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VOL. V.

TORONTO, JULY 10, 1891.

No. 28

MADRE E. HIJO (7 SIZES)

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DELICIOUS FLAVOUR
GREAT STRENGTH

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British America Starch Co's
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Wholesale Dealers

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TORONTO.



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PACKERS OF THE CELEBRATED



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Canning Factories.

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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

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

Vol. V.

TORONTO, JULY 10, 1891.

No. 28

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

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

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

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.

Sugar sells from retail counters these days at varying prices, but nearly everywhere without profit. The situation would seem to be the reverse of what it actually is; it would seem that the advantage were for the time on the side of the demand, whereas it is on the side of the supply. Sugar has been comparatively scarce since the duty was removed, while the demand has kept strong and active and has helped to give tone and firmness to the price of raw. In such circumstances it might be expected that a reasonable profit would be added to prices by retailers, but as a rule they have been as eager to sell as their customers have been to buy, and in their desire to outdo one another have been as self-sacrificing as in days when the price did appear to be somewhat of a hindrance to trade. The sole cause of profitless prices is simply the desire to get the bulk of the trade. It is not necessary, as the people want sugar, and the country is not overstocked with it.

* * * *

The reputation which many of the trade cherish is that of being the lowest local man on sugar. That appears to be regarded as the test by which consumers try rival dealers

and according to which the placing of their trade is determined. Consequently local competitors emulate each other in selling sugar cheap. It is miserably unsatisfactory, but it seems impossible to get the sugar trade on any better basis. There is a senseless cry of "combination" as soon as the proposal is made that the traders of any locality shall agree to stop cutting prices. What is there reproachful about such a cry? What does it attribute to a body of men that in such circumstances they need be ashamed of? In what respect is union to thwart customers' designs upon your profits less moral than union to prevent the contracting of bad accounts that deadbeats run up? The playing of trader against trader for the dissipation of profits is just as much conspiracy on the part of the public as the union of trader with trader to protect profits is on the part of the trade. A name or a word should frighten nobody unless it truly imputes what is discreditable. The word "combine" is taken for granted to be an epithet of reproach, but it is one, only if it implies unions of greedy men to levy exorbitant profits on the public. The sort of union whose purpose is to stay the progress of business debility is not a 'combine' in any objectionable sense.

* * * *

The grocery trade is encountered by opposition on the part of other traders in small lines that are distinctly grocery stock. Pedlars and big dry-goods houses sell tea, while pedlars and druggists sell extracts; butchers sell butter, eggs and vegetables; dry-goods houses sell soap. Sugar is a commodity that the grocery trade has the exclusive distribution of, it makes up about 40 per cent. of the entire grocery trade, the handling of it is the most expensive item of the freight and cartage account, and the time allowed on it is the shortest that grocery jobbers will consent to on any line. All these are reasons why sugar should pay a fair profit. What are the reasons that it does not? There is simply one, and that is foolish waywardness on the part of a majority of the retail trade.

* * * *

The circumstances which prevail in the sugar trade that is done now, as they are in-

dicated above, make the business of selling it not only profitless but precarious. Add to these circumstances the facts that an unyielding wholesale price is kept up on granulated sugar, and that butter and other produce have to be recognized as cash by the country merchant, and the wonder is that the evil of selling sugar minus a profit has not worked its own cure by the number of failures it has brought about. The greater number of sales that will be made under the prices that free sugar has inaugurated will no doubt hedge in the grocery trade more closely, and either cause more thinning out or lead to the establishment of a rational basis for the retail trade in sugar.

* * * *

The more stringent terms that now obtain in the sugar trade will do good, as they will tend to have an effect similar to that of the fence which the Irishman built round a sterile tract of sand, to keep the cows out for fear they would starve upon it. If the short terms will keep newcomers out for a while, and the foregoing of profits of sugar be continued a little longer, a sifting out will take place that may be followed by reform, as the survivors will generally be men of judgment and strength who may be expected to come to an understanding among themselves to wage competition on a sound basis. They will be brought to common consent the earlier the sooner the weak traders succumb to the effects of their own reckless price-cutting.

* * * *

The cheapness of granulated sugar will increase very greatly the consumption of it. As prices have declined during the past fifteen years, the proportion of granulated consumed has grown very greatly, while the proportion of yellow in demand has shrunk. In the United States now, yellow sugar is being neglected, and the position of it is causing considerable interest. Here, the expansion in the consumption consequent upon the removal of the duty will go almost altogether to the benefit of granulated. That means that the sugar trade will be, more than ever, one on which the market will present few inequalities for the retailer to take advantage of, by way of offsetting the close prices he sells at.

MEN OF THE TIMES.

MR. JOHN McELDERY.

"Examples demonstrate the possibility of success."—COLTON.

Prominent among the successful retail merchants of Canada, stands J. E. McEldery, proprietor of the noted tea store, No. 2, Day's Block, Guelph, Ont. The question is often asked, Do retail men make money? A glance at Mr. McEldery's business career not only answers the question in the affirmative, but gives a word of encouragement, and a few pointers to young men starting out in life.

The subject of this sketch was born in Toronto in 1848. His father, Mr. E. McEldery, was a prominent dry goods merchant at that time, and afterwards filled the important position of emigrant agent for Upper Canada. Mr. McEldery moved to Guelph with his parents in '61. He was educated in the separate schools of the city, and at the age of 15 entered the employment of James Massie, now warden of the central prison, then wholesale and retail grocer in Guelph. While there the young man laid the foundation of his future business career, which has been so successful. After mastering the details of the business, at the age of 20 he went into business for himself with a capital of \$300, backed up with good habits, good health, and a determination to succeed. His motto was "There is room at the top." In twenty years he has earned a competency and is yet in the prime of life. He established his credit by meeting his engagements promptly and by applying every available

dollar on open accounts and notes maturing, never keeping money in the bank that he owed any man. As the name of the store would indicate, Mr. McEldery paid special attention to teas. In fact he made them his leading line, and let the consumer know it in every legitimate way. He was, and still is, noted far and near for his choice blends, and is a firm believer in a liberal and judicious use of printers' ink to let the public know what he has to sell.

He subscribes to all the first class trade journals, keeps himself well posted on every thing pertaining to his business, and is recognized as a close buyer and a first class judge of goods. The following are some

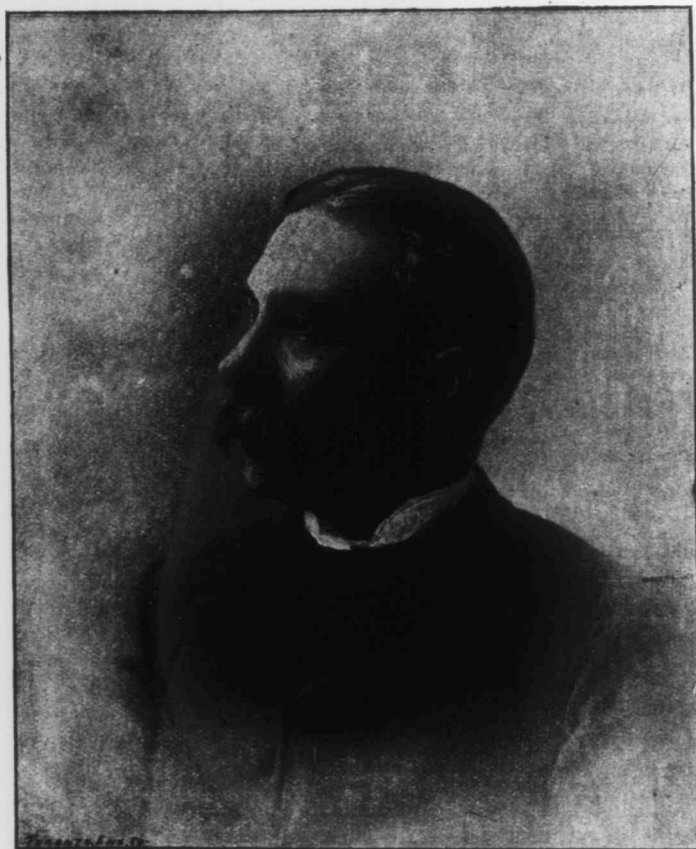
of the elements that tended to his success: Love of work, system and order, the will that to-day's work be done to-day, treating all customers alike—a child being able to transact business as satisfactorily as an adult,—waiting on as many customers as possible himself and recognizing them all in some way, never speculating outside of his own business, selling good goods and insisting that they be well kept.

Mr. McEldery took a genuine interest in the welfare of his employes, always doing what he could to assist them, and has the satisfaction of seeing most of his former men in places of trust. He gets credit for turn-

rector. He is also a member of the council of the Board of Trade and acted as secretary last year. He takes a special interest in the Retail Grocers' and Bakers' Association, of which he was one of the prime movers, and the association has recognized his services by electing him president for this year.

Mr. McEldery is a strict temperance man, and a leader in all moral movements and educational matters, acting as trustee and secretary of the Separate School Board. He is a firm believer in life insurance, and acts as city agent for the Mutual Life Insurance Co., of New York, carrying a large amount on his own life. He believes an endowment policy the best investment a young man can make. He is married to the eldest daughter of ex-mayor John Harris of the city and has two children.

The growth and prosperity of the fair inland city in which Mr. McEldery has pursued his career are due to the sum of efforts made by those of its citizens who are of his stamp. He belongs to that useful class of men whose accumulations represent enterprise that has benefited his community as much as himself. The extent to which his name as a trader is known through the country surrounding his city is as great as that of any businessman in Guelph, and he has helped in a large degree to place that district under tribute to Guelph trade, the merit of his goods, the honesty of his dealings and the attractiveness of his store having made his stand on its own account, a place to which a very large body of outside custom gravitates. This brought people to Guelph who had no other primary motive to come to Guelph, but who being there would have secondary objects



MR. JOHN McELDERY.

ing out more commercial travellers than any other retail man in Ontario and is proud of that credit. Among others prominent on the road, who were schooled in Mr. McEldery's store are: R. W. Gowanlock with Perkins, Ince & Co., J. A. McCrea with Davidson & Hay, John Hayden with Sloan & Crowther, E. McEldery with a New York house.

While Mr. McEldery has declined all overtures to enter municipal politics, he has taken a lively interest in all that pertains to the welfare of the city. On account of his good business tact and executive ability, he has rendered valuable services to the Guelph and Ontario Loan Society, of which he is a di-

pressed upon their attention, and would buy in other lines from other dealers. Thus his business was an agency in the building up of the fine market Guelph has to-day. A man who has trained so many men for the road gives signal evidence in that record alone of a high order of business ability, and the fact that he is looked to as a commercial father by those whose business powers he has helped to unfold points to personal characteristics of the utmost value to business men. In fact his personal and his business character are inseparable. There are men who are urbane in social intercourse and brusque in business. Mr. McEldery's nature is the same in all relations, and tells powerfully to his advantage in the regard of the people.

BOOKS, CATALOGUES, ETC.

THE LAWS OF BUSINESS, by C. A. Fleming. Owen Sound: Printed at the Northern Business College Steam Press. This book is intended for the use of commercial students, but will be found of great service to those whose business education is going on in the shop, where contact with the concrete problems of business will teach the value of a work of this particular kind. Not only the law but the very parlance of business needs to be better known, as too few know what is meant even by the terms that denote processes, transactions, documents, etc., that the complex machinery of commerce has called into being. The matter of the book is very directly and lucidly presented. Its form is a credit to the press from which it issued. It sells at \$1.50.

IT TAKES BRAINS TO RUN A GROCERY.

Says Charles Dudley Warner in Harper's Magazine: "Many men who would make very respectable Presidents of the United States could not successfully run a retail grocery store. The anxieties of the grocery would wear them out. For, consider the varied ability the grocery requires—the foresight about the markets to take advantage of an eight per cent. off here and there; the vigilance required to keep a 'full line,' to dispose of goods before they spoil or the popular taste changes; the suavity and integrity and duplicity and fairness and adaptability needed to get customers and keep them; the power to bear the daily and hourly worry; the courage to face the ever present spectre of 'failure,' which is said to come upon ninety merchants in a hundred; the tact needed to meet the whims and complaints of patrons, and the difficulty of getting the patrons who grumble most to pay in order to satisfy the creditors. When the retail grocer awakens in the morning he feels that his business will not come to him spontaneously; he thinks of his rivals, of his perilous stock, of his debts and delinquent customers. He has no 'constitution' to go by, nothing but his wits and energy to set against the world that day, and every day the struggle and the anxiety are the same. What a number of details he has to carry in his head (consider, for instance how many different kinds of cheese there are and how different people hate and love the some kind) and how keen must be his appreciation of the popular taste! The complexities and annoyances of his business are excessive, and he cannot afford to make mistakes; if he does he will lose his business, and when a man fails in business (honestly) he loses his nerve, and his career is ended. It is simply amazing, when you consider it, the amount of talent shown in what are called the ordinary businesses of life."

Mr. Warner shows so much familiarity with the trials of the grocer, says the Merchants' Review, appears so thoroughly to

appreciate the ability required to successfully conduct the business, that we would not be surprised to hear that he once had engaged in grocery business himself. But he has certainly been misinformed regarding the number of merchants that fail to permanently establish themselves. To say that ninety out of one hundred merchants eventually fail is a gross exaggeration. It is doubtful if 40 per cent meet with failure. It is proper that this mistake, often perpetrated, should be corrected; otherwise the anxieties of the retailers, which are heavy enough, would be made worse if the outlook was so gloomy as it is thus made to appear.

TELEPHONE ORDERS.

The telephone is one of the latest props of the credit system. It stands between the grocer and that difficult class of people who have the means to afford a telephone but not the will to pay their trade bills. The fact that they have some means causes them to be ranked and cherished by the grocer as eligible customers, whom it would be folly to offend. He would be loath to see their trade go to his rival, though probably he recognizes also that intrinsically there would be little to lose in the withdrawal. Still he likes to keep them. A haughty, exacting customer of some social pretensions is always valued more than a meek one who does twice the trade and pays his money. The haughty one is supposed by other customers to be hard to suit, and where he deals, they reason, things must be satisfactory. The grocer looks at him in this light and values him as an advertisement. The great difficulty is to get money out of the advertisement.

But even of such hard-paying customers as are pampered somewhat by the grocer for the sake of the advertisement their trade affords, the majority dread the direct way of asking for credit. They prefer the round-about way, particularly if they are a very long time and a pretty big amount in arrears already. The telephone comes to their assistance and softens the difficulty. How easy it is to dictate an order in a voice of high pitch and supercilious tone through the telephone! And since people cannot pay by telephone, how hard is it for the grocer to ask back if cash on delivery is meant! That inquiry would prostrate the patrician customer by its impudence. The goods have to be put up and sent, the grocer hardly daring to give the driver orders to insist on c. o. d. That would be so outrageous that it would be proclaimed from the housetops.

Then, too, the telephone comes in handy for the running up of little bills that perhaps the breadwinner of the family would not have countenanced. The thing is so easily done by the domestic rulers that before long a big account is run up by a series of little occasional calls. Then the thing has per-

haps to be put off because money is lacking to meet its unexpected proportions. Here inadvertence is the fault, and one or two experiences will probably work the cure.

The telephone accounts are the least satisfactory to the dealer. He does not know whether cash will be paid on delivery or not, and therefore does not know whether to give the weight of sugar, for example, that he would give if cash were paid. Nor does he like the surprises that he occasions when he hands in his bill, as the amount of telephone orders is sure to be under-estimated. Exception is also taken to the goods that are sent on such an order. The buyers not having seen and chosen such as she likes, can find fault, send back and cause a great deal of trouble about a small matter. Also there are things a customer would be ashamed to ask in the store to have delivered, because of their smallness and insignificant value, that she will ask over the telephone to be carried a mile or two. Another nuisance is caused by the ladies' utter lack of consideration. If they had to go down town to give an order they would take forethought and make out a list, so as to have in it everything they wanted that day. They are not always careful to do this in telephone ordering. They will sometimes occasion half-a-dozen runs for what might have been delivered in one. It is aggravating, too, for the grocer to feel when he is asked a price through the telephone, that the same inquiry will be addressed from the same customer in the next breath to another grocer. Among the agencies for beating down prices and developing cutting the telephone must not be left out.

THE GUESSING GROCER.

"I will tell you who are fools in the grocer business," said one of our wide awake and progressive men in the trade. "It is the men who guess at everything. When they buy vegetables they guess at what they should be sold at. When they are asked how much profit they make on goods sold, they do not know, but guess at the per cent. This guessing system is the ruin of those who carry on their business by it, as well as those whose misfortune it has been to be in the locality of the guessing grocer." The man who does not positively know, but has to guess at how he shall conduct his business, has no right to be a retail grocer. In a business where goods have to be sold in small quantities, entailing extra labor and carefulness in the matter of weighing and measuring, and sold at a very small margin of profit, there is no room for guessing. There must be knowledge of cost and loss liable to ensue, especially when dealing in perishable goods, in order to make success certain. The men who make money in the business are not guessers. You may find a few who are the exception, but this does not prove that the grocer who understands his business thoroughly labors to disadvantage. Grocers who do business on the guess principle are fools in the trade.—Retail Grocers' Advocate.

MONTREAL GROCERS' PIC-NIC.

A meeting of the Montreal Grocers' Association was held on the evening of the 2nd inst., for the purpose of making arrangements for the annual pic-nic, to be held on August 5th. There was a good deal of discussion as to the place, Berthier, Terrebonne and Huntingdon being mentioned. Eventually the matter was referred to a committee, their judgment to be influenced by the railway facilities afforded. The following committees were then struck:—

Games—Charles Scanlan, chairman; Johnson, Dixon, Auld, Labrecque, Duhamel, Dionne, Araby, Desormiers, Martin, Elliott.

Dancing—J. Levesque, chairman; W. Corbell, Daoust; P. B. Menard, Wm. Duckworth, M. Hodge, M. S. Graham.

Refreshment committee—James O'Shaughnessy, chairman; and S. D. Valliere, James Howe, P. Vanier, S. Demers, James C. Manning, M. P. Laverty, P. Desormier, W. Corbell, O. Ricard and Murphy.

Printing and advertising—Mr. Ed. Elliott, chairman; A. D. Fraser, Ald. Gauthier, S. Demers, John Johnson and the secretary.

Railway committee—Mr. S. Demers, chairman; Thomas Gauthier, J. Johnson, V. Raby, James O'Shaughnessy, Decarie, A. Donne and P. Vanier.

Reception—B. Connaughton, chairman; A. D. Fraser, J. Robertson, D. Rielle, Alderman Gauthier and A. Labrecque.

TRENTON RETAIL GROCERS' ASSOCIATION.

TRENTON, June 15th, 1891.

The minutes of last meeting were read and confirmed. Members present: Messrs. Spafford, McLellan, Saylor, Oakes, Clarke, Craig, Birke, Hetherington, Hendricks, Boothe.

Moved by A. M. Spafford, seconded by G. A. Boothe, that the Secretary be instructed to insert a copy of the notices of the Association of the adoption of the cash system after the 1st August, one insertion in each paper. (Carried).

Moved by A. M. Spafford, seconded by S. McLellan, that Article No. 5 be suspended and Messrs. Booth and Allen be admitted as members. (Carried).

Moved by Mr. Hendricks, seconded by Mr. McLellan, that the Committee consisting of Messrs. McLellan, Spafford, Saylor, Craig and Birks write or see the assignee of the Oakes estate, and ascertain if satisfactory arrangements can be made to purchase the same and not have it slaughtered on market. (Carried).

Moved by Mr. Hetherington, seconded by Mr. Birks, that the Secretary report proceedings of our meetings to the editor of THE CANADIAN GROCER. (Carried).

The meeting adjourned.

TRENTON, June 29th, 1891.

The minutes of last meeting were read and confirmed. The members present were: Messrs. Spafford, McLellan, Clarke, Allen, Hetherington, Saylor, Rose, Craig and Hendricks.

Moved by Mr. Spafford, seconded by Mr. McLellan, that the account of A. W. Hawley, for paper, be paid. (Carried).

Moved by Mr. Spafford, seconded by Mr. Saylor, that the insolvent estate of Geo. Oakes be accepted by the Association from Mr. McLellan, and that the same Committee be instructed to check and sell the stock also provide note at Molson's Bank for 30 days, endorsed by the members of Association in settlement of same. (Carried).

Moved by Mr. Clarke, seconded by Mr. Hendricks, that members of Association close their stores on Dominion Day. (Carried).

Notice of motion was given by S. McLellan, that each member of the Association place in the hands of the Secretary his note for \$25 to be drawn, but not negotiable unless sanctioned by the President, as a forfeit for violation of the cash system. Meeting adjourned.

J. W. HENDRICKS, Sec.
JAMES CRAIG, Pres.

ROUND MEN IN SQUARE HOLES.

"Mr. Brown, I sez, I've more brains than enough, I sez, and I've no need to work for nothink, I sez." Such was a remark we chanced to overhear, while a garrulous female, who chose as her rostrum the pavement immediately in front of our office door, was dilating on her social and economic grievances to a bosom friend. The conversation was carried on in so high a key and loud a tone, that it was impossible not to learn something of the speakers who, we gathered, followed the respectable profession of the wash-tub. This, however, by the way; the remark, quoted above, arrested our attention. Its modesty is not less remarkable than its shrewd grasp and appreciation of a great economic principle. We could not help feeling envious that providence should have endowed a laundry woman—our own laundress, for aught we know—with a superfluity of brain tissue, but the spark of jealousy was speedily extinguished by the rising tide of gratitude, for we felt that a new text had been given to us, a new song placed in our mouth.

The man who works for nothing is a fool—downright, unvarnished fool, the Peter Simple of commercial life. And the man who works for less than the market value of his labor is also a fool, only in a lesser degree. And the question arises, how many men, possessed of brains enough to earn a livelihood in certain pursuits, are simply working for nothing as a business for which they have no aptitude? A list of storekeepers would include a good round number of men

who do not understand the first principles of retail trading, and are losing money hand-over-fist. These men are working for nothing, and less than nothing—they are working an absolute loss; spending their substance and the substance of others on that which is not bread. They are not devoid of a certain amount of business ability, but they are not capable of making successful storekeepers. They do not possess the necessary capacity for detail, the requisite knowledge of the requirements of their particular district, the power of buying judiciously and well; they lose touch of the market, and in a hundred different ways display their inaptitude for the business they are embarked in. Far better for such men and for the trade in general, that they put up the shutters without needless delay, and seek pastures new. Reckless traders undermine the foundations of commercial stability, and cutting prices, giving extended credit, and subsequently and finally going insolvent, do an infinitude of harm to their local competitors, who, by an exercise of thorough business principle are making headway. It is a pity the trade does not possess the power to compel such a dangerous, because ignorant, competitor to retire from the field, and it is a satisfaction to know that the wholesale houses exercise considerable caution when supplying impractical men with credit. The evil still exists, however, but may be a few may realize the simple fact that working at a loss is worse than working for nothing, and turn their abilities in other directions. The learned professions have safeguarded their interests, and the interests of the public, by insisting upon all candidates passing a severe examination before admission, and it would be well if the great distributing houses could constitute themselves into an informal tribunal as to the aptitude for the trade possessed by a would-be customer. At present his financial status is the only point taken into consideration, but, although the suggestion may at first sight appear to be slightly quixotic, a fuller inquiry will have to be adopted, if the best interests of the trade are to be conserved and the stability of established houses protected.—The Storekeeper, New South Wales.

In some cities over the border the women are signing pledges not to shop after 6 p. m. There are few movements more deserving of the support of wives and sisters. Late shopping by women is responsible for by far the greater proportion of long hours to which workers in stores the world over are subject. No reason exists, except the inconsiderateness of the purchasing public, for keeping stores open after 6 p. m. on ordinary evenings or until nearly Sunday mornings on Saturdays. The habit of late shopping is hard to cure, and it is a bad one because of its many evil effects, especially upon girls of tender years. It is all the more to be regretted, because it could be avoided by the large majority of those who have contracted it.—Ottawa Evening Journal.

HAMILTON BOARD OF TRADE.

The annual meeting of the Hamilton Board of Trade was largely attended. The new mode of electing the members of the council and board of arbitration by ballot was tried and found satisfactory. President John Knox read the annual report of the council, which showed mercantile interests and trade generally to be in a satisfactory state and crop prospects good.

A clause stating that the board had grave doubts of the T. H. and B. Co. having any connection with the Vanderbilt system excited a warm discussion and the president finally agreed to strike it out.

The report of Secretary C. B. Smith showed that the present membership is 299. The financial statement showed receipts, \$1,398.77; disbursements, \$1,335.96; balance, \$62.81.

A motion to elect Ald. Carscallen solicitor for the T., H., and B., a member of the board, excited considerable opposition, and Mr. MacPherson called for a ballot. As a member needs to be elected by a two-thirds vote this resulted in the defeat of Ald. Carscallen by yeas 33, nays 20.

The president was authorized to name a committee to arrange for raising a fund to erect a monument to the memory of Sir John McDonald in this city.

The following officers were elected: G. E. Bristol, president; R. K. Hope, vice-president; C. R. Smith, secretary-treasurer. Board of arbitration—Three years, B. E. Charlton, R. A. Lucas, W. H. Gillard, S. C. Balfour; two years, C. Fearman, J. Turnbull, R. Thompson, John Calder; one year, R. S. Steel, J. W. Bickie, J. B. Fairgrieve, S. A. Greening.

Council—Three years, John Knox, F. C. Bruce, A. Turner, W. H. Gillard, J. J. Mason, T. H. Macpherson, George Roach, Senator Sanford; two years, S. C. Balfour, A. Gartshore, J. M. Lottridge, J. H. Tilden, H. N. Kittson, D. McLellan, A. Wilson; one year, A. T. Wood, J. B. Fairgrieve, W. Hendrie, M. Legatt, G. E. Tuckett, W. A. Robinson and J. J. Stuart.

POLITENESS A NECESSITY.

Pleasant manners are of most inestimable value to business men, and especially to those who are brought into direct contact with all classes of the public. In the retail line many a business has suffered materially, while others have been entirely ruined by the inability of the proprietor to show a pleasant face continually while being subjected to a badgering by half a dozen whimsical and shallow brained women. "A man may smile, and smile and be a villain still," says the immortal William. Hence, a courteous disposition and affable manners are no criterion of a persons character, and the public may stand more chance of being cheated by the polite dealer than by he of morose and surley temper. But nine out of

ten people, particularly if they belong to the fair sex, actually would prefer, if they had a choice, to be cheated by a pleasant-mannered man rather than patronise a grumpy individual of the most undoubted integrity. In our walks about the city we often enter the different stores on our route for the purpose of noting the facilities for doing business the display and quality of goods in stock, and the manners of the proprietors and their assistants. We dislike to pick flaws in the retail trade, but in the interests of the retailers themselves we must say that in general we find more to criticise in the manners of storekeepers and clerks, than in any other of the points mentioned above, and have no doubt that what is true of the trade hereabouts holds good in many other localities. We find enterprising dealers strenuous in their efforts to extend their trade by every channel open to them, and we also find that trade hampered and new patrons repulsed by the absence of so small an essential as common politeness. Now, affability and pleasant manners do not by any means imply servility, and there can be no excuse for the dealer or clerk who fails to display them in the interests of the business. Politeness is one of the few weapons that the small dealer has at his command to meet the competition of larger dealers who buy more cheaply, as the larger the business the greater the number of assistants required, and the less chance of the customers being treated with deference, clerks being as a rule more wanting in this respect than the proprietors of stores. That this advantage is not fully utilised by the average retailer is our firm belief, hence these few remarks.—*Merchants' Review.*

BRITISH WASTE PAPER.

The waste paper branch of the business at Her Majesty's stationer office is a very important one, says the London Daily News. It is situated in Earl Street, Westminster, a few minutes walk from the main establishment. In the good old days waste paper went as the "perks" of Government officers. The more they sold the fatter they grew, and the sturdier, we may be sure, they stood up for Queen and Constitution, and everything that was staid and respectable and conservative. The best of it was that it often happened that the very men who grew fat on waste paper had the ordering of the stock, and the more they ordered the greater were the "perks" of course. It was a delightful arrangement, but it was too good to be permanent, and in 1852 it was ordered that all waste and unserviceable papers, pens, old directories and other publications, and old and useless and worn out stores of every kind should be returned to the Stationery Office, and latterly, therefore, there has been one stream of new stationery from Westminster to all the Government offices in the kingdom, and a return current of used-up material. It pours in in huge van-loads to

the establishment in Earl Street, where premises, formerly in the occupation of a marble mason, have been converted into a busy scene of industry in unpacking, sorting, cutting up, repacking, and despatching to the paper mills, that may be witnessed all the year round. Till some little time ago paper-makers contracted for the waste paper here, and entered into a bond to destroy it forthwith. This proved to be unsatisfactory, and there seemed to be no sufficient security against the leaking out of information that ought to be private and confidential. For some time public waste paper was sent to one or two of the prisons in London, to be torn up and sorted by the prisoners. This was not very successful either, and five years ago the Earl Street premises were taken, and everything now goes there. Vans run into the yard with their paper and books stuffed into gunny bags, which are hauled up on to a top floor and turned out upon tables, the tops of which consist mainly of iron gratings. Young women stand at these tables and sort out the paper into ten classes. Much of the stuff is very dusty, and the table tops are grated, so that as the paper is tossed about the dust may fall down below. Once a fortnight the screen round underneath the table is removed and accumulated dust cleared out. The sorted papers are thrown into different hoppers, and are shot down to the floor below, where there is a tremendous guillotine cutting-machine, driven by a gas engine. All sorts of secrets and confidential communications are here chopped up so far as to render them unintelligible, and then they are packed up for dispatch to the mills, when purchasers come forward with satisfactory offers. Much of the waste is removed back into gunny bags, which are suspended from hooks in the ceiling, and may be rammed full with a sort of Herculean club which some of the damsels enjoy for the purpose; but most of them apparently prefer to get into the bags and dance up to the top as their companions keep feeding in the waste.

As a result of the meeting of the Retail Grocers' association held Granulated sugar is to be sold only at six cents per pound, or 17 pounds for one dollar. Yellow sugar five cents per pound up to 50 pounds. The wholesale price of granulated in lots of fifty barrels is 4½ cents. It was understood, when the Grocers' association was formed, that there was to be no combining to raise prices. Its object was said to be for other purposes entirely.—*Halifax Herald, July 1st.*

Eggs continue to be high priced this year, and the only reason that can be given for this state of things is the duty on imported eggs. There are hardly any Canadian eggs in the market now, and there have not been any to speak of this year. The present wholesale price of eggs is about 18 cents per dozen, while in other years the price at this season of the year has been about 13 cents. The duty on eggs has been raised to five cents per dozen. This prohibits importation, and takes five cents more for every dozen eggs out of the American workingman's pocket.—*Montreal Gazette.*

A PECULIARITY OF COMPETITION.

Competition is one of the elements in trade that is recognized as a governing power. Besides contributing these qualities that tend to make trade equitable to the dealer and consumer, it urges the inventor and manufacturer to strive to excel and thus lend a wheel to progress. But competition with all its advantages does not exist without a peculiarity that is well worth consideration. It develops one quality in human nature that is brought out by few other conditions under which business men labor and is one that is seldom acknowledged. It is an apprehension of the superiority of a rival in business, or, to be plain, jealousy. There are few merchants who have not experienced it at one time during their business career and suffered from the follies which attended it. Jealousy in business, however, is more peculiar to young men whose confidence in their own abilities blinds their discretion. They are apt to find, after a short experience in business, that competition stands more in the way of their success than anything else, and that it is a little more than they had calculated upon. The location may be admirable and the profits fair, but a dealer in the same neighborhood is found to be very popular with consumers, and it is difficult to attract their attention. The new merchant soon finds that his shrewd rival is the only man he does not have a kindly feeling for in the neighborhood, and under the sting of disappointment he sometimes finds that he is giving expression to his feelings in the presence of customers, or endeavoring to depreciate the value of his rival's goods by criticising them.

The exhibition of such a disposition not only falls short of accomplishing the object which prompts it, but it is in exceedingly bad taste and a cowardly measure to adopt. No one is so quick to recognize a weak point as a prospective customer and nothing causes him to lose confidence so quickly as to hear one merchant run down the goods of another, or to indulge in personalities.

The most successful business men of all times have been those who stood by principle and allowed their actions to be governed by honest and open competition. In doing this it is not necessary to allow competitive dealers to take advantage by unscrupulous methods. A merchant who died the other day, leaving millions as a testimony of his sagacity in business, used to say: "If a man slaps you on one cheek, don't turn the other for him to slap, but knock him down immediately." These men who indulge in abusing their competitors do not need any knocking down. They knock themselves down in the eyes of fair minded people.

Men who make great merchants take advantage of the better influences of competition and strive to increase their trade by maintaining business principles and liberal ideas. These so penetrate every department of their establishment that the patrons cannot fail to become impressed with them.—Chicago Grocer.

RICH AND POOR DEBTORS.

Some men are too rich to be good pay. They buy liberally and they are able to pay and credit must not be refused, because their trade is to be desired. But to get the money! Go to leading merchants of your town and ask which represents the largest amount of credits on their books, the rich or the poor, and they will tell you the former. The poor man is dunned. If his bill runs beyond the customary limit the collector is after him, while the bill of his opulent neighbor goes, if it goes at all, through the mails, as a very, very gentle reminder. Many a merchant will say, "If I could make my collections from my customers who are good, I would not care for the doubtful credits," and so "to him that hath it shall be given," etc. The poor man pays for the favors to the rich man, in this regard. The store needs money, and the first accounts to be dunned are the ones where the pay will be forthcoming, and, strange to say, that is from the great mass of men who are living close to the border of want, who are expected and required to pay cash, or, what amounts to the same thing, on very short credit. The poor man, with his cash in hand, pays the penalty of his rich neighbor's habit of running bills and neglecting to take care of them in due time.

In one sense the store keeper (we refer to the large store) does not know his best customers. People who pay cash have no status, no rating in the city establishment. We have a case in mind of a gentleman ordering a carpet at a place where he had been a cash customer for five years. The carpet came in due time to the house marked C.O.D. The gentleman repaired in hot haste to the store and demanded why he had been thus treated—he, an old customer, and as good pay as any that ever entered the place. "Is your name on our books?" inquired the manager. "No, sir," was the answer; "is it necessary in order for me to run a small bill with you that I must already be in debt to you or be in the habit of using my credit?" It certainly was curious, and yet the manager had a good reason for his action. The cash customer does not become known. His cash speaks for him and the individual has no identity there until he gets on the books. How to get the rich to pay is often a serious question. We had a large bill against a jeweller. He had no money but plenty of accounts. "I will turn over some of them as security." "Very well," we say, and he goes to work picking them out for us. "But why not this one?" we ask. "Oh, that would not do, he is one of my best customers and it would drive him away to dun him." "I know it, but it is good," and so we take the accounts against the respectable poor and unmercifully we press down upon them until we get our money, and the rich man, neglectful of his neighbor's rights and his own duty, is safe behind his money bags. It will be ever thus.—The Collector.

A COMMON MISTAKE.

There are some men who seem to think that successful advertising consists simply in getting a great number of replies. Accordingly they word their advertisements with this one object in view. The word "Free" is displayed in heavy gothic type, and the advertiser seeks to give the impression that all he wants is a few addresses to which to send his "beautiful sample assortment" or "valuable premium" without charge.

There is no doubt that this sort of advertising does produce results—results in the form of a large number of postal card applications, mostly ill spelled, and evidently coming from an ignorant class of people, with little money to spend. Anything offered free attracts them, just as molasses draws flies. They are naturally more eager to get something for nothing than the class of people who are in comfortable circumstances. The advertiser who finds the applications and inquiries pouring in upon him, and who sees his mail daily growing in proportions, may think that he is doing good advertising. He may not even find out his mistake until the end of the year, when he comes to balance his books.

The mistake is not an uncommon one, as an inspection of the current newspapers and magazines will show. The reason is that so many advertisers fail to consider what is the prime object of all newspaper advertising. It is to bring the seller in communication with possible buyers. People who are not likely to become buyers are worse than useless. Even with some articles of universal consumption it is better not to make too much of a feature of free offers. Rather write your advertisement so as to attract buyers. The commonest method of attaining this object is to display most conspicuously the name of the article offered for sale. Thus the word "furniture," if given the greatest prominence, will immediately interest the person who is looking for a folding bed or a writing desk. The man who lives in a hall bedroom, and who doesn't want any furniture, will pass the advertisement with a mere glance. On the other hand, if the advertisement offered a handsome match safe to any person who would send a two cent stamp, with his address, the hall bedroom man, and a great many others like him, would send in applications.

Word your announcements so that they will reach the people who are likely to become customers.—Rowell's Advertiser's Manual.

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

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

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

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

NOTWITHSTANDING

The tremendous rush for Sugars the past ten days we have endeavored to meet the demands made upon us by our customers and trust our efforts in this direction have been successful.

All orders were filled complete last Tuesday, and we are now prepared to supply quantities at earliest possible moment and at "ground floor" figures. Have reduced prices of Syrups, Jams and Canned Fruits.

LUCAS, PARK & CO.,

Wholesale Grocers and Importers,

73 McNab St. North, Hamilton, Ont.

Selling Agents for the "Hillwattee Teas."

Special Notice to Grocers and Confectioners.

A Grocer writes that our specially prepared Ice Cream and Fruit Color, warranted pure and wholesome, is the best he ever used, beating Chicago goods, and half the price. Send us thirty-five (35) cents in stamps for four ounce sample bottle by return mail. Price, \$1.50 per pint.

The Snow-Drift Baking Powder Co.,

BRANTFORD.

KOFF NO MORE.

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.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

Represented by

Chas. Boeckh & Sons, Toronto,
Jas. Lee & Co., Montreal.

LOCKERBY BROS., WHOLESALE GROCERS,

75 ST. PETER STREET,

MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS.
TEAS.

{ Barbadoes
and
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE.,

WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

304, 306 St. Paul St.

143, 145 Commissioners St.

MONTREAL.

THEY ARE FINE !

And sell to a good profit,

HUNTLEY & PALMER'S

BISCUITS--In Casks and 14 lb. Tins.

CAVERHILL, ROSE, HUGHES & CO., Montreal.

BEST GOODS IN THE MARKET.

FRANKFORT, CAMBRIDGE, BOLOGNA,
CHICKEN, HAM and TONGUE
SAUSAGES.

PUT UP BY THE MOFFATT PACKING CO.,

MONTREAL.





Six cars of lobsters were shipped from Sackville to Boston last week.

Mr. A. W. Howe, commission merchant, St. John, N. B., died on the first inst.

Mr. J. G. Gibson has been off enjoying another holiday spell. This time he left his fishing rod at home.

Mr. George Wenino, grocer, Sarnia, and Mrs. Wenino, have gone under canvas on the lake shore for the summer.

A young man named Damase Lortie, residing at Levis, Que., was nearly poisoned on the 30th ult. by eating canned lobster.

A warehouse has just been opened at Sacketts Harbor for the storage of American cheese purchased for shipment to Montreal via Kingston.

Mr. James Simpson has started a very fine grocery at Smith's Falls, Ont., and is well pleased with the share of patronage he has received.

Mr. W. J. Wilson, Greenway, was in Toronto this week. He will rebuild on his old stand which was destroyed by fire about a month ago.

Mr. W. J. Forrestfall, of the St. Croix Soap Manufacturing Co., St. Stephen, N.B., dropped in on the GROCER while in Toronto this week.

The grocers and flour and feed men of Dundas have decided to close their places of business Wednesday afternoons during July and August and take a well-earned rest.

Mr. James Donnelly, representing Ganong Brothers, St. Stephen, N.B., paid the office of THE GROCER a visit this week. He reports a flourishing business on his route.

The St. Thomas grocers have petitioned the City Council to pass a by-law requiring grocers to close at 7 o'clock p. m., except Saturday nights, and the nights before holidays.

The ship Abbie S. Hart, 145 tons, is loading a cargo of sugar at Manila to be discharged at St. John, N.B., port. The sugar is to be forwarded by rail to Montreal from there.

William DeMarcado, of the firm of DeMarcado C Lascelles, of Kingston, Jamaica, was in Ottawa last week calling on merchants and soliciting orders for Jamaica produce.

Mr. A. E. Clemes, who has creditably filled the office of shipping clerk for McLaughlin & Moore Toronto for nearly nine years, was presented the other afternoon by his fellow-employees with a very handsome gold locket with raised monogram. A neat speech

accompanying the presentation was made by Mr. A. A. Graham, to which Mr. Clemes suitably replied. Mr. Clemes leaves the employ of McLaughlin & Moore to engage in the wholesale fruit business with his brothers under the style of Clemes Bros.

In the House the other day. Mr. Godbout was informed by Hon. Mr. Foster that the Government did not intend offering a bounty for the promotion of maple sugar refining in this country.

Mr. Andrew, Shaw, of the firm of Shaw Bros., grocers, Williamstown, was married last week to Miss McDonald, daughter of Mr. John A. McDonald, merchant, of the same Village.

Mr. E. Sutton, the Secretary of the London Retail Grocers' Association wrote last week to the Free Press a letter correcting a rumor that the Association had agreed upon a uniform price for sugar.

It is said that as a result in the increase of duties on spirits one of Sarnia's liquor dealers was caught with a large stock in bond, and that he will be out nearly \$500 by the change in the tariff.

Mr. R. H. Benedict, formerly of Vancouver, B. C., has entered into partnership with Mr. G. C. Shaw, of Victoria. The new firm will be still known as G. C. Shaw & Co., wholesale commission merchants.

Mr. J. B. Taylor, Welland, Ont., says he did not subscribe for THE CANADIAN GROCER, but he got to reading it and couldn't stop, but it gave him much pleasure to pay for it. And so say they all.

The E. B. Eddy Co., Hull, Que., have opened a branch of their business at 29 Front street west, Toronto. From there they will furnish to the trade direct with goods all lines of their manufacture.

Five second cabin passengers on the steamship City of Paris have been fined at Liverpool for having contraband tobacco in their possession. A woman had a quantity of tobacco concealed in her bustle.

The clipper ship Thermopylae arrived in Victoria B. C., recently from Saigon with a cargo of rice for Messrs. Hall, Ross & Co. The Thermopylae has been purchased by this firm to bring rice to their mills.

Mr. J. H. Walker, Alma, Ont., is the sole agent in the Dominion for Chivers' soaps, and is doing a good trade in the carpet soap, the cloth soap, and the plate powder manufactured by F. Chivers, Bath, England.

It is rumored that there is a project on foot for the Dominion commercial travellers to organize an excursion to Portland, Me., next July. It is proposed to leave Montreal on the 2nd July and remain there for the 4th. returning next day.

Mr. Fred. Dixon, of Davidson & Hay's, well known as the homefield of the Torontos, and one of the best lacrosse players in Canada, will win no more goals for the erstwhile champion team. In the game between the

Torontos and Montreals on Dominion Day he snapped a ligament on the outside of the foot. This accident permanently disables him from taking part in violent exercises any more, but we are glad to say does not prevent his getting about in business with his usual activity.

Mr. Geo. E. Bristol, of Lucas, Park & Co., wholesale grocers, Hamilton, has been elected President of the Board of Trade in that city. He is the first Canadian whom Hamilton business men have elevated to that office.

Mr. D. M. Cutter, representing Bensdorp's Royal Dutch Cocoa, Boston, Mass., was in the city this week making arrangements for space for a grand exhibit in the main building at the coming Fall Fair, in September.

Steves, Burpee & Co., Vancouver, B. C., have now their bonded warehouse in order, and have their mammoth consignment of gunjah sacks received by the Empress of Japan stowed away safely in it. There is a great demand for these articles.

A couple of days after the duty was taken off sugar some of the retail dealers in Halifax dropped the price to five cents a pound. On the evening of the 30th ult. the Retail Grocers' association met and decided that no granulated should be sold under six cents per pound.

The Commercial Travelers Association of Maine and New Hampshire had a pleasant time in Montreal, where they were received and entertained by the local association, the Mayor and council and leading citizens. They came on the evening of the 30th and left on the afternoon of the 2d.

The merchants of Aldborough Ont., have met and decided that their shall be no more credit given in their stores, and it is expected that their will be a move in this direction in Dutton shortly. The plan is to make every customer pay spot cash or in 30 days time, no longer credit to be allowed under any circumstances.

Mr. W. W. Birkin, for some years with Warren Bros. & Boomer, but now representing Reid, Murdoch & Co., Chicago, has been

STORAGE FREE AND IN BOND.

Customs Entries Passed, and goods stored at lowest rates. Special facilities for shipping goods to all points. Goods MARKED and WEIGHTS and GUAGES taken CORRECTLY. You can save DOUBLE FREIGHTS by keeping Teas, Sugars and other heavy goods with us.

BLAIKLOCK BROS, Agents,
17 Common St., MONTREAL.

ALL GROCERS SHOULD SELL
THE

**Empire
Baking
Powder.**

Manufactured by
**ELLIS & KEIGHLEY,
TORONTO.**

M. LEFEBVRE & CO.



Established 1849.

GOLD, SILVER

—AND—

BRONZE MEDALS

20 1st prizes.

Reg. Trade Mark.
MICHEL LEFEBVRE & CO'Y
Manufacturers of

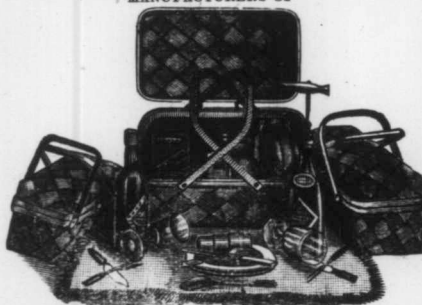
Lion--L--Brand

Pure Vinegars, Mixed Pickles, Jellies, Jams,
Preserves.

Montreal, P.Q.

P. DOTY & SON,

(Successors to W. B. Chisholm)
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 bas-
kets.
Fruit package of all des-
criptions.

OAKVILLE ONT.

**SOMETHING NEW!
A GREAT TREAT.**

Fresh Cod

TONGUES

In 1 lb. Tins.

This is the Delicacy of the Season.

Pronounced by connoisseurs far ahead of
oysters.

A GREAT LUXURY.

Apply to

EBY, BLAIN & CO.,
Toronto.

STEWART MUNN & CO.,
Montreal.

Send for Samples.



**STUART,
HARVEY & Co.**
Importers and

WHOLESALE GROCERS

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

HAMILTON, ONT.

FOR THE
HOME, PICNIC,
CRUISE, or CAMP

The "STAR BRAND" delicious

HAMS & BACON

CAN BE HAD FROM ALL THE
BEST GROCERS

F. W. FEARMAN,
Hamilton, Ont.

PACK OF 1891.

"THISTLE" Brand Haddies.

These Fish are most carefully pre-
pared and are recommended by lead-
ing medical authorities as

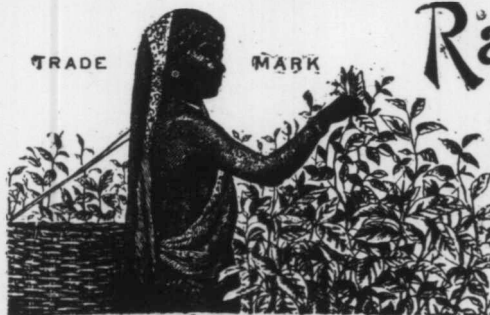
The Finest of Fish

Second only to the Oyster from a dietetic standpoint.

30

Order this Brand. For sale by all leading Wholesale Houses.

Just one year ago Ram Lal's Tea was placed on the Canadian market.



**Ram Lal's
PURE
INDIAN TEA**

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

Sales to date amount to two
thousand five hundred chests
which proves to the grocer
that Ram Lal's is the favor-
ite blend of pure Indian pack-
age Tea

JAMES TURNER & CO.,

Hamilton.

WHOLESALE AGENTS.



A LETTER

Received by us a few days ago from a traveler contained

62 ORDERS

Not bad for two days work was it. Everybody buys our goods. Why should not you and

Save Money

Empire Tobacco Co.,

Montreal.

on the street during the last few days showing a fine line of preserves. The firm are extensive manufacturers, as well as wholesale grocers, and they expect a good business in Canada.

Smith & Keighley, Toronto, have purchased 4,000 boxes Sphinx prunes from the trustees of the Jansen estate, New York, and are offering them considerably below the regular market prices. Quotations will be sent on application.

Some members in the Frontenac cheese board are in favor of having the day of meeting changed from Thursday to Saturday. This is thought impossible by the dealers as cheese bought by the board must be shipped to Montreal to catch the English steamer the following Wednesday. This could not be done if the cheese was bought on a Saturday.

Mr. William Tierney has retired from the firm of Wm. Tierney & Son, grocers, Vancouver, B.C., and a change has been made whereby the business will be continued under the name and style of Tierney and Jackson. The new partners are Mr. J. Tierney and Mr. Ed. Jackson, and as both are young men, well and favorably known in the city, their enterprise is certain to meet with the success it deserves.

Mr. Hebler is a commissioner appointed by the Hon. John P. Robson, premier of British Columbia, to enquire into the reasons why Eastern Canada does not do a larger business with the Pacific coast province. He has visited a number of the large wholesale houses in Montreal, Toronto and Winnipeg and ascertained that they all find the freight rates too high. At present most of the trade of British Columbia is done with San Francisco and Portland. The British Columbia merchants would prefer doing this trade with Canadian houses.

A deputation of salt manufacturers, consisting of L. Rightmyer, Kincardine; John Ransford, of Clinton, and W. M. Gray, of Seaforth, had interviews with the Ministers of Customs and Finance to protest against the reduction in salt duties. They are not opposed to a reduction of the duty on fine salt, but think the proposed reduction on salt in bulk is too great, and ask that it be reconsidered. The deputation also urged that a duty be granted on salt which is exported. They were told, however, that the latter request could not be granted.

The firm of James Skinner & Co., established over 40 years in the crockery, china and glassware business, Hamilton, have agreed to lease for a term of years a new warehouse to be erected on the north side of Wellington street, immediately west of Bay. The building is to be of brick and stone, six storeys over a high basement, 51 feet front by about 112 deep, with a lane on both sides giving good light and excellent shipping facilities. The locality is now one of the best in the city for the wholesale trade, the

owner and lessor being Mr. John W. Cowan, tea and coffee merchant. The eastern part of the building forming the block, covering altogether 77 feet frontage, is being erected for the owners, Messrs. Pugsley, Dingman & Co., soap manufacturers, of Church street, who may occupy it for their own business. This new block will be one of the loftiest in the city and will give additional life to business in this advancing locality. The work on the buildings has already commenced and will be pushed ahead as rapidly as possible. The transaction, which was negotiated through R. J. Griffith & Co., covers an investment, including the land, of something over \$100,000.

WHY SOME MEN FAIL.

The question was recently propounded by a magazine editor to two of our conspicuously successful Americans: "What are the causes of poverty?" One replied: "Ignorance and incapacity." The other said that the prevalent cause is "the number of young men who are wanting in decision and fixity of purpose. If they get into a good place at the start they should stick to it, knowing that by perseverance, industry and ability they win promotion in due course as vacancies occur. But they see or hear of some one making a fortune in Wall street, or in ranching, or in mining, and away they go to try their luck. When they lose, as they do ninety-nine cases out of a hundred, that is the end of them; they can never settle down to ordinary ways of living after that, and their descent is rapid." This reason hits the nail square on the head. Go where we will we will find men who commenced life under the most favorable circumstances, but who are such complete financial wrecks that there is but little hope for their reformation. They may be honest and temperate; they may even possess natural ability of a high order, but lacking in steadiness of purpose, they will never succeed. Had they sufficient will force to stick to one thing, no matter how disagreeable it may be at first, were they content to advance slowly, they would have no reason now to complain of the "luck" of those who have pushed forward into the front ranks. Another cause of poverty is a lack of self-confidence. Many men seem to have no faith in themselves, consequently no assertiveness, no independence, no pluck and no push. They are afraid to stand up and speak for themselves, preferring to lean on others. They are afraid to make an investment, because of the possibility of failure; they are afraid to tell what they can do, as they might make an error in doing it. They are cowards in every sense of the word. This is often the result of early training. A boy, naturally timid, is kept in the back ground so persistently and his mistakes are so severely criticised that he grows up into an entirely useless man. Push and fixity of purpose will always bring a measure of success.—Ex.

One Trial Will convince you that the "MALLAWALLA" blend of Pure Indian and Ceylon teas is something delicious and a sure favorite with black tea drinkers, 1 lb. and 1-2 lb. tin foil packages, 50 lbs. in a case. If you want the best buy "MALLAWALLA."

DIAMOND BAKING POWDER in ¼, ½ and 1 lb. tins is more satisfactory and nets you a better profit than any first-class powder on the market.

Merit tells, "Wherever sold it has been a repeater." Have you tried it?

W. H. GILLARD & CO.,
WHOLESALE GROGERS, HAMILTON, ONT.,
 Agents for Canada.

ALL GROCERS SHOULD SELL THE

EMPIRE BAKING POWDER

Manufactured by
ELLIS & KEIGHLEY,
 TORONTO.

W. A. McCLEAN & CO.,
 OWEN SOUND

OFFER TO THE TRADE

LONG CLEAR
 BREAKFAST
 SMOKED BACKS
 SMOKED BELLIES
 SPECIAL ROLLS

BACON

Write for Quotations.

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

185 WELLINGTON ST., MONTREAL.
 CHICAGO. ST. LOUIS. NEW YORK.

Condensed Mince Meat.

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

Will not ferment in warm weather.

Sells at all seasons by all wholesale grocers.



Although fruits are scarce and high, price same as last season, \$13.50 per gross net.

Packed in ¼ and ½ gross cases.

Sole manufacturer for Canada.

Ask your wholesale grocer for it.

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

GEO. MATTHEWS

-PACKER and CURER.-

HAMS

BACON

LARD

PORK

PURE LEAF LARD A SPECIALTY.

PACKING HOUSES, OTTAWA, PETERBORO' and LINSDAY, ONT.



TORONTO MARKETS.

TORONTO, July 9, 1891.
GROCERIES.

A review of the grocery market this week must still, in the main, be substantially a review of the sugar market, as operations in other lines have been hindered by the strong and uninterrupted flow of orders for sugar. There has been an almost enforced cessation of trade in other departments, not that tea, canned goods, etc., are not wanted and ordered by the retail trade, but that such orders are very secondary to the overwhelming demand for sugar, and have to be put aside until the sugar pressure eases somewhat. A better tone pervades trade since the weather has taken the favorable change it has, rains and cloudy weather having done much to improve the appearance of the fields and to brighten the outlook generally. By the end of the month there will be a big exchange of money to pay the sugar engagements that are being undertaken by the retail trade. Money certainly appears to be more plentiful, in order to maintain the trade that retailers are now doing in sugar. Payments are met with promptness as well.

CANNED GOODS.

With sugar engrossing so much of the general attention, canned goods come in for but little notice. There is nothing at all urgent about the situation of them, and they can stand a little neglect without injury to their prices. The stock is so light that a smart demand would make a small matter of it in a week or two. Tomatoes are firm at \$1.55 to \$1.60, as they have been for some time. Corn and peas are likewise unchanged and in small compass. Contracts for next season's pack are not numerous this week, though canners quote at \$1 to \$1.05 for corn, peas and tomatoes. They are reported to be averse to doing business unconditionally, however, on the basis of their own quotations. Strawberries have come on the market and brought down quotations from the points to which the old pack had got. They are selling at \$2.25 to \$2.40, and would have been cheaper had the crop held off a little longer so as to come all in after the sugar duty had been removed. The market had got into a very good position for the new pack, as most of the old had been disposed of. New lobsters are in and selling at \$2.25 in tall tins.

Next week the local trade in canned goods is expected to be large, as there will be a large number of consumers added to those always here by the Teachers' Convention, which is expected to bring in at least 15,000 people.

The Thistle Finnan Haddie Canning Company is putting up its finnan haddie now in flat instead of tall tins, and the stock appearance of the goods is greatly improved by the change.

COFFEE.

Coffee is very dull as the sugar flurry monopolizes attention. Quotations continue as they have stood for some time.

DRIED FRUIT.

Valencia raisins are the best selling line still. The price continues to be an inducement to buyers, but there are some houses which have got out of their low-grade stock and do not quote below $5\frac{1}{2}$ c. There is not any scarcity though of low grade Valencias.

They are plentiful and to be had as low as $4\frac{3}{4}$ c. Currants are not in much demand, though prices remain steady at unchanged quotations. Prunes have not reacted from the downward movement of a fortnight ago: they sell yet at $7\frac{3}{4}$ to 8c. in bags, and 7 to 8c. in cases. Eleme figs in 14 oz. boxes are quoting easier, 10c. being the highest price now asked. The trade in dried fruit feels to some extent the rivalry of new native small fruit, though there is always a good demand in harvest for currants and raisins.

NUTS.

Very few sales of nuts have been made lately. There is but a light demand at this season in any year. Confectioners, not the trade, keep the market moving just now. Prices are unchanged.

RICE AND SPICES.

Rice is still very firm. The market has no more in stock than can be got rid of easily when the harvest demand begins to come in. At present the trade is not large. Spices are not in any particularly noteworthy position.

SUGAR.

The warehouses are fairly inundated with business. There has been no slacking of the demand since it opened above two weeks ago, though the refineries have been working steadily to their full capacity ever since. No one remembers such a sugar season on this market. The demand being equally active on a many times larger scale in the United States, the effect could not be otherwise than to advance the price of raw. Not only on this continent but in Europe the consumption of sugar is now at or near its maximum rate for the year. It was to be expected that prices would go up under such a siege of the demand, and it is remarkable that the advance held off so long. It came on Tuesday when the prices of whites were advanced one-eighth all round, granulated being quoted 5c. in lots of 15 barrels and upwards, and at $5\frac{1}{8}$ c. in smaller lots. Granulated is in chief request, though there is also a very large trade in yellow. The present prices will probably hold while the demand retains its present strength, but it is likely that they will ultimately lapse back to the point from which they advanced. The advance may be the means of the retailers making a little on sugar, as it is no use now to strain a point to sell the sensational number of pounds—twenty—for a dollar. Yellow sugar is quoted as low as 4c., but there is scarcely any to be had below $4\frac{1}{8}$ c. Strawberries are now being followed by cherries, and cherries will be followed in turns by raspberries, and the throng of small fruits will continue until the larger ones are due. That means that the sugar market will have an active demand at all events from now until October.

SYRUPS AND MOLASSES.

Syrups are not selling freely. They quote as they did a week ago, low grades being scarce. Molasses are firm at the prices on our list, the shortage in the primary markets being a ruling influence in favor of probably higher prices yet.

TEAS.

A moderate demand is kept up, but there is little attention given to the situation of the tea market, everybody being too much absorbed in the pursuit of sugar to find time

to figure on the probabilities in tea. There is quite a stock of new season's Japans, but none of it to sell below 20c. Some old Japan, purchasable at 16c., is to be had. The lowest Congou is 15c., and the lowest Young Hyson 18c. There has not been much doing in Indian teas. Importers are waiting until the quality improves. A fair number of new season's teas have been offered in London. The quality of these continues about the same as previously noticed. The market shows but little alteration, and bidding has been fairly brisk at last week's rates. The average was $10\frac{1}{2}$ d.

PETROLEUM.

Canadian continues at 16c. There is a very quiet time in petroleum and its products now. All prices remain as they were last week.

Petrolia crude 1.35½ per bbl. Oil Springs crude \$1.35 per bbl. The condition of the crude oil market remains unchanged, every driller having contracts away ahead, but the market will stand the extra production even if a "ghost" or two do make their appearance. The stock, of crude, although very moderate is ample for the requirements of the trade taking into consideration the prospective summer's production. If we are let alone and not influenced by outside considerations, the figures for crude this fall may fairly be put at \$1.50 anyway. But—and here this "but" is not to be lightly disregarded we have not our own market in our own Canada. We have reference to the bringing into Canada crude for fuel purposes. A drop of 50 cents a barrel on crude means a loss of \$200,000 during the year to the crude producing trade and the concurrent shrinkage of profits, say \$50,000 to the refining branch of the business, for, with low priced crude their must be reduced profits on refined as has always been the case. The retailer, too, can make more profits when refined is 15 to 18 cents than when it is 10 or 12 cents per gallon, so that the crude producer, the refiner and the retail merchant are equally interested in the maintenance of values up to fair and equitable standard, which we at present possess with regard to crude. The only action that the oil trade can take to disturb present values and lessen legitimate profits is to set the drill recklessly to work and add to the at present small stock an unnecessarily large one. Of course this view of the present situation is entirely aside from the question of the threatened American "slaughter market" in the (we trust) far future. Both the price of crude and refined are about the same as last week. The above figures is the price to-day, yesterday there were no transactions on 'change.

DRUGS AND CHEMICALS.

There is little fluctuation, and generally trade is steady. The prices quoted in the list remain as they were a week ago. The demand for fly paper has continued good, as

**NEW SEASON'S
GARDEN PICKED
JAPANS.**

P. C. LARKIN & CO.,
WHOLESALE GROCERS,
32 Wellington East, Toronto.

James Lumbers

Wholesale Grocer,

67 FRONT STREET EAST,

TORONTO, ONT.

Is Life worth Living ?



A problem very easily solved. Drink life-giving ST. LEON and you have the answer. It invigorates the whole system; it is the builder up of bone, muscle, flesh and blood, and to all who use it it is better than gold.

To solve the problem thoroughly, go to the Palace Hotel at the St. Leon Springs, where you can drink it and bathe in it, and, if you want to feel like living, take in the St. Leon Springs this summer.

Mr. M. A. THOMAS,
Manager.

St. Leon Mineral Water Co., Ltd.,
Toronto.
BRANCH—Tidy's Flour Depot, 164 Yonge St.

ALL GROCERS SHOULD SELL
THE

**EMPIRE
BAKING
POWDER.**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

ELLIOTT, MARR & CO., IMPORTERS OF TEAS,
—AND—
Wholesale Grocers, LONDON, ONT.

IS A BOOK

Which will secure to you a larger profit than you are at present making,

Which will secure an increasing trade,

ANY USE TO YOU ?

THE 26 SPECIMEN BLENDS contained in "Tea and the Science of Blending" will show you how this may be done.

Criticised most favorably by THE CANADIAN GROCER and countenanced by the largest Manufacturers and leading Wholesale Houses in Canada.

R. S. McINDOE, 24 Front St. E.,

PRICE 1.00.

TORONTO.

REFERENCE : The Wholesale Grocery Trade of Toronto.



Seasonable Goods.

The Celebrated "Reindeer Brand" Preparations : " Condensed Milk " " Condensed Coffee " and " Condensed Cocoa " are admirably suited for Picnics, Holiday Excursions, &c., &c.

Sold by First-Class Grocers everywhere.

The Truro Condensed Milk and Canning Co., Ltd.,
Manufacturers,
Truro, Nova Scotia

MARKETS—Continued.

also that for hellebore and Paris green. Summer beverage constituents have been quieter on account of the cooler weather.

BUTTER AND CHEESE.

There is wanting butter of the finest grades. It is in good demand, but prices keep between 12 and 15c. Medium butter at 10 to 12c. sells well also, a considerable part of the unsatisfied demand for looking grades falling upon that, the low grades used in cooking, etc., being now exceedingly scarce. All dairy tub butter is in light stock and the above prices are firm. Creamery tub is on the market and selling at 21 to 22c. but only to those who want a fancy article. Creamery rolls are 23 to 24c. A few large dairy rolls continue to arrive by express, but may be almost over looked, so small a proportion do they bear to the whole. They sell at 13 to 14½c., and are greatly sought after, because of their being strictly fresh made butter. Pound rolls at 15 to 16c. are not in so strong request, as it is mistrusted that they are simply made over from tub butter.

Cheese is quiet. Spring cheese is 9 to 10c.

COUNTRY PRODUCE.

BEANS—Are quiet, but as they are still exceedingly scarce and cannot be done without they are firm and higher at \$1.60 to \$1.80 in the small lots that they are moving in.

DRIED APPLES—Are in waning interest. The easier price of prunes and the season, which puts strawberries, etc., within easy reach of consumers, make the demand for dried apples quite drowsy. Prices are 7¾ to 8¼c. Stocks are light.

EVAPORATED APPLES—Are not scarce, and they are not active. The same reasons are at the bottom of the dulness in them as for that in sun dried.

EGGS—Are firmer and a little higher. The price has got up to 13c. They are somewhat scarce now, while the demand is keener.

HAY—Is unchanged at \$10.50 to \$11.50. The weather has recently favored the portions of the crop that were not beginning to mature, and a fair yield may after all be realized.

HIDES—Green are still 5c., but cured have gone down a quarter, a car selling on Monday at 6c.

HONEY—Is very dull and weak at 7 to 10c. for strained and 14 to 16c. for sections. The year's bloom has been good and a large gathering is expected.

HOPS—Large lots change hands at 36c., while medium lots go at 35 to 38c., according to quality. There will be little of the '90 crop left by the time new hops are in.

OATS—Are up again to 52½c.

ONIONS—There are none but Egyptian, which sell at \$4 per sack.

POTATOES—Old are \$1.10 to \$1.15 on track, and \$1.25 to \$1.50 out of store. New from the central States are worth \$3.50 to \$4 in car lots.



For laundry purposes, especially for washing clothes the "Surprise" way. We emphatically declare SURPRISE SOAP the "Best there be" and so must be "Best on earth."

The St. Croix Soap Mfg Co.,

Branches:

St. Stephen, N. B.

MONTREAL: 17 St. Nicholas St.

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

SKINS—Pelts are 25c., lamb skins 35c., and calf skins 5 to 7c., the latter having dropped a cent.

STRAW—A very light demand for oat straw at \$6 to \$8 continues.

WOOL—Is as dull as ever at 18 to 19c.

FISH.

The demand is a long way behind the supply. Strawberries are still on the market and the fish trade is never good so long as they are. At this season storekeepers avoid the risk of carrying stock, and the pedlars prefer to drop fish and handle berries on the street, so that there is little doing in fish. Prices are easy. White fish and salmon trout are 6½c. each per lb. Lake herring are plentiful, and down to \$1.50 and \$1.75. British Columbia salmon are 15 to 16c. There will be a quiet fish market for some time yet.

GREEN FRUIT.

There has been a quieter time than was chronicled a week ago. Oranges have been crowded out considerably by small fruit, and the cool spell has shrunk up the consumption of lemons. Only a few Messina oranges are left, and they sell at \$4.50. There are a few Rudis at \$6.50 to \$7, but the staple oranges of the season are Mediterranean sweets, which sell at \$5 to \$5.50. Lemons are \$5.50 to \$6. Bananas are \$1.50 for seconds and \$2 for firsts. They have limited sale. Reds are scarce yet, but come in rather more freely, cars of mixed being received lately. Pineapples scarcely sell at all, \$2 to \$2.50 per doz. being the prices just now. Apricots are \$2.50, peaches \$2, Bartlett pears \$6, plums \$3.50 to \$4, cherries

(native) are \$1 to \$1.25 and strawberries are 6 to 8c. Oakville berries are now nearly all that come in, and this week will finish them. Raspberries are 15c. Two cars of water-melons are on the way from Georgia. A car received early in the week went out at 35c. Tomatoes are \$1.75 per four basket crate, and \$1 per box.

PROVISIONS.

Trade still lags behind the expectation of dealers, who usually have their best demand now. It is not nearly so good as it was in the corresponding part of last year. Long clear bacon and smoked meats have been the leading stock in demand.

BACON—Long clear is up to 8 and 8½c. the continued demand having brought up the price. Bellies at 10 to 10½c., backs at 10c. and rolls at 8 to 9c. are unchanged.

HAMS—Go out at 11c. to 11½c. according to size, for smoked, and 10 to 10¼c. for sweet pickled.

LARD—Is firm, owing to scarcity of low grade butter, and quotes at 9½c. in tubs and 10c. in pails.

MESS PORK—Is quiet at \$15.50 to \$16 for heavy and \$17 for family.

SALT.

The fact that the bulk of the butter made in the hot weather is packed in tubs improves the market for dairy salt at this season. There is a good output of it. The only change in prices is in the price of barrel salt, which coming now 21c. less on account of the reduction of the duty, sells at \$1.18 in car lots. Sacks are 70c., dairy \$1.25, rock salt at \$12 per ton on track.

WE ARE BUYING

Dried Apples.

SEND SAMPLES
AND QUOTATIONS.

ESTABLISHED 1895.

STANWAY & BAYLEY
BROKERS

AND
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

Evaporated Apples

SEND SAMPLES
AND QUOTATIONS.

ALL GROCERS SHOULD SELL
THE
**EMPIRE
BAKING
POWDER.**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

GEO. C. THOMPSON. CHAS R. KING.
THOMPSON & KING,
Consignees, Brokers, General Commission
and Mercantile Agents,
51 Wharf Street, cor. Fort, Victoria, B.C.
Storage. Correspondence Solicited.

T. W. CLARK & CO.,
General Commission and Provision Mer-
chants and Wholesale Dealers in
Dairy Products.

Consignments solicited and business transacted
for Eastern Canada Merchants.

Established 1886.

VANCOUVER, B.C.

References: Bank of British Columbia.

WILLIAM RYAN,
Produce and Commission Merchant,
72 FRONT ST. EAST, Toronto, Ont.
WANTED,
CHOICE DAIRY BUTTER

Correspondence Solicited.



All kinds of produce handled. Consign-
ments solicited. Carriers supplied.

J. CLECHORN & SON,
Wholesale Fruits, Fish and Oysters
94 YONGE ST., TORONTO.
ORANGES.

Last car of Florida oranges for the season
just received. Fancy stock. Send for prices
of oranges and lemons. Prices are advanc-
ing daily.

J. F. YOUNG & CO.,
PRODUCE AND COMMISSION MERCHANTS
74 Front St. E., Toronto.

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

We Furnish Egg Cases. Try Us.

R. C. MURDOCH AND CO.,
Commission and Wholesale Fruits.

FANCY CALIFORNIA EVAPORATED AND
GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign
Fruits, Figs, Dates, Nuts, etc., furnished on appli-
cation.

29 Church St., Toronto
TELEPHONE 806.

WM. DAVIES & Co.,
TORONTO.
PACKERS AND CURERS.

Choicest Smoked Hams
and Breakfast Bacon.
Bbl. Pork, Long Clear,
and Pure Lard.

CORRESPONDENCE INVITED.

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

For Choice full flavor goods send us a
Sample order.

Jas. Park & Son,
Toronto, Ontario.

**GOLDEN BRAND
CANNED
FINNAN HADDIE**

Are put up in flat and tall tins.
Quality guaranteed.

AGENTS,

H. W. NORTHRUP & Co.
South Wharf, Saint John, N. B.

KING, GRAINGER & CO.
81 Front St. E.
Produce and Commission Merchants.

BUTTER, EGGS,
and Country Produce.

Correspondence Solicited. Prompt Returns Mad
TELEPHONE 2237.

JNO. A. MOIR,
GENERAL AGENT,
Consignments Solicited.

SPECIALTIES: Canned Goods, Dried
Apples, Evaporated Apples, Codfish.
Quotations and samples sent on applica-
tion. A trial solicited.

41 St. Francois Xavier Sts., Montreal.

LAURENCE GIBB
Provision Merchant,
83 COLBORNE STREET, TORONTO.

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

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

JAS. DICKSON & Co.
26 WEST MARKET STREET,
Provision and Commission Merchants.

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

Reesor & Rogers,
Produce and Commission Merchants

Solicit consignments of Country Produce
from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Established 1874.

W. H. SMITH,
Wholesale Produce
Commission Merchant
186 KING ST. EAST, TORONTO.

Wholesale Dealer in Butter, Eggs and General Pro-
duce Consignments solicited First-class reference

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.

DRY GOODS.

This is the quiet spell with wholesale dry goods men, and several members of house staffs are now away on their holidays. What the eyes of all are turned towards is the fall trade, which gives promise of being a good one.

MONTREAL MARKETS.

MONTREAL, July 9 1891.

There has been more activity in groceries since our last, and in the aggregate a good round quality of goods of various descriptions have left first hands. Sugar of course has been the most active staple, but business in it has led to dealing in other lines and in consequence we have to note a good trade in tea, dried fruit, etc., while the enquiry for coffee is good and it is only the want of supplies that prevents a good brisk movement in it. In fact the grocery market on the whole is an active one and this briskness should have some sympathetic affect on other lines of trade. Payments have been good, and although there are some complaints, several houses say that they have not had any revivals at all during the past four weeks.

SUGAR.

Sugar is naturally the active feature of the grocery market, and generally speaking it may be considered as the pivot on which the business in other lines that we have to note turns and stocks of raw bed are limited except what is in refiners hands and it is safe to say that there are none fit for grocery purposes. This, as a natural result, acts beneficially on yellows and there has been an active trade in them during the week, while prices have a somewhat firmer tendency at $3\frac{3}{4}$ and 4c. In granulated attempts have been made to hoist prices to $4\frac{3}{4}$ and latterly they have been to a certain extent successful, for it is unlikely that a round quantity could be had under this figure now. Throughout the week, however, it has been moved readily at $4\frac{1}{2}$ c, but now the refinery that was selling at the lower rate has advanced its figures also and they are now on a line with competitive establishments as we state above. In the aggregate a good round quantity of stock has been moved, but the demand does not show any abatement.

MOLASSES.

Molasses have been quiet, the distributive demand being inconsiderable. Since our last report another cargo of Barbados is to hand, and have been turned over to a local firm at 40c. per gallon. Most recent cables from the Island quote 20c. as the first cost. Supply offering small.

TEA.

The Budget has had a decidedly beneficial effect on tea, and there is a good enquiry to note at the moment, all the new crop that has so far arrived being picked up, and buyers are awaiting the next consignment. Last years low grades are in good demand, and some round lots have been taken off the market on New York account since our last, the most recent transaction being a lot of 1,000 packages. Blacks are in somewhat better demand.

COFFEE.

There is a good enquiry for coffees, more especially Rios and Jamaicas, but the supply in first hands is practically met, consequently the movement is limited. In fact supplies are presently exhausted until the arrival of

British Markets.

Having closed out our local business, we are now prepared to give special attention to all lines of

Canadian Produce

in British Markets.

We have a large trade in

Cheese, Eggs, Butter,

and Apples, also

Canned and Evaporated Goods,

Honey, etc., etc.

Liberal advances made on suitable goods.

Correspondence Solicited.

IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

fresh stocks which are now at New York the steamer having entered there on Tuesday. They will be on the market shortly, therefore the business that we have noted during the week has been at 20 to 21c. for Rios, and $19\frac{1}{2}$ to 20c. for Jamaicas. Javass are not so brisk, but are held firm at 26c., which is probably the best figure they could be had on.

RICE.

A fair business is to note in this article in a jobbing way at steady prices, while the market has a firmer tendency, due to the tenor of advices from primary markets, which talk of advanced prices. We quote: Patna, \$4.50 to \$5; choice, \$4.25 to \$4.50; standard, \$3.90; and off grades, \$3.50 in car lots.

FRUIT.

Toward the close of the week values on Valencia raisins dropped down to rock bottom, and this led to a fair business in round lots of 1,000 to 2,000 boxes at $3\frac{1}{2}$ c., about 6,000 boxes in the aggregate changing hands. This pared down stocks pretty low in first hands, and as a consequence figures have stiffened a fraction or so, but are still below the range we gave in our last report. For business to-day $3\frac{3}{4}$ to 4c. is about the idea, and advices from New York state that supplies of off stalk are practically exhausted and the market in good shape for improvement. In consequence the feeling here is better and the trade expect some improvement to the position of the fruit shortly. Remarks about currants made last week may be repeated. They are a decided scarcity here and business from first hands is small. The prevailing idea is $5\frac{3}{4}$ c. in barrels, $5\frac{7}{8}$ c. in half barrels and 6c. in cases to arrive, with an $\frac{1}{8}$ to $\frac{1}{4}$ c. additional for any on spot.

In green fruit business is of a seasonable sort and there is no accumulation of supplies of any sort, the movement being sufficient to

keep stocks in the right shape. Oranges are unchanged at \$6 to \$7.50 per case, and lemons steady at \$5 to \$5.50 per box. Bananas are in good supply but steady at \$1.25 to \$1.75, and prices are not the drug they were a fortnight ago, but prices remain easy around 10c. In seasonable lines of garden fruit new southern potatoes are commencing to arrive and are selling at $2\frac{1}{2}$ c. per lb., while strawberries rule unchanged at 9 to 10c., and cherries \$1 to \$1.50 per basket.

CANNED GOODS.

In vegetables, corn and tomatoes have been two active lines during the week and stocks of them have been subject to considerable reduction in this connection. In fish business has been on the dull side, salmon moving slowly and dealers do not appear to be influenced by the full reports that have been prevalent. From the coast advices speak of large sales of 1890 pack the most recent being a transaction involving 1000 cases at \$4 f.o.b. Canned meats are firm but the advance in prices does not seem to have had much effect on buyers.

FISH.

There is no change in the fish market and no prospect of any in the near future with only a quiet business to note. Herring, mackral, cod and salmon are all fairly steady with but little doing.

HOPS.

There is little activity to note in this product on our market, and business is of the merest jobbing kind, a bale now and then as it is wanted. Advices from across the line show a somewhat easier tendency to the market as the gloomy reports about damages to the gloomy crops are being dissipated. Locally values are more or less nominal, and stocks are small. In fact we know of only a few lots of 11 bales or so that are to be had here, but there are probably more in the country in grocers hands. The lots here are held for 25c., no yearlings offering.

PROVISIONS.

The provision market is dull and quiet, the volume of business being such as precludes the idea of much change. We quote as follows:—Canadian short cut, per barrel, \$16.25 to \$17.75; mess pork, western, per barrel \$15.00 to \$15.50; short cut, western, per btl \$16.25 to \$16.75; hams, city cured, per pound 10 to 11c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, $8\frac{3}{4}$ to 9c.; bacon, per pound, 9 to 10c.; lard, com., refined, per lb, $7\frac{3}{4}$ to 8c.

EGGS.

The course of our egg market during the present season so far must be a great disappointment to those pessimists who predicted all sorts of changes from the McKinley bill. Never at any time have prices been abnormally low, and now we have to note a further advance on the advance we noted in our last. This firmness is due to an exceptionally well cleared up market, while considerable quantities have been going across the water mostly on consignment, but they have benefited the position here materially. At present 13c. is the lowest figure, business can be done at which is an advance of $\frac{1}{2}$ to 1c. in last weeks figures.

BUTTER.

There has been little change to the butter market since our last report, and while holders maintain their present attitude there is little possibility of any. At about 18 to $18\frac{1}{2}$ c. there is a margin, so buyers say, and they are open for business on this basis, but factormen will not let go. We think this an unwise course to pursue, as when later makes

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publication issued in the interests of their profession. They must do so to keep up with the times.

The same applies to grocers and general merchants. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A doctor reads much that he already knows, so does a lawyer. So does a number of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively grocery and general store paper is THE CANADIAN GROCER, issued weekly, subscription price \$2.00 per year.



"KENT BRAND"

Canned Goods
and
Fine Mixed Pickles

—ARE—
The Standard Goods.

If your wholesale grocer does not handle these goods write direct to

The KENT CANNING AND PICKLING CO.,
Chatham, - Ont.

MELDRUM & DAVIDSON,

MERCHANT MILLERS,
PETERBORO',

MANUFACTURERS OF
Choice Winter Wheat and Manitoba

FLOURS

Mikado, White Lilly,
Delight, Manitoba.

Feed of all kinds and Mixed Cans a Specialty. It will pay you to give trial order.

HALIFAX AGENT. J. P. Cox.

Dominion Mills, LONDON, ONT.

HEADQUARTERS FOR

OATMEAL

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

Write for Samples and Prices.

GARTLEY & THOMSON,

303 to 311 Talbot St.

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,
70 COLBORNE STREET, TORONTO.

BUTTER

—AND—

EGGS

In good demand and prices improving.

Also solicit consignments of Cheese, Fish,
Fruit, Potatoes.

Canadian White Enamel Sign Co.,

Sole Agents for Caesar Bros.
The Most Durable Sign Letter.
4 Adelaide St. W., Toronto.
A responsible agent wanted in every town and city.

N. WENGER & BROS.,

AYTON, ONT.

- - MILLERS - -

(Hungarian Process)

BRANDS :

KLEBER, MAY BLOSSOM.

AGENTS :

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.

HODD & CULLEN

Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

Classic,
Anchor,
White Frost,
Challenge,
Diadem,
Strong Bakers.

Heavy dealers in

Oats, Oatmeal, Beans,
Peas, Middlings, Bran.

Quotations by wire.

Address, STRATFORD, ONT.

EMBRO

OATMEAL

MILLS.

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

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

Selected WHITE OATS only used. For prices of Oatmeal or Oathulls in Car-loads or less quantities, write or wire, and will reply promptly. Can ship via Canadian Pacific or Grand Trunk Railways. Have new machinery for the manufacture of Rolled Wheat and Graham Flour and will be pleased to have orders.

IMPORTANT FACTS ABOUT NOURISHING FOODS.

"OUR NATIONAL FOODS," put up in packages only, are not ordinary foods. They are prepared by the conversion of the starch into dextrine. THEY CONTAIN OVER DOUBLE THE NOURISHMENT THAT IS IN FLESH MEAT. A 4 lb. PACKAGE OF IRELAND'S DESICCATED WHEAT AT 25c. CONTAINS 30 GRAINS MORE NOURISHMENT THAN 10 lbs. OF BEEFSTEAK COSTING ABOUT \$1.50. THINK OF THAT. People are beginning to find it out, when they ask now for Ireland's Desiccated Wheat in packages they mean it. The grocer need not say "we have it in bulk just as good," for the customer is at once suspicious, for we do not sell it in bulk. Sold by all first-class grocers and manufactured only by

The Ireland National Food Co., Ltd.,
TORONTO.

MONTREAL MARKETS—Continued.

are on the market an accumulation of earlier makes cannot fail to be a regular wet blanket. For Western dairy there is a disposition for business around 14c., but Western buyers have been paying a fraction more, and they have been doing most of the buying in consequence.

CHEESE.

This market has altered somewhat from what we noted last week. The buying fever has apparently burned itself out, while the lack of support from the Britishers is still the more argument for buyers. Factory men however seem stubborn about yielding to any decline, but the range of values in southern New York are a ruling factor when the English buyer is in his present indifferent temper for they are very much below ours more than the usual proportion. Statistically, though, the position is as strong as ever. Stocks on the 1st of July, in Liverpool, were only a mere bagatelle, not more than enough for a few days business on that market and very much below those of last year, while our shipments are 50,000 odd less than they were, and the decrease instead of pulling up has been added to during the last week; this, too, despite the large shipments to London and Bristol, the two markets which have been taking the bulk of the Canadian make this season, and despite all this buyers talk lower and as an actual fact the market has to be written a little off this week, the decline being equal to $\frac{1}{4}$ to $\frac{1}{2}$ c. Business though is small, and holders are more or less independent.

GRAIN.

The grain market continues very quiet, with the only movement to note, a small business in oats at somewhat lower prices. In wheat our prices are nominal, but it could not be laid down for less as buyers in Ontario are paying figures equal to them. The stocks in store compared with those of a week ago show a decrease of 30,999 bushels of wheat, 24,365 bushels of corn 32,370 bushels of peas, 11,180 bushels of barley and an increase of 7,407 bushels of oats. Compared with the corresponding date last year there is an increase of 358,760 bushels of wheat, 33,920 bushels of oats, and a decrease of 144,532 bushels of corn, 165,209 bushels of peas, 15,689 bushels of barley. We quote: No. 2 hard Manitoba, \$1.10; to \$1.12; No. 3 do., 99c.; No. 2 Northern, \$1.01 to \$1.03; feed do., 62c. to 65c.; peas, 86c. per 66 pounds in store; 87c. afloat; Manitoba oats, 52½ to 53½c. Upper Canada do., 55½c. to 56½c. per 34 pounds; corn, 72c. to 75c. duty paid; feed barley, 60; good malting do., 65c. to 67c.; rye, 83c. to 84c.

FLOUR.

This market shows a better feeling than a week ago the improvement having its inception last Friday when some enquiry was noted from the country. This has led to some movement in car lots, and in addition to this the local demand is better. Enquiry for export is also noted buyers showing a disposition to meet sellers and this led to some shipments the most recent being some 2000 sox at 6d. advance. In consequence enquiries for ocean tonnage are brisk but space to Liverpool is very scarce and firm at 10s. The stock of flour in store shows a decrease of 267 barrels compared with a week ago and 4370 barrels compared with a year ago. We quote:—Patent spring, \$5.75; patent winter, \$5.30; straight roller, \$5.00 to \$5.15; extra, \$4.50 to \$4.80 superfine, \$4.00 to \$4.30; city strong bakers', \$5.50; strong bakers', \$5.25.

HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, July 9, 1891.

BREADSTUFFS—We can only repeat what we said last week that this is waiting market. The general experience in our line of business is that June has been an exceptionally dull month, the trade only being from hand to mouth.

The crop prospects remain good on this side of the Atlantic, and have a depressing effect upon the market.

We reduce quotations considerably.

Manitoba highest grade patents, \$6.00 to 6.25; High grade patents, \$5.60 to 5.75; Good 90 per cent Patents, \$5.30 to 5.40; Straight grade, \$5.10 to 5.20; Superior extras, \$4.80 to 5.00; Good seconds, \$4.25 to 4.65; Graham flour, \$4.90 to 5.10; Oatmeal, \$6; Oatmeal rolled, \$6.10; Kiln dried cornmeal, \$3 to 3.60; Rolled wheat, \$5.50; Wheat bran per ton, \$19 to 20; Shorts per ton \$26 to 27; Middlings \$27.00 to 28.50; Cracked corn, \$35; Ground oil cake, \$34 to \$35; Moulee, \$30; Split peas, \$4.40 to \$4.50; White beans per bushel, \$1.80 to 2; Pot barley per barrel, \$3.90 to 4.10; Canadian oats, choice quality, 63c. to 65c.; Hay per ton, \$11.75 to 13.

SUGAR—For some time back the uncertainties about the sugar duties has been retarding business in groceries, as it is a leading line, inducing business in other lines, but now that this is removed a brisk trade is expected, especially as the reduction is tempting, and actual necessities alone will compel considerable business as stocks throughout the country in third hands are almost nil. The refineries have reduced their figures about two cents and the salesmen in them are kept busy from an early hour filling the orders that have been crowded in. The customs authorities are still in charge of the refineries, but are releasing refined sugars as they are inspected. It is said that the refiners have a large stock of refined sugar in bonded warehouses which under the new regulations will not have to pay duty. We note that a few days ago a city grocer offered 20 lbs. of granulated sugar for \$1, and that another promptly went him one better by advertising that he would give 21 lbs. for that "almighty" piece of money.

Cut loaf, 5c.; Granulated, 4¾c.; Circle A, 4½c.; White extra C, 4c.; Standard, 3¾c.; Extra yellow C, 3½c.; Yellow C, 3¾c.

MOLASSES—The molasses market has been quiet, the distributing demand being small. A cable from the Islands quoted 20c. as the first cost with a small supply offering, supplies being nearly exhausted. The new tariff regulations will have no effect here, as there is no stock under 40 test now here, and little if any is imported. A cargo which arrived at Montreal from Barbados last week was sold to a local firm at about 40c. per gallon.

Barbados, 40c.; Demerara, 35 to 38c.; Diamond N. 48c.; Porto Rico, 37 to 38c.; Trinidad, 34 to 35c.; Antigua, 34 to 35.

FISH—Codfish, hard C. B., \$5 to \$5.50; Western shore, \$4.50, \$4.75 to \$5; Bank \$5 to \$5.25. Arrivals have been small, and recent advices state that the Bankers are not doing much.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N. B., July 9, 1891.

The holiday last week seemed to make trade more brisk than otherwise, as there was a good demand for all lines of groceries. Eggs are somewhat firmer with barely enough coming to supply the demand.

FLOUR—There has been a steady demand for flour the past week, and prices have remained as when last quoted, though the tendency seems to be downward. Manitoba patents \$6.15 to \$6.20. Ontario high grade \$5.65 to \$5.70; Medium \$5.45 to \$5.50.

MFAL—Is still dull, and with but a limited quantity selling. The price is \$3.40 to \$3.50.

SUGAR—The demand for sugar still keeps up, as the lower price has caused a much larger consumption. The ruling price is 3¾ to 3½c. for yellows and 4½ to 4¾c. for granulated.

MOLASSES—One or two cargoes of molasses have arrived lately from Barbados, but the price remains unchanged, 38 to 40c.

FISH—Large codfish have been in good demand, though the market is well supplied with mediums, \$4.25 to \$4.40 for large, \$3.90 to \$4.10 for medium, pollock \$2 to \$2.10. Smoked herring are a little easier, 10 to 11c. is now asked.

EGGS—Have been quite scarce and have advanced from 11 to 15c. which now seems the ruling price.

BUTTER—The demand has not been as large as the supply, consequently lower prices are being obtained which is from 15 to 18c.

POTATOES—Are selling readily at \$2.

FEED—Still keeps scarce without any change in price.

RICE—Is selling at \$3.65 to \$3.75.

There will not be a baseball match at the coming Toronto grocers' picnic. At least the members will not challenge a team from any other association, as was at first intended. They went down to Victoria Park Monday and hired a team of Berkeley school boys to practice on. Among those on the grocers' team were Messrs. Clark, Booth, Mills, McCulloch, Saunders, Roberts and Binnie. The grocers went to the bat first. That was as far as any of them got, for they were put out in rapid succession. The boys then got to the bat and stayed there for the rest of the day. The association representatives are badly used up. The ex-president and the ball had a collision and his left eye is in a sling. All the others have spent most of their spare time since applying arnica, electric oil, and other remedies to their aching bodies.

The neglect to look after minute details in the factory is a source of great loss to many producers.

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

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar
Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

DAVIDSON & HAY

Wholesale Grocers,
36 Yonge Street,
TORONTO, ONT.

WE ARE NOW PREPARED

To book orders for the undermentioned fine brands of Canadian packed canned Tomatoes, Corn and Peas, "Dejhi," "Aylmer," "Simcoe," "Nelles," "A. C. Miller & Co.," "Boulter's," "Lakeport" and "Erie." Early buyers will likely do well this season.

Sloan & Crowther

WHOLESALE GROCERS,
59, 61 and 63 Front St. E.,
TORONTO.

MACKEREL

(In Kits)

H. P. ECKARDT AND CO

Wholesale Grocers,
3 FRONT ST. EAST, TORONTO.

Thos. KINNEAR & Co

Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

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

SUGARS, COFFEES AND TEAS,
SPECIALTIES.

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.

4000 Boxes

Sphinx Prunes

Ex the Jansen Estate, New York.

Prices away down.

SMITH & KEIGHLEY

WHOLESALE GROCERS

9 Front St. E., Toronto

THE "MONSOON" BRAND

—OF—

PURE INDIAN TEA

Is the brand to handle if you want to satisfy your customers with a fragrant and delicious tea.

Grown on the gardens of

STEEL, HAYTER & CO.,

Calcutta, London, Eng., and Toronto.



This celebrated brand of
CEYLON TEA
Is packed expressly for

J. W. LANG & CO.,
Wholesale Grocers,
TORONTO.

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

IMPORTERS.

Just to hand :

NEW JAPANS

Our first shipment of new season's garden picked Japan Teas arrived this week.

Send for samples and quotations.

J. F. EBY.

HUGH BLAIN.

LOBSTERS

1891

PACK.

First New Stock in the Market.

WRITE FOR QUOTATIONS.

EBY, BLAIN & Co.,

Wholesale Grocers,

FRONT AND SCOTT STS. TORONTO.

POINTS TO REMEMBER.

If you would write the kind of advertisements which are read be brief and concise. Try to see how little you can write rather than how much. But make the advertisement readable. I do not believe that disconnected sentences are readable. A great many advertisements are constructed on this model :-

.....
 BLANK'S PIANOS.
 FOR YEARS THE STANDARD.
 Remarkable for delicacy of touch
 and tone.
 Used and indorsed by the leading
 composers and musical experts
 abroad and at home.

I believe in arranging such statements in smooth, grammatical sentences. People are not used to the omission of verbs and conjunctions in their reading matter. Make it read straight ahead as though it had been prepared for the literary columns of a magazine, and see how much more attractive it will be to the eye as well as to the understanding.

Be original, but don't strain after originality. Don't confound eccentricity with genius. Long haired individuals, with no end of peculiarities, are sometimes tolerated on account of other merits, but eccentricity in itself does not constitute a desirable stock in trade. You had better leave the Powers style and other strongly individualized styles of advertising severely alone, as imitators generally get all of the faults, with few of the virtues, of those they imitate. Be natural.

Don't exaggerate. It doesn't pay in the long run. Because a great many advertisers exaggerate ought to be a good reason in itself why you should not follow in their footsteps. If you can once get the public to believe that you are more careful in your statements and more honorable in your dealings than your competitors a great deal has been accomplished. A lady remarked to me once, as she was looking over the dry goods announcements in the newspapers: "I never read so-and-so's advertisements any more." She had been attracted to their store several times by lying advertisements and was naturally indignant at being deceived. Thereafter she was deaf to anything they might say. The man who wrote those advertisements no doubt thought he was doing a big thing for his house in representing the goods at so much beyond their actual value. But it would have been better if he had never written anything. Advertising will not sell an article that does not possess real merit. All that has been claimed for advertising is that it will bring buyer and seller together. To effect a sale the seller must have something that suits the buyers. —Exchange.

Rivalry, open, fair, good natured and enterprising, is the life of business.

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

**TORONTO
 RETAIL GROCERS' PIC-NIC.**

The Pic-Nic Committee not being able to secure satisfactory arrangements with the various boat lines running to the Centre Island, have made definite arrangements to hold the Pic-Nic at Victoria Park on same date as previously arranged. The tickets are in the printer's hands and will be ready for distribution in a few days. The programme will be finally revised on Monday evening next. The Committee will meet at the close of the Association meeting and make the last re-

vision. Return tickets are placed at 25c. by boat from Yonge street wharf for adults, with childrens' tickets at 15c. There will be a charge for admission to the grounds at the Queen street gates, but boat tickets secure admission from the wharf. The boys intend having a high old time. Seven donkeys being engaged for the competition.

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

GURD'S Ginger Ale is guaranteed Superior to all others. Orders promptly attended to.

"THE GENUINE CHIMNEY"

A FULL LEAD
 Glass Chimney.

NICELY WRAPPED AND LABELLED

Write for Prices.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers,

Toronto and Winnipeg.



Cannot be Beaten
 for Design
 or Workmanship.

Done up in
 One-Half Gross Cases.



**GOLD
 MEDAL
 AWARDED**

Delhi Canning Co.,

Jamaica Exhibition.

WE are still at the front and propose staying there, the high standard of excellence for which our goods are noted will be fully maintained this coming season. When purchasing Canned Goods keep in mind the **Maple Leaf Brand** prepared by the Delhi Canning Co. Every can is honestly filled and perfectly reliable. Our fruits are noted for their high syrups and natural flavors.

Delhi Fruit and Vegetable Co.,

FACTORIES: DELHI AND NIAGARA.



STILL THEY COME!!!

POST OFFICE STORE, PENINSULA LAKE, 30th June, 1891.
GENTLEMEN,—Enclosed find one dollar for 3 dozen of your 5 cent packages of your "Barm" Yeast. Send show card for store. Send freight or express to Huntsville Station, Muskoka, and oblige
Yours truly,
JOHN G. HENDERSON.

MAXVILLE, 22nd June, 1891.
DEAR SIRs,—I have tried a couple of boxes of your "Barm" Yeast and find it to be the best Yeast I have used for many years. It could not make nicer bread than I have done. It is so light and easy. I shall continue to use it. I have recommended it to several persons and I shall to all who use other Yeast.
Yours truly,
MARY I. STEWART.

Order a box from your wholesale grocer or send direct to
THE BARM YEAST MFG. CO.,
TELEPHONE 1920. 35 Wellington St. E., Toronto.



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

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.
PETROLIA, - ONTARIO.

EDWARDS, CATCHPOLE & CO'Y
MANUFACTURERS OF
French Blacking,
Stove Polish,
Writing Inks and Mucilage.
33 Wellington East, Toronto.

J. A. Mathewson. S. J. Mathewson.
W. B. Mathewson. J. A. Mathewson, Jr.
Established 1834.

J. A. MATHEWSON & CO'Y,
IMPORTERS and WHOLESALE GROCERS.

Goods from First and Best Markets. Quality warranted. Full assortment. New Crop Japan Teas have arrived in quantity. Fine assortment and quality desirable. Orders carefully and promptly attended to.
Have claimed, and do claim, freedom to buy and sell anywhere without interference or hindrance from any quarter. No commercial or personal slavery.
202 McGill St., MONTREAL.

JACQUAND FRENCH BLACKING



PRICES
In cases of 6 gross each, assorted if necessary.

No.
2—\$2 00 per gross.
3— 3 00 "
4— 4 00 "
5— 6 00 "

5 per cent. discount cash.

DAVID REA & CO., - 30 Hospital St. MONTREAL.

ESTABLISHED 1841.

W. H. Schwartz and Sons,
Coffees, Spices, Mustard.
HALIFAX, N.S.

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.

DO "Peerless" Washing Compound.
YOU There is nothing equal to it. It
SELL will pay you a handsome profit.
Your customers will like it. Address
Pure Gold Manufacturing Co.,
31 Front Street East, Toronto.

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

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

MANUFACTURERS OF



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.

A. HAAZ & CO.,
Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider
VINEGARS.
74 Bagot Street, - Kingston, Ont.

WE are in receipt of a large and varied assortment of Library, Hall and Piano Lamps.

Values are far ahead of previous years

Inspect before placing orders and save money.

R. TEW & CO.,

Importers of
CROCKERY, GLASSWARE, CHINA, LAMP
GOODS, ETC.

10 FRONT ST. East,

(Adjoining Board of Trade Building.)



SALES MADE OR PENDING.

W. R. Dunn, general merchant, Matsqui, B. C., has sold out to Thomas Kearney.

The stock in the estate of A. L. McKechnie, general merchant, Mount Forest, Ont., is advertised for sale by auction on the 14th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Aubin & Thibault, provision dealers, etc., have dissolved.

Young, Bickle & Co., general merchants, Nanaimo, B.C., have dissolved, James Young succeeding.

REMOVALS AND DEATHS.

Lovekin Hilton, general merchant, Barton, N.S., is dead.

F. C. Kirkham, general merchant, West Hill, Ont., has been succeeded by A. T. Elliott.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

H. Larose, grocer, Montreal, has assigned.

Ebenezer Brown, grocer, Ottawa, is offering to compromise.

David Courchene, general merchant, L'Avenir, Que., has assigned.

Demand of assignment has been made of Perras Feinglass, trader, Montreal.

Roberge & Frere, general merchants, Black Lake, Que., have compromised.

Chas. I. Keith & Co., general merchants, Butternut Ridge, N. B., have assigned.

Mrs. R. Sullivan, general merchant, Coteau Landing, Que., is offering to compromise.

Mr. Robert Martin, the manager of Messrs. G. F. and J. Galt's branch in Winnipeg received a letter by the s. s. Empress of Japan from Mr. Herbert Galt, who left on the Empress of India to establish a branch office in Japan. Mr. Galt is quite well, and is located in Shanghai. Messrs. Galt did not receive a very large shipment of tea by this steamer, but they have some heavy consignments coming on the ship J. B. Walker, which sailed from Yokohama on June 6th—Vancouver News Advertiser.

BUSINESS CHANCES.

GENERAL STORE TO LET. IMMEDIATE possession. Good front. Best stand in the village. Low rent. Apply J. K. Falconbridge, Richmond Hill.

FOR SALE—One of the finest premises in London for groceries, flour and feed business. Prominent corner, building 26x90, 3 stores with 80 feet cellar. For particulars address F. Barnard, owner, 609 Dundas St., corner Adelaide St., London, Ontario.

SAPOLIO Is a solid handsome cake of SCOURING SOAP Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.
36 Front st., East, Toronto, Ont.

Dominion Agents.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

BROKERS

—AND—

COMMISSION MERCHANTS IN CANADA

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

TANGLE FOOT



STICKY FLY PAPER

Price 65c. per box. Each box contains 25 double sheets of Tanglefoot and one 5c. Holder (26 five cent articles).

Trade mark registered in Canada.

Sold by all large wholesale druggists in Canada.

O. & W. THUM, Grand Rapids, Mich.

**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.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW

It will keep you informed on all important questions of the day affecting the Dry Goods and allied trades.

SEND FOR SAMPLE COPIES TO
THE DRY GOODS REVIEW, TORONTO.
THE J.B. McLEAN CO. (LTD) PUBLISHERS.

**DRINK
SYDNEY GIBSON'S
COCOA**
REFRESHING-NOURISHING

**JOHN TAYLOR & Co's
WHITE ROSE
AND LILAC BLOSSOM
PERFUMES.**

**ORDER
IVORY BAR
SOAP**



The embodiment of Strength.

Johnston's Fluid Beef

—IMPARTS—
ROBUSTNESS, LUSTINESS, VIGOR.

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

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

AGENTS FOR

The St. Lawrence Sugar Ref'g Co., Montreal.
The British America Starch Co., Brantford.

WRIGHT & COPP,

Importers and Manufacturers Agents,
Grocers' Specialties.

40 Wellington St. East, Toronto.

We wish to draw special attention to Van De Veer and Holmes' Celebrated \mathcal{E} Biscuits, New York:

- ALMOND DROPS.
- ALMOND BAR.
- \mathcal{E} CREAMS.
- COCOANUT MACARON.
- GINGER SNAPS.
- RIFLE NUTS.
- VANILLA, ORANGE, CHOCOLATE, ETC., BARS.
- VANILLA CRISPS.

These Biscuits are of exceptional quality and prices extremely moderate, also T. D. MILLAR'S ROYAL PARAGON CHEESE IN JARS.

Correspondence Solicited.

ORIENT MILLS.

SINCLAIR, HOOD & CO.,

(SUCCESSORS TO W. A. BRADSHAW & CO.)

Importers and Manufacturers of

Coffees,
Spices,
Mustards,

CREAM OF TARTAR, BAKING POWDERS,
FLAVORING EXTRACTS, ETC.

48-50 Lombard Street, Toronto.

MATCHES

A
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S

1845

THE

1890

E. B. EDDY

MANUFACTURING COY'S

ARE THE BEST.

Long Established.

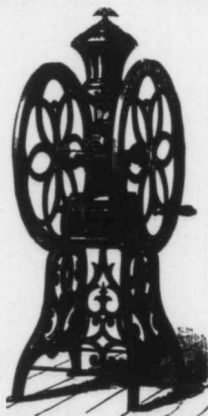
Unsurpassed.

FULL COUNT

Made well on Honor. Sell well on Merit.

FACTORIES AT HULL, CANADA

COFFEE MILLS



CHEESE CUTTERS. BEEF SLICERS.
Scales, Scoops and Funnels.

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

ADAMS & SONS'
TUTTI-FRUTTI

CHEWING GUM.

The fastest seller the trade handles to-day

Other Staple Brands :

Bo-Kay, Sappots, Magic-Trick, etc., etc. See our price list page 21.
Send to Adams & Sons, 23 Church St., Toronto, Ont., for beautiful advertising matter.

GROCERS should try our two new lines, CHOCOLATE ICING and CHOCOLATE PUDDING, packed in two four dozen cases, either straight or assorted.

F. W. Schwartz, Halifax, N.S.

Agent for Maritime Provinces

The Cowan Cocoa and Chocolate Co. L'd, 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.

For reliable brands of cut smoking and chewing
Tobaccos use the following:

CUT SMOKING:

OLD FLAG.
GOLD FLAKE.
HAND MADE.

FINE CUT CHEWING:

GOLDEN THREAD. GLOBE.
VICTORIA. HIGH COURT.
JERSEY LILY.

MANUFACTURED BY

THE GLOBE TOBACCO WORKS CO., OF LONDON, Ltd.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, July 9, 1890.
This list is corrected every Thursday. The prices are solicited for publication, and are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

BAKING POWDER.

Dunn's No. 1, in tins	Per doz	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
Empire, 5 dozen 4 oz ca s	Per doz	\$0 75
" 4 " 8 "		1 15
" 2 " 16 "		2 00
" 1/2 " 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, 1/2 "	14 00	
Ocean Wave, 1/2 lb, 4 doz cases.	75	
" 1/2 lb, 4 "	1 30	
" No. 1, 2 "	1 90	
" 1 lb, 2 "	2 20	
" 5 lb, 1/2 "	9 60	

BISCUITS.

Arrowroot	Per lb	\$0 11 1/2
Abernethy		11 1/2
Ginger Nuts		15
New York Fruit		11
People's Mixed		6
Pilot Family		11 1/2
Snowflake		15
Niagara		6 1/2
Soda		21
" 3 lb		11 1/2
Sultana		7
Oyster crackers		9 1/2
Milk biscuit		5

Butter crackers	6 1/2
Tea	11 1/2
Wine	9
Wine, sweet	9
BLACKING.	
Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 1/2 " "	1 10
Spanish, No. 3	4 50
" " 10	9 00

EDWARDS, CATCHEPOLE & CO'S	
No. 1	per gross 9 00
No. 2	do 4 50
No. 3	do 3 60
JACQUAND FRENCH BLACKING.	
No 2	per gross 3 00
No 3	do 3 00
No 4	do 4 00
No 5	do 6 00

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	per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	
EDWARDS, CATCHEPOLE & CO'S	
Crown Polish, No. 1, per gross	9 00
" No. 2,	4 80

BLUE.	
Reckitt's Pure Blue, per gross	2 10
TELLIER, ROTHWELL & CO'S.	
Parisian Square Blue, per lb.	.13 to .14c

BROOMS.	
Carpet	4 strings 2 90
X Parlor, 2	2 65
Louise 3	2 65
1 Gem 4	3 25
2 " 3	2 65
3 " 2	2 20
4 " 2	1 95
O Hurl... 4	2 65
3 " 3	2 35
2 " 3	2 05
3 " 3	1 70
OK 2	1 35
Hvy Mill 4	3 70

CORN BROOMS.	
CHAS. BOEKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 20
2 " 4 " "	2 90
3 " 3 " "	2 65
XXX Hurl 4 " "	2 60
1X " 4 " "	2 40
2X Parlor 4 " "	2 25
3 " 3 " "	1 95
4 " 3 " "	1 70
5 " 2 " "	1 30

Girls " 2 " "	1 50
Railway 4 " "	3 00
Ship 4 " "	4 00
2 Cable 2 wire bands, net	3 00
3 " 3 " "	4 00
1 Hearth 2 strings, net	1 75
2 " 2 " "	1 50
3 " 1 " "	1 30
4 " 1 " "	1 30

CANNED GOODS.	
Apples, 3's	Per doz \$1 15
" gallons	3 25
Blackberries, 2's	2 00 2 10
Blueberries, 2's	1 25 1 40
Beans, 2's	9 95 1 10
Corn, 2's	1 10 1 25
" Special Brands	1 30 2 10
Cherries, red pitted, 2's	2 25 2 40
Peas, 2's	1 40 1 50
Pears, Bartlett, 2's	2 00 2 25
" Sugar, 2's	1 70
Pineapple, Baltimore	2 40 2 50
" Bahama	2 90 3 00
Peaches, 2's	2 40 2 50
" 3's	3 50 3 60
" Pie, 3's	1 60 1 65
Plums, Gr Gages, 2's	2 00 2 10
" Lombard	2 00 2 10
" Damson Blue	1 90 2 00
Pumpkins, 3's	0 90 1 00
" gallons	3 00 3 25
Raspberries, 2's	2 45 2 50
Strawberries, choice 2's	2 25 2 40
Succotash, 2's	1 50 1 65
Tomatoes, 3's	1 55 1 60
Finnan haddies	1 50
Lobster, Clover Leaf	2 75
" Other brands	2 10 2 25
Mackerel	1 15 1 25
Salmon, 1's	1 40 1 55
" white	1 10 1 25
Sardines Albert, 1/2's tins	10 1/2, 11 1/2
" 1/2's "	15, 18
" Martiny, 1/2's "	15, 18
" 1/2's "	18, 19
" Other brands, 9 1/2, 11, 16, 19	
" P & C, 1/2's tins	23, 25
" 1/2's "	33, 36
" Amer, 1/2's "	6 1/2, 8
" 1/2's "	9, 11

JAMS AND JELLIES.	
Jams.	
Gooseberry	1 lb. white pots, 4 doz. assorted, per doz. \$2.35.
Strawberry	
Black Currant	
Red Currant	
Green Gage	
Apricot	
Raspberry	
Damson	
Plum	
Red Currant and Raspberry	

Jellies. Red Currant, 1 lb. white	\$2.75
Black Currant, 1 lb. white	2.75
DELHI CANNING CO.	
Jams assorted, 1's	2 35
Jellies, 1's	2 25

CANNED MEATS.	
Comp. Corn Beef 1 lb cans	\$1 70 \$1 75
" " 2 " "	2 75 2 80
" " 4 " "	5 00 5 15
" " 6 " "	8 75 9 25
" " 14 " "	20 00 21 00
Minced Collops, 2 lb cans	2 80
Roast Beef	1 60
" "	2 75 2 80
" "	5 85
Par Ox Tongue, 2 1/2 "	\$8 50 8 75
Ox Tongue	8 25 8 50
Lunch Tongue	3 25
" "	5 75 6 25
English Brawn	2 75 2 80
Camb. Sausage	2 50
" "	4 00
Soups, assorted	1 35
" "	2 25
Soups & Bouilli	1 80
" "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 50
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Devilled Tongue or Ham, 1/2 lb cans	1 35
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 50

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 1/2c
J. H. WETHEY'S—ST. CATHARINES.	
Condensed, per gross, net	\$13 50

CHEWING GUM.	
ADAMS & SONS.	
To Retailers.	
Tutti Frutti, 36 5c bars	\$1 30
Bo-Kay (new)	150 pieces 1 00
Sappota,	150 " 1 00
Magic Trick,	115 " 0 85
Black Jack,	115 " 0 85
Red Rose,	115 " 0 85
Sweet Fern,	230 " 0 85
Adams' N.Y. Gum,	300 " 0 50
Caramel Tolu,	72 " 0 40
New Fruit Asst.,	115 " new 0 75
Puzzle Gum	115 " 0 75
Ooliah	115 " 0 75

NOW is the time to advertise in and subscribe for **THE CANADIAN GROCER.** You receive better value for your money than in any other journal in the Dominion.

Prices Current, Continued—

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S.

Chocolate— Per lb.

French, 1/4's... 6 and 12 lbs. 0 30

Caracas, 1/4's... 6 and 12 lbs. 0 35

Premium, 1/4's... 6 and 12 lbs. 0 30

Sante, 1/4's... 6 and 12 lbs. 0 36

Diamond, 1/4's... 6 and 12 lbs. 0 34

Sticks, gross boxes, each... 1 00

Cocoa, Homopap'c, 1/4's, 5 & 14 lbs 30

" Pearl " " " 25

" London Pearl 12 & 18 " 22

" Rock " " " 30

" Bulk, in bxs. 18

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)

Mott's Broma..... per lb \$0 30

Mott's Prepared Cocoa..... 28

Mott's Homopap'c Cocoa (1/4's) 32

Mott's Breakfast Cocoa..... 40

Mott's Breakf. Cocoa (in tins) 46

Mott's No. 1 Chocolate..... 35

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 22 & 24

Mott's Pure Confec Chocolate 22-30

Mott's Sweet Confec Choc. 21-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—

Hygienic, 1 1/2 lb. boxes 70, 75

Iceland Moss 1/2 lb in 12 lb boxes 35

Soluble (bulk) 15 & 30 lb bxs 18, 20

Soluble (tins) 6 lb and 12 lb 20

Cocoa Nibs, any quantity 30, 35

Cocoa Shells, any quantity 05

Cocoa Essence..... per doz 1 40

Chocolates—

Mexican, 1/4, 1/2 in 10 lb bxs 30

Queen's Dessert, " " 40

Vanilla " " 35

Sweet Caracas 32

Chocolate Powder, 15, 30 lb bxs 25

Chocolate Sticks, per gross... 00

Pure Caracas (plain) 1/4, 1/2 lbs 40

Royal Navy (sweet) 30

Confectioners', in 10 lb cakes 30

Chocolate Creams, in 3 lb bxs 30

Chocolate Parisien, in 6 lb bxs 30

WALTER, BAKER & CO'S

Chocolate—

Pre'm No. 1. bxs. 12 & 25 lbs each 34

Baker's Vanilla in bxs 12 lbs each 47

Caracas Sweet bxs 6 lbs each, 12 bxs in case..... 30

Eagle, sweet & spiced, bxs 12 lbs each 28

Vanilla Tablets, 416 in box, 24 bxs in case, per box 65

Spanish Tablets, 100 in box, 12 bxs in case..... 3 00

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes, 12 lbs each 21

Grocers' Style, in cases 24 boxes, 6 lbs each 21

48 Fingers to the lb., in cases 12 bxs 12 lbs each 21

48 Fingers to the lb., in cases 24 bxs 6 lbs each 21

Cocoa—

Pure Prepared boxes, 12 lbs each 35

Cracked, boxes, 20 lbs each, 1 lb and assorted papers..... 27

Cracked, in bxs, 12 lbs., each, 1/2 lb. papers 27

Cracked, in bags, 6, 10 & 25 lbs each 24

Cocoa and shells, 12s and 25s..... 27

Breakfast Cocoa—

In bxs, 6 & 12 lbs., each, 1/2 lb. tins 39

In boxes, 12 lbs., each, 1 lb. tins, decorated canisters..... 42

Broma—

In boxes, 12 lbs., each, 1/2 lb. tins..... 36



GIBSON & GIBSON'S

Sydney Gibson's Cocoa, 1/4's per lb 0 30

Dr. Clarke's Cocoa, 1/4's and 1/2's, tins 0 45

Soluble Cocoa bulk in boxes 0 18

Prepared do " " 0 22

Sydney Gibson's Chocolate, 1/4's, and 1/2's 0 30

Gibson's Rock do 1/4's..... 0 30

Dr. Clarke's do 1/4's. 0 30

Confectioners' Pure Chocolate 10 lb. blocks 0 30

Vanilla choc. sticks, per gross... 1 00

Gibson's Icina, 1/2 s. 2 doz. in case. 1 35

Gibson's Icina, 1 lb 2 " " 2 30

COFFEE.

GREEN

Mocha, c. per lb. 32, 35

Old Government Java..... 30, 33

Rio..... 21, 22 1/2

Plantation Ceylon..... 25, 31

Porto Rico..... 24, 28

Guatemala..... 24, 26

Jamaica..... 22, 23

Maracaibo..... 24, 26

WHOLE ROASTED OR PURE GROUND.

ELLIS & KEIGHLEY'S.

Java..... 33, 34

Java and Mocha..... 34, 36

Plantation Ceylon..... 35

Arabian Mocha..... 37

Santos..... 28, 28

English Breakfast..... 15, 24

Royal Dandelion in 1 lb tins..... 26

TODHUNTER, MITCHELL & CO'S

Excelsior Blend..... 33

Our Own " 31

Laguayra " 29

Mocha and Java..... 32, 33

Java, Standard..... 33

" Old Government..... 30, 32

Arabian Mocha..... 36

Santos..... 28

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs..... 36

Standard Imperial in sealed tins, 25 and 50 lbs..... 32

Standard Blend in sealed tins, 25 and 50 lbs..... 33

Ground, in tins, 5, 10, 15 and 25 lbs..... 20, 30

Say's Parisien, in 1/2 and 1 lb tins 30

EXTRACTS.

Dalley's Fine Gold, No. 8, per doz. \$0 75

" " " " 1, 1 1/2 oz..... 1 25

" " " " 2, 2 oz..... 1 75

" " " " 3, 3 oz..... 2 00

FLOUR AND MEAL.

per bbl.

Flour, Manitoba Patent... 5 80 5 90

" Ontario patents... 5 00 5 50

" Straight Roller.... 4 75 4 85

" Extra..... 4 40 4 50

" Low grades..... 2 50 4 00

" Strong bakers'..... 5 50 5 60

Oatmeal, standard, bbls 5 75

" granulated, " 5 90

" rolled " 5 90

Rolled Oats..... 5 90

Bran, per ton..... 15 00 15 50

Shorts..... 19 00 20 00

Cornmeal..... 4 00 4 40

FLUID BEEF.

JOHNSTON'S, MONTREAL.

per doz.

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. c. per lb.

Currants, Provincial, bbls... 6 1/2, 6 3/4

" " " " 6 1/2, 6 3/4

" " cases 6 1/2

Filiatras, bbls... 6 1/2, 6 3/4

" " 1/2 bbls... 6 1/2, 6 3/4

" " cases 6 1/2, 6 3/4

Patras, bbls..... 6 1/2, 7

" " cases..... 7, 7 1/2

" " cases..... 7 1/2, 7 3/4

Vostizzas, cases, 8, 9 1/2

" " 1/2 cases 8 1/2, 9 1/2

5-crown Excelsior (cases) 9 1/2, 10

" " 1/2 case..... 9 1/2, 9 3/4

Dates, Persian, boxes, 5 1/2 6

Figs, Elemes, 14 oz., per box 10

" 10 lb boxes 12 1/2 13

" 20-lb " 15 16

" Seven-Crown..... 18

Prunes, Bosnia, bags, 7 1/2 8

" " cases, 7 8

Raisins, Valencia, off stalk, 4 1/2 5 1/2

Selected..... 7 1/2 8

Layers..... 8 1/2 9

Raisins, Sultanas..... 16, 18

" Eleme..... 7 1/2 8

Malaga:

London layers 2 70 3 00

Loose muscatels 2 35 2 75

Imperial cabinets 3 25 3 50

qrs. flat. 1 00

Connoisseur clusters 4 00 4 25

Extra dessert " 4 75 5 00

" " qrs. 1 50

Royal clusters 6 00 6 50

Fancy Vega cartoons 2 75

Black baskets 4 00 4 25

" " qrs 1 30 1 35

Blue " qrs 4 75 5 00

" " qrs 1 50 1 60

Fine Dehesas 7 00 7 25

" " qrs 2 00 2 25

Lemons, Palermos 6 00

" Messina..... 5 50 6 00

Oranges, Floridas 5 50 6 00

" Messina..... 4 00 4 50

" Mediter'n sweets 5 00 5 50

DOMESTIC.

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

do Evaporated..... 0 12 0 13 1/2

GLASSWARE.

TAYLOR, SCOTT & CO.

c. per doz

Lamp Chimneys, O..... 32

" " A..... 35

" " B..... 45

GRAIN.

Wheat, Fall, No. 2, 1 05 1 06

" Red Winter, No. 2 1 04 1 05

" Spring, No. 2..... 1 04

" Man Hard, No. 1..... 1 10

" " No. 2..... 1 10

Oats, No. 2, per 34 lbs..... 52 1/2

Barley, No. 2, per 48 lbs... 50 51

" No. 3, extra..... 55 56

" No. 3..... 50 55

Rye..... 80 81

Peas..... 75 76

Corn..... 67

HAY & STRAW.

Hay, Pressed, "on track 10 50 11 50

Straw Pressed, " 5 00 7 00

LARD.

"FAIRBANK'S" REFINED COMPOUND.

In Butter Tubs..... 0 08 1/2

Fancy " 0 09

3-hoop pails..... 0 09 0 09 1/2

60lb. cases of 3lb., 5lb., and 10 lb. tins, per lb 0 10

MUSTARD.

ELLIS & KEIGHLEY'S.

Durham, Fine, in 1/2 and 1 lb tins cts

" " per lb 25

" Fine, in 1 lb jars..... 22

" Fine, in 4 lb jars..... 70

" Ex. Sup., in bulk, per lb. 30

" Superior, in bulk, per lb 20

" Fine, " " 15

COLMAN'S AND KEEN'S

In 4 lb jars..... 75

In 1 lb jars..... 25

D. S. F., in tins, per lb 41

" " in 1/2 lb tins..... 42

" " in 1/4 lb tins, per lb..... 44

D. F. in 1/2 lb tins, per lb 26

" " " " 28

NUTS.

Almonds, Ivica 14 15

" Tarragona..... 15 16

" Formigetta..... ..

Almonds, Shelled Valencias 45, 55

" Jordon..... 12 13

Brazil..... 12 13

Cocanuts, per 100..... 6 00

Filberts, Sicily..... 11

Filberts, Oblong..... 11 11 1/2

Peanuts, roasted 12 13

" green 9 10

Walnuts, Grenoble 17 18

" Nordeaux..... 12, 13

" Naples, cases

" Marbots..... 13 1/2

" Chilis..... 12 13

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO

PICKLES.

John Bull, mixed, in bulk \$0 60

" Chow Pic'le, in b'k 65

" Mixed & Chow-Chow pts 2 15

" Mixed & Chow-Chow qts 3 25

" " " " 16 g. 1 90

Horse Radish, bottles, per doz 2 25

MARSH MALLOW

The Toronto Biscuit and Confectionery Co. are

making the finest Mallow in Canada, put up in small tin boxes and in bulk; also CHOCOLATE MALLOW. Send for sample order. Nothing like these goods ever before manufactured.—7 FRONT ST. E., TORONTO.

Prices current, continued—

SAUCES.

John Bull, kegs, per gal.	1 25
" 1/2 pt. bottles, per doz.	
" 1/4 pt. bottles, per doz.	
(according to quantity) 90c to	1 00
Devonshire Relish, kegs, p. gal	1 75
" 1/2 pt. bottles,	
per doz.	1 25
Niagara Tomato, kegs, per gal	1 25
" Reputed pints	1 25
Terry's Candied Peels, c. per peels	
Lemon, 7 lb boxes.	16
Orange,	18
Citron	30

CROSS & BLACKWELL'S.

Pickles, all kinds, pints, per doz	3 25
LEA & FERRIN'S, per doz.	
Worcester Sauce, 1/2 pints.	\$3 60 \$3 75
" pints	6 25 6 50

LAZENBY & SONS.

Pickles, all kinds, pints	Per doz 3 25
" quarts	6 00
Harvey Sauce—genuine—1 1/2 pints	3 25
Mushroom Catsup	2 25
Anchovy Sauce	3 25

PRODUCE.

DAIRY.

Butter, creamery, rolls	\$0 22 \$0 23
" tub.	0 20 0 21
" dairy, tubs, choice	0 12 0 15
" " medium	0 10 0 12
" low grades to com.	
Butter, pound rolls	0 15 0 16 1/2
" large rolls	0 12 0 14
" store crocks	0 12 0 14
Cheese	0 09 6 10

COUNTRY.

Eggs, fresh, per doz.	0 13
" lined	
Beans	1 60 1 80
Onions, per bbl.	4 00
Potatoes, per bag on tr'k	1 10 1 15
Hops, 1889 crop	0 15 0 18
" 1890 "	0 35 0 38
Honey, extracted	0 08 0 10
" section	0 14 0 16

PROVISIONS.

Bacon, long clear, p lb.	0 07 1/2 0 08 1/2
Pork, mess, p. bbl.	15 50 16 00
Hams, smoked, per lb.	0 11 0 11 1/2
" pickled	

Bellies	0 10 0 10 1/2
Rolls	0 08 1/2 0 09
Backs	0 10
Lard, Canadian, per lb.	0 09 1/2 0 10
Hogs	6 25 6 50
Tallow, refined, per lb.	0 05 0 05 1/2
" rough,	0 02

RICE, ETC.

Rice, Aracan	Per lb 3 1/2 4c
" Patna	4 1/2 5 1/2
" Japan	3 1/2 4
" extra Burmah	3 1/2 4
Grand Duke	6 1/2 7 1/2
Sago	4 1/2 5 1/2
Tapioca	5 1/2 6 1/2

SPICES.

GROUND.

Pepper, black, pure.	\$0 20 \$0 23
" fine to superior	12 18
" white, pure	32 35
" fine to choice	25 30
Ginger, Jamaica, pure.	25 27
" African,	18
Cassia, fine to pure	18 25
Cloves,	25 40
Allspice, choice to pure	12 15
Cayenne,	30 35
Nutmegs,	75 1 20
Mace,	1 00 1 25
Mixed Spice, choice to pure.	30 35
Cream of Tartar, fine to pure	25 37

STARCH.

EDWARD BURGH STARCH MFG. CO. MONTREAL.

BRITISH AMERICA STARCH CO BRANTFORD.

No. 1 Laundry, 4 lb cartons.	5 1/2 c
Canada Laundry	4 1/2
Silver Gloss, crates	6 1/2
Lily White, crates	6 1/2
Silver Gloss, 1 lb chromos.	6 1/2
Lily White, 1 lb chromos.	6 1/2
Satin, Starch 1 lb chromos.	7 1/2
Brantford Gloss, 1 lb chromos.	7 1/2
No 1 Laundry, barrels & halves	4 1/2
No 1 Prepared Corn	7 1/2
Canada Corn	6 1/2
Challenge Corn	6 1/2
Rice Starch, 1 lb.	9
Cube, 1 lb.	7 1/2

KINGSFORDS OSWEGO STARCH.

Pure Starch—	
40-lb boxes, 1, 2, and 4 lb. pack'g's	8
36-lb boxes, 3 lb. packages	8

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

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

40 lb boxes, 1 lb packages	8 1/2
20 "	8 1/2

SUGAR.

c. per lb

Granulated, 15 bbls or over.	5
less than 15 bbls.	5 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
" 50 lb. boxes.	5 1/2
Extra Ground, bbls	5 1/2
" less than a bbl.	5 1/2
Powdered, bbls	5 1/2
" less than a bbl.	5 1/2
Extra bright refined	4 1/2
Bright Yellow	4 1/2
Medium	4 1/2
Brown	4 1/2
Raw Jamaica, in bags.	None

SYRUPS AND MOLASSES.

SYRUPS.

Per lb.	bbls.	1/2 bbls
Redpath's "M"	3 00	None
" "M" pails.	1 40	1 50
Redpath's "B"	None	
" "VB"	3 1/2	3 1/2
" Extra V.B.	3 1/2	3 1/2
" Ex. Sup.	3 1/2	3 1/2
" XXX Sup.	3 1/2	3 1/2
Corn Syrup	None	None

MOLASSES.

Per gal.

Trinidad, in puncheons	0 38 0 40
" bbls	0 40 0 42
" 1/2 bbls	0 42 0 44
New Orleans, in bbls.	0 48 0 65
Porto Rico, hds.	0 38 0 40
" barrels	0 42 0 47
" 1/2 barrels	0 44 0 49

TEAS.

GREENS.

Gunpowder—	Per lb
Cases, extra firsts	42, 50c
Half chests, ordinary firsts	22, 38
Cases, sifted, extra firsts	42, 50
Cases, small leaf, firsts	35, 40

Young Hyson—Moyunes

Half chests, ordinary firsts	22, 38
" " seconds	20, 22
" " common	18, 20
PING SUETS.	
Half chests, firsts	28, 32
" " seconds	20, 22
Half Boxes, firsts	28, 32
" " seconds	20, 22

JAPAN.

Half Chests—

Choicest	38, 40
Choice	32, 36
Finest	28, 30
Good medium	25, 27
Medium	22, 24
Good common	18, 19
Common	16, 17
Nagasaki, 1/2 chests Pekoe	20, 22
" " Oolong	17, 18
" " Gunpowder	18, 20
" " Siftings	8, 12 1/2

CONGOUS.

Half chests, Kaisow, Moning	52, 55
Caddies and half chests	15, 50
Caddies, Pakling and new makes	18, 50

SCENTED ORANGE PEKOE

BOXES, FOOCHOW AND CANTON

	28, 60
--	--------

OOLONG.

Half chests Formosa	34, 50
Caddies	36 55

ASSAMS.

Chests and half-chests Pekoe	27 40
No. 1 Finest Assam Pekoe	40
2 Assam Broken Pekoe	35
3 Assam Pekoe Souchong	25

TOBACCO AND CIGARS.

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

KINGSFORD'S

OSWEGO

STARCH



KINGSFORD'S
OSWEGO
SILVER GLOSS
CORN STARCH
T. KINGSFORD & SON

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FOR THE LAUNDRY | FOR THE TABLE
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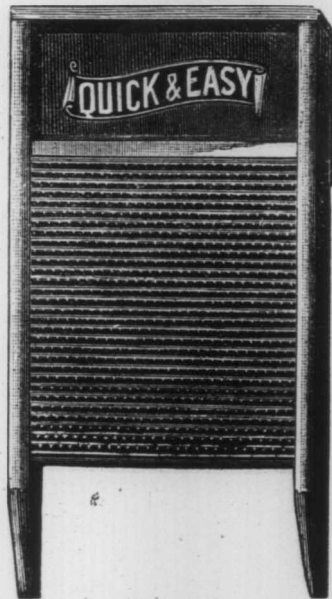
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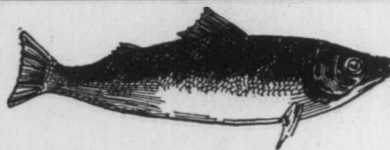
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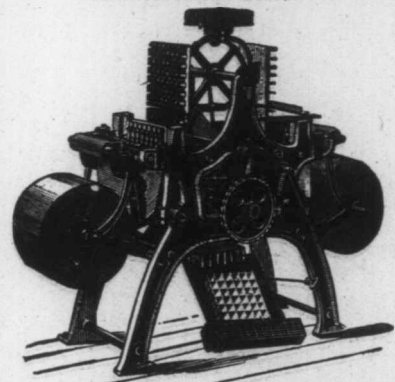
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