

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$200 PER YEAR

VOL. V.

TORONTO, MAY 15, 1891.

No. 20

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 PREPARED CORN.**

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THE CANADIAN GROCER

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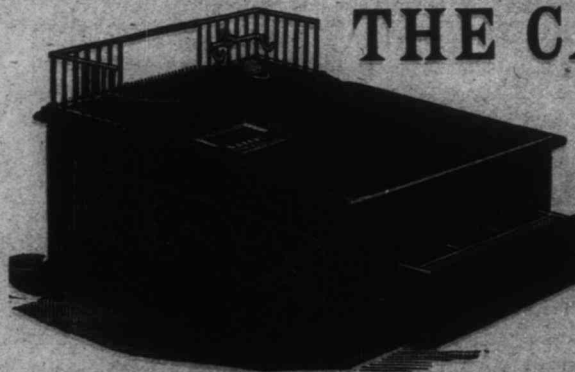
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GEO. F. BOSTWICK.





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& GENERAL STOREKEEPER

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

J. B. McLEAN & CO., (Ltd.)
 PUBLISHERS.

115 ST. FRANCOIS XAVIER STREET,
 MONTREAL.

6 WELLINGTON STREET WEST,
 TORONTO.

Vol. V.

TORONTO, MAY 15, 1891.

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SPECIAL TO OUR READERS.

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

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

NOTICE TO OUR ADVERTISERS.

Of late, owing to the greatly increased circulation and number of pages of THE CANADIAN GROCER, we have to send part of the paper to press two days earlier than in the past. We would, therefore, ask our advertisers to have all changes of advertisements reach this office not later than Tuesday afternoon in order to insure insertion that week.

Another dairy bulletin has been issued from the Central Experimental Farm at Ottawa. It was prepared by the Dairy Commissioner, Prof. J. W. Robertson. It contains forms of by-laws, rules and regulations suitable for a basis on which to organize joint stock companies or associations for the manufacture of butter or cheese. It is no collection of rough-hewn suggestions, but is a carefully studied, detailed scheme, in which are taken in all the considerations that will present themselves in any particular case. Such a manual removes one of the impediments that have heretofore lain in the way of putting the production of butter on a co-operative footing. The disposition to establish creameries has been held in check

somewhat by ignorance of the right mode of procedure. It will no doubt facilitate the growth of co-operative manufacture to have a model in the hands of everybody concerned. It is desirable also that all the cheese and butter factories should be directed in accordance with uniform principles of organization. It will help to equalize the conditions of production, and results can be better studied for the benefit of the dairy industries.

* * * *

The alleged purchase of a half-year's output of the St. Lawrence Sugar Refinery by Davidson & Hay, was referred to a week ago in these columns as a matter "commonly reported." The report turns out to be unfounded. Due allowance was not made for the improbability of it at the time the paragraph was written, the aim of the reference being to direct attention to an effect that was independent of the truth or falsity of the rumor. That effect was the conceiving of a mistrust among outside retailers, that there was collusion between the firm in question and the local retail association, as the resolution of the latter body corresponded with the rumored purchase of the firm. The rumor was not a fact, but this effect of it was, and attention was attracted entirely to the latter. The St. Lawrence Sugar Refinery continues to supply sugar to all the wholesale trade whose orders it receives, and is not prevented from doing so by any purchase which any house has made.

* * * *

It is unfortunate that the Retail Grocers' Association of this city could not see its way to adopt Wednesday afternoon as a weekly half holiday for its members. The difficulty presented by the fruit trade is undoubtedly very hard to get over, as most of the grocers handle fruit, and to close up shop on the day when stock was perhaps most marketable

would be wrong. The objection urged from the attitude of self defence was also strong. Grocers not in the Association would perhaps consider the adoption of Wednesday afternoon as a half holiday a very good thing for business, as on that day the stress of competition would be lessened by the recess taken by the traders in the Association. The fine opportunities for enjoyment that the summer season in this city yields to those who have the leisure for an occasional spell of pleasure, will have to go unimproved by the grocer unless he avails himself of them at the sacrifice of working hours. There are no holiday hours.

* * * *

The destruction by fire of a large part of the thriving village of Alliston draws the attention of business men forcibly to the importance of being insured. If they are insured their creditors are more or less secured from loss, and will be the more likely to hold out a helping hand when the sufferer by fire tries to get on his feet again. Where the bulk of the business men are insured the standard of a town is also likely to be raised in the scale of insurance, and the fire protection is likely to be adequate. It seems to be the case always that where insurance is not general, the facilities for quenching fires are poor. In Alliston the consequences are most ruinous to business men. One hundred and thirty buildings were consumed, and the majority of them were for trading purposes. Not a grocery nor dry-goods store was left standing. If Alliston had ranked in even the middle class fire towns, say in D, it would probably have escaped with no more than the loss of one or two houses. But it was in the lowest grade, namely, F. If it had ranked one grade higher there surely would have been appliances sufficient to prevent the fire from crossing the street and burning a whole row of buildings.

MEN OF THE TIMES.

MR. GEO. E. BRISTOL.

"But above all, to thine own self be true."
—SHAKESPEARE.

A young man whose record has already given abundant earnest of a useful future is Mr. Geo. E. Bristol, a member of the wholesale grocery firm Lucas, Park & Co., Hamilton. He is one of those whose success is more or less a public benefit, as it means the advancement not only of his own affairs, but also of ideas that make for commercial health and stability. The proportion of business men whose career has been a distinguished success is small, compared with the number whose career has been a conspicuous failure; but of the small number who have succeeded, the proportion whose success has been directly helpful to the best interests of trade is still smaller. The ideas which underlie Mr. Bristol's present position are the mainstays of Canadian commerce. If there were no other way of getting at his confession of faith as a business man it could be analyzed out of his conduct, and would resolve into the following elements: belief in hard work, in upright dealing, in doing everything to put credit on a stable basis, in forwarding the interests of trade.

Mr. Bristol is a Canadian. He is a son of the late Dr. Bristol of Napanee, in which town Mr. Geo. E. Bristol was raised and educated. At 16 he went to Hamilton. There he entered the employment of Lucas, Park & Co. That firm was then made up of Mr. R. A. Lucas and Mr. J. H. Park. On the first of January, 1881, two other partners were admitted. One of these was Mr. R. T. Steele, the other was Mr. Geo. E. Bristol. The house has remained since that time of the same composition, and has traded under the same style since its establishment in April, 1870. Last month it celebrated its twenty-first birthday.

There is no more exacting principle of selection whereby to try a young man's fitness for partnership than the record of previous service. That cannot but yield a fairly honest account of the candidate's merits and faults. Even if he went into the employment of the firm with the intention at the outset of

aiming to become a partner, he would find it impossible to counterfeit for years commercial virtues that he did not possess. He could not well prevent the striking of a just balance between the good and the bad points of his character. If his qualities are absorbed into the body of the firm, it is because they are found to be and because they are in the main good. There are numerous bad trade alliances formed, but few are bad where both parties to the alliance have known each other for any considerable time, from the respective standpoints of employer and employed. There is usually more of true solidarity in any partnership so formed, for the whole firm is impregnated with the same

deed of that influential body now. He originated the scheme of the Merchants' Association of July 1889, the most notable gathering of business men ever brought together in this country. No attempt to focus the business intelligence of the country was ever before made on so grand a scale, and its results, while perhaps not so showy as some could wish, have been very beneficial. Business men's associations, retail grocers' associations, boards of trade, now exist in many parts of the country as local organs of the reforms initiated at that convention, while before it met the number of such trade organizations was small. The movement begun then, which derived so great a part of its impulse from the thought and action of Mr. Bristol, is going on yet, and its rate is being accelerated instead of being retarded by time.

Mr. Bristol's conception of and active participation in the Hamilton convention bring out in relief one of his strong points as a business man. He is one of those who work for the good of trade as a whole. He is amply competent to take his part in any 'struggle for existence' way of doing business, and therefore on his own account has no especial reason for wanting trade on a better footing. But the existence for which the struggle must be kept up by the conservators of trade is that of trade itself. The Hamilton convention was one of the means of enlisting the strongest men everywhere in its behalf. Trade has had to go through hard times since the convention, but it has gone through them with much more safety than if no such convention had been held.

Conservative ideas had their root in less shallow ground than formerly, and though they did not always issue in organization they helped to knit together the various influences that give more unity to trade to-day.

Mr. Bristol's house is well-known to the Canadian trade. The name of Lucas, Park & Co. is growing in reputation every year. It commands the respect of all who like square dealing. The travellers of that firm operate throughout this province, Manitoba, the North West Territories and British Columbia, and are building up a steadily increasing business. Their methods have attached a class of trade that make a solid foundation for any business, and have done much to establish sound financial ideas among their customers.



commercial policy, and its affairs move on more as if the propelling influence were directed by a single mind. The choice of Mr. Bristol as a partner has been as amply approved by subsequent results, as it had been warranted by former experience of him. His abilities were of the sort the firm could assimilate with benefit both to itself and to him.

Mr. Bristol has not pursued any of the honors that popular regard can endow a man with. He is both able and popular, but he devotes himself to business, and any public connection in which he is known identifies him with trade. He has been a prominent and active member of the Hamilton Board of Trade for some years, and is Vice-presi-

OUR NEW YORK OFFICE.

Owing to the growing importance of our business on the American side, a permanent office has been established in New York, at Room 105, Times building, under the management of Mr. Roy V. Somerville. This gentleman is well-known in Canada, having been editor of the Dundas Banner, and lately manager of the advertising department of the Canadian Pacific Railway. He was President of the Canadian Press Association for two years. He is a son of James Somerville, M. P. for South Brant.

THE RETAILERS SCORE AGAIN.

We were not able to give the result of the conference between the committee of the Toronto Retail Grocers' Association and the Toronto Wholesale Grocers' Guild in our last week's issue, owing to our paper being in the press at the time of the meeting. It will be remembered by our readers that a committee of the former association was struck for the purpose of interviewing the St. Lawrence Starch Company. That committee lost no time in getting to work, and the ultimate result is now to hand. The committee met the evening before the conference, and was thus prepared to lay before the Guild a statement of its requirements, and the conclusion arrived at saves the retailers, all over the country, many hundreds of dollars. The association requires no further apology for its existence. It is doing good work and should be supported by all local associations. Many times the association has benefited the retail grocers of Toronto, and more than once has it stepped into the arena for the protection of the grocers of the province. In this latest instance it puts dollars and cents into the country dealers' profits as well as into the pockets of the dealers in towns and cities.

The following is the outcome of Friday afternoon's conference in the matter of starches. Purchasers of 10 boxes are to be allowed a 3 per cent. trade discount, purchasers of 50 boxes 5 per cent., and purchasers of 100 boxes 7 per cent. The lots specified are to be assorted or not, as purchaser chooses, and the terms apply to Canadian starches only, and not necessarily to the product of any one factory. Thus the small dealer as well as the large one will receive a direct benefit.

Sugars also received some attention. The 15 barrel lot, which in the past has secured an $\frac{1}{8}$ c. discount, now is reduced to 10 barrel lots, bearing the same, while purchasers of 25 barrels get an extra sixteenth. In view of changes which may take place in the duties, this latter may require another adjustment, but the concessions stated above if ratified by the Dominion Wholesale Grocers' Guild, will go into force at once. Thus the Toronto Retail Grocers' Association works for the good of the retailers of the country.

THE SINGLE TAX IN RELATION TO MERCANTILE INTERESTS.

The doctrines of Henry George have been regarded with prejudice and disfavor in many quarters, and especially among the moneyed classes; even small capitalists assuming they were an attack upon their rights of property. But these doctrines are now meeting with such wide acceptance and discussion that it is worth while for merchants and mercantile men generally to make a dispassionate examination of them, and learn for themselves whether the Single Tax, which is the sum and substance of these doctrines, is really for or against their interests.

So many persons are now at least cursorily acquainted with this subject that all we need do is to remind our readers of the leading features. The proposition is that all taxation should be concentrated on the value of land, apart from improvements, and that this should be done gradually. The first step would be to permit municipalities to assess separately the buildings and the land on which they stand, and then gradually to shift the tax, a mill or two at a time, from the improvements of the land, until, if public opinion sustained it, the whole municipal tax was upon land value alone and all improvements were untaxed. The next step would be to still further increase the land values tax, and abolish indirect taxation.

The result would be to kill land speculation, to take all taxes off the merchants' stocks of goods and capital in every shape; and to encourage and aid him in the building of commodious and handsome premises, in two ways: first, by freeing the buildings from taxation; second, by making land cheaper; for the effect of taxing land is to cheapen it. The merchant would also be greatly benefited by a substantial increase in the purchasing power of the mass of the people.

The persons who would be hit hard by such a change in taxation would be land speculators and those who live entirely on ground rent. Those owning houses which they rent to tenants would also lose somewhat at first.

But owners of improved property which they themselves occupy, would be directly benefited; and as we have shown, the Single Tax would be especially to the advantage of merchants. It is therefore the part of wisdom for all mercantile men to examine the matter for themselves. If such a change would prejudice them, they should understand the proposition, and find its weak points, so as to be able efficiently to oppose it; because it is being persistently pushed to the front. If, on the other hand, the change would benefit them, why should they oppose it?

It is urged that the Single Tax emphasizes the rights of private property. The ethical principle upon which it is founded is, that

the value created by the individual belongs to the individual; and that the value created by the community belongs to the community. It is the community alone which creates the value of land, and they have the right to take it by taxation. That on the face of it is a reasonable proposition.

CANADIAN FLOUR IN JAMAICA.

The Kingston (Jamaica) Gleaner, of April 20, contains this reference to Mr. Adam Brown's good work for Canada:

"The Canadian Commissioner has finally dissipated the old time fallacy, that Canadian flour will not keep in the tropics. He purposely kept it sixty days, and another lot ninety days, when both were perfectly sweet and wholesome. Bread of the finest quality from them has been baked, and of it over one hundred thousand pieces have been distributed at the exhibition. This direct and somewhat novel appeal to the minds of many, by way of that ancient receptacle the human stomach, has finally settled the question. To-day, thanks to the push-speeches and indefatigable efforts of Mr. Brown, the Jamaica market is open to Canada, not only for flour, but for a host of things. That gentleman has done his part, it now remains for the Canadian millers to do theirs. The future of this breadstuff question lies in their hands, and a hint to them—American competition will be all the keener after this exhibition. Finally it is asserted that the British West Indies consume \$3,000,000 worth per annum.

SOME ST. JOHN CHANGES.

Through an inadvertence a list of business changes that had lately taken place in St. John, N. B., was last week headed "Some Halifax Changes." The names of the prominent concerns to which the news related would suggest the correction to most of our readers. The firms named were all St. John houses, and the heading should have been some "St. John Changes."

BETTER THAN A BANK.

The following should be posted over every merchant's desk. It means discount your bills: 1. One half per cent. on a 30-day bill paid in ten days is equal to interest at the rate of eight per cent. per annum. 2. One and one-half per cent. on a 60-day bill paid in ten days is equal to interest at the rate of eleven per cent. per annum. 3. Four per cent. off on a four months' bill is interest at the rate of twelve per cent. per annum, or a four months' bill paid in thirty days with three per cent. discount is interest at the rate of twelve per cent. per annum. 4. Five per cent. discount off on a four months' bill is interest at the rate of fifteen per cent. per annum; or if paid in 30 days, less four per cent. it is sixteen per cent. per annum. Bills paid are safer than money in any bank, however strong. Cash discounts are the dealer's first profit and one he is sure of.—Ex.

ASSOCIATION DOINGS.

TORONTO RETAIL GROCERS' ASSOCIATION.

On Monday evening the Toronto Retail Grocers' Association held its monthly meeting in Richmond Hall. The meeting, which was called for 8 o'clock, did not open till 9 on account of the delayed arrival of members. The following were present: Messrs. Thackray, Westren, Roberts, Binnie, McCulloch, White, Shaw, Clarke, Calhoun, Barron, Gibson, Sykes, Mara, Lindsay, Tolchard, Jones, Johnston, Noble, Saunders, Williamson, F. Britton, Donald, Mills, Booth, Hodgins, Radcliffe, Harvey, Morrish. Mr. Barron, the president, was in the chair. The minutes of last meeting were read, and upon motion of Mr. Mara, seconded by Mr. Roberts, were confirmed.

The officers' roll was answered by all but two members, who put in an appearance later in the evening.

NEW MEMBERS.

Mr. Thackray proposed Mr. John Doyle, corner of Douro and Bathurst streets.

Mr. Gibson proposed W. R. Riddel, corner Gerrard and Carleton streets.

Mr. Thackray proposed Mr. Copeland, successor to W. M. Milligan at the market.

ACCOUNTS.

The secretary presented an account for postage, etc., \$5.29, which was ordered to be paid.

COMMUNICATIONS.

Two letters were read from the Brantford Association, one acknowledging the receipt of and approving the resolution passed re St. Lawrence Refinery's sugar, and also inquiring if the Association had conferred with Davidson and Hay before passing that resolution; the second letter reported that the Brantford Association had agreed to buy its granulated sugar from the St. Lawrence Refinery, so long as price and quality were satisfactory. A letter was read from the Trenton Association, giving notice of affiliation with the Toronto body, enclosing \$4 as fees for its two delegates, and reporting a membership of 14 grocers. From the Chatham Association one letter asking further particulars as to the affiliation idea, another advising that the St. Lawrence Refinery resolution had been laid over until the next meeting, and a third letter following that meeting and reporting as follows: that the sugar resolution was adopted, that a motion to affiliate was adopted, but selection of delegates was laid over till next meeting. The particulars of an unpaid account of a former resident of Chatham now resident in this city were given for the use of the Toronto collector. A letter from the secretary of the Kingston Association was read, hoping that the shorter terms would have good effect in checking the doing of business upon so unsound a basis as in many cases it had been done upon in the past. The Hamilton Association wrote, stating that it had resolved to join with Toronto, and naming as its delegates, Messrs. C. H. Peebles and Adam Ballentine. The Peter-

boro Association wrote signifying its adoption of the affiliation idea, and asking the intervention of the Toronto Association in the matter of two traders (W. J. Morrow and Geo. Carton) who were cutting prices on certain goods, notably Christies' biscuits and Macdonald's Brier tobacco. The Sarnia Association wrote endorsing the Toronto body's action in the matter of the St. Lawrence Sugar Refinery, and concurring in the plan of a provincial association, remitting \$4 for the fees of two delegates not named. The Montreal Grocers' Association acknowledged receipt of sugar resolution, and reported that it would be considered at next meeting, on the 14th inst.

The communications were received.

Mr. Thackray, seconded by Mr. Williamson, moved that the Sarnia and Trenton delegates be admitted into the membership of the Association.—Carried.

CONCESSIONS FROM THE GUILD.

The secretary read a copy of a letter sent to the president of the St. Lawrence Starch Company, in accordance with instructions passed in a resolution of last meeting, asking an interview for the committee charged with this matter. The president's reply also read, referred Mr. Thackray's note to Mr. Hutchinson, the secretary and treasurer, who at the time was absent. Mr. Hutchinson then wrote making an appointment with the committee at the National Club. The meeting took place, the objections of the Association to an unyielding price for all quantities were urged, and the manager promised to lay the matter before his company. A short time after this interview Mr. Thackray, received a note from the secretary of the Guild, inviting a committee of the Retail Grocers' Association to a conference with the Guild, particularly upon the question of starch discounts. Mr. Thackray then got together the committee appointed at the last meeting to consider grievances which retailers had against the Guild. That committee met and considered carefully, the evening before the conference, the whole question of starch discounts, and also that of granulated sugar discounts, and prepared a sliding scale in each case, which in its judgment ought to be adopted in justice to all classes of grocers. The committee then met the Guild according to invitation. The following changed terms, proposed by the committee, were after some discussion assented to by the Guild, subject to approval by the Dominion Guild:

On starch a trade discount of 3 per cent. is to be allowed on 10 box lots, of 5 per cent. on 50 box lots, and of 7 per cent. on 100 box lots.

On sugar $\frac{1}{2}$ c. per lb. is to be allowed on 10 barrel lots instead of on 15 barrel lots as heretofore, and an additional 1-16c. per lb. is to be allowed on 25 barrel lots.

This report was received.

Mr. Sykes asked who called the committee which had met the Guild, and wished to

know if it was officially authorized by the Association to propose and agree to alterations in discounts.

Mr. Gibson explained that the committee had been appointed at last meeting to deal with grievances held against the Guild.

Mr. Sykes disapproved of the starch arrangement. He thought the real interest of the trade demanded that no trade terms should be assented to that would enable any class of retailers to do a jobbing business. The concession on starch put the large retailer in a position either to do a jobbing trade or to cut prices so as to take the trade in starch away from the small dealer.

Mr. Mara said he did not jobbing, but did not consider there was anything wrong about jobbing. What harm was there in a large retailer selling to a small one and making 4 per cent. as well as the wholesaler? And 4 per cent. on a pound of starch was too small a matter to enable the dealer who got it to undersell one who had not.

Mr. Gibson said the jobbing business in this city was done. A grocer must now be either a retailer or a wholesaler. He had, throughout the whole conference and at the meeting held by the committee before the conference, steadily kept the interests of jobbers out of his calculations, and believed the outcome of the conference was as fair to the small as it was to the large dealer. At that conference one trader had proposed $\frac{1}{2}$ c. discount on 100 barrel lots of sugar, but Mr. Gibson had opposed that. Why? Because, if the duty should be taken off sugar, the price would thereby be brought so low that $\frac{1}{2}$ c. per pound of discount to any class of dealers would give that class an immense pull over smaller dealers. He had aimed to check the admission of any change in the terms that would enable any dealer to cut his neighbor's throat. With regard to the 25 barrel lot and 1-16c. additional off, he would prefer to deal in 10 barrel lots with $\frac{1}{8}$ c. off. The interest on the extra money invested in the larger quantity was not paid by the $\frac{1}{8}$ c. per lb., and the money could be better employed in other stock. The present changes did not put any class of the trade in a position to cut the throat of competitors.

Mr. Tolchard had gone to the conference with the interests of the small dealers uppermost in his mind, and could see nothing in the arrangements made that discriminated against that class. In the case neither of sugar nor of starch had the price of the single package been made dearer to anybody, while every dealer could handle the lowest quantity on which a reduction was secured.

Mr. White said that the thin edge of the wedge was admitted when terms more favorable to the large than to the small dealer had been bargained for. The advantage might be little that the present arrangement gave to the large dealers, but the principle was considerable. He could not understand why retailers should be making terms for

100-box lots of starch. Their own business, according to his ideas, did not call for supplies on so large a scale. Then, if their own business did not require it, it was manifest that the stocking of small dealers must be contemplated in any provision made for 100-box lots. Nothing should be done by the association to make wholesalers of its members.

The chairman asked Mr. White if he would insist on the same price for a 10 lb. lot of tea as he would for ½ lb.

Mr. White was not prompt with his reply, but finally said that would depend on circumstances. He disapproved of any section of the members using the association for their own special benefit. The Association had been fighting the Guild as a combine, but now the committee had asked the Guild to concede certain terms and were agreeing to be bound thereto.

Mr. Mara said some grocers did a special business with laundries, and it was right that those members of the trade should have some advantage on account of the largeness of that part of their business. The man who took a 100 box lot paid as much as the man who bought one box, if interest were calculated. The only time for advantage was on the eve of an advance, and that was offset by an equal chance for a decline.

Mr. White said that Mr. Mara's reference to a special laundry trade was not a case where the prices were equalized by interest, as such a case supposed the sale of 100 boxes to be as quick a turn as the sale of 10 with the small man. If the big trader had not this special demand, which he sought means of securing through extra discounts, he would not want 100 boxes, since probably in ordinary circumstances 10 would do as well.

Mr. Sykes believed that the adoption of the additional discount for 100 box lots, giving the buyers of such lots 4 per cent. advantage over the buyer of 10 boxes, would be a source of contention against the Guild.

Mr. Williamson thought justice had been done. Any dealer who could buy 100 boxes and job them to outlying grocers ought to be allowed to do so, seeing that he was bound in the arrangement not to undersell the wholesalers.

Mr. Radcliffe would have gone in for 5 per cent. off 25 box lots if he had been actuated by consideration for his own situation as a trader, but he sought the advantage of the whole trade, and believed these concessions secured it.

Mr. Mills said that the man who buys 6 lbs. of starch pays what he would for 1 lb. The former position of the half-and-half stores was as good as that of the best, so far as terms went. Now it is not. The trade in the country towns can now cut together and get a better discount. The committee had done its best.

Mr. Booth thought the committee ought to be glad to have its action discussed. He was not opposed to what it did upon the starch question, but would ask if this asso-

ciation has entered with the wholesalers into a combine to sell starch at a certain price, as he understood dealers had to bind themselves not to sell below Guild prices.

This was vehemently denied.

To Mr. Clarke's enquiry if two or more dealers could join together to buy a 100-box lot and get the terms going with such a lot, the general expression of opinion was that they could.

Mr. Gibson asked if benefit had not been done to every member. Then why find fault. There was no money being taken from any member, nor was the trade of any limited by the concessions obtained. Most of the wholesalers had begun at the corner grocery, and had worked their way to their present position. Why should retailers put obstacles in their own way of so advancing?

Mr. Jones moved, seconded by Mr. Tolchard, that the report of the committee which had conferred with the Guild be adopted.—Carried.

HON. FRANK SMITH'S BANQUET.

The chairman reported that the committee appointed to act in conjunction with a committee of the Guild to tender a banquet to the Hon. Frank Smith, had done so, and that the banquet had taken place in accordance with the arrangements made by the joint committee.

SUNLIGHT SOAP FOR 7C.

Mr. Thackray submitted a cake of Sunlight Soap wrapped in a paper bearing the imprint of a Toronto dry goods house, and accompanied by the receipted bill, in which the price entered was 7c. The buyer desired in the interest of the trade that the matter be brought before the Association.

Mr. Radcliffe said the soap was getting out of the hands of the retail grocery trade, and the manufacturers' representatives were getting desperate.

Mr. Mara felt it was not the business of the Association to report this matter. The company ought to be left to find out for itself if its prices were being tampered with.

Mr. Williamson mentioned a case of a lady asking for a box of this soap, and upon his quoting 25c., she said she would wait till she went down town where she could get it for 20c.

Mr. Jones said Lever Bros. would not sell to anyone who would cut the price, and they could not be aware of the fact that prices were being cut.

Mr. Roberts moved, seconded by Mr. Westren, that the secretary call the attention of the Sunlight Soap Company to the fact that its prices were being cut.—Carried.

TELEPHONE MONOPOLY.

Mr. Noble moved that the Association condemn the action of the Board of Works Committee in giving the preference to the Bell Telephone system, and that the meeting adjourn and the members go in a body to the City Hall where the council was then sitting and make their protest.

Mr. Jones said something ought to be done. Since the monopoly was to be given for 5 years surely some concession in price

could be got. It would pay the retailers better to try to get prices lowered and agree to the monopoly, rather than go to the expense of keeping two telephones which would be necessitated by competition.

Mr. Mills said he had learned that a petition had been circulated bearing the substance of Mr. Jones' idea as its prayer, and would be presented to the council that night. It asked that \$35 be the price to business men and \$25 to private houses, or the figures offered by the new company.

Mr. Booth could not see why the council should be condemned for consenting to the lease for another 5 years, as while the price of the Bell company was \$40, the price of two would be \$70.

In amendment Mr. Britton moved, seconded by Mr. Mills, that we endorse the council's giving a five year monopoly, on the condition that the outside charge be not more than \$35 to business men, and \$25 to private houses.

The amendment was carried.

AN INQUIRY.

At this stage Mr. White asked if the present arrangement with the Guild brought the opposition of the Association to an end, or would it continue to oppose the Guild. He was assured that the Association would be as vigilant as ever to oppose any combine action on the part of the Guild.

Mr. White then said if it were but a step to burst the combine he would approve of it, for he would rather see the combine crushed than treated with.

Mr. Radcliffe said the Guild had broken its promise to the Association. It had agreed not to put in force its resolution to fix prices for yellow sugars, and now it was quoting a uniform lowest price of 5.15c. But the combine on yellow would burst tomorrow or in a day or two, as some of the members of it were objecting.

ILLEGAL PEDDLING.

Mr. Westren complained that there were several carts from which produce was illegally sold along Yonge St. The drivers had no license and displayed no badge. They ought to be looked after.

Mr. Williamson corroborated this.

Mr. Gibson was of the opinion that the carrying out of the by-law could never be complete till the police had power to challenge pedlars and question their right to carry stock. The police were the men who kept the retailers straight when the latter encumbered the sidewalk unduly with barrels, etc., and the police, being uniformed officials were more a terror to unlicensed pedlars than were plain dress inspectors. Mr. Awde's department was not sufficiently manned for the thorough oversight of the pedlars. He moved that Messrs. Williamson, Mara and Westren be a committee to wait on the Mayor and recommend that the

jurisdiction of the police be extended so as to include supervision of the observance of the license by-law.—Carried.

THE HALF-HOLIDAY.

Mr. Mara asked what had been done about the proposed Wednesday afternoon summer holiday.

Mr. Gibson said the thing seemed impracticable. The handling of fruit was an obstacle to it.

Mr. Thackray reported that he had looked into the matter and found that the members of the association were unable to take advantage of the half-holiday because their neighbors in trade were often not members, and would not, therefore, be bound by the association's action. The matter was dropped.

THE CONVENTION.

With reference to the expenses of the convention, Mr. Mills believed that the wholesalers would contribute liberally. Trade questions would be discussed that would have a beneficial bearing upon wholesale as well as retail interests, and the wholesalers would be ready to show their appreciation by subscribing to the expense fund.

Mr. Gibson could not see how a convention of retailers, with the questions before them likely to be discussed by this convention, could accept contributions from the wholesalers. The Hamilton convention would have done more good if wholesalers had had nothing to do with it. Mr. Gibson wanted to see this convention as brilliant a success as possible, and every member of the association must be self-denying and work hard to make it a success. It must not be left to the few. Mr. Gibson could not see that any but members of associations could be present.

Mr. Britton said he thought all the trade in the country ought to be welcomed to it, but that votes should be held only by those who produced credentials from associations. This would prevent members from being outvoted by non-members.

It was resolved at length that the committee should call a special meeting of the association to consider the convention.

The meeting then adjourned.

HAMILTON RETAIL GROCERS' ASSOCIATION.

At the last regular monthly meeting of the Hamilton Retail Grocers' Association the clerks presented a bulky petition, asking that Wednesday afternoon be set aside during the months of July and August, and the association in receiving it expressed its hearty sympathy with the petitioners.

The association will bring the matter before its members and endeavor to secure a uniform assent to the idea of the petitioners.

The annual picnic of the association was talked of, and the following committee was appointed to make the necessary arrangements and report: C. H. Peebles, chairman;

Adam Ballantyne, secretary; Edward Morton, George Hunt, J. O. Carpenter, C. Bremner, T. Hazel, N. D. Galbraith, J. Eustice, W. J. McFadden, James Main, J. J. Watt, W. H. McLaren, C. W. Marlatt and H. Stevenson.

A communication was read from Lucas, Park & Co., in which the firm expressed its sympathy with the association's previous resolution protesting against the practice followed by refiners in marking the selling prices on their packages.

A memorial was also read from the Toronto Retailers' Association, asking the Hamilton members to unite and act in concert with them in their crusade against the various combines.

Several members expressed themselves as in sympathy with the Toronto retailers, but no definite action was taken.

The following new members were received into the association: J. Morrison, John Colvin, J. E. Seldon, D. Sullivan, D. Carrol, F. Smyth, and Mrs. McKeown.

OTTAWA NEWS.

OTTAWA, 14th May.

A deputation representing Canadian importers, manufacturers and wholesale dealers in tobacco, waited upon Messrs. Foster, Bowell and Costigan, Ministers of Finance Customs and Inland Revenue, at the office of the Finance Minister. The deputation consisted of G. E. Tuckett, G. E. Bristol, J. J. Stuart, of Hamilton; — Percheron, of Montreal, and — Benetteau, of London. They were introduced by Messrs. McKay and Ryckman, of Hamilton, and Col. Denison, of Toronto. They asked that the excise duty on tobacco be reduced from 20 cents to 10 cents or 11 cents per pound, and argued that this course would increase the consumption of tobacco and would not reduce the revenue derived from it. The Ministers promised to lay the views of the deputation before the Government.

Messrs. McDonald and McLean, Conservative M.P.'s for Prince Edward Island, had an interview the other day with Hon. G. H. Tupper, relative to the lobster fishing industry on the Island. They urged that the regulation preventing the catching of lobsters under 9½ inches be abolished, pointing out that the close season of 60 days, which commences from July 10, was sufficient at present for purposes of protection. They stated that it is impossible to enforce the regulation, and that if it were strictly adhered to it would necessitate the closing of the lobster factories. Latterly fishing has only been carried on from the commencement of navigation until the opening of the close season, with the result that greatly improved catches have been made. The members will have another interview with the Minister on the subject.



AN OPEN LETTER.

TO WM. INCE, Esq., President Dominion Guild.

To address a man as old as you are, both in years and in business experience, upon questions of trade with which you are in all probability exceptionally well acquainted, is perhaps rather a heavy task for a young man. 'Tis said that "fools rush in where angels fear to tread," and nothing probably is more true in very many cases, yet I am so bold as to hope that weak as my pen may be, and weaker still my business weight, that my cause is of all causes, the most strong, the most pressing, and the most important to you and me. It must be of grave moment to you, sir, after half a century's business experience, to find that very grave dissatisfaction exists in the trade of which you are an honored member. You must be blind to passing events not to have noticed that tradesmen with whom you have been dealing for years with a great deal of satisfaction to both sides, have of late been anything but cordial, although they mayhap still leave their money with you. Of course you will admit, that after all, while money is what we are in business for, it is not everything. There is that honest spirit of satisfaction lacking. Why is this? You started in business long, long ago. You have made a success of it. You will even admit that you made more years ago than you are making to-day, and still you had then the honest, open competition so much desired by every wholesale grocer individually and privately, but not collectively and openly. You are now coddled by your dear precious combine, and yet you do not make as much as if you were without it, and still you, of all the wholesale grocers, stick by it most tenaciously. Why do I write you in this manner? Just because I wish as a humble member of the craft to express my sincere dissatisfaction with existing conditions of trade. More than this, I express my disgust at finding your Guild now interfering with yellow sugars in the face of a distinct pledge not to do so. You complain that some of you sell yellows below cost, and it must be stopped. What follows this statement? Only this; you are now afraid of the competition you once were wont to court, and are now too weak to breast the cut offered even by houses far below you in financial status. Where is the spirit with which the wholesale grocers of Toronto, of all cities, used to conduct their business? Surely you will admit an inferior business capability if you say that you must have this combine in order to carry on business. There must be more fable than truth about the various stories which come down to us youngsters about old time trade sales, cuts in prices, and other stories about losses nobly met and never spoken of. If one of these old time shadows were now to appear, I fear it would slink back ashamed to its retreat, ashamed to think that because some wholesale houses were selling yellow

THE KEY NOTE

Of the great popularity the "Hillwatee" teas and "L. P. & Co.'s" Coffees and Spices enjoy lies in the fact that these articles are of special character and excellence and can always be relied on.

Our "Specialties" this week will be bargains in Prunes, Figs, Syrups, Molasses and Japan Tea, latter from 15c. to 18c. Samples and quotations sent on application.

LUCAS, PARK & CO.,

Wholesale Grocers and Importers,
73 McNab St. North, Hamilton, Ont.

Barm Yeast.
Have
you
got
it?

KOFF NO MORE.

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

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

Mention THE GROCER.

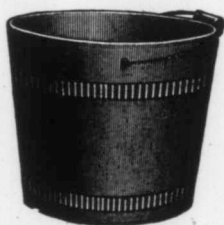
M. J. Woodward & Co.,
PRODUCERS OF CRUDE,

Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c

PETROLIA, - ONTARIO.

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. { Barbadoes
TEAS. { and
Cuba **MOLASSES.**

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE.,
WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

304, 306 St. Paul St.

143, 145 Commissioners St.

MONTREAL.

Seasonable Goods.

FRUIT PUDDING, ROSE VANILLA, LEMON,
CHOCOLATE.

A full assortment Batger's Nonpareil Jellies, 1-2 pints, pints and quarts. All flavors.

ABOVE GOODS SHOULD BE KEPT BY ALL FIRST-CLASS GROCERS.

TURNER, ROSE & CO., Montreal.

BEST GOODS IN THE MARKET.

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

PUT UP BY **THE MOFFATT PACKING CO.,
MONTREAL.**





Empire Tobacco Co.

MONTREAL.

sugars below cost forsooth, we must break our word and forthwith "arrange" a fixed price.

No, Mr. Ince, it will not do. You must for the credit of your honorable house step aside from this arrangement and every other. You and your confreres of the Guild have caused its name to become a by-word in every corner of Canada for an increaser of prices to a long-suffering public, and it is now high time to quit and act like business men, not afraid of one another, no matter how low the cut.

As long as you reduce credits, regulate business methods, reduce the list of bankrupt debtors, and otherwise help honest trade, you do well, but when you start to fix prices and arrange combines, you go beyond your province, and deserve, and will continue to get the condemnation of every right-minded citizen. You for one in your personal business relations have only been helping, by this combine many smaller houses to rise higher at your expense.

Yours very truly,

RICHARD A. DONALD.

DOMINION GROCERS' GUILD.

The Dominion Grocers' Association held a meeting behind tyled doors in the council chamber of the Board of Trade, Wednesday. William Ince, president, occupied the chair. Those present were: G. E. Bristol, J. J. Stuart, T. H. McPherson, Alex. Turner, S. Balfour, Alex. Harvey and W. H. Gillard, Hamilton; M. Masuret, S. Screation and A. M. Smith, London; G. S. Fenwick, Kingston; S. Young, Trenton; W. A. Gilmour, Brockville; W. Kinloch and L. E. Geoffrion, Montreal; James Watt and W. T. Wickham, Brantford; and the wholesale grocers of Toronto.

The principal question which came up for discussion was the application from the retail grocers for certain changes in the discounts on starch and sugar. The Toronto Retail Grocers' Association had applied to the local Wholesale Guild for larger discounts on the purchase of large quantities of starch and white sugar. The Toronto Guild had intimated that they favored the application, but had referred the matter to the Dominion Guild for action. The latter body had a lively discussion with reference to the matter yesterday. There was a general disposition to meet the demands of the retail trade, but many of the members opposed deciding the matter or taking action at present, considering it an inopportune time. It was stated by certain members who opposed the change that the retailers were not united in their application, and that while such changes might benefit the larger retail dealers it would operate to the disadvantage of those not doing such an extensive business. It was finally decided to refer the matter to the various local guilds for their consideration.

A number of other matters of more or less importance were discussed, but for obvious reasons the members decided to withhold particulars.

THE COMPOSITION OF THE CONVENTION.

The executive committee of the Toronto Retail Grocers' Association meet on Monday to arrange the preliminaries for the calling of a special meeting of the association. The special meeting will be as soon as possible after this session of the executive, and will meet in pursuance of a resolution passed at the last regular meeting, of which the proceedings are reported in this issue, to consider preparations for the coming convention. The executive meets first in order that the subject may be made as manageable as possible for discussion by the whole association. The questions which will perplex the executive are first, whether to include in the convention any but members of associations throughout the country, and, second, whether to include any conventions not affiliated with Toronto. All outside associations which are not connected with the Toronto body should hasten to get themselves connected with it, and obtain the right of representation and suffrage at the convention. If the convention is to include all grocers it is still unlikely that its deliberations will be submitted to the vote of any but members of associations, so that every part of the country where there are grocers should have its grocers' association. The towns without one now should not be without any longer. The convention ought to stimulate organization and union with the central body.

The council of the Montreal Board of Trade has passed the following resolution on the sugar question: "That owing to the fact of the United States Government having suppressed their duty on raw sugars imported into the United States, this Chamber of Commerce is of opinion that the Canadian Government should also suppress the duty on raw sugars imported to the Dominion of Canada, in view of placing our sugar trade on the same footing as the same trade in the United States, and also in view of preventing the smuggling of sugar between the two countries."

The Montreal Board of Trade at its last meeting passed a resolution of condolence to the family of the late J. C. Marchand, wholesale grocer.

Several members and representatives of American fruit firms were present at the Montreal fruit sales on Monday. They were Felix Menaldi, representing A. Menaldi & Co., of New York; D. Villari, of New York; J. A. Golden, representing J. Mercadanto, of New York, Philadelphia, Baltimore and New Orleans; W. H. Peacock, of Chicago; John Leverone, of Cincinnati; Joseph Gentile and the Facker Bros., of Chicago; J. Williamson, of New York; A. Zucca & Co., of New York; P. J. Thorne, of New York; Charles Parsons, of Parsons & Co., New York; A. Currier and D. N. Emery, of Boston.

Many Boston retail grocers are making two prices for granulated sugar—5 cents per pound for coarse and 5½ cents per pound for fine. It works well and seven-eighths of the sales are of fine at 5½ cents per pound. This enables the grocer to get a little bit of a profit, and no one objects to paying that price.—New England Grocer.

**New Eastern Townships
MAPLE SYRUP AND SUGAR.**

ABSOLUTE PURITY GUARANTEED.

Wilkins & Co., Adamsville, Que., have contracted for the product of over 150,000 trees.

Among the makers who supply us are a few who have sugar orchards counting 4,500 trees, notably the old Col. Westover bush—The Colonel is a hero of the "Fenian Raid of 1866."

Special Prices to Large Buyers.

Address **JOHN WILKINS,**

20 Temperance St., Toronto, Ont.
Montreal and Lower Province merchants will please address Wilkins & Co., Adamsville, Que.

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 baskets.
Fruit package of all descriptions.

THE CHISHOLM PLANT BOX.
OAKVILLE, ONT.

**MUNN'S PURE
BONELESS
CODFISH**

The finest on the market. Packed in 10 lb., 20 lb., and 40 lb. Boxes. Tied up neatly in 2 lb. bricks. Every brick is guaranteed full weight and Genuine Codfish.

**TASTY
ECONOMICAL
DELICIOUS**

Send for Sample at once.

**STEWART MUNN & CO.,
MONTREAL.**



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

WHOLESALE GROCERS

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

HAMILTON, ONT.

**FEARMAN'S STAR BRAND
HAMS AND BACON.**
Hamilton, Ont.




**HUCKINS
SOUPS**

Require only to be heated. Prepared with great care from the best materials. Have enjoyed the highest reputation for more than 32 years.

TEST FREE

Tomato, Mock Turtle,
Ox Tail, Green Turtle,
Pea, Julienne,
Beef, Vermicelli,
Chicken, Terrapin,
Macaroni, Consomme,
Okra or Gumbo,
Soup and Bouilli,
Mullagatawny.

**RICH AND
PERFECTLY SEASONED.**

Send us 20 cents, to help pay express, and receive, prepaid, 2 sample cans of these Soups, your choice.

J. H. W. HUCKINS & CO.,
Sole Manufacturers, Boston, Mass.

SOLD BY ALL LEADING GROCERS.
LEONARD H. DOBBIN, MONTREAL. Sole Agent for Canada.



**Ram Lal's
PURE
INDIAN TEA**
GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

A fancy parcel of Indian Tea, sold at auction in London recently for £10 12s. 6d. (\$52) per pound. All brokers say this extraordinary price was paid to boom a blend of the buyers. We have a sample here of the head blend in Ram Lal's Pure Indian Tea, Green label, counterpart of this was sold by growers at auction, for 15s. or \$3.75 per pound; experts pronounced latter sample fully equal to the goods sold at £10. 12s. 6d. We shall be glad to show our friends this famous sample of tea which is without a parallel in the history of the trade, so call and see the Indian tea that sold at auction for \$3.75 per pound, which is used in the celebrated Ram Lal's blend.

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



Miss Alice Porteous has opened a grocery in Bryson.

Mr. G. R. Jones, Moncton, N. B., has opened a grocery store.

The establishment of a fruit-canning concern in Napanee is talked about.

Messrs. Desourt & McMillan, general merchants, Oak Lake, Man., are putting up a large store.

The merchants of Magog, Que., close every trading day except Mondays and Saturdays, at 8 p. m.

Mr. L. E. Geoffrion, of the firm L. Chaput, Fils & Cie, wholesale grocers, Montreal, was in the city this week.

The western Ontario commercial travelers have fixed on July 25 as the date of this year's picnic at Port Stanley.

Major Wilson, Victoria, B. C., has been appointed agent for the Montreal grocery firm of Lockerby Brothers.

Mr. A. R. McIntyre, general merchant, Middleville, Ont., offers his business for sale. He has been nineteen years in the trade.

Mr. F. C. DeZouche has opened a grocery and provision store in Bryson, Que., in the premises last occupied by Mr. H. Porteous.

Mr. Johnston Whaley, formerly of Brockville, Ont., has removed to Fort William where he has taken partnership with Murphy & Co. in the grocery business.

The clerks of Cornwall have at last won an early-closing by-law. They tried in former seasons, but could not get the necessary three-fourths of the merchants on their side.

The Business Men's Association of St. Catharines has resolved that the demonstration intended to be held in that city on the 24th of May, shall be postponed till the first of July.

H. E. Reed has a nice general store at Middletown, N. S. Mr. Reed was at one time a traveller on the road, and has picked up some good ideas in running a general store.

H. R. Ives & Co, Montreal, ask "Do you own a horse worth \$25? If you do not many of your customers do, and you can sell them Kasper's oat cleaner. Send first for a descriptive circular to that firm.

The Lieut. Governor of British Columbia has given his assent to the bill depriving the municipality of Victoria of the power of enforcing its by-law imposing a license on genuine commercial travellers.

It is said that down in the Eastern Townships quite a business is done in the smuggling of sugar. Stores are built half in Ver-

mont and half in Quebec and the barrels are rolled from one end of the store to the other as occasion demands.

Mr. Thos Fraser, who has for several years carried on a grocery store near the corner of Bleury and St. Catharine streets, Montreal, has given up the sale of liquor in connection with his business, which will henceforth be a strictly temperance one.

Mr. Louis Arnett, of Brandon, at one time a prominent merchant of Winnipeg, died in the general hospital at the latter place last week. Mr. Arnett formerly kept a general store at Kerrwood, and was well-known to residents of Western Ontario.

Wm. Milligan of this city is now worrying the merchants of Woodstock with his cheap prices. He bought A. L. Dent's bankrupt stock and is selling it there. He sold the liquor department to J. B. McKay, but the commissioners would not grant a license.

A number of subscribers on and near the C.P.R. west of Straight Lake, wrote asking for another copy of last week's GROCER, saying that they had gone astray. They were sent out from here but no doubt were burned in the mail car at Straight Lake on Saturday.

A. Haaz & Co., manufacturers of vinegar, etc., Kingston, have dissolved partnership, Mr. A. Haaz continuing the business without change of style. Mr. C. deCarteret will carry on a manufacturers' agency, having samples of several first-class houses.

Everybody asks for Spanish Blacking; everybody will have Spanish Blacking; everybody sells Spanish Blacking; but only one person manufactures Spanish Blacking and that is F. F. Dalley & Co., Hamilton. Wait, watch and buy from their traveller.

Many Iroquois merchants complain that they get no eggs to buy or sugar to sell, which is a sure sign that smuggling is done along the line by the wholesale. By smuggling \$1 worth of eggs into the States and exchanging it for sugar, they make by the transaction about \$1.13.

A number of the storekeepers of Quebec city are agitating for the re-enactment of the civic by-law imposing a tax on transient traders, as the city, they contend, is overrun by commercial travelers, especially from Montreal, who greatly injure local trade, without contributing a cent to the taxes.

The Vancouver sugar refinery has shipped sugar to the States, owing to temporary scarcity. "Yesterday afternoon," says the News the steamer Michigan took 75 barrels of sugar from the B. C. Sugar Refinery for Portland. They will ship several hundred barrels in the course of a few days, and as long as the high prices are maintained, they will be able to find a market there.

The firm of McCavour & Barlow, who lately started a commission business at St. John, N.B., report trade very good and their business increasing. Mr. McCavour was in the same business for himself when Mr.

Barlow joined him. These young men are pushers and should succeed, Mr. Barlow being known to all in the trade, having been on the market slip for the past eight years.

The other night while Mr. Cook, a Kingston grocer, was driving his delivery waggon up Princess street laden with goods for Portsmouth, his horse became frightened and unmanageable. It turned the corner of Sydenham street and upset the waggon, scattering the goods over the street and smashing many dozens of egg. The waggon was also broken. Neither Mr. Cook nor the young lady with him were injured.

A cargo of raw beet sugar, which had been damaged by salt water in transit, was received in Philadelphia by the Spreckel refinery last week. The action of salt water was peculiar. Some of the sugar, which when put aboard the vessel averaged about No. 10 Dutch standard, has been bleached to No. 16 and above and will have to pay half a cent duty, but each bag, it is said, has been bleached a different grade.—Merchants' Review

A foreigner proposes to establish ambulatory grocery and dairy stores for the accommodation of summer resorts in the vicinity of St. Petersburg. The stores or vans will be built on the pattern of those in Brazil, and bring to the houses of the rustivating people fresh goods every morning. Hitherto the rusticators have depended on peddlers for their supply of groceries and dairy goods and seldom received them fresh or in good condition.—Ex.

The Belleville Intelligencer says: The partnership existing some 25 years between R. D. Conger and Jas. A. Conger has been dissolved by mutual consent, Mr. Jas. A. Conger retiring from business. The new firm will, however, be known as Conger Bros. This firm have been doing business as general grocers here for many years, and have always been honorable in their dealings, and the new firm will no doubt receive the extensive patronage which was accorded to the late firm.

Master the whole business and the way to fortune has been mapped out.

Work can always be found in a store without double-million microscope.

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.

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 for "Wherever sold it has been a repeater."

W. H. GILLARD & CO.,
WHOLESALE GROCERS, HAMILTON, ONT.,

Agents for Canada.

ALL GROCERS SHOULD SELL THE

EMPIRE BAKING POWDER

Manufactured by
ELLIS & KEIGHLEY,
 TORONTO.

JAS. WATSON & Co.,

Coffee and Spice
 Dealers.

Toronto, Ont.

W. A. McCLEAN & CO.,

OWEN SOUND

OFFER TO THE TRADE

LONG CLEAR
 BREAKFAST
 SMOKED BACKS
 SMOKED BELLIES
 SPECIAL ROLLS

BACON

Write for Quotations.

GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



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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.

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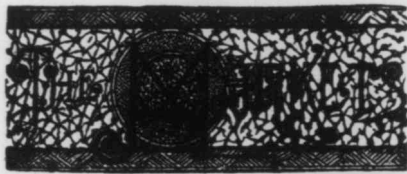
GEO. MATTHEWS

-PACKER and CURER.-



PURE LEAF LARD A SPECIALTY.

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



TORONTO MARKETS.

TORONTO, May 15, 1891.

GROCERIES.

The present week is not distinguishable from its fellows of the past two months by any features of trade that would be noticeable in an outline of the market. The volume of the business done is as small as ever. Whatever check upon buying there has been through the preceding part of the season continues to depress trade. Mistrust of the sugar market appears to become more aggravated the longer the suspense as to what the government will do continues. The demand for canned goods keeps strong and steady, though the amount of stock taken off by it would be considered small in any season when the surplus of unsold goods was as large as usual. In teas the trade is quiet. Dried fruit is also rather dull. Country merchants report trade quiet on account of the busy times among the farmers. Money is not notably scarce, as engagements are usually met with promptness.

CANNED GOODS.

The supply steadily grows less. The demand as steadily continues at about the same strength as it has done the past three or four weeks. Its steadiness is telling on prices as well as on stock. Corn quotes yet at \$1.10 at lowest, but some holders want \$1.15. Peas, 2's, are up to \$1.35 and \$1.45. Select peas are 10c. higher, and quote now at \$1.45. Sugar pears, 2's, have advanced 20c., or to \$1.70, and 3's are \$3 to \$3.10. Tomatoes are very firm at \$1.50 and upwards. There have been offers of tomatoes for future delivery at \$1.05, with \$1.02½ bid for good brands. The extent of the damage done by the frost to the peach and cherry bloom was exaggerated, and the report that the damage was considerable no doubt originated with interested parties. There are several packers who have peaches and cherries of last year's pack yet to sell, and nothing would bring buyers into the market more readily than belief in such rumors. The damage done to the crop is believed to be but slight.

COFFEE.

Rio finds rather slow sale at 22 to 22½c. The stock on hand is sufficient for the trade that is done, and the stock is not large. The demand for the finer grades of coffee is up to the average. No change is to be noted in prices, Mocha quoting at 32 to 35c., and Java at 30 to 33c.

DRIED FRUIT.

There are grades of Valencia raisins that have weakened since last week. They are the sort of stock that will not keep well through the summer. But good Valencias are firm, off-stalk bringing 6 to 6½c. Selected bring 7¼ to 8c., and layers 8½ to 9c. There is no weakness in the best stock. Several thousand cases of low-grade raisins have been offered from New York at 2 to 3c. below the market. In Montreal, it is said, there are a few hundred cases of inferior stock which have been offered to retailers at

5½c. Currants are in a very good position. The stock is not large and prices are reasonably firm. The demand for all kinds of fruits is about as active as it usually is at this season.

NUTS.

Brazil nuts are higher, quoting at 12 to 13c. Filberts quote at 11 to 11½c., or 3c. lower than they were. These changes are about all there is to chronicle in the nut-market. Trade is seasonably quiet, and stocks are moderately full.

RICE AND SPICES.

There is virtually no rice here, and the mills are unable to supply any. All the rough has been used up, and supplies will have to be waited for until the cargo which is due about next Monday shall have gone through the mills. The price of Patna is 5 to 5½c. Sago is down to 4¾ and 5½c., or ¼c. cheaper than it was. Spices are in the regular rate of demand, and do not come up for any comment.

SUGAR.

The market lacks activity, probably more than it did last week. The expectation that the budget would be brought down this week is supposed to have led to a more or less general postponement of ordering, to await what that event would bring forth. The effect of the changes, if there are any, introduced by the budget, will not be felt at once. The government will be unlikely to precipitate any change, as the removal of the duty at once would be ruinous to any refiner who had bought a large stock of raw just before the change, or to any wholesaler who had bought a large stock of refined, and would be disastrous to the grocery trade of the country. The removal of \$3,000,000 of duty would be too disturbing to be thought of without warning. The price of granulated sugar this week remains 6½ to 7c., and for yellow 5.15 and upwards.

The change in the discounts referred to in another column is provisional, and has yet only the assent of the local Guild. The whole Dominion Guild has not pronounced upon it yet. Consequently, the discount of ½c. per lb. upon ten-barrel lots has not yet come into business adoption.

SYRUPS AND MOLASSES.

A quiet trade is all that is done. The demand for molasses is low. M syrup in pails is \$1.65 to \$1.70, an advance of 10 to 15c.

TEAS.

The tea trade is rather quiet, the tendency being to await the incoming of new crop stock. The lowest price of Young Hysons is 18c., of Japans 15c., and of Congous 15c. There has been a good demand for Indian and Ceylon teas. From London we learn that all grades under 1s. are very firm, and have been eagerly competed for. The finer kinds of Indians are becoming scarce and the few invoices offered fetched high prices. There is little change to note in Ceylons, prices ruling much the same as of late. Fine lines are seldom met with now, and when they do appear extreme prices are paid. The remarks made by the Chancellor of the Exchequer in his Budget speech were of such interest to the Indian and Ceylon tea trade, that we make the following extract, which refers to increased tea consumption:—"I conclude that the increase in 1890-91 over 1889-90 was at the rate of 6½ per cent. This is not to be judged alone by the imports of the tea leaf, but also by the difference between the teas of China and those of India and Ceylon. Impartial Judges say that the power of the leaf from our own possessions as compared with China teas, is in the pro-

portion of 7½ to 5 gallons of liquid of ordinary strength. Therefore the increased consumption of tea is still greater when we speak of the number of cups that have been drunk, as distinct from the qualities of tea imported, because the tea from India and Ceylon goes further than the tea from China. I offer no opinion of my own; I only mention it as the opinion of impartial judges; and I believe the comparison is justified by the relative prices of the different teas."

McMeekin & Co.'s notes on Indian, Ceylon and Java teas for April report: The offerings of Indian were 97,000 packages, against 98,000 packages in the same month of 1890. During the month there was a good general demand with firm prices, especially for whole leaf teas under 1s. Latterly there was less disposition to buy poor liquoring sorts, but anything with good cup was eagerly competed for. The average of public sale prices for the month was about 11¾d. per pound. The quantity in importers' hands still to offer is reduced to small proportions, and from a large number of gardens the final invoices for the season have been printed. The home trade during the month has been very quiet, and there has been little demand for export, the rise in value having checked trade abroad. The imports were 2,382,000 lbs., and the deliveries 8,062,000 lbs., leaving in stock 33,181,000 lbs.

Some musters of the new crop from the Darjeeling district have come home, which show poor quality. Advices by cable report many gardens to be behind last season in their early pluckings. The estimate for coming crop just received from Calcutta points to an increase of 13,000,000 pounds over last season, in the amount available for shipment to the United Kingdom.

For the last few years the weight of tea per head of the population consumed in the United Kingdom has remained almost stationary, in spite of the very obviously increased use of the beverage amongst all classes. This has led to an enquiry by Her Majesty's Board of Customs, and the following extract from the report issued is very satisfactory to the producers of Indian teas:

"From the information which has been afforded us on the subject, we believe that we make a moderate estimate in assuming that Indian tea goes half as far again as Chinese tea, so far as depth of color and full-

E. LAZENBY & SON,

18 TRINITY STREET, LONDON.



Absolutely the Finest Quality of Pickles Packed, most generally used in England. Quotations on application.

Canadian Agents: Arthur P. Tippet & Co.,
St. John and Montreal.

**THE
BOYCOTTED
WHOLESALE GROCER.**

The boycott which the Wholesale Grocers' Guild have endeavored to enforce against me, has not had the effect they predicted, and I am prepared to offer Sugars and all other lines of Goods as heretofore.

My price for

EXTRA GRANULATED SUGAR

For one or more barrels
Is Twenty cents per hundred less than the

COMBINATION

And my quotations for other Goods are equal to, in all cases, and lower in most cases than those offered by

GUILD HOUSES.

DISCOUNTS--

Are one and one-half per cent. off Sugars, Syrups, and Canned Goods. Three per cent. off General Goods.

The Guild Discounts are only one per cent. off Sugars.

Send for quotations of any special lines you may be open for.

- SUGARS, TEAS,
- SYRUPS, TOBACCOS,
- MOLASSES,
- BAKING SODA, SAL. SODA
- JAPAN RICE, RAISINS,
- CURRENTS,
- FRUITS OF ALL KINDS,
- SPICES, NUTMEGS,
- BAKING POWDERS,
- CREAM TARTAR,
- BROOMS, BRUSHES,
- and WOODENWARE,
- And all other Goods in the Grocery line.

I call your special attention to my Uncolored Japan Tea at 15c.

JAMES LUMBERS

Wholesale Grocer,
67 Front St. East,
TORONTO, ONT.

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.

Will Remodel Anybody.



Nov. 3, 1890.
J. Bliss, Esq., Compton P.O.
writes:—Health seekers
travel far to mountains,
lakes, seas and springs, but
of all the famous places to
have the body thoroughly
cleansed of health destroying
impurities, supple the
joints, firm up the muscles
and frame, and make one
feel fresh, life trickling
through the veins, give me
St. Leon Mineral Water.
Have proved for 50 years.
By using it heartily for a
few months it will remodel
anyone.

Secure rooms early at
Palace Hotel Springs, open-
ing June 15th, M.A. Thomas,
Manager.

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

General Storekeepers

who deal in Dry Goods should subscribe
for

THE DRY GOODS REVIEW

Subscription Price \$1.00 per year.

Send for Sample Copy to THE DRY
GOODS REVIEW Co., 6 Wellington St. West,
Toronto.

EVERY MAN who has

any ambition to rise in the Grocery Trade should
buy a copy of

"TEA, AND THE SCIENCE OF BLENDING"

An accurate knowledge of Teas will bring you to the front
quicker than anything else.

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

PRICE 1.00.

TORONTO.

Condensed



Coffee

REINDEER BRAND."

Here are a few of its good points :

It contains MILK, SUGAR and COFFEE. By adding one spoonful to each cup of boiling water anyone can prepare one cup or ten cups—as required—of really excellent Coffee in less time than it requires to say so. Condensed Coffee will keep perfectly for months in any climate. For early or late lunches, for Picnics, Excursions, etc., etc. nothing equals "Reindeer Brand" Condensed Coffee. Prices and samples of the Reindeer Brand Goods. CONDENSED MILK, CONDENSED COCOA—both standard preparations—and Condensed Coffee promptly furnished.

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

NOT LESS THAN

25 p.c. profit

to the Retailers handling

"Surprise" Soap

100 p.c. satisfaction

to yourself in the satisfaction it gives your customers.

Do you sell "Surprise"?

If not drop us a postal card.

The St. Croix Soap Mfg. Co.,
ST. STEPHEN, N.B.

MONTREAL 17 St. Nicholas St.

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

MARKETS—Continued.

ness (not delicacy) of flavor are concerned. Thus, if 1 lb. of Chinese tea produces 5 gallons of tea of a certain depth of color and fullness of flavor, 1 lb. of Indian tea will produce 7½ gallons of a similar beverage."

This of course at once explains how the increased home consumption has been provided for by the gradual substitution of Indian for China, the greater yield in liquid of the former covering the expansion in demand. The offerings of Ceylon were 78,000 packages, against 46,000 packages in same month of 1890. In spite of this largely increased quantity to handle, prices have remained fairly steady throughout the month for all but medium grades, which were rather neglected. The quality of arrivals towards the end of the month showed some falling off. The average of public sale prices for the month was about 10¾d. per lb. The imports were 5,941,000 lbs., and the deliveries 3,942,000 lbs., leaving in stock 13,779,000 lbs. The offerings of Java were 5,580 packages, against 3,500 packages in the same month of 1890, and the average price for this quantity was about 9d. per lb.

PETROLEUM.

The local market shows no change. Business shrinks with increasing daylight, but prices are steady.

The Petrolia advertiser reports: Petrolia crude \$1.38½ per bbl., Oil Springs crude, \$1.40½ per bbl. Little or no change has taken place in oil matters since our last issue, and until some new developments are brought forth by the drill, things will remain pretty much the same as they are. Every sett of tools are going night and day, and so far nothing but small wells are got. The refineries are almost at a stand-still, their owners preferring to wait awhile rather than to continue paying the present price for crude. The price of refined remains the same as last week.

DRUGS AND CHEMICALS.

Trade is quiet. There is no change in the demand since a week ago. Prices are also stationary at the quotations of a week ago.

BUTTER AND CHEESE.

The receipts of butter are increasing. The demand is steady, particularly for fine grades. There is little old butter now in stock, and there is a larger proportion of the new that deserves to be classed good. The receipts are mostly in rolls, tub butter having fallen off greatly in quantity. The prices remain at about last week's range, and are firm for good.

Cheese is steady and unchanged here, though English prices have gone down 6d. Late falls are 11c. to 12c., summer 10 to 11c., and skims 8 to 9c.

COUNTRY PRODUCE.

APPLES—Are \$4 to \$6, and in light request.

BEANS—Are unchanged at \$1.35 to \$1.60, the former for common, the latter for hand-picked.

DRIED APPLES—Are in good demand at 8¾ to 9½c.

EVAPORATED APPLES—Run from 12½ to 14c. The demand is moderately good, and is held back by the supply of dried apples.

EGGS—Are 12 to 12½c. Some days the market is more liberally supplied, and the price shifts to the former figure, and probably takes to the upper figure the next day.

HAY—Is \$9.50 to \$10 for timothy, and \$8 to \$9 for mixed. The supply is fairly good and the demand about equally so.

HIDES—Have not improved in price, though they are better quality, being less grubby than they were. Green are 5 to 5½c., and cured 6c.

HONEY—Is quite dull at the prices long current, viz., 7 to 10c. for clear, and 14 to 16c. for comb.

HOPS—Are steady at 30 to 40c., with 42c. paid for choice stock.

OATS—Are easier at 49 to 50c.

ONIONS—Are in very limited compass, and firm at \$4.50 to \$5.

POTATOES—Are firm at \$1 to \$1.05 on track.

SEEDS—Prime to choice alsike is \$7 to \$8.50, red clover \$4.50 to \$5.00, timothy \$1.20 to \$1.65.

SHEEPSKINS—Run up to \$1.50. Calfskins are 6 to 8c.

STRAW—Is \$6 to \$7, and in light demand. TALLOW—Is unchanged at 5½ to 6c. for refined, and 2c. for rough.

WOOL—Is in undiminished dullness at 18 to 19c.

FISH.

The fish market yet to some extent waits on the season. The lines in stock yet are chiefly those mentioned a week ago, and they sell at last week's prices. White are 7 to 8c. salmon trout are 7c. lake herring are \$2.50 per hundred by count. Halibut is unchanged at 15c. The demand for these kinds is good. Dried, pickled and salt fish are not in request.

GREEN FRUIT.

Finer weather has benefited the green fruit market, and trade this week has been very good. There has been no advance in the price of any lines, and stocks have been pretty well supplemented by the purchase of Toronto dealers at the Montreal sales, the second of which was held on Monday last. Lemons went at a good figure at that sale, but oranges did not bring a high price. The prospect is that lemons will be dearer. Valencias are \$6; Riverside seedlings are \$4.50; Floridas are \$4.50; Messinas are \$3.50 to \$4. Palermo lemons are \$4 and Messina lemons are \$5 to \$5.50. Bananas are firm, firsts going at \$2.50 to \$3, and seconds at \$1.50 to \$2. Pineapples range from 15 to 30c.

PROVISIONS.

A reasonably good output of stock is reported from most houses. The demand for smoked meats is very good. There is a lighter trade in mess pork. Hogs are no longer received in rail lots.

BACON—Long clear is 8 to 8½c., bellies are 10½ to 11c., backs are 10½ to 11c., rolls are 8½ to 9c.

HAMS—Are firm at 11 to 11½c.

LARD—Is steady at 9¼ to 9½c.

MESS PORK—Is \$15.50 for Canadian heavy and \$17 for short cut.

SALT.

The trade is mostly in bags and barrels. Two cars of each were sold on Tuesday, the former at 72c., the latter at \$1.40. The demand for land salt this spring has not been so good as usual.

DRY GOODS.

Reports show an improvement in trade. Travelers are doing a better business than they were, both roads and weather being now in their favor. There is no alteration in prices. The sorting up of stocks is the main basis for current trade.

RAW FURS.

Raw furs are unchanged at quotations—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50, Muskrat, fall, 12c.; spring rat, 25c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

WE ARE BUYING

Dried
Apples.

SEND SAMPLES
AND QUOTATIONS

ESTABLISHED 1850.

STANWAY & BAYLEY
BROKERS
AND
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

WE ARE BUYING

Evaporated
Apples

SEND SAMPLES
AND QUOTATIONS.

**JAMES E. BAILLIE,
PORK PACKER,
TORONTO.**

Long Clear Bacon, Mess Pork, Short Cut Pork, Breakfast Bacon, Backs, Spiced Rolls, Pure Lard, Sugar Cured Hams, White Beans, Dried and Evaporated Apples, at close prices. Write for quotations.

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 Merchants 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.**

—DEALER IN—
Labrador Herring, barrels and halves.
Lake Superior Whitefish and Salmon Trout.
Lake Herring.
New Cured Hams and Bacon.
Pure Canadian Lard.
Mess and Short Cut Pork.

Write for Prices.



All kinds of produce handled. Consignments solicited. Carriers supplied.

**J. CLEGHORN & 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 advancing 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 Storekeeper has to send from home to sell. None of our own goods to sell in preference to yours when the market is good. Nothing between you and best price obtainable except a small commission. Prompt Sales and Quick Returns.
We Furnish Egg Cases. Try Us.

**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 application.

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.

**CANNED
FINNAN HADDIES**

QUALITY GUARANTEED.

Write us for Prices.

**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 Made.
TELEPHONE 2337.

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

SPECIALTIES: Canned Goods, Dried Apples, Evaporated Apples, Codfish.
Quotations and samples sent on application. 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.

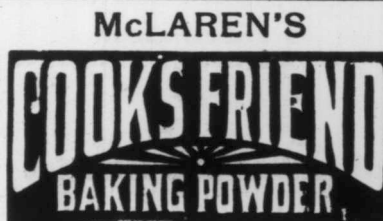
Established 1874.

**W. H. SMITH,
Wholesale Produce
Commission Merchant**

186 KING ST. EAST, TORONTO.

Wholesale Dealer in Butter, Eggs and General Produce. Consignments solicited. First-class reference.

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



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

MONTREAL MARKETS.

MONTREAL, May 13, 1891.

The Montreal grocery market rules extremely quiet at the moment, the movement in all branches of the trade being slow. The uncertainty in regard to the Government's action concerning the sugar duties explains the quietness in sugar, grocers not wishing to stock up with duty paid sugar, only taking sufficient for their immediate requirements. With regard to other lines it is explained that navigation has just opened and the season's business is not fairly started, and that the farmers are very busy, and besides have very little money to spend.

SUGAR, SYRUPS AND MOLASSES.

There is a fair demand for sugars, but orders are small, grocers buying in a hand to mouth way, not caring to be caught with large stocks on hand in case the Government should reduce the duty on raws, which it is generally expected they will do. Granulated is still quoted at 6½c., but refiners are said to be doing some shading on this price, and yellows range from 5 to 5½c.

Syrups are very quiet and dull with only a small enquiry. Prices are unchanged at 3½ to 3¾c. per pound.

The price of molasses has advanced 1c. in Barbadoes, being now 22c. including package, which means about 22¼c. f.o.b. There is a good fair jobbing demand. All the Barbadoes is in one hand, and is held for something better than 36c. Other brands are unchanged at 30 to 32c., two cases going to Toronto this week at these figures.

RICE.

There is nothing doing locally in rice. Canadian millers are congratulating themselves that they secured their supplies before the recent sharp advance, Burmah having gained about 1s. in the English markets.

FRUITS.

The feature of the fruit market, this week, was, of course, the large sale on Monday, when the cargo of the steamer Geronia, consisting of 25,000 boxes of lemons, and 10,000 boxes of oranges was disposed of. Buyers were in attendance from all the principal cities in Canada and the United States. The range of prices for lemons did not show an advance, in fact on the extreme fancy grades the price on the Geronia's cargo was somewhat less than that obtained at the previous sale, but the close range between those called first selections and those called seconds, and that amount of common and ordinary goods which go to make up every cargo was so close, ranging from \$3.25 to \$4.12½, with the exception of one or two lines which brought \$4.50, confirms the assertion that Montreal bids fair to be a heavy distributing point in the future, not only for Canada but for the United States as well. Notwithstanding the fact that both the New York and New Orleans markets have shown material depreciation since the last sale the Americans blessed the city of Montreal by making it the highest lemon market in America, at the present time. In view of the fact that New York has near 70,000 boxes to sell during the present week, Boston in the neighborhood of 15,000 boxes and Philadelphia some 12,000 boxes, the auctioneer is to be congratulated on the result of the sale. With what has already been received and what is to come by the

**Butter, Eggs, Potatoes,
Onions, Cheese, Oats,
Apples, Hay, Straw,
Hogs, Poultry, Fish,
Evaporated and Canned
Goods wanted at once**

BEST BRANDS OF

Bakers' and Family Flour

ALSO WANTED.

We handle all lines of FARM AND ORCHARD PRODUCE as well as DAIRY.

Write for Quotations for this market or Britain to

**IMPERIAL PRODUCE CO'Y.,
OF TORONTO, LTD.,
69 Front Street East, Toronto.**

steamers Escolona, Avlona and Mathews, there will be 120 per cent. more fruit handled in Montreal this year than ever before. Of this amount about 80 per cent. has already been distributed. As above stated the highest price paid was \$4.50 for extreme fancy 300 size lemons, this grade ranging from \$4.25 to \$4.50. The bulk and in fact the majority of the cargo without much delineation in regard to the intrinsic value of the goods was sold between \$3.62½ and \$4. The result of the sale of oranges was not so satisfactory. A certain clique had evidently made up their minds to run the market and they did so in good style, pounding prices down to rock bottom. Messinas sold from \$1.50 to \$3, Palermo's at \$2.25 to \$4.37½ and Sorrento's at \$1.50 to \$3.12½. Locally there is a good fair trade doing. Bananas are scarce and sell readily at \$1.75 to \$2.25 and Pines are in good demand at 7 to 20c. each. There is a very good inquiry reported from the West for all lines. There is nothing doing in dried fruits, evaporated apples alone meeting with any attention.

CANNED GOODS.

The canned goods trade is quiet, and holders find considerable difficulty in putting up prices where they should be. Salmon are quoted higher at \$1.35 to \$1.40 owing to the belief that the combine will force up prices, but stocks here are ample for all requirements, and well distributed. Oysters are easier at \$1.55 to \$1.60. The high price of tomatoes has had the effect of restricting the demand, and dealers are now only buying in a hand to mouth way. There is a good supply of corn, which is moving fairly well at \$1.25 to \$1.30 for Hoeggs, and \$1.35 to \$1.40 for ordinary two pound tins. Peas are also receiving some attention, a small business being done on a \$1.35 to \$1.40 basis. Fruits are dead and featureless.

FISH.

Outside of a small supply of salmon, boneless cod, and a little dry cod and sea trout, there is no fish in this market. There is some enquiry for salmon at \$15 for No. 2 and \$16 for No. 1, but business on the whole is dull and with no feature of note. Dry cod is quoted at \$5 to \$5.50 per quintal.

PROVISIONS.

The Montreal provision market continues to rule very dull. Notwithstanding the lower prices in the west, pork is firmly held here, and no more is being packed. Lard is quoted higher by some dealers, producers holding that it is still 15c. below; but stocks are large, dealers buying heavily at the recent low prices and the efforts to lift prices fall flat. There is a moderate demand at quotations. Only a small movement in hams and bacon. Canadian short cut, per barrel, \$17.00 to \$17.50; mess pork, western, per barrel \$16.50 to \$17.00; short cut, western, per bbl \$17.00 to \$17.50; hams, city cured, per lb 10¼ to 11½c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 8¼ to 9¼c.; bacon, per pound, 9 to 10¼c.; lard, com., refined, per lb, 8 to 8¼c.

EGGS.

The position of the egg market is unchanged. Receipts continue large, and while the demand is good it is not sufficient to keep stocks cleaned up and dealers are limiting the surplus. Recent advices quote the Liverpool market 6s. 6d. to 7s. per 10 dozen at which figure there is not much money to be made and the shipments have not been as large as was anticipated. Local prices are 11½ to 12c.

BUTTER.

The butter market continues active, all receipts being moved out quickly at quotations. The market is in a very healthy condition to receive the grass fed goods which will soon be coming in, but the opinion is expressed in some quarters that the farmers are not sending forward their butter in anticipation of higher prices. If this should prove true a sharp decline in prices is sure to result on early makes, which can not compete on the open markets with the grass fed stock. Choicest Townships is selling at 20 to 22c., and Western can only be moved at 17 to 18c. Creamery is offering more freely at 22 to 23c. Dealers in all cases are making concessions to induce business and keep stocks clear. New made creamery 23 to 24c.; fine Townships, 20 to 22c.; fine Morrisburg and Brockville, 18 to 21c.; fine Western rolls, 16 to 18c.; old butter, 6 to 12c.

CHEESE.

There is nothing doing on spot in cheese. Reports from the primary markets are as a rule dull and uninteresting, offerings being light and bidding slow. The idea in London on Saturday was 10c. and 10¼c. Utica sold at 9¼c. and 10c., and Little Falls 9¼ and 10¼c.

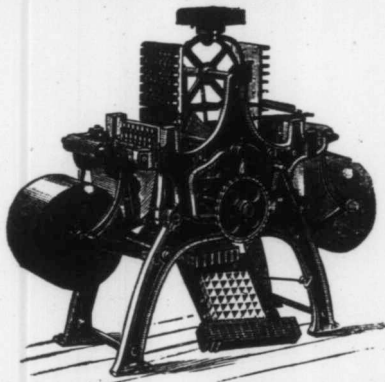
GRAIN.

There is an absence of business in grain owing to the unsettled western markets. The tone of the market is weak; but oats alone show a quotable change owing to the absence of business in other grains. The stocks in store compared with those of a week ago show a decrease of 146,602 bushels of wheat, 2,628 bushels of oats, and an increase of 68 bushels of corn, 32,892 bushels of peas, and 7,084 bushels of barley. Compared with the corresponding date last year there is an increase of 436,123 bushels of wheat, 168,622 bushels of oats, 12,212 bushels of barley, and a decrease of 158,985 bushels of corn, 122,276 bushels of peas, and 152 bushels of rye. We quote: No. 1 hard Manitoba, \$0;

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

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

Northumberland Paper and Egg Case Co
Sole Manufacturers of Machine Made Egg Case
Fillers. (Straw Board.)



We also make a first-class Wooden Case, and can therefore supply a complete Egg Case at the lowest possible price. For prices and other information, address the Mills, CAMPBELLFORD. ONT

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,
308 to 311 Talbot St.

To the Retail Grocery Trade of Canada

Who desire to build up Canadian Industries, and at the same time
make money for themselves,

—AND BETTER YET—

Secure the heartfelt thanks of their Customers, it is done this way: Keep a Small, Fresh
Stock of "OUR NATIONAL FOODS" on hand, and take pains to recommend
Desiccated Wheat, which Cures Dyspepsia, and other kinds that will do the people good.

THESE GOODS HAVE HAD EIGHT YEARS TEST.

YOUR REWARD:

1. IS IN CASH., as the prices are so arranged that you have a good fair profit on the sales, and every one sells at same price.
2. The greatest reward is in assisting to distribute a high class of choice CEREALS and HYGENIC FOODS. The Desiccated Wheat contains Twice the nourishment that is to be had from flesh meats. Think of that and compare prices.

THE IRELAND NATIONAL FOOD CO. (LIMITED) TORONTO

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -
(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

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

MELDRUM & DAVIDSON,

MERCHANT MILLERS,
PETERBORO',
MANUFACTURERS OF
Choice Winter Wheat and Manitoba

FLOURS

Mikado, White Lilly,
Delight, Manitoba.

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

HALIFAX AGENT. - J. P. Cox.

Brantford New Mills.

We can supply you with Flour, Meal, Grain
and Feed in whole or mixed cars, at prices as low,
if not lower, than any firm in Ontario, and
should you favor us with a trial order, we feel
confident of a continuance of your trade.
Orders filled promptly. Wire for prices.
Yours, etc.,

J. & R. ROBSON,
Please mention THE GROCER. Brantford, Ont.

SEAFORTH OATMEAL MILLS

Manufacturer of and Dealer in

Rolled, Granulated & Standard Oatmeals,
Split Peas, Pot Barley, Cornmeal, and
General Produce. Eggs a specialty.

D. D. WILSON,
SEAFORTH, ONT.

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.

WALKER, HARPER & COMPANY
OXFORD MILLS.

"FLOUR" Manufactured by
Improved Roller System.
BRANDS:
Golden Star. Golden Sheaf.
Oxford. Ontario Queen.
Regal. Jubilee.

Manufacturers of
STANDARD AND GRANULATED OATMEAL.
ROLLED OATS. ROLLED OATMEAL.

DEALERS IN
Grain, Seeds, Bran, Shorts, Beans, Mid-
dlings, Chop Feed, Pot Barley,
Split Peas, Cornmeal.

ADDRESS:
NORWICH, ONT.
Mixed cars a specialty.

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. E. 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 Oat hulls in Car-loads or less quan-
tities, write or wire, and will reply promptly.
Can ship via Canadian Pacific or Grand Trunk
Railways. Have new machinery for the manu-
facture of Rolled Wheat and Graham Flour and
will be pleased to have orders.

No. 2 hard Manitoba, \$1.14 to \$1.16; No. 3 do., \$1.04 to \$1.07; No. 2 Northern, \$1.07 to \$1.09; feed do., 66c. to 69c.; peas, 93c. per 66 pounds in store; 96c. afloat May; Manitoba oats, 54c. to 55; Upper Canada do., 56c. to 57c. per 34 pounds; corn, 76c. duty paid; feed barley, 60 to 62½c; good malting do., 70c. to 75c; rye, 81c. to 83c.

FLOUR AND MEAL.

The flour market is dull, and while prices are not quoted lower, concessions would no doubt be made to induce business. The stockin store shows an increase of 2,793 barrels compared with a week ago, and 11,134 barrels compared with a year ago. Oatmeal is quiet, the demand being restricted by the comparatively high prices ruling. Patent spring, \$6.00 to \$6.30; patent winter, \$5.85 to \$6.25; straight roller, \$5.50 to \$5.90; extra, \$5.15 to \$5.20; superfine, \$4.90 to \$5; city strong bakers', \$5.75 to \$6.00; strong bakers', \$5.55 to \$5.75; Oatmeal, standard, per bag, \$3.10 to \$3.15; granulated, \$3.20 to \$3.25; rolled, \$3.20 to \$3.25.

HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, May 13, 1891.

Since writing you last week there have been very few changes in the Halifax market.

BREADSTUFFS:—Flour is considerably lower, while oatmeal, etc., keep much the same. Pot barley and beans have increased slightly in value.

MOLASSES:—The prices are a trifle higher and likely to continue firm. There is no change in the price of sugar.

FISH:—There is nothing of importance to report. There have been no arrivals to speak of. Lobsters are very firm and high prices are being paid.

BEEF & PORK:—The same prices are being paid as last week. P. E. Island hams are being sold at 10 and 11c.

POINTS FOR RETAILERS.

Success in trade is not accidental.

The dealer who notes what a community is most in need of, and supplies that want most thoroughly, possesses the attributes of a merchant.

Experience demonstrates that the merchant who keeps his purchases fairly within the line of the current wants of his trade is the one in the long run who makes the most money.

Dealers had far better cry over the goods on their shelves than to cry over accounts in their books, for goods in hand represent a value that can never be found in scattered accounts.

Many a good country merchant, by allowing his bills to run over time—a week or ten days, and even longer—has caused the city house with whom he is dealing to look upon his accounts with disfavor.

It is generally far better to suffer a small loss and maintain the reputation of being a good merchant, than to show the contrary by returning goods, which is very often regarded as an evidence of poor buying.

Selling goods for glory is one thing, and selling them to make money is quite another and different thing. Anyone who has

money or credit can do the former; but to do the latter, it requires a merchant in the fullest sense of the term.

General competition, together with the circumstances and necessities of any market, usually establish such rates of prices for goods as are normal and legitimate, and the dealer who ignores this fact generally suffers the consequences.

In nine cases out of ten the quality of goods has more to do with the making or the losing of a customer than the price, for the reason if a customer is pleased and well satisfied with the former he does not generally take the time to compare prices.—Ex.

OVER THE LINE..

The New England Grocer says:—"As sugar is now retailed at twenty pounds for \$1 in Calais, Me., while across the St. Croix river in St. Stephen, N. B., the dealers give only thirteen pounds for \$1, the sugar trade in Calais is booming and the demand at the St. Stephen stores has fallen off immensely. One St. Stephen grocer says he doesn't sell one-quarter as much sugar as he sold before the new American sugar tariff went into effect. No attempt is made by the Canadian customs officials to interfere with St. Stephen people's little shopping expeditions to Calais, but the Canadian grocers may kick hard enough to make trouble, now that they're losing so much trade.

Our only comment is that we think the Calais grocers ought to sell at a higher price than 5 cents per pound. If they are to supply the St. Stephenites they ought to make a profit on their sales.

VALUE OF AN ATTRACTIVE DISPLAY.

It is surprising to find what little things impress the outside public, and a circumstance that was brought under our notice not very long ago, is calculated to illustrate our meaning. It was a store that was very prominently situated, the windows of which for many years had simply displayed in it the name of the firm. It was certainly kept clean, but that was all the attraction. The new blood that had been introduced into the firm decided that they would take this sign down and have what they termed a respectably dressed window. The result was that the first prominent display of an article that was made in the window was surprising. Encouraged by the success which the first experiment resulted in, made the firm think the matter over very carefully. It was ultimately decided that they should have a series of displays of certain articles every week, and the influence was to be noted down carefully upon the sale of these various articles. One of them was an article that had been in stock for considerable time, and it was decided to make a price on this particular one, filling the window and displaying attractive show cards, calling the attention of passers by to the bargain that waited them. The result was that the entire stock of this particular article was cleared out inside of a week, to the great gratification of the firm.—Ex.

FROM AN OBSERVER'S NOTE BOOK

The bookkeeping of many grocers is simply awful. There are hundreds who don't keep books at all, or rather it is done in such a slipshod manner that no degree of certainty of correctness can be relied upon. Passbooks among many are the only records of accounts between them and patrons. A ledger account is an unknown thing. Should the passbook be lost, there is no way to find out the amount due the grocer. Many of the accounts turned into the Collection Department cannot be collected, because no itemized bill can be given. The grocer does not even know the full name or address of the party owing him the money. The accounts are simply headed Mrs. Jones, or Mr. Black, and the collector is expected to waste his time, and worry his brains trying to locate the original Jones or Black.

Carelessness in this particular matter is prevalent to a large extent. It is an easy matter when opening an account to find out the full name, address, business or occupation of those applying. This would be a guide to the collector when called upon to gather in the shekels of the non-returnable debtor.

Want of common business precautions makes many losses to the careless grocer. He gives credit without proper inquiry and forgets to charge up many items sold on credit. He sells goods without knowing whether he is making a profit, and when figuring profits does not take into consideration the loss by waste and the cost of doing business. He owns a platform scale, but lets it get rusty from want of use. Because he is honest and gives sixteen ounces to the pound, he takes it for granted that everyone he trades with does likewise. Because he is no judge of teas, he pays the price asked by some salesman, who is not only a judge of teas but of the grocer as well.

Because he is a good-natured fellow, he allows every drummer for a new article to load him up with goods for which there is no demand.

He is such a busy man that he has no time to read a trade paper devoted to his interests. He is satisfied to scan the headings of some daily paper, and sometimes spares a few moments' time to find out if any of his friends have died. He will read the account of Jack the Ripper, or the latest sensational article. Quotations of the market are as Greek to him. There are too many figures that puzzle and bewilder in the reports, and he lets it severely alone.

He is not a believer in associated efforts for reforms in the trade. No time to waste in this direction. He has been told, and firmly believes that there is "money" in it for those who take active interest in the work. He is satisfied with his conditions and surroundings, and is content to be let alone. His ambition seems to be to see how much hard work for poor pay he can put in every twenty-four hours.

It is a pity there are such men in the trade.—Retail Grocers' Advocate.

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.**

Aylmer Chicken Soup

Great care being used in preparation of this highly commended Canadian Manufactured Article. As a Strengthening Food it is very wholesome and nutritious.

If you haven't already got it in stock, send order.

Sloan & Crowther

**WHOLESALE GROCERS,
TORONTO.**

Japan Teas

We have a full stock including exceptional value in low grades.

Write for Samples.

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, Wines and Spirits

95 & 97 Dundas St., London, Ont.

BALFOUR & CO.,

IMPORTERS OF TEAS

AND

Wholesale Grocers

HAMILTON.

SMITH & KEIGHLEY

WHOLESALE GROCERS

AND IMPORTERS OF

Mediterranean Fruits.

FINEST SELECTIONS IN THE MARKET

—OF—

China, Japan, Indian and Ceylon

TEAS.

9 Front St. E., Toronto

STEEL, HAYTER & CO

IMPORTERS OF

INDIAN TEAS

Direct from their estates in Assam.

Assams, Kangras, Darjeelings and Indian Oolongs in stock.

PROPRIETORS OF THE WELL-KNOWN

"MONSOON" BRAND.

SAMPLES AND QUOTATIONS ON APPLICATION

11 & 13 Front St. E. Toronto.

Calcutta and London Firm: Octavius Steel & Co
Telephone 2354.

J. W. Lang & Co.

**Wholesale Grocers,
TORONTO.**

**CLARK
ARMOUR
FAIRBANK
LIBBY**

Canned and Potted Meats.

These goods usually advance at this season.

ORDER IN TIME.

33 Front St. East.

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

IMPORTERS.

Offer full stock of

**TEAS,
COFFEES,
SUGARS,
and General Groceries.**

A few choice MALAGA RAISINS remaining, also CHOICEST and FINE FIGS in Boxes.

Just arrived: Prime Sicily Filberts.

J. F. EBY.

HUGH BLAIN

CANNED GOODS

**Fruits, Vegetables of all
kinds.**

WRITE FOR QUOTATIONS.

EBY, BLAIN & Co.,

Wholesale Grocers,

FRONT AND
SCOTT STS.

TORONTO.

TRADE JOURNALS AND DRUMMERS

It is amazing how firmly false conceptions will fasten themselves in the minds of people. Take, for example, the erroneous idea entertained in some quarters that commercial travelers and trade journals work at cross purposes.

Clear thought ought to dissipate the notion of antagonism, but occasionally the clear thought seems to be lacking. For consider: The purpose of each is to promote business. They each visit the trade in order to induce liberal, and at the same time profitable buying. This is, of course, assuming that each is honest.

Occasionally a wholesaler may be found who will declare that advertising in a trade journal does him no good because he has drummers in the field. But the work of the two is complementary, and co-operative.

If a drummer, about to visit his trade, has been preceded by a trade journal advertising the name of his house and the line of goods he carries, half his work is done in advance. The introduction has been made. He represents Blank & Co., and the retailer knows that firm. As a representative of that house, the drummer's identification is established from the start.

It is a plausible argument that the matter of introduction has but a limited application, and that on the second visit it has no force. But the argument is altogether specious. The drummer visits the retailer once, twice or four times a year. Or suppose he visits his trade as often as once a month. What happens in the interval? Simply this: Week by week the trade journal places the name of his firm before the eyes of the retailer, who may forget the name of the drummer, but cannot fail, upon his return trip, to identify him.

A practice, becoming common nowadays, serves to confirm this idea of the desirability of an advanced introduction and continual reminder. Agents notify the trade, in advance of the approaching visits, the firms they represent and the line of goods they handle. Its continued practice attests faith in the worth of this style of announcement.

The drummer may make the trade journal, in which the company that he represents advertises its business, of material aid, both in securing and retaining business. So far from being antagonistic to each other are they, that the trade journal and the drummer are the most natural allies, from the co-operation of which alone the best results may be secured.—St. Louis Dry Goods Reporter.

Barm Yeast.

Have you got it?

Barm Yeast.
Have
you
got
it?

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

Refrigerators



—OF—
ALL
KINDS.
Manufactured by
Knowles & Nott,
Brantford, Ont.
Send for
Catalogue.

The Manufacturers' Life Insurance Company

—AND THE—
MANUFACTURERS' ACCIDENT INSURANCE COMPANY.

HEAD OFFICE: Traders' Bank Building, Yonge St., Toronto.
Capital, \$2,000,000 and \$1,000,000 respectively.

PRESIDENT: Rt. Hon. Sir John A. Macdonald, G.C.B., P.C.

VICE-PRESIDENTS: { GEO. GOODERHAM, President Bank of Toronto.
WM. BELL, Organ Manufacturer, Guelph.
S. F. MCKINNON, Wholesale Milliner.

These Companies having two separate and distinct charters, Stock Capital, Government Deposits, etc., can issue a combination of Life and Accident Insurance, never before presented to the insuring public, and which can be issued by no other company in this or any other country unless so constituted. To professional men and all others who are likely to incur serious pecuniary inconvenience when laid aside by any casualty, such policies are calculated to prove a great boon. They afford more complete protection than life policies alone, at a very small additional cost, and may be applied to all plans of life insurance.

JOHN. F. ELLIS, Managing Director.

"THE GENUINE CHIMNEY"

A FULL LEAD
Glass Chimney.

NICELY WRAPPED AND LABELLED

Write for Prices.



Cannot be Beaten

for Design

or Workmanship.

Done up in
One-Half Gross Cases.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers,

Toronto and Winnipeg.

TOWNSEND & STEPHENS,
Public Accountants, Auditors, Assignees

Sherman E. Townsend. H. Seymour Stephens.

Traders' Bank Chambers, Yonge St.,
Cable Address: "Seymour." TORONTO.



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

GROCERS SHOULD SELL

Cowan's
Hygienic Cocoa.

It is undoubtedly the Best in the World.

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

GOLD MEDAL, PARIS, 1878.

W. BAKER & Co.'s

Breakfast
Cocoa



from which the excess of
oil has been removed,
Is Absolutely Pure
and it is Soluble.

No Chemicals

are used in its preparation. It has more than three times the strength of Cocoa mixed with Starch, Arrowroot or Sugar, and is therefore far more economical, costing less than one cent a cup. It is delicious, nourishing, strengthening, EASILY DIGESTED, and admirably adapted for invalids as well as for persons in health.

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.

Barm Yeast.
Have you got it?

GIBSON & GIBSON
COCOA & CHOCOLATE
MANUFACTURERS.
33 & 35 WELLINGTON ST. EAST.
TORONTO.

ALL GROCERS SHOULD SELL
THE

Empire
Baking
Powder

Manufactured by

ELLIS & KEIGHLEY,
TORONTO.

EDWARDS, CATCHPOLE & CO'Y

MANUFACTURERS OF

French Blacking,
Stove Polish,

Writing Inks and Mucllage.

33 Wellington East, Toronto.

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

The Norton Manufacturing Co.,
MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited

HAMILTON, - ONT.

DO
YOU
SELL

"Peerless" Washing Compound.
There is nothing equal to it. It
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, Maracalbo
and Santos.

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

Barm Yeast.
Have
you
got
it?

CANNED LOBSTERS.

To Wholesale Grocers :

Canned Lobsters are now beginning to arrive and we are prepared to accept orders to purchase for you on commission. We have a good connection with the Packers and are offered all the lots that are brought in. This is now the largest market in the world. For further information apply to

JOHN PETERS & CO.,

22 HALIFAX, N.S.

THE
Snow-Drift
Baking Powder
COMPANY.

Calls attention to their line of Extracts which excells all others. Many of the leading grocers agree with us, and handle them exclusively. Give our traveller an order for ten or twenty gross when he calls.

The Snow-Drift Baking Powder Co.,

BRANTFORD.

:: TORONTO.

R. TEW & CO.,

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

10 FRONT ST. East,
(Adjoining Board of Trade Building.)

We invite inspection of our NEW decorated
ated

SEMI-PORCELAIN WARE

in TEA, DINNER
and TOILET SETTS.

Best value in the Market.

**SALES MADE OR PENDING.**

The stock of Jeffares & Co., grocers, Winnipeg, has been sold.

The stock of Hill & Currie's general store, Selkirk East, Man., is sold.

The stock of Joseph Begin, grocer, Three Rivers, Que., has been sold.

J. F. Crowe & Sons, grocers, Halifax, have sold out to W. C. McDonald.

Murray Bros., grocers, Waterford, Ont., have sold out to J. Mitchell.

D. Ricker, general merchant, Wawanesa, Man., has sold out to Barclay Bros.

A. McBean, general merchant, Clearwater, Man., has sold out to Mary McBean.

E. Smuck, grocer and baker, Hagersville, Ont., has sold out to John Couthage.

John McConachie, general merchant, Badiers, Ont., has sold out to Earl & Co.

Mrs. H. R. Eagles, general merchant, Delhi, Ont., has sold out to Ransom Bros.

J. N. Hooper, general merchant, Shelburne, Ont., has sold out to S. Trewin & Co.

The estate of Thos. Austin, grocer, Fenelon Falls, Ont., is advertised for sale by tender.

Young, Bickle & Co's branch store at Northfield, B. C., has been sold to J. H. McMillan & Co.

The general stock in the estate of B. Learn, Arkona, Ont., is advertised for sale by auction on the 16th inst.

The King street stock of F. Judson, tobaccoist and commission merchant, Toronto, is advertised for sale by auction.

PARTNERSHIPS FORMED AND DISSOLVED.
Cusson & Forrest, grocers, Montreal, have dissolved.

Duchesneau & Barbeau, grocers, etc., Montreal, have dissolved.

Chas. Lacaille, wholesale dealer in wines, liquors and groceries, has admitted Gustave Lacaille under unchanged style.

A. F. Randolph & Son, provision dealers, etc., Fredericton, N.B., have admitted Robt. F. Randolph under unchanged style.

Conger Bros., dealers in groceries and provisions, Belleville, Ont., have dissolved, R. D. Conger continuing under unchanged style.

D. A. McPherson, dealer in grain and produce, Montreal, has admitted J. M. C. Muir as partner. Style now D. A. McPherson & Co.

G. & G. Flewelling, watchmakers, etc., Hampton, N.B., have admitted James Titus as partner under style The G. & G. Flewelling Mfg. Co.

FIRES.

W. Cowan, general merchant, Blackstock, Ont., is burnt out.

The following grocers were burnt out in the Alliston, Ont., fire: T. J. Clifton, M. Crawford, R. Henderson, W. Jenkins, Henry Longeway, Wm Wright.

The following general merchants were burnt out in the Alliston, Ont., fire: J. C. Badger, J. C. Hart, Mrs. Ellen Hurst, Geo. Hutchinson & Sons, C. C. Lee & Co.

REMOVALS AND DEATHS.

D. McBurney, of J. & D. McBurney, produce dealers, Montreal, is dead.

Mrs. E. Cunningham, grocer, Rednersville, Ont., has gone out of business.

Mrs. Catherine Mercer, grocer, Rednersville, Ont., has gone out of business.

Mr. Forbes Michie, of Michie & Co., grocers and liquor dealers, Toronto, is dead.

W. K. McHefsey, of W. K. McHefsey & Co., general merchants, Windsor, N.S., is dead.

C. H. Robertson, of C. H. Robertson & Co., wholesale and retail crockery dealers, Halifax, is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

G. T. Sackville, general merchant, Bewdley, Ont., has assigned to Chas. Langley, Toronto.

A demand of assignment has been made by N. Girouard, general merchant, St. Guillaume d' Upton, Que.

J. N. Freeman, grocer, Liverpool, N. S., has compromised.

Daniel McLeod, general merchant, Whycomogah, N. S., has assigned.

James H. Dunlap, wholesale grocer, Moncton, N. B., is offering to compromise.

T. & E. Taylor, grocers, Moncton, N. B., have assigned.

BUSINESS CHANCES.

GROCERY BUSINESS FOR SALE DOING
the largest retail business in town. Apply to Switzer & Brown, Collingwood, Ont. 18

CARLOAD OF POTATOES WANTED. STATE
price per bag on track. Also of oats and peas. Apply to W. Holditch, Sudbury. 18

HONEY—GOLD & COMPANY, BRANTFORD,
are supplying grocers with pure honey. Write for prices and catalogue of bee hives, extractors, foundations, etc.

**ORDER
IVORY BAR
SOAP**

ADAMS & SONS'

TUTTI-FRUTTI

CHEWING GUM.

The fastest seller the trade handles to-day

Other Staple Brands :

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

Wright & Copp,

Importers and Manufacturers Agents,
Grocers' Sundries.

40 Wellington St. East, Toronto.

REPRESENTING
THE NEW YORK BISCUIT COY :
Van Der Veer & Holmes'
Celebrated A Crackers.

E. C. HAZARD & COY, NEW YORK :
Shrewsbury Tomatoketchup, Chutney,
Mayonnaise Dressing, etc.
Petaluma California Fruits.

T. D. MILLAR'S ROYAL PARAGON
CHEESE.

SURPRISE SOAP.

TELEPHONE 2662.

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.



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.

= STRENGTH =

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parts

It forms SINEW and MUSCLE and gives soundness to the Constitution.

Its regular use is Conducive to Vigour.

W. G. A. LAMBE & CO.,
Late WILLIAMSON & LAMBE.

STORAGE

54 & 56 Wellington St. E., Toronto

SAPOLIO Is a solid handsome cake of SCOURING SOAP Which has noequal 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.

35 Front st., East, Toronto, Ont.

Dominion Agents.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

oow

MATCHES

A
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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

JAMS
AND
JELLIES

SUPERIOR
IN
QUALITY.

Raspberry, Strawberry, Blackberry, Plum, Grape,
and Apricot Jams.

Red Currant, Raspberry and Strawberry
Jellies.

Glass, Tin and Wood Packages.

✻ ADMITTED BY ALL ✻

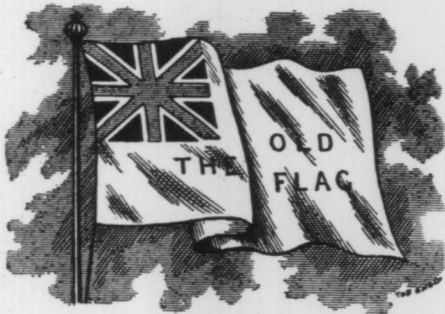
That our Jams and Jellies are superior in quality. We have a full line in all size packages. Can ship in a moment's notice. Goods guaranteed.

DELHI CANNING CO.,

DELHI, ONT.

THE GLOBE TOBACCO WORKS COMPANY OF LONDON

LIMITED,



Have now placed on the market their new brand of smoking tobacco, "The Old Flag" a fine bright Virginia Flake cut tobacco. The best in the world.

Try it and judge for yourself.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, May 14, 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
Per doz.	
Empire, 5 dozen 4 oz ca s	\$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	9
Ginger Nuts	11 1/2
New York Fruit	15
People's Mixed	11
Pilot Family	6 1/2
Snowflake	11 1/2
Niagara	15
Soda	6 1/2
" 3 lb "	21
Sultana	11 1/2
Oyster crackers	7
Milk biscuit	9 1/2
Butter crackers	6 1/2
Tea	11 1/2
Wine	9
Wine, sweet	9

BLACKING.	
Day & Martin's, pints, per doz	\$5 20
" " 1/2 " "	2 10
" " 3/4 " "	1 10
Spanish, No. 3	4 50
" " 10	9 00
Jacquot's French No. 2	3 00
" " 3	4 50
" " 4	8 00
" " 1-gross Cabinets, asst.	7 50
EDWARDS, CATCHPOLE & CO'S	
No. 1	per gross 9 00
No. 2	do 4 50
No. 3	do 3 60

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.	
Per gross.	
Silver Star Stove Paste	9 00
Packed in fancy wood boxes, each box contains 3 doz.	
EDWARDS, CATCHPOLE & CO'S	
Crown Polish, No. 1, per gross	9 00
" " No. 2, " "	4 60
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	Per doz 2 90
X Parlor, 2 "	2 65
Louise 3 "	2 65
1 Gem 4 "	3 25
" 3 "	2 65
" 2 "	2 20
" 1 "	1 95
O Hurl, 4 "	2 65
" 3 "	2 35
" 2 "	2 05
" 1 "	1 70
OK " 3 "	1 35
Hvy Mill 4 "	3 70

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

CANNED GOODS.

Per doz	
Apples, 3's	\$1 15 \$1 20
" gallons	3 10 3 25
Blackberries, 2	2 00 2 10
Blueberries, 2	1 25 1 40
Beans, 2	0 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 35 1 45
" sifted select	1 45
Pears, Bartlett, 2's	2 00 2 25
" Sugar, 2's	1 70
" 3's	3 00 3 10
Pineapple, Baltimore	2 40 2 50
" Bahama	2 90 3 00
Peaches, 2's	2 75 2 85
" 3's	3 75 3 85
" 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, 2's	1 00 1 10
" gallons	3 00 3 25
Raspberries, 2's	2 45 2 50
Strawberries, choice 2's	2 40 2 50
Succotash, 2's	1 50 1 65
Tomatoes, 3's	1 50
Finnan haddies	1 50
Lobster, Clover Leaf	2 75
" Crown	2 50
Mackerel	1 15 1 25
Salmon, 1's	1 40 1 55
" white	1 10 1 25
Sardines Albert, 1/2's tins	10, 11 1/2
" 1/4's "	15, 18
" Martiny, 1/4's "	10, 10 1/2
" 1/2's "	18, 19
" Other brands, 9 1/2, 11, 16, 19	
" P & C, 1/4's tins	23, 25
" Amer, 1/4's "	33, 36
" 1/2's "	61, 8
" 3/4's "	3, 11

MARMALADE, JAMS AND JELLIES.

CAIRN'S.	
(Blaklock Bros., Montreal, Agents.)	
Marmalade, Price, f.o.b. Montreal. dz.	
" Home Made," glass 1 lb.	\$2 35
" " White 1 lb.	2 25
" " 2 "	4 15
" " Stone 7 "	13 20
Scotch.....	White 1 " 2 10
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.

CLARK'S.	
Comp. Corn Beef 1 lb cans	\$1 60
" " 2 " "	2 65
" " 4 " "	5 00 5 15
" " 6 " "	7 75 8 00
" " 14 " "	18 60 19 20
Minced Collops, 2 lb cans	2 60
Roast Beef	1 60
" " 2 "	3 15
" " 4 "	5 85
" " 2 "	7 00
Par Ox Tongue, 2 1/2 "	\$7 25 7 50
Ox Tongue	7 50
Lunch Tongue	3 00 3 10
" " 2 "	5 25 5 75
English Brawn	2 50 2 60
Camb. Sausage	2 50
" " 2 "	4 00
Soups, assorted	1 35
" " 2 "	2 25
Soups & Bouilli	1 80
" " 6 "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 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 60
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.	
Canned, 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	1 15
Magic Trick	0 85
Black Jack	1 15
Red Rose	1 15
Sweet Fern	0 85
Adams' N.Y. Gum	0 50
Caramel Tolu	0 40
New Fruit Asst.	1 15
Puzzle Gum	0 75
Colah	1 15

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
Santo, 1/4's...	6 and 12 lbs.	0 35
Diamond, 1/4's...	6 and 12 lbs.	0 24
Sticks, gross boxes, each...		1 00
Cocoa, Homopap's, 1/4's, 5 & 14 lbs		
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 50
Mott's Prepared Cocoa.....		28
Mott's Homopap's Cocoa (1/4's)		32
Mott's Breakfast Cocoa.....		40
Mott's Breakf. Cocoa (in tins)		45
Mott's No. 1 Chocolate.....		30
Mott's Breakfast Chocolate.....		28
Mott's Caracas Chocolate.....		40
Mott's Diamond Chocolate.....		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	22c-38	
Mott's Sweet Confec. Choc.	21c-30	

COWAN COCOA AND CHOCOLATE CO.

Cocoas—		
Hygienic, 1 1/2 lb boxes		70, 75
Iceland Moss, 1 lb in 12 lb boxes		35
Soluble (bulk) 15 & 30 lb bxs		18, 20
Soluble (tins) 6 lb and 12 lb		20, 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		20
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'am No. 1, bxs. 12 & 25 lbs each		35
Baker's Vanilla in bxs 12 lbs each		48
Caracas Sweet bxs 6 lbs each, 12 bxs in case		31
Eagle, sweet & spiced, bxs 12 lbs each		30
Vanilla Tablets, 416 in box, 24 bxs in case, per box		3 50
Spanish Tablets, 100 in box, 12 bxs in case		2 87
German Sweet Chocolate—		
Grocers' Style, in cases 12 boxes, 12 lbs each		23
Grocers' Style, in cases 24 boxes, 6 lbs each		23
48 Fingers to the lb., in cases 12 bxs 12 lbs each		23
48 Fingers to the lb., in cases 24 bxs 6 lbs each		23

Cocoa—

Pure Prepared boxes, 12 lbs each	36
Cracked, boxes, 20 lbs each, 1 lb and assorted papers.....	28
Cracked, in bxs, 12 lbs, each, 1 lb papers.....	28
Cracked, in bags, 6, 10 & 25 lbs each	28
Cocoa and shells, 12s and 25s.....	25
Breakfast Cocoa—	
In bxs, 6 & 12 lbs, each, 1 lb. tins	40
In boxes, 12 lbs, each, 1 lb. tins, decorated canisters.....	43
Broma—	
In boxes, 12 lbs, each, 1 lb. tins.....	37

GIBSON'S GIBSON'S

Sydney] per lb	
Gibson's Cocoa, 1/4's	0 30
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 and 1/2's	0 30
Dr. Clarke's do 1/4's	0 40
Confectioners' Pure Chocolate 10 lb. blocks	1 00
Vanilla choc. sticks, per gross	1 00
Gibson's Icina, 1/4's, 4 doz. in case	1 35
Gibson's Icina, 1 lb 2	2 40



COFFEE.

GREEN		c. per lb.
Mocha		32, 35
Old Government Java		30, 33
Rio		22, 23
Plantation Ceylon		29, 31
Porto Rico		24, 25
Guatemala		24, 26
Jamaica		22, 23
Maracaibo		24, 26
WHOLE ROASTED OR PURE GROUND.		
Java		33, 34
Java and Mocha		34, 36
Plantation Ceylon		35
Arabian Mocha		37
Santos		28, 28
English Breakfast		16, 24
Royal Dandelion in 1 lb tins		26

ELLIS & KEIGHLEY'S.

c. per lb		
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.	30
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.

Dailey'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		6 25 6 40
Ontario patents		5 25 5 75
Straight Roller		4 80 4 85
Extra		4 50 4 60
Low grades		2 50 4 50
Strong bakers		3 00 6 10
Oatmeal, standard, bbls		5 75
granulated,		5 75
rolled,		6 00
Rolled Oats		6 00
Bran, per ton		14 00
Shorts		15 00 16 30
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
" " 1/2 bbls		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 1/4
" 1/2 bbls		7 1/4, 7 3/4
" cases		7 1/4, 7 3/4
Vostizzas, cases		7 1/4, 8 1/4
" 1/2 cases		7 1/4, 8
5-crown Excelsior (cases)		9 1/4, 9 1/2
" 1/2 case		9 1/4, 9 3/4
Dates, Persian, boxes,		5 1/2 6
Figs, Elemes, 14 oz., per box		10 12
10 lb boxes		12 1/2 13
20-lb		15 16
Seven-Crown		18
Prunes, Bosnia, hhd's		7 1/4 8
" cases, new		8 1/2 10
Raisins, Valencia, off stalk,		6 6 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
Blue " qrs		1 30 1 35
" " qrs		4 75 5 00
Fine Dehesas		1 50 1 60
" qrs		7 00 7 25
Lemons, Malaga		2 00 2 25
" Palermos		4 00
" Messina		5 00 5 50

Oranges, Floridas	4 00	5 00
Messinas	3 00	4 00
Valencias	3 00	4 00
River seedlings	4 50	

DOMESTIC.

Apples, Dried, per lb	0 06 1/2	0 09 1/2
do Evaporated	0 12 1/2	0 14 1/2

GLASSWARE.

TAYLOR, SCOTT & CO.

c. per doz		
Lamp Chimneys, O		32
" " A		35
" " B		45

GRAIN.

Wheat, Fall, No. 2	1 10	1 11
" Red Winter, No. 2	1 10	1 11
" Spring, No. 2	1 02	1 06
" Man. Hard, No. 1	1 14	1 15
" No. 2	1 14	1 15
Oats, No. 2, per 34 lbs.	49	51
Barley, No. 2, per 48 lbs.	56	59
" No. 3, extra	55	56
" No. 3	53	54
Rye	80	81
Peas	78	80
Corn	77	78

HAY & STRAW.

Hay, Pressed, "on track	8 50	10 00
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
60 lb. cases of 3 lb., 5 lb., and 10 lb. tins, per lb	0 10

MUSTARD.

ELLIS & KEIGHLEY'S.

cts		
Durham, Fine, in 1/2 and 1 lb tins		25
" 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
" in 1/4 lb tins, per lb		28

NUTS.

per lb.		
Almonds, Ivica		14 15
" Tarragona		16 17
" Formigetta		37
Almonds, Shelled Valencias		35, 37
" Jordan		45, 55
Brazil		12 13
Cocanuts,		6 00 6 50
Filberts, Sicily		11
Filberts, Oblong		11 11 1/2
Peanuts, roasted		12, 13
" green		9 10
Walnuts, Grenoble		17 18
" Bordeaux		12, 13
" Naples, cases		13 1/2
" Marbots		13 1/2
" Chilis		12 13

Toronto Biscuit and Confectionery Co's

SODAS

Are giving unusual satisfaction.

Ask for the Yellow Boxes with Red Label, and take no other. Send for Price List to 7 FRONT ST. E., TORONTO.



Prices current, continued—

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO
PICKLES.

John Bull, mixed, in bulk	\$0 60
" Chow Pic'le, in b'lk	65
" Mixed & Chow-Chow pts	2 15
" Mixed & Chow-Chow qts	3 25
" 16 g.	1 90
Horse Radish, bottles, per doz	2 25

SAUCES.

John Bull, kegs, per gal.	1 25
" 1 pt. bottles, per doz	1 00
" (according to quantity) 90c to 1 00	
Devonshire Relish, kegs p. gal	1 75
" 1 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 & PERRIN'S. per doz	
Worcester Sauce, 1/2 pts.	\$3 60 \$3 75
" pints	6 25 6 50

PRODUCE.

DAIRY.	
Butter, creamery, rolls	\$0 00 \$0 00
" dairy, tubs, choice	0 17 0 21
" medium	0 14 0 16
" low grades to com.	0 05 0 10
Butter, pound rolls	0 20 0 25
" large rolls	0 17 0 21
" store crocks	0 15 0 18
Cheese	0 11 1/2 0 12
COUNTRY	
Eggs, fresh, per doz	0 12 0 12 1/2
" limed	
Beans	1 35 1 60
Onions, per bbl.	4 50 5 00
Potatoes, per bag on trk	1 09 1 05
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 08 1/2
Pork, mess, p. bbl.	15 50 17 00
Hams, smoked, per lb.	0 11 0 11 1/2
" pickled	

Bellies	0 10 1/2	0 11
Rolls	0 06 1/2	0 09
Backs	0 10 1/2	0 11
Lard, Canadian, per lb.	0 09 1/2	0 09 1/2
Hogs	5 50	6 00
Tallow, refined, per lb.	0 05 1/2	0 06
" rough, " "		0 02

RICE, ETC.

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

SPICES.

GROUND.	
Pepper, black, pure	\$0 20 \$0 23
" fine to superior	12 15
" white, pure	32 35
" fine to choice	25 30
Ginger, Jamaica, pure	25 27
" African	18 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.

EDWARDSBURGH STARCH MFG. CO.	
MONTREAL.	
BRITISH AMERICA STARCH CO.	
BRANTFORD.	
c. per lb.	
No. 1 Laundry, 4 lb cartons	5 1/2c
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 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	6 1/2
" less than 15 bbls	7
Paris Lump, bbls	7 1/2
" less than a bbl	7 1/2
Extra Ground, bbls	8
" less than a bbl	8 1/2
Powdered, bbls	7
" less than a bbl	7 1/2
Extra bright refined	6 1/2
Bright Yellow	5 1/2 6
Medium	5 1/2 5 1/2
Brown	5 1/2 5 25
Raw Jamaica, in bags	

SYRUPS AND MOLASSES.

SYRUPS.	
Per lb.	
Redpath's "D"	bbls. 1 65 1 70
" "M" pails	
Redpath's "B"	3 1/2 3 1/2
" "VB"	3 1/2 3 1/2
" Extra V.B.	3 1/2 3 1/2
" Ex. Sup.	3 1/2 4
" XXX Sup.	4 1/2 4 1/2
Corn Syrup	4 1/2 4 1/2

MOLASSES.

Per gal.	
Trinidad, in puncheons	38, 40c
" bbls	40, 42
" 1/2 bbls	42, 44
New Orleans, in bbls	48, 65
Porto Rico, hdds.	38, 45
" barrels	42, 47
" 1/2 barrels	44, 49

TEAS.

GREENS.	
Per lb	
Gunpowder—	
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 SUEYS.	
Half chests, firsts	28, 32
" " seconds	20, 22
Half Boxes, firsts	20, 22
" " seconds	20, 22

JAPAN.

Half Chests—	
Choicest	38, 40
Choice	32, 36
Finest	28, 30
Fine	25, 27
Good medium	22, 24
Medium	19, 20
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, Paking and new makes	18, 50
SCENTED ORANGE PEKOE.	
Boxes, Foochow and Canton	28, 60
COLOGNE.	
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	62c
Ingots, rough and ready, 7's	59
Laurel, 3's	52
Brier, 7's	50
Index, 7's	45
Honeysuckle, 7's	53
Napoleon, 8's	49
Royal Arms, 12's	50
Victoria, 12's	48
Brunette and Lovely, 12's	45 1/2
Prince of Wales, in caddies	46 1/2
" in 75 lb boxes	46
Bright Smoking Plug Myrtle, T & B, 3's	55
Lily, 7's	48
Diamond Solace, 12's	45
Mvrtle Cut Smoking, 1 lb tins	65
1/2 lb pg, 6 lb boxes	65
oz pg, 5 lb boxes	65



KINGSFORD'S OSWEGO STARCH.

"Pure" and "Silver Gloss"
FOR THE LAUNDRY.

Corn .: Starch,
FOR THE TABLE,

Standard of Excellence. Absolutely Pure.

For Sale by all Leading Jobbers in Canada.

T. KINGSFORD & SON, Oswego, N.Y.

KNOX, MORGAN & CO.,

Wholesale Dry Goods Importers,

HAMILTON, - - - ONTARIO.

APRIL AND MAY SORTING TRIP.

PARASOLS—See our Range. Some beautiful novelties.
 FLOUNCINGS—Swiss and Cambric, from 24c. up.
 PRINTS—Special new lot of the latest grounds and prettiest designs, just received.
 SEND for SAMPLES of OMISH Prints.
 HOUSE FURNISHINGS—Carpets, Curtains, etc. Big variety.
 LETTER ORDERS—Best lines selected in filling.

STOCK CLEAN. TERMS LIBERAL. PRICES CLOSE.

Prices current, continued—

GLOBE TOBACCO COMPANY.
 CUT SMOKING TOBACCO.

	Per lb.
The Old Flag, 1/2 lb. in 5 lb. boxes	66c
" " " 1 lb. Fancy Tins	65c
" " " 1-5, 6 lb boxes	65c
" " " 1-10, 5 "	75c
" " " 1 fancy tins	65c
" " " 1 glass jars	73c
Hand Made, 1-5, 6 lb boxes	63c
" " " 1 fancy tins	63c
" " " 1 glass jars	70c

GRANULATED SMOKING TOBACCO.

Uncle Tom, 1-5, 6 lb boxes	40c
" " " 1-10, 6 lb "	4 c

LONG CUT SMOKING TOBACCO.

Wig Wag, 1/2, 6 lb boxes	38c
" " " 1-5, 6 lb "	38c
" " " 1-10, 6 lb "	40c

FINE CUT CHEWING TOBACCO.

Golden Thread, 5 & 10 lb pails	90c
Globe, " " "	85c
Victoria, " " "	70c
High Court, " " "	65c
Jersey Lilly, " " "	90c

Golden Thread, 1-16 " Foil in 1/2 gross, per gross	9 00
Solace 1-16 " Foil in 1/2 gross, per gross	6 00

CIGARS—S. DAVIS & SONS, Montreal.

	Per M
Madre E' Hijo, Lord Landsdowne	\$60 00
" " " Panetelas	60 00
" " " Bouquet	60 00
" " " Perfectos	85 00
" " " Longfellow	85 00
" " " Reina Victoria	80 00
" " " Pins	55 00

El Padre, Reina Victoria	55 00
" " " Reina Vict., Especial	50 00
" " " Conchas de Regalia	50 00
" " " Bouquet	55 00
" " " Pins	50 00
" " " Longfellow	80 00
" " " Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00

Cigarettes, all Tobacco

Cable	7 00
El Padre	11 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

	Per M.
Athlete	\$7 50
Puritan	6 25
Sultans	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50

CUT TOBACCOES.

Puritan, 1/2 lb pkg., 5 lb boxes	65
Old Chum, 1/2 lb pkg 5 lb box	65
Old Virgin, 1-10 lb pkg., 10 lb boxes	57
Gold Block, 1/2 lb pkg., 5 lb boxes	65

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	78
Puritan, 1-10, 5 lb boxes	80 00
Athlete, per lb	1 10

SOAP.

Ivory Bar, 1 lb. bars	51
Do. 2, 6-16 and 3 lb bars	4
Primrose, 1/2 lb bars, wax W	4
" " " 1 "	4
John A. cake, wax W. per doz	42
Mayflower, cake	42

Gem, 3lb bars per lb.	3 1/2
" " " 13 oz, 1 and 2 lb. bars	3 1/2
Queen's Laundry, per bar	2 75
Pride of Kitchen, per box	2 75
Sapolo, 1/2 gross boxes	3 25
per gross, net cash	12 00

TOILET SOAP.

TAYLOR, SCOTT & CO.

	per doz.
Baby's Own, 1/2 doz boxes	\$1 25
Our Boys, " " "	1 25
Sea Foam, " " "	75
London Bouquet, " " "	75
Oatmeal, " " "	85
Paris Assorted, " " "	60
Albert Oatmeal bar, 2 doz. boxes	0 75
White Castile bar, 2 doz. boxes	0 75
Fatherland, 1/2 doz boxes	5 00

WOODENWARE.

	per doz
Pails, 2 hoop, clear No. 1	\$1 70
" " " 3 "	1 90
Pails, 2 hoops, clear No. 2	\$1 60
" " " 3 "	1 80
" " " 3 " painted	1 80
Tubs, No. 0	2 50
" " " 1 "	2 00
" " " 2 "	6 00
" " " 3 "	\$1 90

Washboards, Globe	2 00
" " " Water Witch	1 40
" " " Northern Queen	2 25
" " " Planet	1 70
" " " Waverly	1 60
" " " X X	1 50
" " " X	1 30
" " " Single Crescent	1 85
" " " Double	2 75
" " " Jubilee	2 25

Matches, 5 case lots. Single cases

Parrot	\$1 75
Telephone	4 05
Telegraph	4 30
French	3 50

Mops and Handles, comb.

Butter tubs	\$1 60
Butter Bowls, crates as'd	3 60

CLOTHES PINS.

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

CHAS. BECKH & SONS.

	per box
5 gross, single and ten box lots	0 75
Star, 4 doz. in package	0 85
" " " 6 "	1 25
" " " 4 " cotton bags	0 90

INDURATED FIBRE WARE.

1/2 pail, 6 qt.	\$4 00
Star Standard, 12 qt.	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" " " 2 "	13 25
" " " 3 "	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" " " 2 "	9 00
" " " 3 "	8 00
" " " 4 "	7 00

Milk pans	3 25
Wash Basins, flat bottoms	2 75
" " " round "	3 00
Handy dish	3 75
Water Closet Tanks	18 00

DURABLE PAILS AND TUBS
 WM. CANE & SONS, MANUFACTURING CO
 NEWMARKET.

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

YEAST.

Barm yeast in boxes of 1 1/2 doz.	
10c. and 3 doz. 5c. packages, per box	2 00

"OUR NATIONAL FOODS."

	pkg. doz
Desiccated Wheat	4 lb. \$2 35
" " " Rolled Oats	4 " 2 35
Snow Flake Barley	4 " 2 35
Desiccated Rolled Wheat	3 " 2 35
Buckwheat Flour, S. R.	4 " 2 25
Prepared Pea Flour	2 1/2 " 2 00
Baravena Milk Food	1 " 3 53
Patent Prepared Barley	1 " 2 00
Patent Prepared Groats	1 " 1 50
Gluten Flour	4 lb. 3 00
Farina, very choice	1 1/2 lb. 1 40

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto:	
10 dy. to 60 dy	2 40 2 45
8 dy. and 9 dy	2 70 2 75
4 dy. to 7 dy	2 95 3 00
3 dy	C.P. 4 00 4 05
3 dy	A.P. 3 50 3 55

HORSE NAILS:

"C" 50 and 10 per cent. to 60 from list.	
--	--

HORSE SHOES:

From Toronto, per keg	3 60 3 75
-----------------------	-----------

Screws: Wood—

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

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

1st break (25 in and under)	1 45
2nd " (26 to 40 inches)	1 35
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00

ROPE: Manila

Sisal	0 14 0 14
BINDER TWINE:	
Crown Brand (from factory)	11
Red Cap	12
Blue Ribbon	14
Silver Composite	9

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

SHOT: Canadian, dis. 7 1/2 per cent.

HINGES: Heavy T and strap .04	05
" " " Screw hook & strap .03	04

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

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

TURPENTINE: Selected packages, per gal.

Linseed Oil, per gal, raw	0 64 0 65
Boiled, per gal.	0 67 0 68
CASTOR OIL: Best per lb.	0 11 0 11
GLUE: Common, per lb	0 10 0 11

PETROLEUM.

	Imp. gal
F. O. B. Toronto	\$0 02 \$0 16
Canadian	0 17 1/2 0 18
Caroon Safety	0 20 0 22
Canadian Water White	0 23 0 24
Amer'n Prime White	0 25 0 00
" " Water White	0 27 0 00
Protogene	0 27 0 00

DRUGS AND CHEMICALS.

Alum	lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 02 1/2 0 03
Borax	0 13 0 14
Camphor	0 75 0 85
Carbolic Acid	0 40 0 45
Castor Oil	0 30 0 31
Cream Tartar	0 30 0 31
Paris Green	0 01 1/2 0 02
Extract Logwood, bulk	0 18 0 22 1/2
" " boxes	0 15 0 17
Gentian	0 10 0 13
Glycerine, per lb	0 18 0 20
Hellebore	0 16 0 17
Iodine	5 50 6 00
Insect Powder	0 38 0 45
Salpetre	0 08 1/2 0 09
Soda Bicarb, per keg	2 50 2 75
Sul Soda	1 00 1 25
Madder	0 12 1/2

VINEGAR.

A. HAAZ & CO	
XX, W.W.	0 20
XXX, W.W.	0 25
Honey Dew	0 30
Pickling	0 30
Malting	0 45

THE BADGEROW FALCONER VINEGAR CO

French Bordeaux	per gal. 0 34
Farragona	0 32
Triple	0 30
Fruit Vinegar	0 27
Pickling	0 28
XXX	0 25
Extra XX	0 22
XX	0 20
X	0 16
Cider Vinegar	0 16 to 0 25
Honey Vinegar	0 25
Eng. Malt Vinegar	0 50 to 0 60
Bottled Malt Vinegar, qts.	2 00
Methylated Spirits	2 00 to 2 25

INK.

EDWARD CATCHPOLE & CO

Blue black, 2 oz., per gross	4 00
Jet Black, 2 oz., " "	3 75
All colors, 2 oz., " "	4 50
Blue black, quarts, per doz	5 00
" " " pints,	3 25

FISH.

Pickarel	per lb
Pike	do
White fish	0 06 1/2 0 07
Salmon Trout	0 06 1/2 0 07
Lake herring	2 00
Pickled and Salt Fish:	
Labrador herring, p. bbl	5 75 5 50
Shore herring	4 50 5 50
Salmon trout, per 1/4 bbl	4 25 4 50

Dried Fish:	
Codfish, per quintal	5 25 5 75
" " cases	5 00 5 50
Boneless fish	per lb 0 04
Boneless cod	" " 0 06 1/2 0 08 1/2

Smoked Fish:

Finnan Haddies	per lb 0 07 1/2 0 08
Bloaters	per box 1 00 1 50
Digby herring	" " 0 16

Sea Fish:

Haddock	per lb
Cod	" "
Spring salmon	" " 0 16 0 18
Halibut	" " 0 15

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

- NO BLUEING -

Material whatsoever is used in the manufacture of

OUR GRANULATED.

The Canada Sugar Refining Co.

Redpath (Limited),
MONTREAL.



We are now putting up, expressly for family use, the finest quality of PURE SUGAR SYRUP, not adulterated with Corn Syrup, in **2-lb.** cans, with movable tops.

FOR SALE BY ALL GROCERS.

THE CANADA MEAT PACKING CO.,

MONTRÉAL,
BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.

HOW TO SELL GOODS :-

Send Ten Cents to the GROCER PUBLISHING Co. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

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6 Wellington St. W., Toronto.

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LELAND HOTEL
Corner Hastings and Granville Streets, one block from Railway Station and Steamship dock.
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PROUT & INSLBY, Proprietors.

THE COLONIAL,
New Westminster, B.C.
Headquarters for Commercial Travellers. Fine Sample Rooms. First-class in every respect.
GEO. R. RAYMOND, Proprietor.

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First-class Family and Commercial Hotel.
Good sample rooms. Livery in connection.
MRS. DOIG, Proprietress.

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BANFF, N.W.T.
Favorite Western Summer Resort. The best of accommodation for travellers.
R. G. BRET, Medical Director. H. RANSFORD, Mgr.

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KAMLOOPS, B.C.
The leading hotel in the city. Sample rooms convenient to stores, provided for commercial men.
GREENEN & SMITH, Props.

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

LELAND HOUSE,
Graduated Prices. Recently furnished.
W. D. DOUGLAS & CO., Proprietors.
The finest hotel in the Northwest. Pure spring water. Corner Main and Albert Sts.
City Hall Square, WINNIPEG, MAN.

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

The Algoma House,
PORT ARTHUR, ONTARIO.
Beautifully situated. Fine sample rooms. Special attention and accommodation for travelling men.
MERRILL & HODDER, Props.

PATERSON HOUSE,
OWEN SOUND, ONT.
One of the best appointed houses in Ontario, situated in the business centre of the town. All modern improvements. Headquarters for commercial men.
A DUNCAN, Prop.

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Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.
The "Acme" Table Salt (new process) will not get damp or hard.
Two Silver Medals, at Industrial Exhibition, Toronto, 1894, for our "Acme" Table Salt and our "Star Brand" Dairy Salt.

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These Binders have been made expressly for THE GROCER, and are of the best manufacture. The papers can be placed in the Binder week by week thus keeping the file complete. Address—

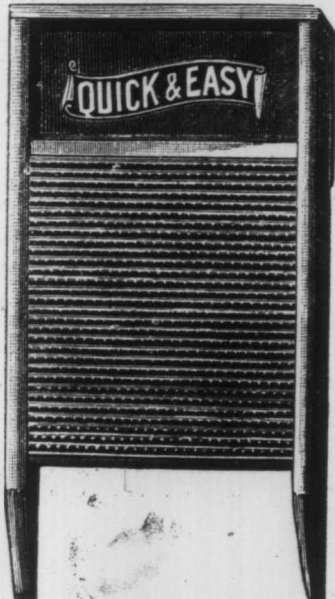
THE CANADIAN GROCER,
6 Wellington St. W., Toronto

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The Best Scouring and Cleaning Soap in the World
For cleaning woodwork, pots, kettles, pans, floors, painted ceilings, windows, and everything in the cleaning of which a Scouring Soap can be used, it has no Superior. It is a larger cake, lasts longer, does its work better, and is cheaper in every way than any other Scouring Soap. Cut this out, and ask your jobber to send you a box of *Pride of the Kitchen*. It's worth trying.
KIRK L. FERRY, Agent,
TORONTO, CANADA.

THE "QUICK AND EASY" WASHBOARD
 (Patented.) Made by the
 Brandon Manufacturing Co.,
 of Toronto, (Limited.)
 STRACHAN AVENUE, TORONTO.



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For choice family trade. Made of selected corn, and handles striped and varnished.

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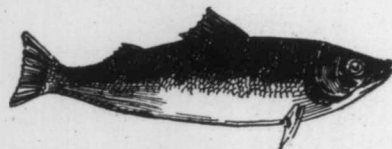
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