33	
Ox Own	31	
Laguayra	29	
Mocha and Java	32, 33	
Java, Standard	33	
" Old Government	30, 32	
Arabian Mocha	36	
Santos	28	

J. W. COWAN & CO.		
Standard Java in sealed tins, 25 and 50 lbs.	36	
Standard Imperial in sealed tins, 25 and 50 lbs.	32	
Standard Blend in sealed tins, 25 and 50 lbs.	33	
Ground, in tins, 5, 10, 15 and 25 lbs	20 30	
Say's Parisien, in 1/2 and 1 lb tins	30	

DRUGS AND CHEMICALS.

Alum	lb	\$0 02	\$0 03
Blue Vitriol		0 06	0 07
Brimstone		0 03	0 03 1/2
Borax		0 13	0 14
Camphor		0 65	0 75
Carbolic Acid		0 80	0 50
Castor Oil		0 10	0 11
Cream Tartar		0 28	0 30
Epsom Salts		0 01 1/2	0 02
Paris Green		0 16	0 17
Extract Logwood, bulk		0 13	0 14
" boxes		0 15	0 17
Gentian		0 10	0 13
Glycerine, per lb		0 17	0 20
Hellebore		0 16	0 17
Iodine		5 50	6 00
Insect Powder		0 30	0 35
Salpetre		0 08 1/2	0 09
Soda Bicarb, per keg		2 50	2 75
Sal Soda		1 00	1 25
Madder		0 12 1/2	

ALWAYS ORDER RECKITT'S BLUE.

BUTTER CRACKERS

In 3 lb. packages. Sell like Hot Cakes at 25c.

TRY A CASE.

Toronto Biscuit and Confectionery Co.,

7 Front St. E., Toronto.

Prices current, continued—

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO
NEWMARKET.

Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs.....	9 50
No 2 ".....	8 50
No 3 ".....	7 50

EXTRACTS.

Dalley's Fine Gold, No. 8, p. doz.	\$0 75
" " " " 1, 1 1/2 oz....	1 25
" " " " 2, 3 oz.....	1 75
" " " " 3, 3 oz.....	2 00

FIRE LIGHTER.

"Star" Fire Lighter, per gross \$1 70

FLUID BEEF.

JOHNSTON'S, MONTREAL

Cases, No. 1, 2 oz tins	\$2 75 \$3 00
" No. 2, 4 oz tins	4 50 5 00
" No. 3, 8 oz tins	8 00 8 75
" No. 4, 1 lb tins	12 60 14 25
" No. 5, 2 lb tins	25 00 27 00

FRUITS.

FOREIGN.

Currants, Provincial, bbls.	4 1/2 5 1/2
" " " " cases	6 1/2 6 1/2
" Filiatras, bbls	6 1/2 6 1/2
" " " " cases	6 1/2 6 1/2
" Patras, bbls	6 1/2 6 1/2
" " " " cases	6 1/2 6 1/2
" Vostizzas, cases	7 1/2 7 1/2
" " " " cases	8 1/2 10
" 5-crown Excelsior (cases)	9 1/2 10
" " " " cases	9 1/2 9 1/2
Dates, Persian, boxes	5 1/2 5 1/2
Figs, Elemes, 14oz., per box	11 1/2 12 1/2
" " " " 10 lb boxes	16 1/2 17 1/2
" Seven-Crown	16 1/2 17 1/2
Prunes, Bosnia, casks	5 1/2 5 1/2
" " " " cases, new	6 1/2 7 1/2
Raisins, Valencia, off stalk	3 4
" " " " old	3 4
" " " " New off stalk	3 1/2 4 1/2
Selected	7 8
Layers	7 8
Raisins, Sultanias	11 13
" " " " Eleme	11 13
" " " " Malaga:	
London layers	2 25 2 65
Imperial muscatels	2 00 2 25
Imperial cabinets	2 75 3 00
Donnoisseur clusters	3 50 3 80
Extra dessert	4 25 4 75
" " " " qrs.	1 25 1 30
Royal clusters	5 00
Fancy Vega boxes	6 75 6 80
Black baskets	3 00 3 50
" " " " qrs.	1 10 1 30
Blue " " " " cases	4 00 4 25
Fine Dehesas	5 40 5 50
" " " " qrs.	1 80 1 90

Lemons	3 00 4 00
Oranges, Floridas	4 00 4 50
" " " " Valencia	5 00 6 00
" " " " Messina	4 00 4 50
" " " " Seedlings	3 50 4 00
" " " " Navels	4 50 5 50

DOMESTIC.

Apples, Dried, per lb.	0 04 0 04 1/2
do Evaporated	0 07 1/2 0 08

FISH.

Oysters, per gallon	1 25 1 30
" select, per gallon	1 60 1 70
Pickrel..... per lb	0 06
Pike..... do	0 07
White fish..... do	0 07
Manitoba White fish do	0 07
Salmon Trout..... do	0 07
Lake herring..... do	0 04
Pickled and Salt Fish:	
Labrador herring, p. bbl	6 00 6 25
Shore herring.....	5 00
Salmon trout, per 1/2 bbl	5 00 5 50
White Fish, 1/2 bbl.....	5 50 5 75
Dried Fish:	
Codfish, per quintal.....	5 25 5 75
" " " " cases	5 00 5 50
Boneless fish..... per lb	0 04 1/2
Boneless cod.....	0 06 1/2 0 08
Smoked Fish:	
Finnan Haddies, per lb	0 07 1/2 0 08 1/2
Bloaters..... per box	1 00 2 25
Digby herring.....	0 15
Sea Fish: Haddock per lb	0 05
Cod.....	0 07 1/2
R.C. salmon.....	0 22
Market Cod.....	0 01 1/2
Flounders.....	0 05
Smelts.....	0 05 0 07
Mackerel.....	0 09
Frozen Sea Herrings	1 50 1 75

GRAIN.

Wheat, Fall, No. 2	0 83 0 84
" " " " Red Winter, No 2	0 81 0 82
Wheat, Spring, No 2.....	0 82 0 83
" " " " Man Hard, No 1.....	1 05
" " " " No 2.....	0 87 0 89
" " " " No 3.....	0 83 0 89
Oats, No 2, per 34 lbs	31 32
Barley, No 1, per 48 lbs.	56 57
" " " " No 2 extra.....	48 49
" " " " No 3.....	79 81
Rye.....	62 63
Peas.....	48 48 1/2
Corn.....	48 48 1/2

HAY & STRAW.

Hay, Pressed, "on track	11 50 12 00
Straw Pressed, ".....	6 00 6 50

HARDWARE, PAINTS AND

OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis.....	2 30
40 dy.....	2 35
30 dy.....	2 40
20, 16 and 12 dy.....	2 45
10 dy.....	2 50
8 and 9 dy.....	2 55
6 and 7 dy.....	2 70
5 dy.....	2 90
4 dy A P.....	2 90
3 dy A P.....	3 30
4 dy C P.....	2 80
3 dy C P.....	3 20

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

HORSE SHOES: From Toronto, per keg.. 3 60 3 70

SCREWS: Wood—

Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis.	
Flat head brass 7 1/2 p.c. dis.	
Round head brass 7 1/2 p.c.	

WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]

1st break (25 in and under).....	1 40
2nd " (26 to 40 inches).....	1 55
3rd " (41 to 50 ").....	3 40
4th " (51 to 60 ").....	3 70
5th " (61 to 70 ").....	4 00

ROPE: Manila.....	0 12 1/2
Sisal.....	0 10 1/2
New Zealand.....	0 08 1/2

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

SHOT: Canadian, dis. 10 per cent.

HINGES: Heavy T and strap .04 1/2 05
" Screw, hook & strap. 03 1/2 04 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil.

25 lb. irons..... per lb	5 1/2 5 1/2
No. 1.....	5
No. 2.....	4 1/2
No. 3.....	4

TURPENTINE: Selected packages, per gal..... 0 57 0 60

LINSEED OIL per gal, raw 0 56 0 58

Boiled, per gal..... 0 59 0 61

GLUE: Common, per lb... 0 10 0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt.....	\$4 00
Star Standard, 12 qt.....	4 50
Milk, 14 qt.....	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1.....	15 50
" " " " No. 2.....	13 25
" " " " No. 3.....	11 00
Nests of 3.....	3 40
Keelers No. 1.....	10 00
" " " " No. 2.....	9 00
" " " " No. 3.....	8 00
" " " " No. 4.....	7 00
Milk pans.....	3 25
Wash Basins, flat bottoms.....	3 25
" " " " round.....	3 50
Handy dish.....	3 75
Water Closet Tanks.....	18 00

JAMS AND JELLIES.

DELHI CANNING CO
Jams assorted, extra fine, 1's. 2 35
Jellies, extra fine 1's..... 2 25

TORONTO BISCUIT & CONFECTIONERY CO

Jams, absolutely pure—apple.....	\$0 06
Family.....	0 07
Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb.....	0 12
Plum.....	0 10
Jellies—pure—all kinds.....	0 10

These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.

Marmalade—orange..... 0 12

LARD.

"FAIRBANKS'" REFINED COMPOUND.

In Butter Tubs.....	0 08 1/2
Fancy.....	0 09
3-hoop pails.....	0 09 0 09 1/2
60 lb. cases of 3 lb., 5 lb., and 10 lb. tins, per lb.....	0 10

LICORICE.

YOUNG & SMYLLIE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box.....	1 25 1 25
" Ringed" 5 lb boxes, per lb.....	0 40
" Acme" Pellets, 5 lb cans, per can.....	2 00
" Acme" Pellets, Fancy boxes (30s) per box.....	1 50
" Acme" Pellets, Fancy paper boxes, per box (40s).....	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can.....	2 00
Licorice Lozenges, 5 lb glass jars.....	1 75
Licorice Lozenges 5 lb cans.....	1 50
Purity" Licorice, 300 sticks 1 45	
" " " " 100 " 0 72 1/2	
Imitation Calabria, 5 lb bxs p lb.....	0 25

MINCE MEAT.

BRYANT, GIBSON & CO.'S—TORONTO.
Mince Meat, 1/2 gal glass jars, \$9 50
Ditto 25 and 40 lb pails, per lb. 12 1/2

J. H. WETHEY'S—ST. CATHARINES.

Condensed, per gross, net.... \$12 00

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Durham, Fine, in 1/2 and 1 lb tins	25
" " " " per lb.....	22
" " " " Fine, in 1 lb jars.....	70
" " " " Fine, in 4 lb jars.....	30
" " " " Ex Sup., in bulk, per lb	30
" " " " Superior, in bulk, p. lb	20
" " " " Fine, " " "	15

GOLMAN'S AND KEENS'

In 4 lb jars.....	75
In 1 lb jars.....	25
D. S. F., in tins, per lb.....	25
" " " " in 1/2 lb tins.....	41
" " " " in 1/4 lb tins, per lb.....	42
D. F. in 1/2 lb tins, per lb.....	26
" " " " 1/4 lb.....	28

NUTS.

Almonds, Ivica.....	14 15
" " " " Tarragona.....	13 15
" " " " Fornigetta.....	13 14
Almonds, Shelled Valencia	28 30
" " " " Jordan.....	40 45
" " " " Canary.....	28 30
Brazil.....	10 12 1/2
Cocoonuts, per 100.....	5 6
Filberts, Sicily.....	10 11
Pecans.....	11 15
Peanuts, roasted.....	11 13
" " " " green.....	9 10
Walnuts, Grenoble.....	14 15
" " " " Bordeaux.....	10 11
" " " " Naples, cases.....	12 13
" " " " Marbots.....	12 13
" " " " Chills.....	12 13

"OUR NATIONAL FOODS."

Desiccated Wheat.....	pkg. doz
" " " " Rolled Oats..	4 lb. \$2 25
Snow Flake Barley.....	3 " 2 25
Desiccated Rolled Wheat 3	" 2 25
Buckwheat Flour, S. R.....	5 " 2 25
Prepared Pea Flour.....	2 1/2 " 2 00
Baravens Milk Food.....	1 " 2 50
Patent Prepared Barley 1	" 2 00
Patent Prepared Groats 1	" 1 50
Gluten Flour.....	4 lb. 3 00
Farina, very choice.....	1 1/2 lb. 1 40

Prices current, continued.

PETROLEUM.

Table with columns for quantity and price, listing items like 1 to 10 bbl lots, Toronto Imp. gal, Canadian, Carbon Safety, etc.

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO

Table listing various pickles and sauces such as John Bull, mixed, in bulk, Chow Pickle, etc.

THE T. A. SNIDER PRESERVE CO.,

Table listing home-made tomato catsup, chili sauce, and soups.

Table listing various fancy items like Chicken Gumbo, Ox Tail, Bouillon, etc.

SAUCES.

Table listing sauces such as John Bull, ketchup, and various vinegars.

Table listing Terry's Candied Peels, Lemon, Orange, Citron, and various other items.

LAZENBY & SONS

Table listing various pickles and sauces from Lazenby & Sons.

PRODUCE.

Table listing dairy and produce items like Butter, Cream, Eggs, Beans, etc.

COUNTRY

Table listing various country produce items like Eggs, Beans, Onions, etc.

PROVISIONS.

Table listing various provisions like Bacon, Pork, Hams, Bellies, etc.

RICE, ETC.

Table listing various rice and other grain products.

Table listing Grand Duke, Sagos, Tapioca, and other starch-related items.

SPICES.

Table listing various spices like Pepper, Cloves, Allspice, etc.

STARCH.

Table listing various starch products like No. 1 White, Silver Gloss, etc.

BRITISH AMERICA STARCH CO. BRANTFORD.

Table listing starch products from Brantford, including 1st quality white, Lily White, etc.

KINGSFORDS OSWEGO STARCH.

Table listing starch products from Kingsford's Oswego, including Pure Starch, Silver Gloss, etc.

Oswego Corn Starch—for Puddings, Custards, etc.—

Table listing Oswego Corn Starch products in 40-lb boxes and 20-lb packages.

ST. LAWRENCE STARCH CO'S

Table listing Culinary Starches from St. Lawrence, including Durham corn starch.

Laundry Starches—

Table listing various laundry starches like No. 1, White, Canada Laundry, etc.

SUGAR. c. per lb

Table listing various types of sugar like Granulated, Paris Lump, etc.

SALT.

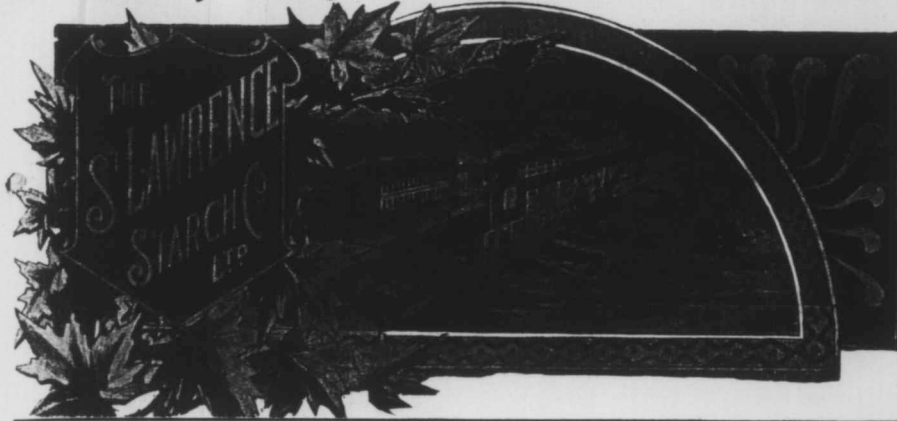
Table listing various types of salt like Bbl salt, Coarse, Dairy, etc.

SYRUPS AND MOLASSES.

Table listing various syrups and molasses products.

Large advertisement for Kingsford's Oswego Starch, featuring an illustration of a starch box and text: 'KINGSFORD'S OSWEGO STARCH PURE AND SILVER-GLOSS CORN STARCH FOR THE LAUNDRY FOR THE TABLE THE STANDARD OF EXCELLENCE ABSOLUTELY PURE FOR SALE BY ALL LEADING JOBBERS IN CANADA T. KINGSFORD & SON, OSWEGO, N.Y.'

IF NOT, Why do you not Handle



—OUR—
NEW PROCESS
IVORINE
STARCH
For COLLARS,
CUFFS and SHIRTS

Perfect satisfaction to your
CUSTOMER and PROFITABLE.

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	3
XX	2 1/2	3
XXX	3	3 1/2
Crown	3 1/2	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 30	0 52
Porto Rico, hdds.	0 38	0 40
" barrels	0 42	0 40
" 1/2 barrels	0 44	0 45
SOAP.		
Ivory Bar, 1 lb. bars	per lb	5 1/2
Do. 2, 6-16 and 3 lb bars	"	5
Primrose, 1/4 lb bars, wax W	"	4 1/2
" 1 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
Sapolio, 1/2 gross boxes	"	3 25
" per gross, net cash	"	12 00
MORSE'S SOAPS. Per lb		
Mikado (wrapped)	"	0 04
Eclipse	"	0 04
Stanley Bar	"	0 04
Defiance	"	0 04
Toronto, 12 oz.	Per doz	0 50
Ruby, 10 oz	"	0 24
Monster, 8 oz	"	0 48
Detroit, 14 oz	"	0 90
Lily White	"	0 80
Everyday	"	0 72
Queen City, 14 oz	"	0 72
Per box		
Mottled in 5 box lots, 100 bars	"	5 00
" 60 bars	"	3 00
Floater (boxes free)	"	6 50
Electric	"	2 75
Hard Water Electric	"	2 50
Royal Laundry	"	3 25
Octagon	"	4 00
Per doz		
Royal Magnum	"	0 25
" 25 doz per box	"	0 25
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 Cocoanut, 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
Gray 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.	
Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts	23 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	23 38
" " seconds	17 19
" " thirds	15 17
" " common	11 14
PING SUEYS.	
Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.

Half Chests—	
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 15
Nagasaki, 1/2 chests Pekoe	16 22
" " Gunpowder	14 15
" " Siftings	5 9
Congou—	
Half Chests, Kaisow, Mon-	
ing, Pakling, Kaisow	12 55
Caddies, Pakling, Kaisow	18 50
OOLONG.	
Half chests Formosa	34 50
Caddies	36 55
ASSAMS.	
Chests, Pekoe and Souchong	22 48
ORANGE PEKOE.	
Boxes, Foochow and Canton	28 80

TOBACCO AND CIGARS.

British Consols, 4's; bright twist,	67c
5's; Twin Gold Bar, 8's	64
Ingots, rough and ready, 7's	57
Laurel, 3's	57
Brier, 7's	58
Index, 7's	58
Honeysuckle, 7's	54
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette and Lovely, 12's	50
Prince of Wales, in caddies	51
" in 75 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Mvrtle Cut Smoking, 1 lb tins	70
1/2 lb pg, 6 lb boxes	70
oz pg, 5 lb boxes	70

GLOBE TOBACCO COMPANY.

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

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

GRANULATED SMOKING TOBACCO:	
Uncle Tom, 1-5, 6 lb boxes	45c
" " 1-10, 6 lb "	45c

LONG CUT SMOKING TOBACCO.	
Wig Wag, 1/2, 6 lb boxes	41c
" " 1-5, 6 lb "	43c
" " 1-10, 6 lb "	45c

FINE CUT CHEWING TOBACCO.	
Golden Thread, 5 & 10 lb pails	95c
Globe, " " "	90c
Victoria, " " "	75c
High Court, " " "	70c
Jersey Lilly, " " "	65c
Golden Thread 16" Foil in, 1-1/2 gro	9 05
Solace, per gross	1-16 " Foil in 1/2 gro.
boxes, per gross	6 05

CIGARS—S. DAVIS & SONS, Montreal.	
Sizes.	Per M
Madre E' Hijo, Lord Landsdow	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Queens	30 00
" Queens	29 00
Cigarettes, all Tobacco	
Cable	7 00
El Padre	11 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES. Per M.	
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	3 50
Sweet Sixteen	3 85
The Holder	10 50
Hyde Park	10 50
CUT TOBACCOES. per lb	
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lbpkg, 10 lbbxs	62
Gold Block, ninths, 5 lb boxes	73
CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	83
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb.	1 15
Hyde Park	10 50

VINEGAR.

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

THE BADGEROW DIXON VINEGAR CO

French Bordeaux	per gal	0 34
Tarragona	"	0 32
Triple	"	0 30
Fruit Vinegar	"	0 27
Pickling	"	0 28
XXX	"	0 25
Extra XX	"	0 12
XX	"	0 20
X	"	0 16
Cider Vinegar	0 16 to 0 25	
Honey Vinegar	0 25	
Eng. Malt Vinegar	0 50 to 0 60	
Bottled Malt Vinegar, qts.	2 00	
Methylated Spirits	2 00 to 2 25	

WOODENWARE. per doz

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

per case.

Matches, 5 case lots, single cases	
Parlor	1 70 \$1 75
Telephone	3 90 4 00
Telegraph	4 10 4 20
Safety	4 20 4 30
French	3 60 3 75
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$4 00
5 cases and under 10 cases	3 90
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 80
5 cases and under 10 cases	3 70
per doz	
Mops and Handles, comb.	1 25
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates ast'd	3 60

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

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

BREADMAKER'S
per box
5c packages 56 in box 1 00
2c " 45 in box 0 50

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

: NO BLUEING :

Material whatsoever is used in the manufacture of
OUR GRANULATED.

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

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

Redpath

CERTIFICATES OF STRENGTH AND PURITY.

OFFICE OF THE PUBLIC ANALYST,

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Co., Montreal:

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

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

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

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

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Company:

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

Yours truly,

G. P. GIRDWOOD,

DO NOT XEROX

THE CANADIAN GROCER

TRAVELLERS' GUIDE

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

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

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

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

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

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

THE LELAND HOUSE,
 Portage La Prairie, Man.
 Best sample rooms west of Winnipeg. Strictly first-class.
 WM. NEVINS, Prop.

Queen's Hotel,
 WINNIPEG, MAN.
 First-class in every respect.
 JAS. O'CONNOR, Prop. FRED. SPRADO, Mgr

Todhunter, Mitchell & Co.
 —DIRECT IMPORTERS OF—
HIGH GRADE COFFEES,
 Old Government Java Arabian Mocha, Plantation Ceylon, Maracalbo and Santos.
 Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.
RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.

ALL

The leading Grocers are now selling the

CELEBRATED

ROYAL DANDELION COFFEE

And find it one of the best lines they carry.

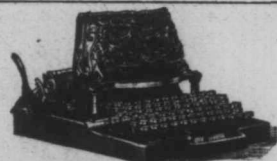
It is a genuine article, and sells rapidly.

No Grocery Stock is complete without it.

Prepared and put up in One Pound Cans only by

ELLIS & KEIGHLEY,

Manufacturers, - - - TORONTO.



BAR-LOCK TYPE WRITER.

The Best Machine on the Market.

Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

A. M. COLQUHOUN,

AGENT FOR

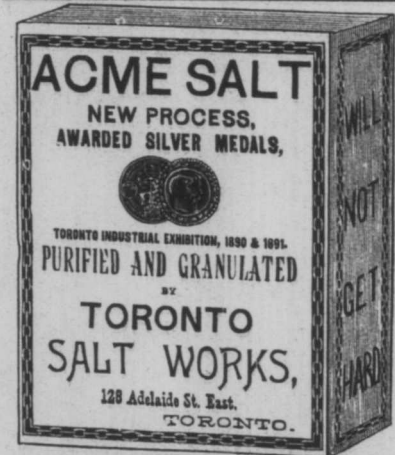
TORONTO AND WESTERN ONTARIO,
 TELEPHONE 181.

71 Adelaide St. E., Toronto.



Use Scourine Soap for cleaning every household utensil. Grocers should handle it. There is money in it.

Bourne & Butler,
 170 KING ST. W.



THE RIPANS TABLETS regulate the stomach, liver and bowels, purify the blood, are pleasant to take, safe and always effective. A reliable remedy for Biliousness, Blisters on the Face, Bright's Disease, Catarrh, Colic, Constipation, Chronic Diarrhoea, Chronic Liver Trouble, Dropsies, Disordered Stomach, Dizziness, Dysentery, Dyspepsia, Eczema, Flatulence, Female Complaints, Foul Breath, Headache, Heartburn, Hives, Jaundice, Kidney Complaints, Liver Troubles, Loss of Appetite, Mental Depression, Nausea, Nettle Rash, Painful Digestion, Pimples, Rash of Blood, Rheum, Scald Head, Sick Headache, Sour Feeling, Torpid Water, Ulcers, and every other disease that impure blood or a failure in the proper performance of their functions by the stomach, liver and intestines. Persons given to over-eating are benefited by taking one tablet after each meal. A continued use of the Ripans Tablets is the surest cure for obstinate constipation. They contain nothing that can be injurious to the most delicate. 1 gross \$2, 1-2 gross \$1.25, 1-4 gross 75c., 1-8 gross 50c. Sent by mail postage paid. Address THE RIPANS CHEMICAL COMPANY, P. O. Box 672, New York.



Self-Gauging Cheese Knife.



Will cut accurately in pounds without waste or leaving small pieces. Send for descriptive List.

GEO. SPARROW & CO.,
33 Colborne St., TORONTO.

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

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

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

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

- PARISIAN - BLUE!

Is Stronger and More Economical

THAN ANY OTHER BLUE.

It Does Not Stain the Linen.

TELLIER, ROTHWELL & CO.

H. W. NORTHRUP & CO.

WHOLESALE AGENTS FOR

**GOLDEN
FINNIN HADDIES**

IN 1 POUND FLAT TINS.

Superior to all others.

Do you handle these goods?

South Wharf, Saint John, N. B.

Grand Pacific Hotel
KAMLOOPS, B.C.

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

H. SMITH, Proprietor.

COUGH DROPS.

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

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

Mention THE GROCER.

ESTABLISHED 1856.

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

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

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

If your wholesale grocer does not keep them write direct to

MARTIN BROS.,
Mount Forest, Ont.
Oats and Feed a Specialty.

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



FRUIT JARS.

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

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

— SPECIAL. —

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

GOWANS, KENT & CO.,
TORONTO and WINNIPEG.

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

FINE GOODS OUR SPECIALTY.

MUNGO CIGARS, EXCEPTIONALLY FINE.

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