

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

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED
WEEKLY
\$2.00 PER YEAR

VOL. VI.

TORONTO, JANUARY 6, 1893.

No. 1

Manufacturers by Special Warrant
to Her Majesty THE QUEEN

COLMAN'S MUSTARD

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

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1862
Only Medal Dublin 1865
Only Silver Medal Paris 1875
Grand Gold Medal Moscow 1872 & 8



FINE GOODS OUR SPECIALTY.

MADE IN U.S.A. (7 SIZES)

MUNGO CIGARS. EXCEPTIONALLY FINE.

ASK YOUR
WHOLESALE GROCER
— FOR —
RAILROAD AND STEAMSHIP
MATCHES

GUARANTEED
Second to None.

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

PURE



SOLUBLE

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

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

Don't fail to handle

THE CELEBRATED IMPORTED
**MENIER'S
CHOCOLATE**

ANNUAL SALES EXCEED 35 MILLION LBS.
TO HAVE IT ADVERTISED
FREE & FREELY
IN YOUR OWN NAME AMONGST
YOUR CUSTOMERS WRITE TO:
G. ALFRED CHOUILLON AGENT MONTREAL.

EL PADRE AND CABLE.

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

THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

OTTAWA,

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

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

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

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.

WATSON'S COUGH DROPS

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

TORONTO.

The Norton Manufacturing Co.

E. R. Brockenridge, President. G. C. Warren, Secretary.
Edwin Norton, Vice-Pres. W. O. Brockenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

Fruit, Paint, Lard, Baking Powder, Fish,
and Seamsless Lobster

CANS.

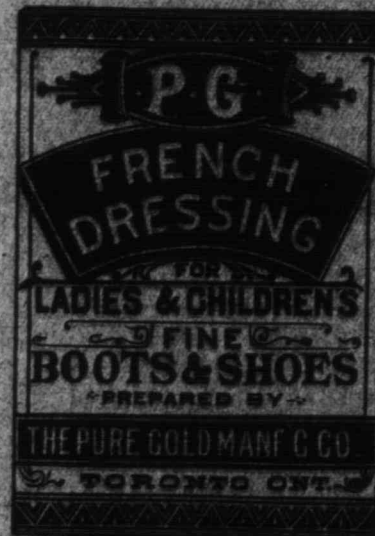
Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.



To Our Grocer Friends:

GENTLEMEN:—

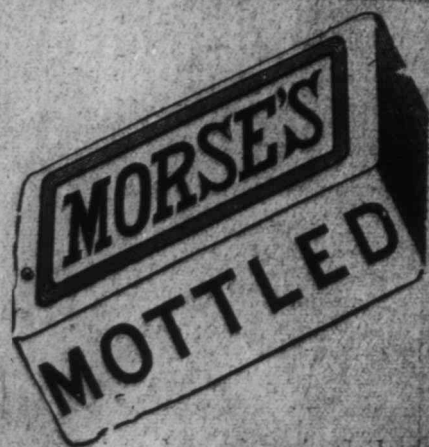
We are in the last month of the year; Christmas Holidays with their festivities will soon be here, and '93 will soon be passed. We will be pleased to have your orders by card for any small quantities you may require to stock up for Christmas trade, and in reference to freight or express in transmitting these small amounts you will find us liberal. Let us hear from you as you may want.

And wishing you the compliments of the season,

We remain,

THE SNOW DRIFT CO.,

BRANTFORD



We have removed to our new premises, No. 146 & 148 Carling St. Call and see us when in our City.

**CORMAN,
ECKERT
& CO.**

LONDON.

TRY A SAMPLE ORDER

**MACLAREN'S
IMPERIAL
CHEESE**
IN GLASS JARS.

LARGE, MEDIUM and SMALL.

WRIGHT & COPP,
Dominion Agents,
TORONTO.

FRY'S
Pure Concentrated
COCOA.

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

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

The highest grade of Pure Cocoa manufactured.
For sale by all leading dealers.

Toronto Office, **J. S. FRY & SONS**, 43 1/2 Wellington St. E.

MARTIN F. EAGAR,
BROKER,

Importers' and Manufacturers' Agent,

HALIFAX, N. S.

REPRESENTING :

Bensdorps Royal Dutch Cocoa &c.,
C. James & Co.,
Browne, Rosenheim & Co.,
Preservitas Co.,
J. McKittrick,
Sawyer Blue Co.,
Sanitas Co.,
Ditmars & Weisser,

London, Eng.,
London, Eng.,
London, Eng.,
Liverpool, Eng.,
Boston, Mass.,
London, Eng.,
Antwerp,

Pickles, Jams, Etc.
Teas.
Food Preservers.
Green and Dried Fruits.
Blueing.
Disinfectants.
Chicory.

NOTE—Special attention given to the introduction of New Goods and Consignments. Storage and Advances made when desired.

IF YOU WANT A GENUINE SURPRISE

..... Ask for Sample of

JAPAN TEA--at 12 1-2c. f. o. b. Montreal or Toronto.

IF YOU WANT A BARGAIN

ORDER

Porto Rico Molasses in Barrels, 32c.

And whatever you want you can get from

Lightbound, Ralston & Co.,

Wholesale Grocers,

MONTREAL,

EDDY'S MATCHES

INDURATED FIBRE WARE

TO THE DEALER THERE IS A GREAT SAVING IN FREIGHT & STORAGE.

EDDY CAN SELL YOU WOODEN WARE WASH BOARDS. PAPER TEA TOILET TISSUE WRAPPING

Factories :--Hull, Que.

Branches :--Toronto, Montreal, Winnipeg.

T

Vol

J. B. N

THE J

TF

HEAD MONT

NEW

EURO

Adv

corre

our o

any t

set a

paper

all p

corre

cells

T

with

a H

thre

larg

be a

corr

The

to r

that

peri

to fi

the

bre:

infl

obs

turt

plet

Bej

ma

mis

not

hav

ma

bul

no

THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY.
 \$200 PER YEAR

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

Vol. VII.

TORONTO, JANUARY 6, 1893.

No. 1

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

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

HEAD OFFICE: 10 Front St. E.
 MONTREAL OFFICE: 146 St. James St.
 E. Desbarats, Manager.

NEW YORK OFFICE: Room 41, Times Building,
 Roy V. Somerville, Manager.

EUROPEAN BRANCH:
 Canadian Government Offices,
 17 Victoria St., London, S.W.
 R. Hargreaves, Manager.

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

THE GROCER opens its Seventh Volume with its best wishes to all its subscribers for a Happy New Year. We are now on the threshold of 1893, when its fruits are more largely under our control than they will ever be again. We should shape its beginning to correspond with the way we desire to end it. The trader will find the present a good time to renounce some of the habits and methods that he has found inimical to his prosperity. We do not recommend him to fetter the free play of his discretion by the adoption of unalterable rules. The breaking of a rule intended to be of cast iron inflexibility is demoralizing, and the steady observance of one that is adopted on what turns out to be mistaken grounds or incomplete knowledge prevents development. Begin the year with an open mind, that you may extend your knowledge and correct misapprehensions, and commit yourself to nothing more than general principles. If you have given too much credit in the past, make up your mind to give less this year, but do not rashly resolve that you will credit no man. If you have sold at too low a pro-

fit, keep constantly in the determination to realize a fuller margin, but do not take a vow that you will never meet a cut. You are enlightened by the lessons of last year, but there is no reason why you should become the slave of last year's experience. One year is not all your lifetime; much less is it all time; none of the knowledge you have derived from it or from any other year is infinite; you have therefore no warrant for adopting any inflexible rule, as by so doing you shut up the avenues of further knowledge, and you need to keep all of them open. The man who succeeds these days is the man of resources, who can promptly perceive and choose the course of action that suits the spur of the moment. No resolutions, cut and dried at the beginning of the year, will provide him with the wisdom necessary for all the exigencies he has to face. The most the trader can do now is to securely attach himself to the moorings of sound general principle.

THE GROCER undertakes to do its best to further the prosperity it wishes to its readers in its New Year salutation to them. But it also takes occasion to remind some of its advertisers that it offers them a resource whose potential wealth they do not fully extract. An advertisement is not a charm. It is a business medium, and its effectiveness depends upon the business attention it receives. It must always show that it is connected with a living original, and like every other live thing, it must change. The same old familiar card appearing every week for a year has all the vitality crushed out of it by its oppressive sameness. The advertisement needs to be renewed from the well-spring of its source in short periods. Those who change oftenest reap the most benefit. The spontaneous effects of an advertisement are not its full or even its best effects. The advertiser's space needs incessant

cultivation, otherwise it will grow wild and barren. This is particularly true of a trade paper, whose readers look upon the advertisements as news, and read them with interest or with languor, according as they are fresh or stale. The merchant's advertising is a department of too much moment to be neglected. He looks after his travellers, keeps them informed by weekly advices of changes, of bargains, of special drives, of new arrivals, etc., and finds it is necessary to do so in order to get full returns from his outlay on travellers' account. He looks after his collections, is cautious about his buying, has the best care taken of his books, is careful about the selection of his accounts, and gives himself a great deal of worry about many other interests. But his advertising he too commonly neglects. Why? The reason appears to be that many advertisers have not a due appreciation of the value of advertising. They have not taken note of its growth as a modern business force. Its importance entitles it to an equal division of the merchant's administrative care with any of the interests mentioned above—travellers, buying, book-keeping, or any of the tactics of trade. In fact it is the best medium for the exercise of business tactics. Therefore, we advise our patrons to change their advertisements often, and study style, effect, and originality. The returns will warrant the extra thought and labor. The Market Notes are a strong supplementary feature to our advertising columns, and advertisers should make it a point to have something new every week in those Notes. Readers always scan them with the expectation of finding something of special interest to them.

The price of sugar, though so far unchanged at the refineries or wholesalers, shows symptoms of latent strength that may culminate in an advance before spring is

here. Wholesale grocers who have tendered offers for future delivery are unable to place their contracts at present prices. The readiness of wholesalers to buy now on March account and the refusal of the refiners to take such business are evidences that the fundamental conditions of the market are beginning to be felt in the prospect for the Canadian trade. The raw market is very firm and would have had its way in affecting the price of refined before this but for the influence of the Sugar Trust in the United States, which keeps the price of refined down that it may depress raw, which it is yet buying.

* * *

Hamilton merchants are dissatisfied with the train service of the G.T.R. from Toronto. The cutting off of one forenoon train, which the railway company claims was not paying, brought the matter before the Board of Trade. Hamilton has been rather unfortunate in its relations with the G. T. R. people for some time. Toronto wholesalers have likewise complained of the limited train accommodation from this city to Hamilton. Our merchants found the long interval between trains a great inconvenience for the holiday trade, when early delivery was of paramount importance to retailers along that line. The Hamilton Board of Trade passed the following resolution: Resolved, after discussion, that in the interests of the business of Hamilton Mr. Seargeant be respectfully requested to have a passenger train put on to run between Toronto and Hamilton at some time between 8 a. m. and 10.30 a. m. each day, to be a local train between Oakville and Hamilton, stopping at intermediate stations.

* * *

The power conferred on the Governor in Council by certain clauses in various amendments to our Tariff Act, authorizing him to suspend the duty on sugar and molasses indirectly imported, has been exercised. The last issue of the Canada Gazette contains the proclamations of the Governor-General declaring the tariff on indirect importations of sugar and molasses to be suspended. We can now bring in from the United States, on the same footing as from the country of production, either sugar or molasses that has been imported into that country. Formerly the duty on indirect imports of this kind debarred such trade. The addition of one cent per gallon to the price of molasses imported into this country at second hand of course discriminated in favor of direct importation from the country of production. The same effect resulted from the levying of 5 per cent. additional upon the price of sugar indirectly imported. This duty is suspended

for two years. It is supposed that this step is taken by the Government to remove any cause of irritation that might arise from it on the other side of the border, where a good deal of ill nature has been recently expressed, notably in President Harrison's message, on account of duties that appeared to be imposed for the securing of our carrying trade for our own railway and vessel companies. United States importers of sugar and molasses are therefore as free to sell on this market as the producer in the West Indies. This will not affect the price of sugar or molasses to the consumer. It will increase the convenience of our own refiners and wholesalers and remove a cause of ill feeling between Canada and the United States.

* * *

For the last six months and more the merchants of this city have had to contend with great difficulties in the way of doing business by telephone. The trolley system many a time and oft played havoc with satisfactory communication by telephone. Until the change from horse cars to electric cars is completely effected and all contact between trolley and telephone wires is rendered virtually impossible there will continue to be disturbances in the conversations between trader and customer. The other day the meeting of a telephone and a trolley wire destroyed the telephone in a Gerrard street grocer's shop. Occasionally grocers have been distracted by the incessant ringing of their instruments. One grocer informed us that his telephone rang in short intermissions all day, and as each ring might herald an order, an attendant had to answer. It happened that business was light that day, and attention to the telephone was almost needless except to satisfy a feeling of uncertainty. Another grocer had danced attendance on his telephone so long and had proved so many alarms to be false that he made up his mind not to go near the instrument when it rang, but calmly listen to the din until the wavering trolley line should be drawn taut and get off his wire. The next day he was pretty badly overhauled by an irate customer for not attending to the telephone.

* * *

If the merchants in the vicinity of the St. Lawrence Market in this city adhere to the idea they are reported to entertain, namely, to form a company and buy the market fees for the current year and then exempt the farmers from the payment of fees, they will show a rare example of courage and of commercial spirit that is deserving of admiration. The few cents that each farmer has to pay with each entry he makes to the market amounts to but little to the individual outsiders upon whom it falls, but they feel it more, and probably pay it more grudgingly than these few merchants among whom it would be divided, according to the rumoured purpose.

PUBLICATIONS NOTICED.

Among the many Christmas numbers issued this year, that of the Canadian Miller is worthy of selection for special mention. It is a very prosperous looking production, and the attractiveness of its appearance is fully equalled by its merit.

The Fruit Trade Journal, New York, brings its volume for 1892 to a close in a fine Christmas number, of which a copy has been received at this office. The outward appearance of the number is tasteful, and its contents are excellent. The Journal is a most useful auxiliary to the fruit trade.

MY LITTLE STORY is the title of a handsomely covered, well printed, finely illustrated pamphlet, and the tale which fills it up is an interesting one for traders to read. It is the story of how Theodore Heinrichs, retail druggist, Baltimore, Md., systematized his business. The means by which this end was accomplished was a National Cash Register, and how great a part this guardian of a trader's cash capital can play in his prosperity may be learned from a perusal of this story. It is pretty sure to set the reader thinking, and to give him an insight into the principle of this mechanism of economy that will lead to its adoption, if it is not already in the trader's service.

The Toronto Biscuit and Confectionery Co. are distributing copies of their Cabinet Calendar for the current year. This Calendar contains a very catchy feature in the group of Ontario's cabinet Ministers it presents. The interest of observers is certain to be drawn to this picture, as all the portraits in it are true to life and well brought out. The large number of people who never saw the members of Sir Oliver Mowat's Government will be sure to scan this Calendar, which therefore is a good one to have hanging up in one's store.

We have received a copy of the programme which is to be the framework of the proceedings of the annual convention of the Creameries Association to be held at Harriston, Ont., on Wednesday, Thursday and Friday of next week. Among those who will furnish papers for discussion are Prof. Robertson, Ottawa, Prof. Shutt, Guelph, Prof. Dean, Guelph, Ex. Gov. Hoard, Fort Atkinson, Wis., A. Wenger, Ayton, Ont., John S. Pearce, London, Ont., M. Moyer, Toronto, Hon. John Dryden.

The New York Daily Commercial Bulletin comes to hand at the beginning of the year with one column more to the page. The eight extra columns by which it is enlarged is equivalent to the addition of one of its present pages. The breadth of the paper is now nearly equal to its length. This is an improvement in the proportions of the paper, each page presenting a very compact appearance. We are glad to see that our eminent contemporary has to make more room to accommodate increasing business.

The
wrapt u
through
street.
serted ;
foot of i
could s
be out,
home v
to help
care ho
was on
name
He wa
had be
did a l
done c
he fou
everyt
for the
self.
and c
when
would
mines
So for
cash.
and v
panic
how l
his b
woul
side.
made
ner.
wher
woul
anxi
the
larg
had
he l
lars
in s
back
clou
say,
driv
thir
zy ;
me
it.
rig
ing
ho
do
do
for
up
a
it
ha
re
ha
br

TWO PICTURES—CASH AND CREDIT.

CASH.

The night was dark and stormy, as I, wrapt up in my furs, walked briskly along through the cold blinding sleet up Yonge street. The street was almost entirely deserted; hardly a soul could be seen from the foot of it to the very top, that is as far as you could see. It was too miserable a night to be out, a night which no one who had a home would leave it unless it was impossible to help it, and I myself felt as if I did not care how soon I reached my destination. I was on my way to visit a friend of mine, by name Tom Lee. Tom was a friend of mine. He was a retail grocer, which business he had been in for the last eight years. He did a large business, but the bulk of it was done on credit, and at the end of five years he found, after taking stock and summing up everything, that he had spent that five years for the benefit of the customers and not himself. Thereupon he decided to sell for cash and cash only; if they did not pay the cash when they came for the goods, the goods would stay on the shelves; he was determined to see either the goods or the money. So for the past three years Tom had sold for cash. He was a genial fellow, whole-souled and whole-hearted, just the kind of a companion for a night like this. I don't care how low your temperature had gone down, his bright, warm smile and cheery voice would make you forget that it was cold outside. Yes, sir, he has sometimes actually made me forget that I had not had my dinner. So different now to what it used to be when he used to sell on credit. Then he would look thin and careworn and full of anxiety, and when I have asked him what is the matter he has told me that he had a large note to meet on the morrow and had sent his man out to collect, and he had only brought in about five dollars instead of about five hundred. When in sympathy I have clapped him on the back and told him to cheer up, the darkest cloud was a silvery lining still, he used to say, "You don't know anything about it. It drives me wild. I am distracted. If this thing lasts much longer it will drive me crazy; I can't stand it. Here the wholesale men will be after that note, and I can't pay it. If I had only had my own I would be all right and would go on swimming." Thinking over these things I at last reached the house in which he lived. Stepping up to the door I knocked, and almost immediately the door was opened and I don't think I will ever forget the warm flood of light which burst upon my bewildered eyes. If ever there was a sense of home comfort came over a man, it came over me then and there. The large hanging lamp burned brightly in the hall, reflecting a cheerful gleam all along the hall to the sitting room; indeed it was so bright that it dazzled my eyes so that it took

me some little time before I could see the bright happy face of the little maiden who opened the door. It was Tom's child, Mabel. She had one of the sweetest faces I think I ever saw. It was beaming like a ray of sunshine. Looking up into my eyes she bade me welcome, and such a welcome! It was a downright sweet honest childlike welcome. Taking a hold of me by the hand with her soft velvety one, "Come in, Mr. C—," she said, and the bright happy voice sent a thrill of real pleasure and delight through me which I will not soon forget. The bright sweet sound of her voice sent harmony speeding through my veins like some sweet strain of heavenly music. No need to go any further to be able to tell that all were happy here. The beaming face of the child told the tale. It was a perfect index to the happiness, peace and comfort which reigned within. As soon as I could regain my voice I asked her if her father was in, and being answered in the affirmative she led me in her childlike way into the sitting room where he was. Memory will often recall that sight. Cosy was no name for it. The floor was covered with a fine thick Brussels carpet, and there in an easy rocker sat the man himself, Tom, toasting his toes before the ruddy fire, one of the grate fires. Indeed it was grateful on a night like this. There he sat like a king and monarch of all he surveyed, reading the evening papers, with his big black dog Hero lying at his feet, and his other little girl Lilly in his arms, with her head nestled cosily on his breast, perfectly at peace. In the centre of the room stood the table, over which a bright shade lamp shed its soft light, beside which sat his wife, darning little stockings for busy pattering feet. At her feet on the rug lay the purring cat. One look at the face of the wife confirmed the impression previously made by the face of the child. All was peace and happiness here. If ever there was a picture of home comfort, here was one. "Well, Tom," I could not help exclaiming, "if you are not the very picture of unalloyed happiness, I don't know where I will find one." "I guess you are right," he said. "That's what I'm living for, and that is what we are here for. It ain't our fault if we are not. I guess that the wife and me are just about as happy and comfortable as you can find them. Eh! what do you say, wife?" "Well," she said, "I don't think I could be much happier if I tried. You see, Mr. C—, Tom sells for cash now; and it is so different to what it used to be. Before he did twice the business, and had twice the worry and three times the anxiety, and then he did not get half his money in, and he never was sure of being able to meet his payments, because when he most expected it and most needed it, that was the time he would be disappointed, and he would come home at night and could not sleep, but now he comes home straight from business; he doesn't do half

the work, but makes more money, has a clear and contented mind, comes home happy and amuses the children; he comes straight home at night after work, takes off his boots, puts on his slippers, squats himself in the rocker with Lilly or Mabel on his knee and Hero at his feet, reads the paper, tells us all the news, he gets well rested for morning, and we have all the necessaries of life and all that heart could desire; and in case of sickness, why he has three thousand dollars laid away in the bank that we can fall back upon any time, a thing that he never would have had if he had continued selling on credit. Then again his life is insured, so if anything happens we are prepared for any emergency. If every grocer would do like Tom does, there would be few if any unhappy homes, and there would be fewer sick wives and children in the world. He don't drink, chew or smoke, and he is always at home and with his family when he is not at work. He lives a good clean life, inwardly and outwardly. Do you know, it is often a wonder to me how men can go and fill themselves up with rank-poison and then expect their wives and children to be happy and healthy. It's a wonder to me that some of them live as long as they do. Yes, Mr. C—, Tom's happy, the children are happy, the cat and dog are happy, and I'm happy, and it's selling for cash has done the whole thing."

(To be continued.)

THE BROOM CORN COMBINE.

A marked advance in the price of broom corn, which seems certain to come almost immediately, affords a striking instance of the lengths to which a trust or combination will go in spite of the economic law of supply and demand, says the New York Times. The crop this year has been an immense one, larger by many hundred tons than that of last year, and yet the Chicago dealers, who practically control the market, have formed a combination and obtained a corner on the crop.

The dealers of Quincy street, Chicago, who handle nearly nine-tenths of the whole output of the United States, are at the bottom of the combination, and they intend to advance prices as much as they can. The proposed increase is 30 per cent on all grades, and notice of an advance to that extent has been served by an organization of broom manufacturers at Milwaukee.

The rise in prices will be felt immediately throughout the country, and will be a boon to many retail dealers of this city who have large stocks on hand.

No one acquainted with the trade doubts the ability of the Chicago combine to bring about a large advance in prices. They have large capital behind them, and a similar trust formed about two years ago managed to secure an increase in price of \$2 per 100. The present prices range from \$4.50 to \$6. according to the quality. Combinations similar to the one now said to be organized have sometimes raised prices to \$12 per 100.

—N. Y. Grocer.

FRAUDS IN PEPPER AND GINGER.

As so-called ground black pepper is still being extensively sold, at prices which are simply impossible, except at a heavy loss, or unless the commodity is not what it professes to be, it is well for the grocers to be on their guard. The lowest market cost price of whole light dusty Penang, which is the poorest quality that can be ground, is 2½d. per lb. The lowest cost of grinding with loss on warrant weights and putting into barrels, is ¼d. per lb. The lowest ground pepper must thus actually cost the wholesale dealer 3¼d. per lb. Allowing ¼d. per lb. for the dealer's profits, this pepper could not be sold under 3¾d. Such a quality is quite unfit for table use, and is only suitable for manufacturing purposes. In the same way, the lowest Penang white pepper now costs, after the recent fall, 3¾d. per lb. The cost of grinding, loss of weight, and barrels, is ½d. per lb., the loss in weight being heavier than with black pepper. This would bring the first cost up to 4¼d., or, allowing ¼d. for the dealer's profit, to 4¾d. per lb. Both in black and in white peppers it is notorious that far lower prices than the above are current. In some cases the opportunity for actual comparison is given by the quotation of the lowest pepper, whole, at a considerably higher price than the simultaneous offer for ground pepper. Everyone knows that ground pepper must inevitably cost more than whole. The question therefore arises of how the natural state of things can be reversed.

It is to be hoped at a time when there is so strong an agitation for the improvement of the Adulteration Acts, that the grocers will support the legitimate wholesale trade, and refuse to encourage such a disreputable system of trading. The case of ginger is even worse, now that its place is being so extensively taken by the refuse of ginger beer making. The grocers might, from the point of view of the law, just as well sell exhausted tea leaves for tea, as much of the so-called ground ginger that is now being offered. The worst of the matter is that price is not so direct a guide with spent ginger as it is in the case of the lowest pepper, for the operation with the former goes further. It is well known to the wholesale trade that spent ginger is not only fraudulently mixed with common qualities, but with the better qualities as well, in order to obtain an illegitimate profit. With the lower sorts, however, it must be clear to anyone that genuine ground ginger cannot be sold below the cost of the raw roots, inasmuch as the cost of grinding and barrels is 8s. per cwt. Nor can bogus guarantees of quality or warranties excuse a respectable trader in his own eyes from buying such commodities. With the higher-priced ginger the fraud is less easy to detect, though the palate at once shows any extensive adulteration.—Produce Markets' Review.

AFFABILITY OF STORE-KEEPERS.

The Commercial Inquirer in a rather lengthy article on the personality of the shopkeeper says:

The personality of the storekeeper has much to do with the results of his business ventures.

Men and women are creatures of impulse, of emotions, for the most part, and the wise man not only knows this but profits by his knowledge.

Every grocer knows the main object he has in view in conducting his business is the making of money, and to this object everything else should be made subservient so long as the principles of integrity are not violated. Hence, the chief question is—What pays best? There's big money in smiles. A big stock of them kept where they can be drawn upon for any and all occasions is the most profitable stock a merchant can possess.

To some they came cheap. Some men are "built" so good natured and agreeable that a merry twinkle of the eye, a cheery smile and pleasant manner are their natural characteristics. Such men have a stock in trade worth more to them than a money inheritance. Others must acquire a pleasant address, and although a difficult operation it pays large dividends. It's astonishing what a multitude of errors a smile will cover; how many rough places a pleasing manner can smooth over; how many offended customers a cheerful reception can make good humored.

Cultivate a jolly disposition, and you'll not only make it pay handsomely but you'll get lots of fun out of it. Think of an irate customer coming with a rush into your store with a grievance—real or fancied—and determined to give you a "roasting" and then to withdraw his trade. You've seen him no doubt. Now, how will you meet him? If you get mad, he's got the best of you, because he's been mad so much longer that his anger has got his mouth into good working shape for abusiveness. But keep cool, listen to his complaint, show him you are ready to correct any error even if he's the one that made it, and get him off on to some amusing "string," and you'll have him good natured in spite of himself, and he'll leave the store laughing and determined that all the groceries his family uses shall come from your store.

"I'll never go to that store again," has been the expression of many a woman who has met with a curt response to her inquiry. A lady entered a store and neglected to entirely close the door. On asking for the first article wanted—which in this case happened to be macaroni—the grocer replied: "The first thing is to shut the door." That was the last time she ever had occasion to either open or shut that store door, whereas courteous treatment would have made her a frequent purchaser.

NEW YEAR ADVICE.

The season goes by, the season comes back,
The strength of the earth to renew;
The Summer is past, the New Year's come
'round,
With music and laughter, and shuffle and
sound—
But there's business, boy all the year
through.

There is business for us in the stern demands
Demands that forever renew
In industry's calls from the asking lands,
Whose acres are waiting for toil's clever
hands,
For more than they're willing to do.

Life's valleys are gleaming with rivers of sin—
Temptation's flowers charming to view—
The siren walks there, where charming she's
been
Since Eden went out and temptation came
in;
Stand guard, boy, she's watching for
you.

There's business for all in this world, my boy
Though some folks find nothing to do;
And misery will, misery forever enhance
With him who is satisfied fortune is chance,
And only may come to a few.

Who waiteth for fortune is waiting for grapes
In a desert where grapes never grew;
A beggar that sitteth where nobody goes,
An idler for gold where no gold ever flows—
There's no business there, boy for you.

Who boreth for water must not expect oil,
Nor for gold if for silver he sue;
If sleepeth the husbandman, sleepeth the
soil,
And harvest refuseth the product of toil
Wake up, boy! there's business for you.


Be true to your manhood, work up in the line
To wisdom's line—close as you can—
With axe, plow and harrow, for hillside and
plain;
And pen, ink and paper to plow for the brain,
Fulfill the grand purpose of man!

This brief of existence is business my boy,
For other more lasting in view;
Life can't be a shadow that struts, frets and
dies,
Where heaven, great heaven, looks down
thro' such eyes;
Look up, God is smiling on you!


Then work while 'tis day, ere cometh the
night,
Be quick, boy, the moments are few;
Eschew ye the evil, defend ye the right,
Work out of the darkness up into the light,
Where the world has business for you!

—Ex.


The proposal to ask legislative power to exempt personal property from taxation in this city was voted on and defeated on Thursday.




AN
ADVERTISE-
MENT
IS A
TRAVELLER.



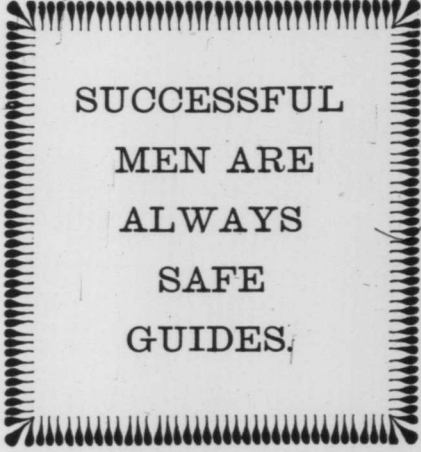
KEEPING
EVERLAST-
INGLY AT IT
BRINGS
SUCCESS.



THE secret of successful advertising is to make the advertisement as interesting as the editorial page, or the Market Reports. Change it regularly, put life in it and you will soon discover why advertising pays. Is it not worth a trial? Tell your customers and probable buyers through your advertisement what your travellers would tell them, and see the difference in the results. Our subscribers tell us that they read the advertisements that are changed regularly with as much interest as any part of the paper, because they contain much valuable information of new goods, where they may be had and of changes in prices.



WHAT
OTHERS
HAVE DONE
OTHERS
CAN DO.



SUCCESSFUL
MEN ARE
ALWAYS
SAFE
GUIDES.

TRAVELLERS' ANNUAL MEETING.

The annual meeting of the Commercial Travellers' Association of Canada was held in Toronto the 29th ult. The following are the officers for the new year: President, John Burns; first vice-president, Robert H. Gray; second vice-president, James Haywood; board of directors, Joseph Kilgour, W. B. Dack, M. C. Ellis, John Everett, C. C. Kyle, T. P. Hayes, George E. Hamilton, John A. Ross, John Orr. The total number of votes cast were 1,282.

The following resolution proposed by Mr. Fielding and seconded by Mr. Orlando Potter, was submitted: That the board of directors be asked to offer three prizes to members of this association for essays written on the subject of dating invoices forward beyond the season when the goods are required by the retail merchant: the first prize to be, say, \$40, the second \$20, the third \$10, the writer to be a bona fide traveller at the time engaged in selling goods on the road, and to make a declaration that he is the composer and author of said paper and the facts gathered from experience on the road. Mr. Fielding, speaking to his motion, said he was strongly of the opinion that the association should encourage the discussion of commercial questions at its meetings, rather than spending so much time in purely association work. He thought commercial travellers might do much towards improving the business of the houses they represent if they would discuss with and offer suggestions to their employers as to how the business of the house might be improved. The question of long credit was one of the most important in business and he was confident that all would agree with him that it was of paramount importance to endeavor to transact business as nearly as possible on a cash basis. They could not expect increase of salary if the profits of the year did not warrant it, and it was surely time that the travellers made some effort to discourage the practice of selling at long dates. Mr. Fielding's remarks gave rise to a short but spirited discussion. Mr. Hayes opposed the suggestion that the association should offer prizes for such essays, and protested against the odium of long credit being placed on the travellers. He was confident that the travellers did their best to discourage them. Mr. Fielding said that a friend of his had told him that if the association declined to take the matter up he would himself offer \$100 for the best essay on the subject.

Mr. W. E. Ellis took strong objection to any such course. He was sure all of them were as anxious to reduce business transactions to as near a cash basis as the merchants were, but he thought the matter rested with them and not with their travellers.

Mr. Warring Kennedy supported Mr. Ellis, and remarked that the question was one of great difficulty. The Toronto houses were largely forced to these long credits by competition with Montreal and with English and Scotch firms who all gave long dates. But he thought that whatever was done should be initiated by the merchants themselves. Mr. Fielding withdrew his motion.

MERCANTILE CREDITS.

The question of mercantile credits is one that should command the attention and thoughtful interest of all who are engaged in banking, commercial, manufacturing or other pursuits in which operations of a greater or less magnitude are largely based on confidence, and although there is no feature of any business more prominent as a factor in its success or failure, or more difficult of successful management, it is a fact that there exists less general knowledge upon the subject than upon other questions of equal importance, and upon no question of such daily and ever present contract is so little written.

The present system of mercantile credits as practically applied, has developed in recent years to a great extent, and there may now be found in the leading business concerns and manufacturing establishments of the country an organized and completely equipped credit department, upon which rests the responsibility of avoiding losses by bad debts—a source of serious danger that is a constant menace, and one that is not infrequently the "hidden rock" upon which some unfortunate commercial craft is hopelessly wrecked.

The successful credit man should be an apt student of human nature, possessed of natural tact, which, combined with the element of caution in a fair degree, and good judgment ripened by experience, enables him to "steer clear" and avoid more than a reasonable share of losses by bad debts. He must have the benefits of a training and experience that no other field affords; be well informed on general topics; and keep posted as to the success or failure of important interests in all sections in which his house is doing business. He must investigate and study the cause and movement of "booms," and their effect on the locality directly affected, always keeping a weather eye of watchful solicitude on accounts in such localities, opening no new accounts with dealers who are inclined to speculation, or whose interests are likely to be adversely affected by the changed conditions. Likewise, he must be alive to possible unfavorable changes in the condition of all customers of the house, and especially so in cases where sudden disaster or depression occurs, whether from strikes, epidemics, floods, poor crops or other causes, and can often show commendable ability by the prompt application of tact and judicious management in "getting out" safely from threatened and impending failures.

Another feature of equal importance with that of the credits is the proper management of the Collections, and in the leading houses this branch is under the charge and general direction of the Credit Department, which gives special attention to the slow and unsatisfactory accounts, in which field there are frequent daily opportunities for the exercise

of tact and shrewdness, which are necessary to escape serious losses.

The duties devolving on the credit department are laborious and exacting, beginning with the opening of business, and in no department is there required a greater amount of close and intelligent application, or where the quick exercise of good judgment is oftener demanded, as well as the absolute necessity of a constant unflagging systematic vigilance.—J. S. C. in American Grocer.

THREE ESSENTIALS.

Too many grocerymen in small places fail to adopt city methods simply because they think it is not possible to do so in a small way. This is a mistake. Allow us to make three suggestions.

1. Keep your store room and stock in the most attractive form, clean and neat. If your stock is well and attractively displayed, your shelves, counters, windows and floor scrupulously clean, your trade will be increased.

2. Keep a "want" book of articles about to run out, and especially of those brands most in demand, so that you can order promptly when the traveling salesman comes in, or to mail to the wholesale dealer.

3. Keep a cheap or job lot counter on which to display such goods as have not sold readily; mark them down to cost and call attention to them through advertising, and also of customers when in your place of business. It does not pay to hold stock that is not salable.—Los Angeles Journal.

HOW TO CHOOSE ORANGES.

The expert orange buyer does not select the smooth, clean-skinned fruit invariably, nor does he object to a heavy percentage of rough, dirty skins. The latter are not always easy to sell, but they invariably give the greatest satisfaction. This is because in the case of oranges, as with almost any fruit, beauty is only skin deep, and the insects which infest orange groves and extract sweetness from the fruit much as bees draw honey from the finest flowers, only attack the sweetest and choicest to be found. The effect of their efforts is to roughen the skin by perforating it, and hence dust is retained, instead of either falling or being brushed off the untouched skins. The fruit within the latter having been rejected by the insects on account of the lack of sweetness is not so palatable as that in the rougher looking skins; and it is decidedly a good plan to follow in the foot-steps of the busy little creatures who can tap an orange and ascertain how sweet it is in a manner no man could attempt.—The American Analyst.

The annual concert of the Commercial Travellers' Circle was held in Association Hall, Toronto, on Thursday evening. A very superior class of entertainment was provided for by the programme and fully rendered by the participants.

The an
ion Com
took pla
real on
knights
old-fashi
sat dow
sides the
which r
side of t
tasteful
tra disc
odies to
things.
The co
dinner r
success,
Cains, t
Birks, V
Copelan
Dwyer,
Gormle;
E. D. M
chaud,
Taylor,
worth,
gratula

Presi
did not
was th
ated fo
glow o
shirt f
over ev
sumabl
erial eff
tion.
his left
Solicit
right.
Steven
Knapp
tain, c
J. Pov
Trunk
coloni
Gurd,
T. Sin
J. H. De
Wright
vice-cl
sided
Wilso
D. M
Grand
Amo
grets
Gover
Sir Dr
Hon.
M.P.;
Hon.
Auge
of Tr
Mayo
socia
and
Dow
and
Cana

Aft
Quee
teleg
from
asso
thei
sent
atte
Ti
and
Sta

THE MONTREAL TRAVELLERS' DINE.

The annual jollification of the Dominion Commercial Travellers' Association took place at the Windsor Hotel in Montreal on Thursday last, and as usual the knights of the gripsack had a regular old-fashioned good time. Two hundred sat down, there being seven tables besides the long guest table for the big guns which ran the full length of the south side of the big hall. The decorations were tasteful as usual, and an efficient orchestra discoursed a choice selection of melodies to aid the digestion of the good things.

The committee who had charge of the dinner may well be congratulated on its success, and all of them—Mr. G. W. L. Cains, the chairman, and Messrs. Fred Birks, W. H. Callahan, J. W. Clark, E. H. Copeland, F. S. Cote, M. E. Davis, J. T. Dwyer, Geo. Forbes, Wm. Galbraith, F. Gormley, E. E. Guilbault, Fred Hughes, E. D. Marceau, J. H. Morin, E. G. Painchaud, Wm. Percival, John Rogers, John Taylor, L. A. Wilson and H. W. Wadsworth, the secretary—deserved the congratulations they had received.

President elect Cains saw that matters did not drag, and his dazzling shirt front was the focus from which all things radiated for the nonce. Assisted by the soft glow of the electric lights and the other shirt fronts it cast a pleasing reflection over every visage, and as there were presumably no dyspeptics present the general effect was gratifying beyond description. The chairman was supported on his left by his worship the Mayor, and Solicitor-General Curran was on the right. The other guests were Lieut.-Col. Stevenson, United States Consul-General Knapp, Edgar Judge, Judge A. H. Chatain, corporation counsel of Chicago; N. J. Power, general passenger agent, Grand Trunk railway; Thomas W. Blair, Intercolonial railway; J. H. Copeland, Chas. Gurd, David Watson, James J. Carmody, T. Simmons, Wm. Buell, W. Percival, F. H. Dent, H. W. Wadsworth and J. E. Wright, many of the guests being at the vice-chairmen's tables, which were presided over by Messrs. John Rogers, L. A. Wilson, J. N. Morin, W. H. Callahan, E. D. Marceau, George Forbes, and De Grandpre.

Among the others who sent their regrets were His Excellency Lord Stanley, Governor-General; Sir John Thompson, Sir Donald A. Smith, Hon. J. A. Chapleau, Hon. Wilfrid Laurier, Mr. A. T. Lepine, M.P.; Hon. L. O. Taillon, Hon. J. S. Hall, Hon. A. W. Morris, M.L.A.; Mr. O. M. Auge, M.L.A.; the presidents of the Board of Trade and Chambre of Commerce; the Mayor of Portland, president Maine association, secretary Maine association, and Hon. W. H. Looney, Messrs. J. H. Dow and M. J. Pickering, of Portland, and presidents of sister associations in Canada.

After the usual loyal toast of the Queen had been drunk with full honors, telegrams of kindly greeting were read from the London association, the Toronto association, and from Mr. Fred Birks, their last secretary, and from twenty absent brothers, regretting they could not attend.

The toast of His Excellency followed, and then the President of the United States was not forgotten, although the

present occupant is not the one Canadians just exactly like. But defeat is a galling thing, and the drummers were willing to receive him, and when Consul-General Knapp rose to respond amid the concluding strains of "The Star-Spangled Banner," his reception was too enthusiastic to leave any doubts in the minds of any American visitor as to the feelings of the boys towards their cousins across the border, no matter what disgruntled office-holders might do. The Consul-General, after returning thanks for the invitation, said that the commercial travellers of Montreal were an honor to their calling and to the Dominion. He was glad to be able to say also that since he was their guest two years ago they had increased in numbers from 2,100 to 2,400 and now had a surplus of \$12,500. He was very grateful for the grand manner in which they had received the name of his honored chief, the President of the United States; it showed that there was the best of good will between the two countries, and it would always be hoped continue so. For evidence is advancing that commerce, more than ever before, is the means of bringing closer together the two countries, and the commercial traveller is one of the classes who is doing much towards this. Canada and the United States are kindred countries. The people of both are joined together to make two great nations and we can join in singing together "Hail Columbia" and "God Save the Queen."

Judge Chatain responded to the toast to "Our American Cousins," in a very able speech, which was greeted with cheers from time to time. In opening he said that this was an industrial age, and a complex one, but the voice of the serious people of the United States was not in favor of annexation, as we think there is plenty of room on this continent north of Mexico for two great nations. Fine economic questions may often come before us that may cause excitement for a while, but if these questions are kept away from political demagoguery and left to the commercial interests to settle, there will be no trouble. The commercial spirit of England has made it the great nation that it is. It was that spirit that brought up the supremacy of its army and navy. It was that same spirit that has made Montreal the great city it is to-day. It was the same spirit that permitted Chicago to secure the World's Fair.

In proposing the toast of the commercial interests of Canada, Vice-President Morin remarked that although the past two years had not been all that they should be, he felt sure the year they were just entering would bring better things. He called on Mr. Judge to respond.

Mr. Judge did so in his usual eloquent manner. He said it was always customary at this dinner that an officer of the Board of Trade should reply, and he regretted that they had not called upon a more able speaker. As the vice-president had said, trade was not as bright just now as it should be, and bankers were not having big balances. In speaking of the commercial interests of Canada, Mr. Judge said he could look back to the time when the dinner did not exist, and in conclusion said he could heartily praise the travellers for being among the foremost to open up the country and thereby develop it.

Mr. L. A. Wilson in proposing the toast of the forwarding interests, dwelt upon the consideration with which the commercial travellers had been treated by them. Mr. Poirier responded in appropriate terms, expressing the sincere hope that a feeling of amity would always

exist between commercial travellers and the forwarding companies.

The sister associations, by Mr. George Forbes, followed, calling for a few remarks in response by Mr. D. Morton, of New York, and Mr. John Rogers proposed "Our Guests." In referring to the railroad men he called upon them for that "little two cents," which hit the boys right where they lived, for it was greeted with prolonged cheers.

The first guest to rise in response was the Hon. J. J. Curran, who was greeted with hearty applause, and started in by saying that this was not the first time he had been their guest, but on this occasion he had a greater pleasure in being with them, especially on account of the way in which they had greeted his name and the honored chieftain who had seen fit to promote him. Mr. Curran made a very patriotic speech on Canada as a nation. As his chief had been referred to, he might say that even if Sir John Thompson had retired to the Supreme Bench he would have been able to show the commercial interests that his name was not unknown in acts to their benefit. The Banks and Banking Act, the Bills of Exchange and Promissory Notes Act, and last but not least, the Criminal Code of 1892, which protected not only the commercial interests, but the homes and families of Canadians, and was a perfect work of statesmanship from beginning to end, must be credited to him. Then the speaker referred to the United States, not in a derogatory way, but as a nation of whom we were proud to be friends, but at the same time were not afraid of. This was greeted with cheers.

The "Army and Navy and Volunteers," "The Ladies" and "The Press" followed, calling for speeches from Lieut.-Col. Stevenson, W. H. Callahan, and E. D. Marceau, and the gathering broke up in the wee sma' hours with "God Save the Queen."

BUSINESS FAILURES IN CANADA.

In the Dominion of Canada, including Newfoundland, the total number of failures reported for 1892 is 1,682, a decrease of 9 per cent. compared with the preceding year. The decline in volume of liabilities, however, is much heavier, from \$14,884,000 to \$11,603,000, or 22 per cent. Increases in number of failures are reported from Nova Scotia, Manitoba and British Columbia, where gross liabilities of those failing are likewise large as compared with 1891. Ontario and Quebec each show a gratifying reduction in the number of business failures, together with gross liabilities.

The report of failures in the Dominion to Bradstreet's this year and last in detail is as follows:

	No. of Failures.		Liabilities.	
	1892.	1891.	1892.	1891.
Ontario.....	716	843	\$3,652,959	\$5,371,000
Quebec.....	565	680	6,273,547	7,588,000
New Brunswick...	85	93	549,002	599,000
Nova Scotia.....	153	122	956,830	591,000
Prince Edward I'd	8	10	113,000	106,000
Newfoundland....	3	7	37,000	96,000
Manitoba.....	62	51	517,400	340,000
N. W. Territories.	16	17	51,521	159,000
British Columbia.	71	23	452,461	81,000
Total.....	1,682	1,816	\$11,603,210	\$14,884,000

The total number of failures for 1892 includes three from St. Pierre and Miquion.—Bradstreet's.

CO-OPERATION AND BUSINESS PROFITS.

Attempts at co-operation thus far have generally shown a strong if not fatal tendency to failure because of the difficulty of commanding the requisite skill and faithfulness in management. Co-operators are not willing to pay the price for service which their business needs in order to succeed. They always stand on the theory that the men who conduct great enterprises get too much for doing the business and operatives too little. In course of time, and usually not very long time, their scheme goes down. This is because in the nature of things no hired person on a salary of fixed amount will all the time keep his wits alive and study into the small hours of the night devising ways and means to make money for other people. They propose in their constitution to take from capital and skill a portion of the profit that has usually been accorded to them and give it to labor; but after thousands of experiments during forty or more years of good business in this country there is hardly a single case of such undoubted success as to warrant the assertion that demonstration of feasibility has been attained. The combined skill of all the co-operators in half a century has produced no concern of magnitude. The almost uniform failures seem to prove that great management must have great compensation, and in endeavoring to get the skill without the pay the co-operators' dream has come to naught.

Now, this is equivalent to saying that the world finds its business can be done at less cost than by co-operation. The latter fails because it is undersold and unable to compete with such skill as gets the better pay. Had Commodore Vanderbilt been content with the salary of a steamboat captain he would never have developed into a great business man and railroad manager. The prospect of great emolument brought into exercise great powers, so that he cheapened transportation to an astonishing degree and yet made money to an astonishing amount. The people who saved four or five dollars in a round trip between Boston and New York, and the people who got their barrel of flour twenty-five cents less because he ran a railway to Chicago, enjoyed the sensation at that time, but, when they saw his fortune, could not refrain from tears to think of the merciless robbery they suffered at his hands. The thing happened and succeeded, not because Vanderbilt was a robber, but by virtue of his giving better terms to people who had to travel and had to eat bread. His inducements were such that he got the business. Suppose he and some others of the same kind of enterprise had not come upon the stage, what would have been the result? Evidently the old ways of business would

have continued. We would still be going to Buffalo on canal boats and creeping along the streets of our cities in dilapidated omnibuses, still be doing our journeying in stage coaches over dusty roads and tedious hills at a great sacrifice of time, money, comfort and strength.

The enterprise of the money makers has profited everybody else by exciting production and accumulation. The money makers have taken pay, not out of labor, but out of the increased production and savings which their efforts have secured. Individuals have sometimes suffered. The omnibuses were killed when the horse-car came, and A. T. Stewart did the business of a hundred small shopmen; but the people at large saved time in getting where they were compelled to go in one case, and got what they wanted at less cost in the other. The street railroad makes ten times the money that the stage did, and the people save money and time. The people can do better by buying of Stewart, and therefore they buy. They enriched him to the tune of thirty millions, clean cash. This is a great fact, but it does not show great robbery. It may show the very opposite.

Stewart was in business for about forty years, and for many years sold twenty millions of goods per year. Had he sold but fifteen millions per year at a profit of five per cent., and invested the profit with his usual sagacity, he would have been worth more than thirty millions at the end of his forty years. That he left but thirty millions proves that his profit was not over five per cent. on the average. The margin for labor to gain from is, therefore, in the neighborhood of five per cent., because Stewart has proved that the ordinary man can not part with more than that and continue business. In other words, business stops when the margin goes down much below that rate.

There are some lines of business in which the profit is at times more than five per cent. but, in the long run, the average can not amount to more than that. Competition increases from year to year, and profits tend downward all the time; consequently, it takes more talent and energy to make fortunes now than it did a few years ago. It is not so easy for a laborer to become a boss as it formerly was; and as the chances for rising to boss-hood grow less, the hatred of bosses increase. This is a symptom of discontent, and an evidence of the unreasonableness of the philosophy which is at the bottom of the schemes for relief. Capital must be paid, skill must be paid, and, if they are each paid but two per cent. of the accruing profits, one per cent. only remains for labor to get as its share; and this to the laborer whose wages are one dollar a day would amount to but three dollars per year. This is something, to be sure, but as a means of elevating the laboring classes is of no account.—Popular Science Monthly.

COMPETITION AMONG RETAIL GROCERS.

A story is told of a Minneapolis dealer who hired only good-looking clerks with slight mustaches and lovable eyes. One of the recommendations of a clerk must be that he is an accomplished "masher." A clerk that cannot mash, flirt and reach down in his boots with his lung and hoist up a love-sick sigh, stands no chance for a job. Well, why are all these accomplishments necessary? I will tell you: the clerks are compelled to flirt and fall desperately in love with the cooks of the various houses where they go for orders. The more mashes they make the more promises of marriage they can show, the greater the salary such a clerk can demand. It is a well known fact that a cook can find fault with the groceries and make it appear that they are of the poorest quality; she can make it appear so that her employers believe that they are being cheated, and induce them to trade elsewhere. Under the "masher system" introduced here all this is obviated, and the cock becomes a stand-by. Unless she learns that her grocery boy is a gay deceiver her trade can be held for a long time. The clerks have become so crammed full of experience that this seldom occurs now. I heard of one clerk who had six Swedes, four Irish, eight French, three German, and one coloured girl on the string. He has promised to marry nearly all of them, except the negress, and he is seriously contemplating a proposal to her, as recently she has turned cold and distant toward him. He said that his greatest contest was with a red-haired, freckle face, cross-eyed beauty of thirty-two. He had to sigh himself down nearly forty younds, and ogle his eyes almost like the cook's before he succeeded in making her solid. It's a great scheme, and surpasses the selling of 16 pounds of sugar for a dollar.—Ex.

THE CUTTER.

The Grocers' Criterion says: Many smart storekeepers think it is an enterprising piece of business to undersell their competitors, but we have an idea that more harm is done to the business of a town by this system of trading than profit is made out of it. The minute a merchant begins to cut prices it demoralizes the entire business of a town, for it compels the other merchants to fall in line and to also sell their goods at a reduction in order to hold the trade of their customers. In the aggregate they do not sell many more goods than they would otherwise have disposed of if price cutting had not prevailed, for as a rule customers do not buy more goods than they require for their wants and necessities. Price-cutting produces ill-feeling and leads to reckless rivalry and results in disaster.

Our advice to our readers is not to cut prices when it can possibly be avoided. If a rival in town inaugurates the system go and have a friendly talk with him and show him the folly of the course he is pursuing. There is neither sense nor reason in doing business without a profit, and the selling of goods below cost is frequently an act of downright dishonesty, for it not infrequently results in the defrauding of creditors and the closing out of an establishment at 10 and 20 cents on the dollar.

AT OLD PRICES for Teas we are receiving some orders, but can attend to many more. Our Travellers have "special prices" for this month. How is your stock? Look it over and give us a sorting up order.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS,

Telephone 447.

73 McNab St. North, Hamilton, Ont.

TRY A SAMPLE HALF CHEST OF HILLWATTEE.

95 CENTS PER DOZEN IS THE PRICE.

 **OLD MILL BRAND TOMATOES** 

The only hand packed goods in the market. For appearance, quality and flavor, the finest packed.

W. H. Gillard & Co., Hamilton.

AGENTS FOR CANADA.

ALEXANDER TURNER.

LLOYD T. MEWBURN.

ALEX. G. OSBORNE.

JAMES TURNER & CO., HAMILTON,

Wholesale Agents, Hamilton, for

BATTY'S PICKLES AND SAUCES

A trial order will satisfy the buyer Batty's are the best.

"MONSOON" PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

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

STANDARD BLENDED TEAS.

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

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto.

YOUR COFFEE TRADE.

This is the opportune time to stimulate the demand for fine coffee. There is scarcely a gathering of any moment where coffee is not served. Where guests are entertained, if at no other time, people are particular to have fine coffee. Opinions may vary as to which is the most enjoyable flavor—that of a strong or a mild coffee, but there is no difference of opinion about coffee having good body and flavor being preferable to one of thin or woody flavor and light body.

It is difficult to get high grade goods without paying a good price; hence the dealers who are bound to have a first-class coffee trade give attention to quality rather than price. Their standard of grade is high and that must be maintained regardless of cost. Such dealers insist on having fresh roasted coffee and urge customers to have it ground fresh and made fresh. They furnish their trade with recipes for making a perfect cup of coffee, including cafe noir, black coffee, creole coffee, the Turkish method, the Vienna style, and how to utilize coffee in other ways.

They see to it that customers are supplied with coffee of uniform grade, and therefore insist that clerks shall keep in mind the sort each customer uses. This is not an easy matter, but it can be done by giving it thought and attention, even if it involves keeping a record. It is surprising in our large city stores, to note how familiar the floor walkers and heads of departments and the clerks are with the names and habits of customers, and how well they remember the character of goods purchased. If this is done in mammoth concerns it can be done in the little stores.

It is one of the secrets of building up a lucrative business and one which is all-important in establishing a reputation for keeping fine coffee. One who keeps fine tea, fine coffee, good flour, and the best butter, can command patronage against all competitors.



TO YOU IT IS
PROFITABLE and a
QUICK SELLER.
 Thousands testify to its **PURITY** and
 Wonderful washing qualities in
HARD or SOFT WATER.

TRY IT. ROYAL SOAP CO.
 Winnipeg, Man.

A customer suited with those articles is sure to commend and advertise his source of supply.

One of the city retailers issues the following points:

SERVING.

In serving, have the cups and cream warm and pour the cream in the cup before pouring in the coffee.

PROPORTION.

One tablespoonful of coffee to each cup is the popular allowance. The tablespoonful may be scant, even, or heaped, according to the strength desired.

HOW COFFEE SHOULD BE GROUND.

For making coffee by the French or percolating method, the coffee should always be ground very fine or pulverized; otherwise the full strength will not be secured.

For making coffee by boiling, the coffee should always be ground coarse or granulated; otherwise the coffee will be muddy.

We have special mills for pulverizing and granulating, and grind the coffees fresh for each order.

The finest coffees cannot be sold at retail and return the seller a just margin below 30 to 40 cents per pound, as to kind. We find prices ranging from 25 to 40 cents. Some prominent retailers sell Padang Java, of fine grade, at 37 to 38 cents, others get 40 cents; for Maracaibo, 30 to 35 cents. The seller of fine coffee should have a good margin, for those who demand the best, as a rule, are willing to pay the price of the finest.—American Grocer.

INTELLIGIBLE PRICE MARKS.

Very few stores now adhere to the old plan of cipher marking. Experience has proved that a majority of customers prefer goods to be marked in plain figures, no one liking the idea of two sets of figures unless he is sure he is among the favored ones who get the benefit of the lower scale. It is said to be the practice with the medical fraternity of some towns to grade their charges to patients according to the style of house in which they live, and the same idea prevails so much as to retail stores that ladies have been known to send servants down to stores because they could get a larger discount. Other ladies are careful never to dress very well when shopping, and this shows how firmly the impression prevails that a genuine one-price store is a novelty. The easiest way to get over this impression is to have every article marked in plain figures, so that the customer may see that one price prevails for all. This is easier than arguing that the abuses feared are reminiscences of the old days when the evils of caste were much more rampant than now, for experience proves that the fear certainly exists, no matter how absolutely it may be without foundation. Ten years ago part of the education of a store clerk used to be the mastering of the cipher plan adopted in marking, but this is now quite a small matter. As already stated, most stores mark their goods in plain figures, and the few that do not adopt a very simple plan for denoting the price.—St. Louis Globe-Democrat.

THE HUSTLER.

The hustler, being unbeloved
 By every Grace and Muse,
 He eats at night in Boston and
 Next morn in Syracuse.
 From the Adirondack Mountains
 To the fair Pacific slopes
 He plays with lines of latitude
 Like little skipping ropes.

His home is in the sleeping car—
 No vine or fig tree's shade—
 His music is its clanking wheels,
 His poetry is trade.
 This missionary of the mart
 He spreads the true faith's germ's—
 The endless merits of his house
 Above all other firms.

He button-holes the kings of trade,
 His sample case unrolls
 And talks until the love of life
 Grows feeble in their souls.
 The bolted door swings wide for him,
 He needs no bolts or bars,
 And fears not any face of man
 Beneath the sun or stars.

The heroes of baronial times
 Were armed from hair to heel,
 With iron pots upon their heads
 And pantaloons of steel.
 The hustler hero of to-day
 Is armorless and weak,
 But for the vigor of his tongue
 And blusshless breadth of cheek.

He meets all men with fearless mein,
 Nor knows to pause or swerve,
 With Lilliputian bashfulness
 And Broddignagian nerve.
 No dim abstractions vex his soul,
 His creed and happiness
 Is just to make a sale and catch
 The two o'clock express.

—Sam Walker Foss in the Yankee Blade.

CULTIVATE A MEMORY FOR NAMES

"As good a piece of advice as I could give a young man starting business," said an old and successful merchant, "would be to get his customers' names right. Of course, everybody means to do this, but I don't think everybody attaches to it its full importance. The fact is that almost every man is proud of his name, whatever it may be, and he dislikes to see it misspelled or incorrectly written. There are plenty of names which sound alike, but which vary in the spelling, perhaps by only a single letter; and, too, in taking a man's name it is not so difficult as one might imagine to make a mistake in the initials, for there are letters which sound very much alike. When you get a new customer get his name right to start with. No man likes to receive a package or a bill or a communication of any sort with his name misspelled however modest and good natured he may be, he is pretty sure to be annoyed by it."—Sun.

Fruits of the Season.

NOW IN STORE.

Grenoble, Marbot and French Walnuts,	California Evaporated Apricots,
Sicily Filberts,	Good Average Sultanas,
Tarragona Almonds,	Choice Sultanas,
Cases Vostizza Currants,	Loose Muscatels,
Half Cases Vostizza Currants,	Imperial Cabinets,
Cases Patras Currants,	Connoisseur Clusters,
Hallewee Dates,	Ex. Dessert Clusters,
Eleme and Natural Figs,	Royal Buckingham Clusters,
Fancy Seven Crown Figs,	Arguimbans Off-Stalk and Four Crown Layer Valencias,

quality very fine.

H. P. Eckardt & Co.

Wholesale Grocers,

TORONTO.

**FOR
COOKING
PURPOSES.**



STERILIZED.

It makes the most delicious.

**Puddings,
Custards,
Ice Cream.**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

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

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

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

MONTREAL, CANADA.

Now in stock and ready to quote :

2000 boxes Sultana Raisins.
200 barrels FINE PROVINCIAL Currants.
200 half barrels FINE PROVINCIAL Currants.
New Nuts of all kinds
Fine Off Stalk Valencia Raisins, different brands.
A few boxes NEW MALAGA Fruit left.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

Bensdorp's Cocoa

1-4, 1-2 and 1 lb.

No first-class Grocer can afford to be without it

Send for quotations.

Caverhill, Rose, Hughes & Co.,

Wholesale Grocers, MONTREAL, P. Q.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.



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

H. Corrin, fish and fruit dealer, has returned to Spadina Avenue.

Turner & Co., wholesale grocers, Hamilton, sent a box of tobacco to the local firemen.

H. Travers, fruit dealer, has moved from Queen St. west in this city to Spadina Avenue.

Arthur P. Tippet, of A. P. Tippet & Co., St. Johns, N. B., and Toronto, Ont., left for England on the 28th.

Among the recent arrivals is noted Mr. J. B. McLean, of the CANADIAN GROCER.—N. Y. Commercial Bulletin.

The commercial travellers of the North-West gave a most successful ball in the Manitoba hotel Winnipeg, on the 29th ult.

Simon Leiser has purchased the general store at the Union mines B. C., from the Messrs. Dunsmuir and will conduct it in future.

The little son of Frank Williams (of D. Williams & Son, Colborne St., Toronto), died last week from the effects of the kick of a horse.

The Executive committee of Toronto Retail Grocers' Association has changed the date of the association's annual at home, which will be held on January 18.

The Public School Board of Toronto has accepted the offer of A. P. Tippet & Co., to supply to the schools cases of specimens and charts illustrating the growth and manufacture of cocoa.

The telephone and trolley wires came into contact at Yonge and Gerrard streets, Toronto. As a result an instrument at James Langskill's, grocer, 60 Gerrard street east was burned out.

Geo. C. Loyd, who for several years has represented the firm of S. S. Young & Co., wholesale grocers, Trenton, Ont., was married last week to Miss Jennie Gibson, a popular young lady of Belleville.

The general store stock in the estate of James Malcolm, Whitevale, Ont., amounting to \$2,082 32 was sold on the 29th ult., by Suckling & Co. of this city at 71c. in the dollar to Thomas Beare, general merchant, Whitevale.

R. M. Corrie, secretary of the Retail Grocers' Association of this city, manages to snatch a moment now and then from his

manifold business cares for the cultivation of the Muse. Contributions of his appear from time to time in various papers, the last one being in the Royal Templar.

There were 2,900,000,000 cigarettes of domestic make consumed in the U. S. during the year ending June 30. About 98 per cent. were of the brands controlled by the American Tobacco Company.

On Saturday evening of last week the factory and bonded warehouse of J. C. Harris, cigar manufacturer, St. Catharines, was broken into and about 800 cigars stolen from the warehouse. The entrance was effected through the front door, a window in it being smashed first.

A syndicate has been formed by the merchants in the vicinity of the St. Lawrence market, Toronto, with the object of purchasing the existing rights of the present lessee of the market. If there are no legal difficulties, it is proposed after the purchase to charge no market fees.

James Fernie, of Liverpool, England, had an interview with Mr. Johnson, Dominion statistician, last week. Mr. Fernie is engaged in the dead meat business and is anxious to open up an agency in Liverpool for the sale of Canadian beef to be carried over in refrigerator chambers on the ocean steamers.

The Christmas number of the CANADIAN GROCER is one of the most handsome holiday numbers that has come to our desk this season. A handsome cover, colored inks and beautiful engravings are combined with such a lot of interesting reading matter that it must find a welcome everywhere.—Pennsylvania Grocer.

The people of the Maritime provinces will save one million during the past year owing to the exceptional cheapness of flour and oatmeal, as compared with a year ago. Flour is now forty cents a barrel cheaper there than it has been at any time within the past forty years, and a dollar cheaper than in 1891.

W. H. Seyler, of Eby, Blain & Co., well known to our readers by his bright contributions to THE GROCER, has been laid up since Christmas with quinsy. He was at his post as usual on Tuesday, but he soon found that his return to duty was premature, and had to go home again. We hope he will soon be as well as ever.

D. Ritchie, who was for some time a resident of Brantford, having the position of book-keeper at the starch works, in which concern he had an interest, died in Scotland recently. Deceased visited there in the hope that the trip would benefit his health, but the seeds of consumption had fastened on him, and he passed away as stated.

The steamer Coquitlam recently discharged a quantity of northern salmon at Tacoma. It is to be frozen by the Crescent Creamery Company and shipped to St. Petersburg. It will go east over the Northern Pacific Rail-

way, and at Philadelphia will make as direct connection as possible for the Baltic. This is probably the first shipment of the kind ever made, and the success or failure of it will be awaited with interest.

The last of this season's British Columbia salmon fleet has now been despatched, being rather later than last season. It is expected that the first vessel will arrive at just about when the old stocks have all been disposed of, and thus there will be a good demand for the new salmon. Latest reports from England state that the market there is strong and the outlook for next season is favorable.

The employes in George E. Tuckett & Sons' tobacco factory, Hamilton, received the Christmas boxes on Friday which it is the custom of their employers annually to distribute. Each piece hand received a turkey, the time hands were given an extra week's wages, and the stemmers were each presented with 50 cents. The presents were distributed by George T. Tuckett amid loud cheering, and the company separated loud in praise of the generosity and thoughtfulness of the firm.

Mr. Leslie McMann, one of Thorold's popular grocers, has purchased the Munro store on Front street, and will shortly remove his large stock of groceries, crockery, etc., as well as his pork-packing department, to the same. Mr. McMann's host of friends in that town hope he will be as successful in his new store as in the old one, where a few years ago he started in a small way, but by honest and fair dealing, coupled with integrity, push and energy, he has built up a most extensive grocery business in Thorold.

Shippers of hay to England from Kingston, Ont., have at last heard of the result of the venture. The accounts of the sales do not show satisfactory returns for the shippers, but they look well for the commission merchants. Mr. Mooers, grain forwarder, said that England would never be a suitable market for Canadian products. It was too far away, and business men were too wily. All they cared for was the making of their commission of five per cent. Since Mr.

Bottles! Bottles!

Ale, Wine, and Spirit
Bottles.

FOR SALE BY

BLAIKLOCK BROS.,

17 Common St.,
Montreal.

J. F. EBY.

HUGH BLAIN.



Put up in ½ lb. and 1 lb. packages, and 5 lb. Tins.

EBY, BLAIN & Co.,

Wholesale Grocers, TORONTO, ONT.

Mooers has been in business he has formed the opinion that Canada and the United States are the proper markets for American products.—Kingston Whig.

On Thursday, Orillia, was damaged by a disastrous fire. Several Quebec business men were heavy losers in a fire which visited their city the same day.

An electric wire crossed a telephone wire on Gerrard street in this city on Thursday, and the result is a ruined telephone in a neighboring store.

W. M. Milligan's store, 99 Queen street west, Toronto, was entered the other morning and the cash register broken into. As there was no money in the drawer the thief had his trouble for nothing.

The Rathbun Co., of Deseronto, and the McMullen Bros., of Picton, formerly owners of the Central Ontario railroad, are mooting a scheme to connect Picton and Deseronto by rail. The Bay of Quinte will be bridged at St. John's Island.

David Blackley, Hamilton, is organizing a company to manufacture a barrel-making machine, invented by W. T. Vale, a Toronto man. Staves are fed into the machine, and it shapes them into barrels in as workman-like a style as could be done by an expert cooper, except that the ends and hoops are left to be put on by hand. The capacity of the machine is one barrel a minute. The in-

vention has been patented in 11 countries, and a factory for the manufacture of the machines has been started in Newark, N. J.

A very pleasant affair took place on Thursday evening of last week at W. B. Maclean's residence, 198 Jarvis street, when the employees of Sloan & Crowther presented him with a beautiful onyx clock as a slight token of the high esteem in which he is held by them. W. B. Smith filled the chair very ably, and the presentation was made by Alex. Hill. Speeches, songs and recitations, banjo and harmonica selections were indulged in by the boys, after which a sumptuous repast was provided by the host. Mr. Maclean is about to assume the secretaryship of the Conger Lumber Co.

The British Columbia Gazette contains notice of the incorporation of three new canning companies. The first, the Pacific Coast Packing Co., of New Westminster, has a capital of \$15,000, in shares of \$150, and is represented by George I. Wilson, George Casady and N. H. Bain, the first trustees. The Federation Brand Salmon Canning Co., Walter Morris, S. M. Okell and A. J. McLellan, of Victoria, formed with a capital of \$50,000 in 1,000 shares, to take over the business of "McLennan's Cannery" on the Naas, and deal in fish prepared for market in every known way, the head office being in Victoria. The Steveston Canning Co.—M. Costello, R. A. McMorrin and Edward Hunt

trustees—place their capital at \$50,000 in \$50 shares, and propose to can and deal in salmon and to manufacture fish oils and fish manures.

The Ontario government has appointed a preliminary commission to collect for the consideration of his honor in council and otherwise all such facts obtainable without an oral examination of witnesses, as bear on the several questions which have arisen with respect to direct taxation for municipal and other purposes, and its incidence, and all present and proposed exemptions from taxation, including in regard to all such particulars a comparison of the laws and practice of this province with the laws and practice of Great Britain, the other provinces of the empire, the United States and elsewhere. The commissioners are John R. Cartwright, chairman, Hon. T. W. Anglin and E. Saunders, secretary.

Mr. P. W. King, manager of the Oriental Traders' Co., limited, has returned from a six weeks' business trip, during which he visited Montreal, Toronto, London, Hamilton, Winnipeg, and other leading cities. Mr. King reports business as good in the East, and he succeeded in taking several orders for teas, silks and other Oriental merchandise. Everywhere Mr. King was asked numerous questions about Vancouver, and a great deal of interest is taken in the East in the progress of the Terminal City. As is well known here Mr. King is an ardent Imperial Federationist, and conversed on this subject with several leading business men in the East, and found that Imperial Federation is gaining ground there.—Vancouver News-Advertiser.



Star,
Sterling,
Judge,
St. Lawrence,
"Something
Good,"

Are brands that are
hard to beat.

Do you sell them?

Empire Tobacco Co.,

MONTREAL.

DRY GOODS.

During the past two weeks trade has been slow with the wholesale houses in general. But in spite of this the movement in repeats for woollens and other heavy winter goods has been sufficient to lighten stocks very materially. Heavy mits and gloves, heavy underwear, hosiery, overcoatings of all kinds and heavy suitings and dress goods have all moved out well. The fur dealers during the week ending December 24th did a huge trade, and were lifted out of the slough of despond into which they had gone a short distance. Travellers are again on the road with full lines of spring samples, and soon shipments of these will commence.

Brook's spools have dropped from \$3.20 to \$3.00. This makes this the lowest priced 200 yards, 6 cord spool in the market. This is due to the arrangement in the Central Agency which has been described often in these columns.

Belding, Paul & Co. and The Corticelli Silk Co., have come to an agreement regarding the prices of sewing silk and twists. We understand that there are no material changes in prices, but the old trade discount has been done away with. This change will do away with the old under bidding by means of discounts and make only one price whether goods are bought from the wholesalers or the manufacturers. Belding, Paul & Co. have issued a circular which reads as follows: Owing to the large advance in raw silk, we have reduced discounts to the trade. In consequence of this, we beg to notify you that from this date, you are requested to sell our silk threads, art silks, etc., at list prices, less 5 per cent. cash only. Any house not adhering to this contract will forfeit trade discount.

NOTES.

Gordon, Mackay & Co. are receiving their spring goods. In the staple department they are showing new lines in prints, teazle cloths, flannelettes, shaker flannels, American indigo prints, sateens and plushes. These lines include all the latest varieties and the best qualities from the leading manufacturers domestic and foreign. In the furnishing department they are carrying a long range of men's braces in domestic, American and English manufacture. They claim that they are selling these at prices which enable them to compete successfully with the so-called manufacturers who are drumming up the retail trade. In their dress goods department they are showing a new thing in skirtings. This is a marine shot effect which is of heavy quality and comes in 38-inch widths. It will be very popular on account of the neat effect it makes whenever lifted slightly or moved quickly, and also on account of the rich appearance secured for a very moderate price.

Wyld, Grasett & Darling have had a strong run on their men's winter gloves.

Their experience has been that buyers wait until the last minute to purchase these goods, and the consequence was that some were too late to secure some of their leading lines, as the big demand depleted the stock of the best lines during the latter half of December. Their trade in neckwear during the past three weeks has been of enormous volume, and surpasses anything in the history of the house. The stock is still well-assorted, and more shipments are expected next week.

Jno. Macdonald & Co. have just passed into stock two hundred and fifty bales of carpets, comprising new patterns in tapestries, Brussels and Wiltons. These are extremely nice goods, and considerable care and tact has been exercised to secure goods suitable for the various requirements of the trade. They have also passed into stock three hundred pieces of domestic wool carpets. The patterns are new and designs much superior to the domestic make of former seasons. This shipment comprises a strong selection from all the leading manufacturers, and is sufficiently well assorted to give any dealer a sufficient choice. They have also passed into stock a big range of domestic oilcloths, both floor and table, including the newest designs in each.

W. R. Brock & Co.'s warehouse was closed up on Tuesday on account of the funeral of the wife of one of their travellers. Her death cast a gloom over the holiday spirit of all the employees of the house, as they felt deeply for their fellow employee in his sad bereavement.

John Macdonald & Co. have laid in a large stock of buttons, consisting of pearl-lettas in all sizes and shapes, fancy metals, combinations of metal and ivorines, silk covered buttons, jets, gilts, silvers, and other leading novelties. Their staple lines of pearls are also in complete shape at present. They expect a strong demand for buttons this spring. They will be much used for trimmings. Buckles will also be in good demand, and they are prepared for this with a long range of oxidized gilts, silvers and pearls in new shapes and at moderate prices. The Empire dresses will be ornamented with these buckles. They have a line of black corsets which are in good demand just now. It is called the B. B.

MOST PERFECT MADE.

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

It is the lightest and fluffiest of all powders.

DR. PRICE'S
Cream Baking
Powder.

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

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

**DRESSED
POULTRY**

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

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

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

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

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

NOTICE.

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

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

Besides their regular brands of Ground Coffee, now so favorably known, they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 35c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest quality.

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

LAURENCE GIBB

Provision Merchant,
88 COLBORNE STREET, TORONTO
All kinds of Hog Products handled. Also Butter
Cheese, Poultry, Tallow, Etc.
PATENT EGG CARRIERS SUPPLIED.
Good Prices paid for Good Dairy Butter.

Meglaughlin, Marshall & Co.,
Wholesale Provision Merchants,
3 and 4 Corn Exchange,
**Manchester,
England.**

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

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

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

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

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

J. F. YOUNG & CO., Commission Merchants, will give reliable prices in this space in THE GROCER as they now do in the Daily Globe on Wednesdays, and in the Toronto World on Tuesdays, Thursdays, and Saturdays.

Consignments of produce solicited, which will be handled to best advantage and prompt returns made.

**J. F. YOUNG & CO.,
PRODUCE COMMISSIONS,
74 Front St. E., Toronto.**

PARK, BLACKWELL & CO.
(Limited.)

SUCCESSORS TO
**JAS. PARK & SON,
TORONTO.**

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

**PUT
TEXAS BALSAM
IN STOCK**

The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.50. Express prepaid. Cash with order.
C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.
Sample 25c. postpaid.

**S. K. MOYER,
Commission Merchant**

And dealer in foreign and domestic fruits, fish, poultry, etc.

SPECIALTIES :
Oysters, Oyster Carriers, Smoked, Salt and Fresh Fish. Consignments and Orders solicited.

76 Colborne St.,
Toronto, Ont.



GEORGE McWILLIAM. FRANK EVERIST.
McWILLIAM & EVERIST

Fruit and Commission Merchants
25 and 27 Church street,
TORONTO, ONT.

FIGS, DATES, NUTS,
ALMERIA GRAPES, ETC.,

Florida Oranges are now arriving in car lots, stock fine, also Messina Lemons. Will fill all orders at lowest possible price.

**J. Cleghorn & Son,
94 Yonge St., TORONTO.**

Fancy Florida Oranges--
Car arriving weekly.
Car Messina Lemons--
Just arrived.

We are handling best brands Bulk and Canned Oysters, Haddies--Portland and St. Johns, Fancy Bloaters and all kinds Fresh Fish, New Golden Dates, Figs, Nuts, etc.

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

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

McLAREN'S

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



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



[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below and in our Prices Current necessarily take a wide range.]

TORONTO MARKETS.

TORONTO, Jan. 5, 1893.
GROCERIES.

Trade still moves at a snail's pace. The revival of demand is not looked for until the middle of the month. The only event of any importance to be noticed is an advance in the price of sugar, the refineries having moved up their quotations $\frac{1}{8}$ c. the wholesalers had to follow. The results of stock-taking are still a matter of speculation, the inventories being yet in process. There is no unusual expectation from the returns from stock and books, but the feeling appears to be general that 1892 will show a better net result than 1891 did, though the close work on sugar made an unnecessary discount that will bring the net figures closer to those of the former bad year than there was any need for. The winter's business yet to be done holds out no prospect that it will be above the usual common place movement until preparations begin to be made on spring account. The weather will of course be a factor on one side or other to modify the conditions of trade.

COFFEE.

The play of the market outside does not change the position of affairs materially, any easier feeling being but transient and always followed by firmness. The stocks on spot in this market are light, and are low in the finer grades. The trade at the moment does not, however, call for large supplies, and wholesale buyers are availing themselves of the slack spell to gain time in the placing of their orders for further supplies. The prices remains from 20c. upwards for Rios.

DRIED FRUIT.

Trade in dried fruits, as in all other things, is suspended for the time being. No holder of stock feels any misgiving as to prices, the belief being general that when the dull period is over the supply will be easily absorbed at current prices. The position of the New York market bears out this view. There Valencia raisins continue to be good property and are firmly held at unchanged prices. Here they remain on a basis of $5\frac{1}{2}$ c., but, as before, there is off-stalk fruit offering at $4\frac{3}{4}$ c., but it has little to recommend it to buyers. Layers are quoted from 7c. There is no change in Sultanias, which range from $6\frac{1}{2}$ to $12\frac{1}{2}$ c. Malaga raisins are easy at following prices: London layers \$2.20 to \$2.50, Blackbaskets in boxes \$4, in quarter flats \$1.30, blue baskets in boxes \$4.75, connoisseur clusters in boxes \$4, in quarter flats \$1.25, superior Dehesa layers in boxes \$5, in

quarter flats \$1.75, Royal Buckingham \$6, Imperial cabinets \$2.20 to \$2.75, finest Vega \$7. Prunes are quiet at from $7\frac{1}{2}$ c. Currants show an easier tendency in New York, where coming receipts are expected to further depress prices. Jobbers here continue to sell at from $5\frac{3}{4}$ c. The stock of 10 lb. figs is still low, but prices do not go up, as buying is not an influence at present. Boxes of figs range from $10\frac{1}{4}$ to $16\frac{1}{2}$ c., according to size. Bags are $4\frac{1}{2}$ to $5\frac{1}{2}$ c. Dates are unchanged at $5\frac{1}{2}$ to $5\frac{3}{4}$ c. Prime Grenobles 16 to $16\frac{1}{2}$ c., lower grades of Grenobles 15 to 16c., Marbots $13\frac{1}{2}$ to 14c., Cahors 11 to $12\frac{1}{2}$ c., Tarragona almonds 15 to 16c., Sicily filberts $9\frac{1}{2}$ to 11c. The prices of peels remain at 15 to 16c. for lemon, 10 to 18c. for orange, 28 to 30c. for citron.

SUGAR.

Since the writing of the paragraph on the price of sugar, which appears in our editorial columns, the advance therein anticipated has at least partially come to pass, for the refiners have moved up their prices $\frac{1}{8}$ c. on both granulated and yellow. The wholesalers of course had to respond, and their prices are now $\frac{1}{8}$ c. higher than they were last week. The quotations now made by jobbers are $3\frac{3}{4}$ c. upwards on yellow and $4\frac{3}{4}$ c. on granulated. The expectation of a stiffer price made wholesalers anxious to do buying on future account in advance of the rise, but this business the refiners would not accept at current prices. As the present price is firm there is reason to believe that values will be higher still. Retailers, except in a few instances have not shown themselves eager to forestall any further increase in the price. It is probable, however, that more interest will be shown by buyers, now that one fraction of the advance has been put on.

Willert & Gray's New York Statistical says: The week—Raws and refined unchanged. Total stock in all the principal countries, at latest uneven dates, is 731,726 tons, against 659,003 tons at the same dates last year. Havana and Matanzas stock, none, against 23,000 tons last year.

Raws—The closing week of the year is quiet and steady. Business was fixed at the outports at full quotations, and New York, after a little hesitation, bought on the same basis. The purchases of beet sugars and Javas recently made to a large extent in Europe, possibly 50,000 tons, show a disposition to take supplies from Europe earlier in 1893 than in 1883, rather than to depend entirely on Cuba and other cane countries. The latest information by cable from Cuba repeats the estimates of 10 per cent, smaller crop than last year, but there is a disposition to wait before accepting such, in view of the fact that the early estimates last year were over 100,000 tons less than the final out-turn.

Refined.—A steady hand-to-mouth trade marks the closing week of the year. There is nothing in the present outlook of the raw market to anticipate any immediate change in refined.

SYRUPS AND MOLLASSES.

The syrup trade is of small dimensions. The advance in sugar has made the price appreciably firmer, and as the refineries are finding sale for all they turn out, the position of the market is not so much in favor of buyers as it was. The lowest price is $2\frac{1}{8}$ c.

Molasses is at the moment neglected by buyers, but movement is expected to be comparatively brisk when general trade gets fairly started again. Some New Orleans stock has been brought in recently. The range for N. O. molasses is 26 to 52c. West India molasses is quoted at 32c. up.

TEA.

The position of all stocks of tea confirms the views all along entertained that prices will be under the influence of the seller more than of the buyer when trade gets going. Within the next two weeks it is expected that a good deal of tea will be sold. Good low grades and mediums will then be at a premium, and but a limited quantity, especially of Japans, can be forthcoming at any price. Congous are likewise firm and scarce in the saleable descriptions. In Indian and Ceylon teas there is no change since the advance noted some time ago.

MARKET NOTES.

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

Sloan & Crowther have received a shipment of very choice New Orleans molasses.

In reference to Lucas, Steele & Bristol's January prices for teas they will gladly furnish samples and figures on application.

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

The E. S. Burnham Company, New York city, manufacture some very fine grocers' specialties, the sale on which is increasing very rapidly in Canada. Clam Bouillon is one of them.

The O & W. Thum Co., Grand Rapids, Mich., are getting out a new holder for their Tanglefoot Sticky Fly Paper which will be an artistic thing in the way of engraving and printing, and an ornament when in use. The folding arrangement has been simplified and will be easily understood and readily set up by anybody. These changes will make this really useful article still more popular.

Advices from Florida report that the crop this season will probably foot up to about 3-200,000 boxes of oranges, over 1,200,000 boxes of which have already been shipped. A prominent New York receiver who has been in Florida for some time writes that Boston, Philadelphia and Western markets are well represented, but there is an absence of New

(Continued on page 20.)

CANNED GOODS.

TORONTO.

It is difficult to find anything to say about the canned goods trade, which retains without modification all the features that have distinguished it since the pack was completed. Vegetables are still selling only in a hand-to-mouth way, and at 80c. to \$1, the finer brands being mainly in request. Fruits, which had a fairly good spell before the holidays have not been selling since. Salmon is still dull. The position of the salmon market continues to be essentially strong, but current trade locally is dull. The jobbers appear to be sincere in their efforts to obtain better prices than they got last year, as there is no report of any business below \$1.45.

HENDERSON & LIDDELL,

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,
Rice and Canned Goods

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

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



The Standard
of Excellence!

Always Reliable.

Never Vary.

If your wholesale grocer does not keep "Kent" Bottled Pickles, write direct to

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

Bay of Quinte
Canning Factories.

PICTON and DEMORESTVILLE.

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

FINNAN-HADDIES

Direct from Packers.

BEFORE PLACING YOUR ORDERS GET QUOTATIONS FROM

L. H. DOBBIN, - MONTREAL.

It always pays to
BUY THE BEST

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

Lakeport Preserving Co.,
Lakeport, Ont.

Factories at Lakeport and Trenton.

"Nothing succeeds like success."



The sale of our
**BEAVER BRAND
PICKLES**

INCREASED

79 PER CENT.
DURING THE LAST YEAR.

Wishing all our Friends a
Happy and Prosperous New Year.

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

MAPLE PRODUCTS.

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

Address

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

Boy
Brand
Corn

DAILEY'S

Boy
Brand
Tomatoes



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



BUYERS!

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to sell them. Our sales for 1892 have doubled 1891.

You may double yours by securing now, while the price is right and stock fresh and complete, a full assortment of our leading lines.

All of which is guaranteed strictly A1.

Delhi Fruit and Vegetable Canning Co.,

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

MARKETS.—Continued

York drummers. The future market seems very uncertain. There is a large quantity of fruit still in Florida, and advices from most points report that both growers and speculators have ceased shipping for the present and show a disposition to hold back their fruit for the February market. It is hoped that the market will not be overstocked then.

—N. Y. Commercial Bulletin.

Professor James F. Babcock, the well-known chemical expert, for many years State Assayer for Massachusetts, recently purchased in open market a sample of Walter Baker & Co.'s Breakfast Cocoa, and after making a careful analysis, filed a certificate in which he says: "I find that Walter Baker & Co.'s Breakfast Cocoa is absolutely pure. It contains no trace of any substance foreign to the pure roasted cocoa-bean. The color is that of pure cocoa; the flavor is natural, and not artificial; and the product is in every particular such as must have been produced from the pure-cocoa bean without the addition of any chemical, alkali, acid or artificial flavoring substance, which are to be detected in cocoas prepared by the so-called "Dutch Process."

PETROLEUM.

Canadian refined is unchanged at 14 to 14½c., and all other prices remain at quotations in Prices Current.

The Petrolia Advertiser reports: Petrolia cruae \$1.18 per barrel; Oil Springs crude \$1.19 per barrel. The past week having been devoted to the joys and pleasures extended to us by old Father Xmas, matters of business pertaining to oil have been given a rest. The price of crude is nominally \$1.18, but there has been hardly any business doing and it is not much likely there will be until the commencement of the New Year, 1893.

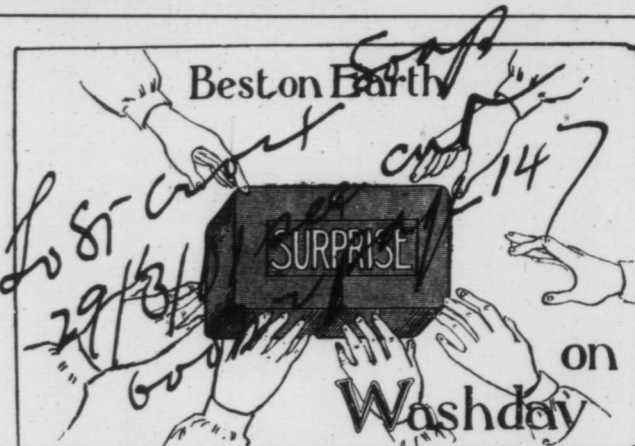
BUTTER AND CHEESE.

Large rolls are in liberal supply and selling at 16 to 17c. Grades below the best are taken at 13 to 14c. Good dairy tub is still a scarce article and easily brings 18 to 19c., if it is really first-class. A cent more is possible. Bakers are paying good prices as well for grades suitable to their purposes, 14 to 15c. being the quotation current for such tub butter as is in request on baking account. The butter market continues to favor sellers, and could make room for a good supply of tubs without any effect upon the price.

Cheese is firm at 11 to 11½c. for fall stock.

COUNTRY PRODUCE.

BEANS—Are selling out of store at \$1.30 to \$1.40, according as they are not or are hand picked.



We sell it! So do all the best Wholesale Grocers in Canada.

The St. Croix Soap Mf'g Co.,

St. Stephen, N.B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

DRIED APPLES—The price is steady at 4¼c at which the outward movement has been large lately.

EVAPORATED APPLES—Are quiet at from 6¼ to 7c.

EGGS—The price is now firm at 20 to 22c. for fresh eggs, while cold storage sell at 18 to 19c., and limed at 14½ to 15c.

HONEY—Trade is dull at 7 to 10c. for extracted and 13 to 16c. for sections.

HOPS—There is little trade, with the prices ranging from 17 to 19c.

ONIONS—Are dull at \$2.50 per barrel. Cold weather affects delivery and makes the price firm.

POTATOES—The market is in a healthy state. Cold weather has reduced the offerings. Cars go at 70 to 75c. on spot. The price out of store is 8c.

DRESSED POULTRY—Turkeys are 10 to 10½c. per lb., geese 6½ to 7c., ducks are 60 to 80c. a pair, chickens 35 to 50c.

HOGS AND PROVISIONS.

Hogs are still high and hard to get. Packers have not pursued the stand-off policy to any extent, as it is noticeable that all stock offering is accepted. Select weights are \$7.65 on spot, but sales have been made for delivery next week at \$7.70. Long clear has made another big advance. Lard also is higher.

BACON—Long clear 9½ to 10c. Smoked backs are 12c., bellies 13c. to 13½c., rolls 10c.

HAMS—Are 12 to 12½c.

LARD—Pure Canadian is 11¼c. in tubs, and 11½c. in pails and 10½ to 11c. in tierces. Compound is 9c.

BARREL PORK—U.S. heavy mess is \$17.50. to \$18. Canadian short cut is \$18.50 to \$19.

DRESSED MEATS—Beef fores are 5 to 6c. hindquarters 7 to 8½c., veal 6½ to 8c., mutton 6½ to 7c., lamb 7c. to 8½c.

GREEN FRUIT.

The fruit trade is quiet. The demand was pretty well exhausted before the close of the year, and cold weather prevents free shipping. Jamaica oranges are \$4.50 to \$5. Jamaicas are \$5 to \$5.50 in barrels and \$3 to \$3.50 in boxes. Florida oranges are \$3.25 to \$3.50. Fancy Floridas—Mandarines and Tangerines—are quoted at from \$3.50 to \$4. Lemons are \$3.25 to \$4.50. Bananas are \$1.75 to \$2. Pineapples are 20 to 30c. Malaga grapes are \$7 to \$8. Fancy cranberries are \$9 per barrel. North Shore stock is offered in baskets at 75 to 90c. Apples are plentiful at \$1.50 to \$2.50 per barrel.

FISH AND OYSTERS.

The sales of fish are still light, under a quiet demand. Stocks are likely to be none too full for Lent, as there is a limited stock in the frozen state. Manitoba white fish is 7½c., other whitefish is 7c., and salmon trout is the same price. Lake herring are \$2 to \$2.50 per hundred. Sea herring is 5c. Steak cod is 6½ to 7c. Market cod is 4½c. Codfish, skinned and boned, sells at 6½c., and is in fair request. Labrador herring is \$6, shore herring \$5 to \$5.50, and Digby 11 to 12½c. per lb., boneless fish is 4c., boneless cod is 7 to 8c. Oysters are \$1.25.

TORONTO, Dec. 30, '92.

WE—PAYING—ARE

4 ³/₄ C. F. O. B.

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

WE BUYING ARE
NEW

- DRIED APPLES -

ADDRESS

STANWAY & BAYLEY,

42 FRONT ST., EAST, TORONTO.

--TERMS--

PRICE—Good for one week from date, for not exceeding 10 Barrels from any one shipper. Larger lots subject to confirmation before shipment. All others can be made without advice, but subject terms stated.

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

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

ORANGES

Florida, Jamaica, Valencia, Mandarines, Tangerines.

LEMONS. NUTS. PRUNES.
COCOANUTS. FIGS. DATES
CRANBERRIES. BANANAS.

CLEMES BROS.

Phone 1766. TORONTO, ONT.



DANIEL G. TRENCH & Co.,
CHICAGO, ILL.

CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.

CANNING MACHINERY OF ALL KINDS.



THEY ARE RIGHT.

We have packed all kinds of Vegetables, Fruits, etc. and our **CANNED GOODS** are in the hands of the wholesalers.

Our Factory New Throughout.

The Strathroy Canning and Preserving Co., Ltd.,
STRATHROY, - ONT.

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

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

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.

GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of Wholesale Grocers in the Dominion.

SWEET CIDER

Clarified and Filtered Sweet Cider, 15 cts. per gallon, any size Packages from 5 gallons to 40 gallons, and Packages returnable at same price as charged.

Pure Cider Vinegar, - - 18c. per gallon.
Pure Fruit Jellies in 28 pound pails, - 6c. per pound.
Pure Fruit Jams in 28 pound pails, - - 8c. per pound.

No Charge for Pails.

Cider is warranted to keep sweet and nice until next May. Send in your orders at once.

ERIE PRESERVING CO.,
ST CATHARINES, ONT.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed, An excellent food for Infants. We make only the one quality—**THE BEST.** Buy only the **JERSEY BRAND** for all purposes. Sold by Grocers, Outfitters and others.

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

W. A. Carson. R. B. Morden. J. Anning.

BELLEVILLE CANNING CO.

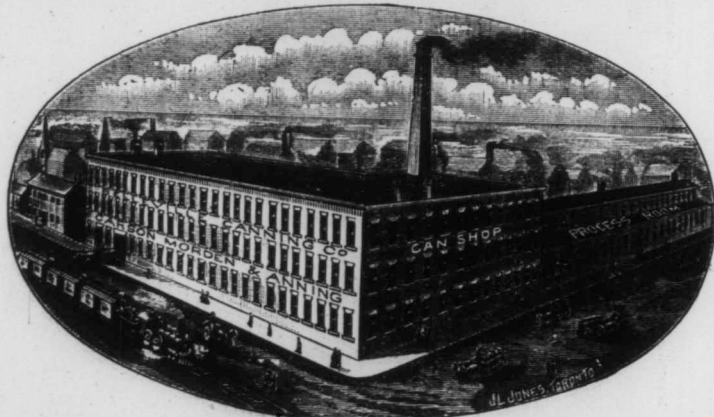
—PACKERS OF THE—

"Queen Brand"
Fruits and Vegetables.

All our goods are packed with the greatest care and cleanliness, and as we are on the market to stay we will only put out

FIRST-CLASS GOODS.

We respectfully ask the trade to recommend this brand to their customers:



B.,
tubs,
pieces.
\$17.-
\$18.50
to 6c.
, mut-

ad was
of the
ipping.
cas are
boxes.
Fancy
es—are
e \$3.25
Pine-
es are
er bar-
baskets
t \$1.50

nder a
be none
stock in
fish is
on trout
e \$2 to
Steak
Cod-
c., and
g is \$6,
y 11 to
oneless

ask from
10 Bar-
er. Lar-
rmination
hers can
rice, but
pay-or-
ys after
sound,

MONTREAL MARKETS.

MONTREAL, Jan. 5, 1893.

[As there is often inequality in the prices of the various sellers on this market, owing to differences in buying conditions and other circumstances, and as prices are modified by both quantity and quality, the quotations given below, and in our Prices Current, necessarily take a wide range.]

GROCERIES.

Between the two holidays no one expected any large volume of business, but on the whole the wholesale grocery trade has experienced a fair holiday business at steady prices. Tea has been enquired for and a larger volume of business is reported. Values on dried fruit have been somewhat irregular, in consequence of inferior offerings, but on really good lines a moderate trade was done on a fairly steady basis. Syrups and molasses have moved fairly well with no change to note, and altogether the grocery trade have not much cause for complaint with the business that has been done. It is worthy of remark, also, that a healthy tone pervades in all staple lines, notably in sugar, and refiners will not consider any request for commission at all, claiming that they are perfectly satisfied to wait until business comes to them, as it must do, for they consider that supplies in third hands throughout the country cannot be large. Few people talk about payments, and the presumption is, therefore, that they are satisfactory on the whole.

SUGARS.

It looks as though buyers had concluded that it was not policy to hold off much longer, for there were attempts to negotiate some contracts for large quantities for future delivery at former prices, but the refiners would not consent to binding themselves to anything in the face of the position of the market for raw material. Some granulated was moved at $4\frac{1}{2}$ c. from the refineries and some yellows at $3\frac{3}{8}$ to 4 c. for bright and $3\frac{1}{2}$ to $3\frac{3}{8}$ c. for lower grades, but on Tuesday the price went up $\frac{1}{8}$ c., and granulated is now $4\frac{3}{8}$ c. at the refineries, and yellow quotes firm at $3\frac{3}{8}$ c.

SYRUPS AND MOLASSES.

There has not been much doing in syrups since our last report, but a few lots of choice domestic have been moved at 2 to $2\frac{1}{2}$ c. in the wood. A sale of American stock was also made at 23c.

Molasses is quiet, with no new sales to report. For a round lot of Barbadoes, however, $32\frac{1}{2}$ c. is the first figure obtainable now from any holder.

TEAS.

Buyers appear to recognize that it is hopeless to hold off any longer in tea, and the consequence of this has been sales of some round lots of Japans during the week, some 2000 packages in the aggregate changing hands since our last at a basis ranging from 15 to 19c., and sales of choicer grades have been made all the way from 21 to 30c.

COFFEE.

Coffee has ruled somewhat unsettled in sympathy with the feeling in New York but with light stocks here, prices are nominally the same as they were. We quote nominally Jamaica 18 to $18\frac{1}{2}$ c., Rio 19 to 21c., Maracaibo 18 to 20c., Java 22 to 25c., an Mocha 23 to 25c. for straight lots.

SPICES.

Spices are unchanged, a fair trade being done in pepper at 7 to $7\frac{1}{2}$ c. Cloves rule

steady at $7\frac{1}{2}$ to $8\frac{1}{4}$ c. and nutmegs have changed hands from 50c. to \$1.00 according to quality.

RICE.

The rice market is quiet as usual and prices do not show any change. We quote: Standard, \$3.85 to \$4; Louisiana, \$5.25 to \$5.50; choice Burmah, 4 to $4\frac{1}{2}$ c.; Japans \$4.50 to \$5; Patnas, \$5.25 to \$5.50; Carolina, \$7 to \$8.

NUTS.

The demand on holiday account having been satisfied business in nuts is on the quiet side. Prices are nominally unchanged. Pecans 11 to $12\frac{1}{2}$ c., Terragona almonds $16\frac{1}{2}$ c., Grenoble walnuts $13\frac{1}{2}$ to $14\frac{1}{2}$ c., filberts 10 to $10\frac{1}{2}$ c., Ivica $14\frac{1}{2}$ c., Brazil 15c., marbots $12\frac{1}{2}$ c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

DRIED FRUITS.

The stock of inferior goods offering has led to some low priced sales, $4\frac{1}{4}$ to $4\frac{3}{8}$ c. being mentioned in some lots, but buyers can depend for a certainty that no really good to choice stock can be touched at any such figure. In fact we note sales of straight wholesale lots of prime Valencia offstalk at 5c. and seconds $4\frac{3}{8}$ c. so that it is easy to see no jobber could job out for less than a $\frac{1}{4}$ to $\frac{3}{8}$ c. advance on this basis. Currants are steady for $5\frac{1}{2}$ to $5\frac{3}{4}$ c., as to package in straight lots.

FRUIT.

The movement in green fruit etc. has been beyond the average for the holiday season, but it is quieting down somewhat now. Local quotations are as follows: Valencia oranges, \$4.25 for small boxes and \$5.25 for large; Messina lemons, \$2.25 to \$3; Florida oranges, bright good counts, \$3.25 to \$3.50; bright Florida russets, \$3 to \$3.30; Jamaica oranges, \$3 per box and \$5.25 per brl; Langrenes, \$3.50; grape fruit, \$3.25; cocoanuts, \$4.50; fancy dates, $5\frac{1}{2}$ c; fancy figs, 12c; choice cranberries, \$9.50 to \$10 per brl.

APPLES.

The local market is quiet, but we note sales of car lots at \$2.25 to \$2.50 as to quality. Some holders here have made turnovers in Chicago on lots sent there from the west at \$2.40 to \$2.50, which stands them a loss.

POTATOES.

The potato market has been quiet and steady at 80 to 85c for car lots of choice early rose.

POULTRY.

The demand for poultry was good until the very close of the week, but has been quieter since. We quote turkeys $10\frac{1}{2}$ to $11\frac{1}{2}$ c., geese 6 to $6\frac{1}{2}$ c., ducks 8 to $8\frac{1}{2}$ c., chickens $7\frac{1}{2}$ to 8c.

PROVISIONS.

Provisions continue quiet with only a jobbing movement. We quote as follows: Canadian short cut, per brl. \$19 to \$20; Mess pork, Western, new, per brl \$19 to \$20.00; Hams, city cured, per brl. 11 to $12\frac{1}{2}$ c; Lard, Canadian, in pails 9 to $9\frac{1}{2}$ c; Bacon, per lb., 11 to 12c.; Lard, com, refined, per lb., $8\frac{1}{2}$ to $8\frac{3}{4}$ c.

EGGS.

Eggs rule steady at $14\frac{1}{2}$ to 17c. according to quality.

BUTTER AND CHEESE.

There has been nothing new in butter since our last, but prices are nominally unchanged. We quote: Late made fall creamery, 23 to $23\frac{1}{2}$ c.; earlier makes 22c.; Townships 20 to 21c.; Morrisburg and Brockville 18 to 19c.; Western dairy 17 to 18c.

Cheese is now in few hands and firmly held at 11c.

THE SCARCITY OF HOGS.

Reports from all over the United States indicate an unprecedented dullness in the packing industry. Men have been discharged by the thousand from points hitherto regarded as the great centers of the business. Plants are being operated at, in some cases, less than half their capacity, and all this has been brought about by the scarcity of hogs.

Statistics lately compiled show that the hog receipts for given months in the current winter fall below the corresponding period of last year by over one million hogs, and consequently there is a proportionate falling off in the work done by the packers.

Leading packers acknowledge that there seems but little chance of immediate relief, and that the shortage is becoming every day more apparent.

Many and divers reasons are given for the shortage. Some say heavy rains have been the cause. Others contend that the low prices of product early in the spring made farmers careless, and instead of keeping their hogs, as they usually do, until the holidays, they fattened them on corn early and sent them to the market. With these and many other solutions of the difficulty, however, the fact remains that the scarcity prevails, and prices for products must sooner or later be affected. The home market will probably feel the trouble keenly.—National Provisioner.

HOW TEA IS SORTED.

Tea sorting is one of the common occupations of young girls in tea farming districts of Japan, says an English exchange. They carefully pick out all the seeds, weeds, bits of bark and other rubbish that unavoidably fall into baskets during the picking.

The sorting is done after the tea leaves have been fired—that is, dried by being placed in a tray with a stout paper bottom and shaken over a charcoal fire for a time, and then placed on the top of an oven built for that purpose, when the drying operatives twist the leaves by hand.

The pickers, besides taking out the rubbish, in many cases sort the leaves into different grades, the better qualities being taken out and sold at very remunerative prices. The Japanese teas are divided into eight grades, but unfortunately the best of them are not sent to Great Britain.

After the tea has been dried and is ready for picking, it is carefully sifted, and then packed in lead-lined chests and in caddies. The dust from the sifting is saved, and large quantities of it are sent to America every year. The dust only costs about sixpence a pound wholesale, and by careful admixture with good tea can be made to retail at two and sixpence.

Restore goods to their proper places as soon after using as possible

FLOUR AND FEED.

TORONTO.

The flour market remains dull and unchanged. There is a feeling the present prices are likely to be improved on, as the depression appears to depend on conditions of over supply that are exaggerated. Prices continue as below :

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.60; strong bakers' \$4.25; white wheat patents, \$4.50; straight roller, \$3.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.35 to \$4.45; Manitoba strong bakers' \$3.90 to \$4.10; Ontario patents, \$3.40 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.60 to \$2.70; low grades, per bag, \$1.00 to \$1.50.

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

FEED—Bran is \$11.50 to \$12, shorts \$12.50 to \$13 mixed feed \$22, feeding corn 57 to 58c., oats 29 to 31c.

HAY—Baled timothy is \$9.

STRAW—Is steady at \$5.50 to \$6.

MONTREAL.

There has been no material change in flour during the week, and buyers show the same indifference as ever. As a consequence only a few jobbing sales are made. We quote: Patent, winter \$3.95 to \$4.15; patent, spring \$4.20 to \$4.35; straight rollers \$3.45 to \$3.65; extra \$3.00 to \$3.15; superfine \$2.60 to 2.85; city strong bakers \$4.00 to 4.10; strong bakers \$4.00 to \$4.10; oatmeal \$2.05 to \$2.10 bran \$14; shorts \$15.

Unlike the Dutch Process

No Alkalies

—OR—
Other Chemicals

are used in the preparation of



W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure and soluble.

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

W. BAKER & CO., Dorchester, Mass. U.S.A.
Branch House, 6 Hospital St., Montreal.

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

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

The Western Milling Company
(Limited.)

REGINA, ASSA.

Manufacturers of all kinds of

**High Grade Flours,
Hungarian Patent,
and Strong Bakers.**

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

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

Correspondence Solicited.

**Embro
Oatmeal
Mills**

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

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal,

also Standard and Granulated Oatmeal, CORNMEAL, Dessicated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

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

OATMEAL

**Dominion Mills,
LONDON.**

**Excelsior Mills,
MITCHELL.**

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

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.

WALTER THOMSON, London and Mitchell.

BRANDON ROLLER MILLS.

Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

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

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,

PROPRIETORS.

**N. WENGER & BROS.,
AYTON, ONT.**

-- MILLERS --
(Hungarian Process)

BRANDS:

KLEBER, MAY BLOSSOM.

AGENTS:

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.



EXPORTING COFFEE.

Coffee is not a shrub, as is generally supposed, but a tree, which, if allowed to go untrimmed, would attain twenty feet or more in height, but which is generally kept down to eight or ten feet for convenience in picking. A grove can be started by burying the berries or from slips. The latter are preferable, placed about six feet apart, and those plants which have been taken from the nursery with considerable earth around their roots will bear fruit in two years, though their full yield is not attained under four years. It is calculated that 1,000 thirty trees will yield on a fair average 3,200 pounds of coffee per annum, but in some parts of San Paulo province the yield is as high as 6,500 pounds. There are two and sometimes three harvests to a year, but after fifteen or twenty years the old trees must be cut down to give place to new ones.

When fully ripe the berry is about the size, shape and color of a large cranberry. The tough red skin incloses two grains or seeds. The old way of preparing it for market, still much used in Brazil, was as follows: When the berries have acquired a rich blood red they are picked into bags by the negroes, twenty-three pounds being considered a fair days work for one picker. The bags are then emptied on the terreno or drying place, which is generally a piece of ground beaten smooth or covered with cement. After a few days in the sun the outer skin becomes black hard and shriveled, and then the berries are pounded in huge wooden mortars until the skins are broken without injuring the tough grains.

By sifting, the skins and grains are separated and the latter are again spread out in the sun until the pellicle enveloping each grain is dry as dust. Then they are again subjected to the mortars and the winnowing fan, and are ready for sale or immediate consumption. The improved method now in vogue on the wealthier estates consists in drying the freshly picked grains on wooden trays or pavements, by which they escape the earthy flavor acquired when dried on the bare ground, and the outer and inner envelopes are removed by passing them through two mills.

The main feature of the first mill is a horizontal copper cylinder, whose surface is roughened after the manner of a rasp. It revolves against a board, between which and the teeth space is left for the grains to pass, but not the husks. The grains drop into water and are left to soak twelve hours, in which time the parchment-like film that envelops each seed is softened. They are spread out again on trays in the sun, and when thoroughly dry are passed through the second mill, which resembles those used for grinding plaster, except that the two vertical rolling disks are of wood, six feet in diameter and five inches thick, their light weight abrading the pellicles without injuring the

grains. Then the fanner is brought into requisition and the berries are put in bags for transportation.

The freight on a sack of coffee (138 pounds) is about 1 cent per mile; therefore, coffee coming from the end of the Dom Pedro II railway must pay in the neighborhood of \$4 per sack for transportation to the shipping point—one-third of its value when delivered in Rio. From Rio to New York the freight rarely exceeds 60 cents a sack, and it is often as low as 25 cents. Thus fifty miles of railroad carriage in the country where it grows costs more than 5,200 miles of ocean. Many of the planters still send their coffee to market by mule train, considering that the cheaper way of transportation.

The entrance into Santos of a mule train from the interior is something worth seeing. The train is always preceded by a white horse wearing a string of bells, and the mules obediently follow the leader. Sometimes troops of several hundred arrive in a morning, and again there are weeks when none appear. Every mule brings two bags of coffee on his back. Having made long, slow journeys, often hundreds of miles, the animals are pitiable looking objects when their burdens are removed, for the constant sawing of the loads has not only abraded the skin, but in many instances ground off the flesh to the bone.

The bags are dumped in huge piles in the custom house yards, and around them cargadores immediately collect like swarms of black bees. There is an export duty to pay, and every bag must be pierced and a sample withdrawn in order to determine the quality and the duty thereon. The tariff, based on the market price, is regulated anew every Saturday.

The sampling instrument is a brass tube, shaped exactly like a pen. When the point is pushed into a sack of coffee the berries run down through the tube, and after a handful has been abstracted the instrument is withdrawn and its point turned over like a crotchet hook, thus closing the opening. The operation occupies only a few seconds, and the "samples" taken out amount to many tons in the course of a year. They, together with all samples of exported sugars, are presented to the lepers' hospital.

The gangs of cargadores employed in "toting" the coffee away from the custom house and loading it upon waiting vessels are a feature of Santos. Naked, except from waist to knees, their chocolate colored hides glisten in the sun and their well-cultivated muscles stand out like whipcords. Each gang has its leader, generally the tallest and most powerful negro among them, who carries a rattle, to the music of which his followers keep step in a rapid jog trot, singing a low, monotonous song meanwhile, in words to us unintelligible. Sometimes the rattle gives place to a small flag.—Ex.

THE PATRONIZING MERCHANT.

There is nothing so ridiculous and so easily discernable in a merchant as an air of patronage towards customers. It is a species of vanity which is as ludicrous as it is disagreeable. This weakness is called bump-tiousness, and is repelling to the general run of customers, who are quick to distinguish it from a pleasant presence. A pleasant presence in the store is one of the essentials towards the success of a merchant. This essential of a pleasant presence is made up of simplicity. Just that and nothing else. Simplicity is the most charming of all qualities and is and always has been possessed by the men and women that the world deems great. The simple man is natural and is possessed of a suavity which is real. Assumed suavity is generally made up of bump-tiousness and is as different from the inherent quality as the sweet violet is different from the violet of the millinery counter.

The bump-tious merchant in his vanity reckons himself somewhat of a philanthropist. His behaviour towards his customers is offensive to those amongst them who are of a keen or sensitive nature. In his over-weening vanity he reckons himself the patron and the customer the beneficiary. Every action of his conveys that expression. When he is sympathetic he is condescendingly so; heartiness is luring and often vulgar; his insincerity is apparent, for humanity is a distinctive judge of disposition and character. The patronising merchant is a humbug.—Ex.

A retail grocer in Minneapolis recently said, as reported by the Northwest Trade: "In looking over my book accounts, aggregating something like 2,300, at one time I found it easy to classify them as, one-third good pay; one-third slow pay; and one-third don't pay. Now, the first third of that business has some profit in it; the second third, the slow pay, virtually ate up its own profit; and the last, of course, was a dead loss. Under these circumstances I reached the conclusion that it would be good business to sell only to the first third, those who were good pay and afforded some profit. I would do a small business but a profitable business, and I would count on reducing two-thirds of my expenses."

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

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

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

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

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

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

FAMOUS
"STAR"
Sugar Cured Meats
Mild, Sweet, Delicious Flavor.

All live dealers have them.
Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

ESTABLISHED 1851.
JUST RECEIVED
4,500 Boxes
Valencia Raisins
WRITE FOR OUR PRICES.
N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.

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

WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.
Cherry's DUBLIN Mustard is guaranteed absolutely PURE, and sold cheaper than the compound. Send for Prices.

Raisins
FIGS **DATES**
Currants
NUTS **PEELS**
LARGE ASSORTMENT.

J. W. LANG & CO.,
Wholesale Grocers,
59, 61, 63 FRONT STREET EAST,
TORONTO.

COOKING FIGS.

In Bags about 50 lbs. each.
Fine Quality and Cheap.

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

VALENCIAS

Our shipments now arriving ex S. S. Arden-gorm and Broomhaugh, were purchased at the lowest point.
Layers, very choicest quality.
Best value in market.

WARREN BROS. & BOOMER,
35 and 37 Front St. East,
TORONTO, - ONT.

❖ **ARRIVED** ❖
New Sultanas.
SPECIAL LOT OF BAG FIGS
DATES, PRUNES,
GRENOBLE WALNUTS.

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

NEW
Grenoble, Marbot
—AND—
Bordeaux
Walnuts
NOW IN STOCK.

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

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

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

EDWARD ADAMS
& CO.
Importers of Teas

—AND—
Wholesale Grocers
LONDON, ONT.

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

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

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

LONDON, ONT.

THE SUGAR CURE.

The following, which is translated and abridged from the Deutsche Zucker Industrie, will be good news to the sugar trade, whose staple is so frequently tabooed by medical men. It would seem that we want more, and not less, sugar in this dyspeptic age, and, if our German authority be right, the remedy should be, "Take no more pills, nor any other medicine, except Tate's Cubes." It may be mentioned that grating lump sugar on wounds is an old and well known remedy in some English country places.

Some years ago a pamphlet on sugar as a food and medicine appeared in Jena. As a motto it bore the saying of Claude Bernard, Truly everything may be referred back to sugar. The authoress, who had suffered long from chronic abdominal catarrh (from which she had, amongst other places, in vain sought relief at Karlsbad), was cured by sugar. She then studied this healing property of sugar, and collected in the pamphlet everything she could find in medical literature on the subject, with the following results. The Swiss chamois hunters on their excursions only take bacon and sugar with them to restore their muscular power when exhausted. Dr. Bocker, in 1849, in his account of his numerous medical experiments, said, with regard to the effect of sugar, that he had eaten daily from 200 to 600 grammes (0.40 lb. to 1.25 lb.) of sugar and honey without suffering from indigestion, when taken with other suitable foods. He had a large practice among the poor, among whom chlorosis, scrofula and rickets frequently occur, and he treated all of these maladies with sugar. Setting aside Torn's statement, that the Turks heal wounds by strewing sugar on them, the authoress finds mention in 1666, in an article by Skuletus, of the healing of sores by that process. In the first half of our century sugar was much used medically, for thrush in the mouths of small children, which Hecker removed through gentle rubbing with powdered sugar. It was also used for sores, spots of hard skin, ulcerated discharge from the ears, and, further, as a powder for the larynx. But the results lately obtained by Professor Lucke, at Strasburg, in the treatment of wounds with sugar after severe amputations, are specially notable; they were tations, are specially notable, for of 202 patients treated with sugar only five died. We learn from the authoress that Schurmann administered small pieces of sugar as the best, and, in fact, the only remedy against Asiatic cholera. It is a pity, she adds, that those who tested the vitality of the cholera germs in beer, wine, and other drinks, were not led by this remark to try a solution of sugar in their experiments. A second treatise by the same lady with the motto, "Sugar Heals," was published in 1892 (by Herman Briegen, at Berlin), and called "A New Remedy for Stomach Complaints." Leading physicians have given the writer (in the D. Z. I.) verbal confirmation of

the truth of the authoress' statements, that in the last two years many persons suffering from nervous stomach complaints have obtained happy results from the sugar cure, whilst most have been greatly relieved by it. The authoress adjures the reader, further on, to aid himself by taking sugar as the one cure. Through taking it the patient can alone obtain relief from his sufferings, whether they consist of acidity, pains in the stomach or heartburn; by the use of sugar these conditions and their recurrence can be lastingly prevented. Amongst nervous stomach complaints which can be cured by taking sugar, I place all those sicknesses which doctors do not consider infectious, and also those where no cancer or similar disease is present. In all other cases, for example, in debility leading to enlargement of the stomach, as well as in simple colds, sugar will brilliantly prove its healing power."

Under the heading "How shall the patients eat sugar?" we receive detailed information from the authoress concerning the sugar cure. The patients are advised at first to take not less than 100 and never over 250 grammes of sugar (say 1-4 lb. to 1-2 lb.). Everyone will then be able to test, by himself, whether he has taken the necessary amount of sugar for the regulation of his digestion. The sugar is to be taken in small pieces (cubes or dice), with a little water drunk directly afterwards, or as sugar water (eau sucree). Usually 10 to 15 grammes of sugar are taken after breakfast, but the chief quantity, perhaps 50 to 100 grammes (2 oz. to 4 oz.), must be taken after the main meal of the day. The patient must always have sugar at hand, so that, in the case of any discomfort, acidity, oppression, or pains, he can take at any moment one or more pieces, according to his experience. Sugar water (eau sucree) has also frequently proved itself beneficial as a table drink, so that former recurring discomforts cease completely, or are considerably relieved. The authoress refers to the celebrated Hafeland, who writes:

"After too heavy a meal I have very often removed all indisposition by two loths (about 40 grammes) of sugar dissolved in water. If one feels unwell towards evening, one should take 50 to 100 grammes of sugar in hot water, or, if inclined to nausea, in cold water. The favorable effects of the sugar do not show themselves for a few weeks, and, in very severe cases, for a few months. Appetite, sleep, and appearance improve, and an increase of weight follows, which latter, however, can be controlled. He who has once accustomed himself to the use of sugar never likes entirely to give it up." The authoress has taken 100 grammes of sugar daily for the last 10 years; and has increased in weight by one third, while before the cure she was emaciated. According to her, the widespread opinion that sugar spoils the teeth is erroneous. Eating delicacies hard to digest, such as confectionery, is what causes decay. On the contrary, it is said of a learned man, Mallory, that he ate great quantities of sugar, and had magnificent teeth till he was very old. Another learned man, Professor Aston, of Edinburgh, is of the opinion that he owes his remarkably fine teeth to sugar eating. Both of the authoress' pamphlets tend to show that sugar is to be considered as a nourishing food, and not as a delicacy. Comparing the consumption of sugar per head in England, where it is far heavier than in Germany, she adds that the strength and endurance of the English race is owing to their diet, and, in this direction, to the use of sugar. The opinion of the author-

ess is comprised in the axiom, "To eat more sugar is good for all; to eat much sugar is good for invalids."—Produce Markets' Review.

SARDINES.

But a portion of the little fish that are sold as sardines are entitled to the name. Sprats, herrings and pilchards, all inferior in delicacy to the true sardine, are imposed upon the consumer under false colors. They are excellent and valuable articles of food, but they are not sardines. The excellence of so-called sardines depends first, upon the genuineness of the fish itself; and next, upon the quality of oil in which it is preserved. Pure olive oil is an essential; with any other the delicate flavor of the fish is destroyed. Adulterated and inferior oil is used to a great extent in the preservation of sardines, and a rank and coarse flavor results. The consumer should always select brands whose reputation is a guarantee of quality.

Sardines are abundant in the Mediterranean and the Bay of Biscay, and are also found in the Atlantic ocean, although not as far north as England.

Sardines are exported to the most distant parts of the world, cured in oil, in tin boxes. To cure them, they are first carefully washed, then sprinkled in fine salt, and after a few hours, the head, gills, etc., are removed; they are then washed again, and spread out on willow branches or wire work, exposed to the sun and wind if the weather is dry, but in damp and rainy weather to a current of air under cover. They are next put into boiling oil in which they remain for a short time, and when they are taken out the oil is drained away from them as much as possible, and they are put into the familiar tin boxes. The boxes being filled with sardines, oil is poured in, the lid soldered on, and they are placed for a short time in boiling water or exposed to hot steam. The boxes that have leaked or burst in boiling are rejected and those that remain sound are ready for the market. In the south of France sardines are sometimes cured in red wine, and those so cured are Sardines Anchoises, or anchovied sardines.

There seems to be no good reason why the sprat of the British coast should not be cured in oil like that of the west coast of France, and so prove a new source of wealth, besides probably being brought at a lower price to market, to the advantage of those for whom sardines are at present too expensive. Several species of small Clupeidae, which resemble the sardine, are found in different parts of the world, and are used the same as sardines of the Mediterranean. One species frequents the south and east coast of Ceylon in such vast shoals that 400,000 have been taken at a single haul of the net in a little bay, and when the shoal approached the shore the broken water became as smooth as if a sheet of ice had been floating below the surface.—Ex.

A customer secured is a promise of greater salary in time.

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



SPECIAL BLEND

PACKED BY
THE KURMA TEA ESTATE,
SYLHET, INDIA.

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

DAVIDSON & HAY,

Sole Agents for Canada,

36 YONGE ST.

TORONTO.



WE ORIGINATED THE PROCESS

Whereby all the nutriment and relishing properties of milk are extracted, canned and sterilized to keep perfectly in all climates. Sold by all wholesale grocers under our

Highland Brand Evaporated Cream

Pleases all who appreciate a perfect quality of pure (unsweetened) milk or cream. Surpasses cream for coffee, and thoroughly takes the place of unprepared milk or cream for all purposes. Prepared by

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

WRIGHT & COPP, Ontario Agents.
Toronto

L. H. DOBBIN, Montreal,
Quebec Agent.

EPPS'S COCOA

1/2 lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, Montreal

MUNN'S
Famous
Boneless Codfish

NEW and GENUINE.
NOW ARRIVING.

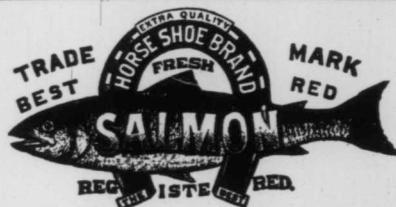
Packed in assorted Boxes, 5-lbs., 10-lbs.,
20-lbs., and 40-lbs., containing 1 and 2 lb.
Bricks, also

MUNN'S
Skinless Codfish

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

Orders can be filled at short notice after this.

Stewart, Munn & Co.,
MONTREAL.



N. B.—The old STANDARD BRAND of
HORSESHOE CANNED SALMON still
takes the lead, and affords the greatest satisfac-
tion to both dealer and consumer, and for
uniform excellence in quality and weight
has no equal.

EVERY CAN WARRANTED.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario

" W. S. Goodhugh & Co., Montreal.

" Teas & Perse, Winnipeg.

"CREDIT" AGAIN.

In a recent issue we made some remarks upon Cash v. Credit which, from the extensive way in which they were copied, must have struck the nail very fairly on the head. In this editorial we purpose to indicate in a general manner the method of judging safe credits.

In the first place the credit of accommodation paper should never be given. It is not strictly honest, and it is also a piece of unwisdom. Accommodation paper is the raft by which a merchant descends the sinking wreck of his business. It enables two men of little credit to finesse so as to obtain large credit, and when the denouement comes, the man who is most innocent is the man who has to pay up, for the astuter scamp, who has "been there before," takes care to fail first, or otherwise get out of paying the note. The sign of accommodation paper is hard to decipher, but when one man gives a note to another in a totally different line of business one may generally consider it to be accommodation paper. The small storekeeper is not always the offender. At times of stress the wholesaler has been known to borrow the notes of or draw drafts upon his customer in excess of the latter's liability to him—accommodation which the customer cannot readily refuse to grant one who trusts him.

In Great Britain the use of accommodation paper is contrary to law. In Canada it is not so, and, as the sudden stoppage of the custom might temporarily injure commerce more than the change would benefit it, we cannot urge the intervention of the state until the evil reaches greater proportions. But a step in the right direction might be taken by those who have the control of credit which might so reduce the prevalence of the practice as to make it an easy thing subsequently to abolish it entirely.

It is dangerous to make sales upon credit to distant customers, of whose actual standing and movements it is difficult to keep track. Cash transactions are far the best in this case, and were they always insisted upon we would hear less of preferred creditors in the maritime provinces, heavy law costs, and other fruitless expenses. Every merchant knows how difficult it is for him to recover from an insolvent or feeble firm in his own town, and many have learned by bitter experience how much more improbable his returns are when the debt-or lives elsewhere.

We would also call attention to certain necessary precautions in dealing even with local houses. Our remarks, while applying particularly to banking and wholesale dealers, are applicable also to retail transactions. It is risky to trust a poor dealer simply because his endorser is reputed good. He has been known to pull his backer down with him, while if the backer endorses his notes what other notes may he not be on as well? Double name paper does not mean a man and a dummy. Of course, in ordinary business transactions, the buyer may be good and the seller poor, and the note be yet all that can be desired. Discretion more than set rules must be relied upon in such cases. A good banker or clever business man can tell a shallow business as a sailor distinguishes shallow water by certain indefinite surface indications.

In making advances or sales, or in discounting paper, there are two rules to be observed that are not sufficiently followed at present. The first is to demand a statement from the debtor or customer at regular intervals and to keep

track of the amount of his stock, which should bear a very large proportion to his debit balance with the trusting firm, or, in the case of a bank of which he is a customer, be considerable in excess of his discounts current. The second rule is that the firm desiring credit be kept insured against fire. In these days it is an indication of lack of sense, or of poor business ability, or at least of close sailing to the wind, for any firm to remain uninsured. If there are not sufficient profits in the business to allow the annual premiums to be laid by, the firm can scarcely be considered sound enough to be trusted, while a man who declines to protect himself against fire loss can hardly be expected to give much thought as to the protection of his creditors.

Retail dealers cannot, of course, insist upon these points, but they can pretty accurately judge the soundness of their customer by finding out his tangible assets and whether they are safeguarded by insurance.—Canadian Trade Review.

AN ORANGE.

An orange. A bright, yellow skinned Palermo. That is all. Yet, that small, golden-hued fruit has all the power of a necromancer of the "middle ages." It can, and does call up before my mind with vividness, and distinctness pictures of a crowded auction room, of a busy pier, of a stormy ocean, and of a rippling sunlit sea, reflecting in its own blue depths the deeper blue of the unclouded sky above it. It brings before me a vision of a sleepy Italian village, resting peacefully at the foot of a slumbering volcano. It tells me of a land of passionate loves and passionate hatreds, of noble deeds and dark mines. By virtue of its power my spirit gazes again upon the country of the hot blooded generous Sicilian. Again I feel the hearty clasp of his hand or meet his dark

frown of hate. For I have lived among these fierce impetuous sons of the Southern land, and have learned to appreciate the love that never falters, the friendship that never wants and the hatred that never sleeps. I have drawn in, with the heated atmosphere of their beloved island some of the fire that tingles through all their veins. I have laughed with them, and have danced with them, have fought with their men and have made love to their women, have known joy and sorrow among them. And my orange brings it all back to me. I hear once more the love song of the dark eyed, tawny skinned peasant girl, once more I stand upon the quay at Palermo, and watch the natives loading the fruit steamers, once more I float upon the blue waters of the Mediterranean.—The Fruit Trade Journal.

Thursday, of last week, a deputation of the dry goods section of the Montreal Board of Trade, consisting of Mr. R. L. Gault, president, and Messrs. James Slessor and P. P. Martin, waited upon Mr. John Burton, general freight agent of the Grand Trunk railway, and Mr. George Olds, general traffic manager of the C.P.R., in reference to cartage questions. Owing to the recent separation of the cartage from the freight in the railway accounts, the dry goods men complain that they are compelled to pay cartage to their warehouses upon goods, bought, freight prepaid, in the west, and they ask the railways to return to the old system under which the cartage and freight were included on the one charge, but the goods delivered free at their own doors. The railway representatives, after giving reasons for the present system, replied that no alteration could be made at present because the tariff sheets and schedules have already been printed.



ON GUARD.

Jones stays at home to watch the meter.



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

DO YOU?

WISH THUS TO BUILD,
an
advertisement
in the
**CONTRACT-
RECORD,**
TORONTO
will bring you
tenders from the
best contractors.

E. LAZENBY & SON

LONDON, ENGLAND.

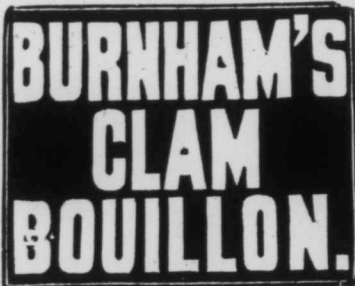
EVERY ARTICLE prepared by us is ENTIRELY UNADULTERATED and our labels are affixed to the CHOICEST DESCRIPTION OF GOODS only.

Our goods can be obtained from leading houses everywhere.

SOLE MANUFACTURERS OF

LAZENBY'S HARVEY SAUCE.

A. P. TIPPET & CO., Agents for Canada: Toronto and St. John.



IT IS A GREAT SUCCESS.

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

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

R. H. HOWARD & CO., Toronto. ROBT. MOORE, Travelling Agent, London, Ont.

BATTY & CO'S PICKLES AND SAUCES



Are the Finest Quality and Guaranteed Pure.

A full line of these celebrated Goods are now kept in stock by

Caverhill, Rose, Hughes & Co.,
Montreal.

Sloan & Crowther,
Toronto.

James Turner & Co.,
Hamilton.



123 and 125 FINSBURY PAVEMENT, LONDON. WRIGHT & COPP, Dominion Agents, TORONTO.

S.A. Van Dam & Co

37 Old Corn Exchange, Manchester,
— and —

23 Mathew Street, Liverpool, England.

Solicit Consignments of

Bacon, Butter, Lard, Eggs, Cheese, and Canned Goods.

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

"REFERENCES"—Bank of British North America, Toronto; and Manchester and Salford Bank, Manchester, Eng.

ong
hern
love
ever
s. I
here
that
ugh-
hem,
nade
and
rings
e love
peas-
ay at
n the
-The

of the
ard of
presi-
l P. P.
n, gen-
ik rail-
traffic
o cart-
separa-
in the
n com-
cartage
bought,
ask the
n under
ncluded
elivered
y repre-
the pre-
n could
ff sheets
nted.

TRADE IN THE MARITIME PROVINCES.

But 200 new vessels, of 30,000 tons, were added to the registry in the Maritime Province during the past year, leaving a net decrease of 40,000 tons. Of this 33,600 was in Nova Scotia and 11,800 in New Brunswick and Prince Edward Island. Notwithstanding the almost total failure of the inshore fisheries, the exports of fish from Halifax to the West Indies increased from 247,500 quintals of cod and 32,200 barrels of pickled fish in 1891, to 262,000 quintals of cod and 45,800 barrels of pickled fish last year. The principal markets for these fish were Jamaica, Porto Rico, Cuba and Demerara. There was a decrease in the imports of molasses of 9,000 puncheons and a decrease of 1,500 hogsheads of sugar, but an increase of 50,000 bags of sugar. As a result of the abolition of the sugar duties the collection of customs revenue decreased \$233,000.—Bradstreet's.

LIGHTBOUND, RALSTON & CO. DINE THEIR STAFF.

There was the usual pleasant annual gathering of the employes of Lightbound, Ralston & Co., wholesale grocers, in Montreal last week at the residence of Mr. Lightbound, senior partner of the firm, on Peel street. It is Mr. Lightbound's regular custom at the holiday season to dine the staff of the firm, and the present was the eighteenth annual gathering, and quite as enjoyable as any of its predecessors. By the kind courtesy of Mr. Lightbound the representative of THE GROCER participated, and is able to tell the trade of the good feeling that exists between Lightbound, Ralston & Co. and their staff. The guests were received by Mr. and Mrs. Lightbound, and after full justice had been done to the excellent menu, and their kind hostess had retired, the feast of reason and the flow of the soul proceeded.

The genial host in a short preliminary address expressed the pleasure it gave him to have his assistants once more gathered around him. For some it was the first time, others could count back almost to the first dinner given eighteen years ago by the firm, but old or new in the service of the house, all were welcome. These annual gatherings helped greatly towards the harmonious working of the staff, and from his experience of its results it made him wonder that the idea was still left to him alone, as to his knowledge no other firm of grocers had made any attempt in this direction. Proceeding, Mr. Lightbound thanked his staff for their good work during the past year. In many ways it had been a difficult one, and much

work had had to be done, all, though, had borne their share, and through their combined efforts had carried on probably the largest business handled by a staff of their numbers in the Dominion. Some idea of the work to be done will be gathered from the fact that in the last three months' goods to the amount of \$600,000 had been invoiced by the house, closing with this almost unparalleled amount a most successful year. Once more he thanked them for their good work, and extended to one and all a most hearty welcome, and wished to all a happy and prosperous new year.

During the latter part of Mr. Lightbound's address busy hands had uncovered a beautiful "Grandfather's clock," and when he sat down Mr. Tidmarsh, the firm's "Napoleon of finance," arose, and in a few fitting words presented the clock to Mr. Lightbound as a slight token of the affection and esteem of his employes.

A few fitting words of thanks from the "chief," and the regular toasts were proceeded with.

"Our Travellers" was responded to by Messrs. Hutchison and Rutherford.

"Our Office Staff" was ably answered by Messrs. Tidmarsh and Aird.

Mr. Thompson gave a well studied and interesting sketch of the general state of the country in the western part of Canada, and Mr. Ballantyne of that in the most important part of eastern Canada, the Eastern Townships.

Mr. Huxley arose to answer the toast of the "Tamilkande Tea." While thanking the company for the hearty manner in which they had drunk the toast, he regretted that it had not been drunk with Tamilkande tea. After only eight months' work, this tea was already for sale in two hundred and sixty towns and villages in Canada, and though many encouraging letters and unsolicited testimonials had been received, they were yet to receive a complaint as to its quality. He regretted that through the absence of Mr. Pegg "Tamilkande" lost an eloquent and poetical champion, yet as that gentleman had gone to England to get married and would shortly return, he could not really complain about his being absent.

Mr. Lightbound, in proposing "Our

Sugar Interests," paid a high tribute to our refiners. He said that Canada to-day was supplied by its refiners with sugar which for its purity and general qualities was not excelled by any other country.

Mr. Thompson, of the Canada Sugar Co., answered to the toast in fitting terms.

THE GROCER representative was then called upon to answer for "The Press" and THE GROCER, after which the ladies were duly honored, and then the party adjourned to the drawing room, where the genial host proceeded to distribute some very acceptable gifts from an attractive Christmas tree. Every one had been thought of, and all went home carrying with them some handsome book or seasonable token of a really pleasant gathering. For Mr. Aird, of their office staff, the firm had a more substantial acknowledgement for his hard work and good services in the shape of a handsome cheque.

The following were present; Mr. and Mrs. Lightbound, Mr. Huxley, Mr. and Mrs. C. A. Thomson, Mr. J. Hutchison, Toronto, Mr. Jas. Rutherford, Mr. J. H. Stewart, Mr. A. W. Osgood, Mr. A. Aird, Mr. A. Tidmarsh, Mr. J. McGregor, Alex. Ross, Mr. Ballantyne, Mr. Rutherford, H. Jenner—Fust, John Norton, Master Robertson, Mr. R. B. Hall, Mr. Thomson, (Can. Sugar Co.), Mr. Orme, (Dominion Grocer.), Mr. E. Desbarats, (Can Grocer).

Mr. R. J. Kirkland, manager of the British Columbia Canning Co., on River's Inlet, returned from the north on Wednesday. Speaking about fishing in northern waters, Mr. Kirkland remarked that he was surprised to find that the shad placed in the Sacramento River years ago had worked their way north to River's Inlet, and even further up the coast. During the salmon season three fine shad were caught in the sockeye nets. The fish weighed between two and two and a half pounds each, and were filled with spawn. He says that shad propagate wonderfully fast, as it is only four years since the first were taken in the Straits of San Juan de Fuca, and last year the first was netted in the Fraser near its mouth. Mr. Kirkland is confident that in a few years shad fishing will be one of the most important branches of the fishing industry.—Vancouver News-Advertiser.

MAY TEAS.

We have still a fairly large stock of

FIRST GROP JAPANS

And would advise our friends to buy NOW as the visible supply of these Teas is nearly exhausted.

REGAN, WHITE & CO.,

1, 3 and 5 St. Helen St.,

MONTREAL.

It Pays to
keep a
Stock of

PERRIN'S COUGH DROPS

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

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

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

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

**SITUATION WANTED.
MARATIME PROVINCES.**

WANTED—A SITUATION AS TRAVELLER for Provisions or Groceries, also side lines. Apply care B., this office.
15-93

THE FINEST
IN THE LAND.



EVERY CHOCOLATE IS STAMPED
G. B.

GANONG BROS., Ltd.
ST. STEPHEN, N.B.

CHAS. SOUTHWELL & Co., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.
SPECIALTY IN CLEAR JELLY MARMALADES

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

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

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

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

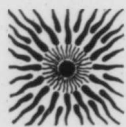
FULL PRICE LIST ON APPLICATION. WORKS: DOCKHEAD, LONDON, ENGLAND.



**Crosse &
Blackwell**

CELEBRATED FOR

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



—SOLD BY—

All Grocers in Canada



RETAIL GROCERS

WILL FIND IT

To their Interest

TO BUY

**BRANTFORD
STARCHES**

The Purest and Best
in the Market.

**BRITISH AMERICA
STARCH CO.,
LIMITED,**

Brantford, Ontario.



SALES MADE OR PENDING.

Sinclair & Co., grocers, etc., Orillia, Ont., advertise their business for sale.

George Devlin, general merchant, Perth, Ont., has sold out to G. A. Bateman.

The grocery stock of D. Martineau, Montreal, is advertised for sale by auction.

John M. Dunbar, general merchant, Hopewell, N.S., advertises his business for sale.

B. Bombough, grocer and fish dealer, Victoria, B. C., is giving up the grocery business.

The general store stock of Alfred Limoges, St. Eustache, Que., is advertised for sale by tender.

Hesson & Irving, grocers and provision dealers, Vancouver, B. C., have sold out to A. Kelly.

P. McGillivray, general merchant, Alton, N. W. T., has sold out to John & Henry Sampson.

James Currie is registered proprietor in the firm Bruneau, Currie & Co., flour merchants, Montreal.

The general store stock of the late R. Parker, Hillsdale, Ont., is advertised to be sold by auction on the 10th inst.

Dame Regina Trudel, wife of Moise Amiot, is registered proprietress in the firm M. Amiot & Co., grocers, etc., Montreal.

Maria Angelina Caron, wife of Joseph Madore, is registered proprietress in the firm Joseph Madore & Co., grocers, Lachine, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Gallant and Deagle, general merchants, Margaree, N. S., have dissolved.

Alexandre Legure and Gustave Beauchamp are registered proprietors in the firm Legure & Beauchamp, traders, Ontario.

W. Isaac Hubley and J. Herbert Blakey have formed a partnership under the style of Hubley & Blakey to trade as grocers and provision dealers in Halifax.

FIRES.

Wesley Snell, grocer, Tilsonburg, Ont., is burnt out.

Geo. H. Gardiner, miller, Brownsville, Ont., is burnt out.

A. B. Dupuis, biscuit manufacturer, Quebec, is burnt out.

The stock of S. J. Major, wholesale grocer and liquor dealer, Ottawa, was damaged by water. Insured.

The stock of James Alexander, produce merchant, Montreal, has been partially destroyed by fire. Fully insured.

DEATHS.

Dominique Spinelli, vermicelli manufacturer, Montreal, is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

John D. Mackenzie, grocer, Picton, N. S., has assigned.

J. A. Naud, crockery dealer, Montreal, has assigned.

Enos Awalt, general merchant, Hemford, N. S., has assigned.

Stone & Co., general merchants, Rapid City, Man., have assigned.

Edouard Lesage, general merchant, St. Leon, Quebec, has assigned.

J. D. Buchanan, general merchant, Lake Megantic, Que., has assigned.

W. J. Christie, general merchant, Little Bras D'or, N.S. has assigned.

Newberry & Wells, general merchants, Melita, N. W. T., have assigned.

Hughes & O'Brien, grocers, Victoria, B. C., have been closed by assignee.

Halton & Jenkins, millers, Harrietsville, Ont., have assigned to E. McCann.

A. McDougall & Son, wholesale liquor merchants, Halifax, have suspended.

J. G. Cote, grocer, Montreal, is offering to compromise at 20c. in the dollar, cash.

A. E. Joncas, trader, Berthier, Que., is offering to compromise at 25c. in the dollar.

Geo. Williams, general merchant, Manotick, Ont., has assigned to P. Larmouth, Ottawa.

L. Woodcock, grocer and fruit dealer, Cobourg, Ont. has assigned to Geo. T. Brickle.

Howard C. Markell, general merchant, Northfield, Ont., has assigned to Oscar Fulton.

L. N. St. Laurent, general merchant, Rimouski, Que., has called for a meeting of his creditors.

Douglas & McNiece, dealers in crockery and glassware, Montreal, have transferred their stock to D. Yuile in trust.

THE TREATMENT OF CUSTOMERS.

The whole duty of the dealer to his customer is not summed up in honest dealing, polite attention and prompt delivery of goods. It is required of merchants that they should at least provide sufficient room between the store counter and the merchandise to allow patrons to move about without being crushed by contact with each other, or without having clothing soiled by coming in contact with goods during the busiest hours of the day. Some stores have so narrow a space between the counters that Saturday evenings are a trial to the patrons a few people uncomfortably crowding the space and preventing another moving about to examine the articles which they wish to purchase. The appearance of a jam in a retail establishment will cause many women to avoid the place even if the prices are below the range of neighboring stores, and the most desirable class of patrons is most likely to be thus repelled and driven to rival establishments. This objectionable feature of too many retail grocery stores, viz., want of sufficient room for customers, seems to be due to the high rentals of eligible store property in many cities. In New York City there are few jobbing houses

that are not greatly hampered during the busiest season by want of space in the shipping and packing departments, and the attempt to do business in too cramped quarters is, in this case, as with many New York and Brooklyn retailers, to be attributed entirely to the high rents of business buildings. The result is, as regards the retail trade at least, that floor space that should be devoted to the accommodation of patrons, and which would enable the clerks to move about more quickly while waiting upon customers during rush hours, is covered with piles of goods, only a narrow pathway being left open between the door and counter. Such establishments are rightly denominated "stores" the term "to shop," as used by the fair sex, not strictly applying to trading with this class of retail establishments—they are simply places for the storage of goods, the sale of which cannot but be conducted with more or less difficulty.

The contrast between a store crowded with goods in the manner alluded to above and the best arranged establishments, is very unfavorable to the former. The most modern style of grocery store, with its surplus stock stowed away under counters, on shelves and in the basement, and a clear view afforded right through the store from end to end, invites new custom, while the over-crowded store repels it. If to the advantages of a clear floor be added seats for waiting customers, such as are to be found in some of the leading grocers' stores, the attraction for the best class of customers is irresistible, if other things are equal. The dealer who compels his female customer to stand while waiting a clerk's leisure, or while her orders are being filled, has hardly mastered the secret or art of selling goods. An old dealer who retired from business a few years ago, said to the writer recently: "If a customer is standing a salesman will have great difficulty in selling her a new brand of goods which his employer is eager to push, but give her a comfortable seat and with a little tact the clerk can sell her articles which she is not actually in need of." A little reflection will convince the reader that our friend has not exaggerated the advantages of the grocer who provides a sufficient number of seats for his patrons.

This feature of the retail business—the arrangements for the comforts of patrons who visit their merchant's place of business—is as important as the demeanor of the proprietor and his assistants towards the said patrons, or the method employed in the delivery of goods. It is a source of much complaint that too many grocers' customers do not personally make their purchases, but send servants or children with their orders. In this contingency the dealer has no opportunity to make sales of new articles of merit the messengers not being empowered to make purchases on their own responsibility. If retailers wish their lady customers to visit their establishments they should make proper preparations for the accommodations of the desired visitors; not expect them to run the gauntlet of greasy butter tubs, dusty flour barrels, and toppling pyramids of canned goods, or to be hustled about by strangers while forced to stand for perhaps many minutes. Make a place worth a visit and purchases by proxy will become less common.—Merchants' Review.

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

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

Adv
wholeSAL
h
trade
no otlWA
up in
salary
\$42, WAdv
one ceWA
prices
arran
statin
& Co.
DriedW
trade
expe:
small
G. W

C

A

S
now
I
parL
V
S
I

I

B
anH
Cc

C

SITUATIONS VACANT.

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

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

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

BUSINESS CHANCES.

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

WANTED—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Doyle & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N.Y., U.S.A.

SITUATION WANTED.

WANTED SITUATION—BY YOUNG MAN, in the wholesale grocery and provision trade, as an assistant or traveller. Ten years experience in London England. Will take small wages to commence. Good references. G. W. G. D., Oak Lake, Man.

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

GROCCERS!

Samples of our new lines of Brooms are now in our travellers hands.

It will pay you to handle them, and we particularly call your attention to our brands.

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

We also manufacture all kinds of Special Brooms for Floor, Yard, Stable, Warehouse, and Factory use.

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS
Manufacturers, TORONTO.

THE CANADA MEAT PACKING CO.,

**MONTREAL,
BEEF AND PORK PACKERS,**

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

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

WRITE FOR QUOTATIONS.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

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



**OCEAN WAVE.
BEST VALUE MADE.**

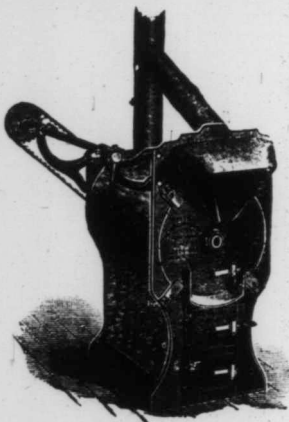
Absolutely guaranteed to give and continue to give satisfaction.

It Never Varies.

SOLD ONLY IN CANS

By the live wholesale and retail trade and manufactured by

**The Hamilton Coffee and Spice Co.,
HAMILTON, ONT.**



Portable Coffee Roasters,

FOR RETAIL GROCERY TRADE,

—ALSO—

STATIONARY COFFEE ROASTERS

and Coffee and Spice machinery for wholesale trade.

Send for new Illustrated Catalogue.

THE HUNGERFORD CO.,

67 Pearl Street, New York.

A GREAT HIT!

Adams' Tutti Frutti Automatic Girl Sign Box. Works by clock work. A big attraction for your window. Send for circular.

ADAMS' & SONS CO.,
11 and 13 Jarvis St.,
TORONTO, ONT.



EXTERIOR VIEW.



INTERIOR VIEW.





USE SPANISH BLACKING

THE KING OF BLACKINGS

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

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

BOOT PREPARATIONS
SOLD EVERYWHERE.

 <p>MELTONIAN BLACKING (As used in the Royal Household) Renders the Boots soft, durable and waterproof.</p>	 <p>MELTONIAN CREAM (white or black) For Renovating all kinds of Glace Kid Boots and Shoes.</p>	 <p>ROYAL LUTETIAN CREAM The best for Cleaning and Polishing Russian and Brown Leather Boots, Tennis Shoes, etc.</p>	 <p>NONPAREIL DE GUCHE Parisian Polish For Varnishing Dress Boots and Shoes is more elastic and easier to use than any other</p>
---	---	--	---

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

Cough Drops

Unequalled for coughs and sore throat.

Packed in elegant 5 lb. Tins or Bottles.
Prices on application.

Wm. Paterson & Son

BRANTFORD.

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

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

"CLEANLINESS"

Nixey's Black Lead

NO DUST

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

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

"SILVER MOONLIGHT PLUMBAGO" STOVE POLISH.

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



NIXEY'S "SOHO SQUARE" BLUE

THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY REQUIRED.

Eight 1-oz. Squares in Box for 6d.
Of all Grocers and Oilmen: or write to
12, SOHO SQUARE, LONDON, ENGLAND.

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

6d. and 1s. Tins.

NIXEY'S "INVICTA" KNIFE POLISH.

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

Canadian representatives:

Mr. W. Matthews, 7 Richmond St. East, Toronto.
Mr. Charles Gyde, 33 St. Nicholas St., Montreal.

since and th
Or to M
This day. l
licatio and q
by ret of cre
Goo pay al
prices. All
are u Edito
tored, bing l
name exclu
reliab
doz 4 oz.
Dunn
Cook
" "
" "
Empl
"

ENGLISH BISCUITS

All Grocers should keep a supply of genuine ENGLISH BISCUITS

—MANUFACTURED BY—

HUNTLEY & PALMERS

BISCUIT

MANUFACTURERS



TO HER MAJESTY

THE QUEEN, ETC.

READING AND LONDON, ENGLAND,

For which there is an ever increasing demand.

HUNTLEY & PALMERS have obtained the highest awards given to any English House for Biscuits at all the leading Exhibitions since 1851, and at the Paris Exhibition in 1878 they were awarded the "Grand Prix," the only Grand Prize given to the Biscuit Trade and the highest distinction the Exhibition could confer. The following being the terms of the award:

"Unrivalled House known throughout the world for its enormous production and for the excellent quality of its Manufactures.

FOR PRICE LIST AND TERMS APPLY TO

Or to their representative,

MR. EDWARD VALPY,

28 READE STREET,

NEW YORK.

HUNTLEY & PALMERS,

READING

and 162 Fenchurch Street,

LONDON, E. C., ENGLAND.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Jan. 5, 1893.

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

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

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

BAKING POWDER.

PURE GOLD, per doz	19 80
5 lb. cans, 1 doz. in case	16 00
4 lb. cans, 1 doz. in case	16 00
2 1/2 lb. cans, 1 and 2 doz. in case	10 50
16 oz. cans, 1 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 90
4 oz. cans, 4 and 6 doz. in case	1 25
Dunn's No. 1, in tins	2 00
" " " " " "	75
Cook's Gem, in 1 lb pkgs	1 75
" " " " " "	85
" " " " " "	40
" " " " " "	85
" " " " " "	12
Per doz	
Empire, 5 dozen 4 oz cans	\$0 75
" " " " " "	1 15
" " " " " "	2 00
" " " " " "	9 00
" " " " " "	2 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 30
No. 1, 2 " "	1 90
1 lb, 2 " "	2 20
5 lb, 1/2 " "	9 60
WHITE STAR, per doz	
4oz tins, 3 doz in case	0 75
12 " " 2 doz in case	2 00
5 lb " " "	9 00
5oz glass jars, 2 1/2 doz in case	1 10
10 oz glass jars, 2 doz in case	2 00
Bulk, per lb	0 15



BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	84
Arrowroot	\$0 11
Butter	0 6
" " 3 lbs	0 20
Cabin	0 74
Cottage	0 84

Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10
Graham Wafer	0 10
Lemon	0 10
Milk	0 09
Nic Nac	0 13
Oyster	0 06
People's Mixed	0 10 1/2
Pic Nic	0 09
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11
Soda	0 06
" 3 lb.	0 20
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 08 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " " " " "	2 10
" " " " " "	1 10
Spanish, No. 3	4 50
" " " " " "	8 00
" " " " " "	9 00
Japanese, No. 3	4 50
" " " " " "	7 50
Jaquot's French No. 2	3 00
" " " " " "	4 50
" " " " " "	8 00
" " " " " "	10 00
1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" " " " " "	4 50
P. G. FRENCH DRESSING (LADIES.)	
For ladies' and children's boots and shoes.	
No. 7, 1 or 2 doz. in box	per doz \$2 00
No. 4, " " " "	1 25
P. G. FRENCH BLACKING.	
No. 4	per gross \$1 00
" No. 6	4 50
" No. 8	7 25
" No. 10	25

BLACK LEAD.

Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 25
Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d 2 00
Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes)	4s 3d 1 50
6 1/2 lb. in large 1/2 d. pkts, 1 gross	8s 6d 3 00
13 lb. in large 1/2 d. pkts, 2 gross	7s 6d 2 50
13 lb. in large 1d. pkts, 1 gross	7s 6d 2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d 2 50
Reckitt's Black Lead, per box	1 15
Each box contains either 1 1/2 gro., 1 oz., 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
F. F. DALLEY & CO	
Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	
RECKITT'S BLUE.	
Reckitt's Pure Blue, per gross	2 10
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25
CORN BROOMS.	
CHAS. BORECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 60
" " " " " "	3 20
" " " " " "	2 00
XXX Hurl	2 80
1X " " " "	2 65
2X Parlor	2 50
" " " " " "	2 25
" " " " " "	1 85
" " " " " "	1 50
Warehouse	3 25
Ship	4 00
1 Cable	2 wire bands, net
2 " " "	3 25
2 " " "	4 00

Prices current, continued.

NUTS.		per lb
Almonds, Ivica	13 14	
" Tarragona	15 16	
" Fornigetta	13 14	
Almonds, Shelled Valencia	23 22	
" Jordan	40 45	
" Canary	28 30	
Brazil	11 12 1/2	
Cocoanuts	5 6	
Filberts, Sicily	9 10	
Pecans	11 15	
Peanuts, roasted	10 12	
" green	9 10	
Walnuts, Grenoble	15 16	
" Bordeaux	10 11	
" Naples, cases	...	
Marbots	12 13	
Chilis	12 13	

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

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.		per doz
Home Made Tomato Catsup, qts	6 00	
" " " pts	3 50	
" " " 1/2 pts	2 00	
Chili Sauce	4 50	
" " " 1/2 pts	3 25	
Soups (in 3 lb cans)	3 50	
Tomato	3 50	
Fancy-Chicken, Mock Turtle,	4 50	
Cream of Corn Pea, Celery,	4 50	
Asparagus	4 50	
Fancy-Chicken Gumbo, Or	4 50	
Tail, Consomme Bouillon,	4 50	
Mulligatawny, Mutton Broth,	4 25	
Beef, Pea, Printanir, Julienne	4 25	
Vermicelli, Vegetable	4 25	

LEA & PERRIN'S.		per doz
Worcester Sauce, 1/2 pts	\$3 60	\$3 75
" " pints	6 25	6 50

LAZENBY & SONS		Per doz
Pickles, all kinds, pints	3 25	
" " quarts	6 00	
Harvey Sauce-genuine-blf. pts	3 25	
Mushroom Catsup	2 25	
Anchovy Sauce	3 25	

PRODUCE.		Per b
DAIRY.		
Butter, creamery, tubs	\$0 21	\$0 23
" dairy, tubs, choice	0 16	0 20
" " medium	0 14	0 16
" low grades to com	0 12	0 13
Butter, pound rolls	0 19	0 20
" large rolls	0 17	
" store crocks	0 17	
Cheese	0 11	

COUNTRY		Per doz
Eggs, fresh, per doz	0 18	
" limes	0 16	
Beans	1 15	1 30
Onions, per bbl	1 75	2 25
Potatoes, per bag	60	70
Hops, 1891 crop	0 13	0 15
" 1892 "	0 16	0 18 1/2
Honey, extracted	0 05	0 07
" section	0 12	0 14

PROVISIONS.		per doz
Bacon, long clear, p lb	0 08 1/2	
Pork, mess, p. bbl	15 50	
" short cut	17 50	16 00
Hams, smoked, per lb	0 11 1/2	0 12
" pickled	0 11	
Bellies	0 12	0 12 1/2
Rolls	0 09 1/2	0 12
Backs	0 11 1/2	0 12
Lard, Canadian, per lb	0 10 1/2	0 10 1/2
Compound	0 08	0 08 1/2
Tallow, refined, per lb	0 05	0 05 1/2
" rough	0 02	

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

Grand Duke	6 1/2	7 1/2
Sago	4 1/2	5 1/2
Tapioca	5 1/2	

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

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

BRITISH AMERICA STARCH CO BRANTFORD.		per doz
1st quality white, in kegs and brls	4 1/2	
1st quality white, 3 lb. cartons	5 1/2	
Lily White gloss, crates	6 1/2	
Brantford gloss, 1 lb.	7 1/2	
Lily White gloss, 1 lb chromo	6 1/2	
Canada Laundry, Boxes	4 1/2	
Pure Prepared corn	7 1/2	
Challenge Corn	6 1/2	
Rice Starch, fancy cartons	8 1/2	
" cubes	7 1/2	

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

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

ST. LAWRENCE STARCH CO'S		per doz
Culinary Starches—		
St. Lawrence corn starch	7	
Durham corn starch	6 1/2	
Laundry Starches—		
No. 1, White, 4 lb. Cartons	4 1/2	
" " Bbls	4 1/2	
" " Kegs	4 1/2	
Canada Laundry	3 1/2	
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1/2	
Ivory Gloss, fancy picture, 1 lb packs	6 1/2	
Patent Starch, fancy picture, 1 lb. cartons	6 1/2	
Ivory Starch in cases of 40 packages	\$3 00	

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

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

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

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

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

SHOW CARDS

WELL DISPLAYED HELP THE SALE OF GOODS.

ANY STOREKEEPER CAN GET

Johnston's Fluid Beef Cards

BY APPLYING TO

THE JOHNSTON FLUID BEEF CO.,
MONTREAL.

Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL" FOR THE TABLE.

"Silver Gloss" Kingsford's

(Others so-called are imitations of our brand)

Pure Starch. Corn Starch.

FOR SALE BY ALL LEADING
JOBBER IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.

Prices at
V.B.
E.V.B.
E. Supt
XX
XXX
Crown.
Trinid
New Or
Porto l
Ivory
Do. J
Primr
John
May B
Gem.
Queen
Pride
Sunsh
Mikad
Eclips
Stanl
Defia
Toron
Ruby,
Monst
Detro
Lily V
Every
Queer
Mottl
Float
Electr
Hard
Boya
Octag
Boya
Anch
Mors
Mors
Bonq
Prize
Whi
Whi
Persi
Orise
Pure
Heli
Carr
Ros
Coc
Arcs
New
Oces
Bari
Pur
Mag
Oatr



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

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

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

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

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

Manufactured Exclusively by

YOUNG & SMYLLIE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

V.B.	23	3
E.V.B.	23	2 1/2
E. Superior	23	2 1/2
XX	23	2 1/2
XXX	23	3
Crown	3	3 1/2
MOLASSES.		
Trinidad, in puncheons...	0 35	0 37
" " " " " "	0 38	0 40
" " " " " "	0 40	0 40
New Orleans, in bbls.	0 30	0 52
Porto Rico, hdds.	0 38	0 40
" " barrels.	0 42	0 44
" " " barrels.	0 44	0 46
SOAP.		
Ivory Bar, 1 lb. bars.	per lb	5 1/2
Do. 2, 6-16 and 3 lb bars	"	5
Primrose, 1/4 lb bars, wax W	"	4 1/2
John A. cake, wax W.	per doz	42
Mayflower, cake,	"	42
Gem, 3 lb bars per lb.	"	3 1/2
" 13 oz. 1 and 2 lb. bars	"	3 1/2
Queen's Laundry, per bar.	"	5 1/2
Fride of Kitchen, per box.	"	2 7/8
Sunshine, boxes, 100 tablets	"	6 50
" " " " " "	"	8 40
MORSE'S SOAPS.		
Mikado (wrapped)	Per lb	0 04
Eclipse	"	0 04
Stanley Bar	"	0 04
Defiance	"	0 04
Toronto, 12 oz.	Per doz	0 50
Ruby, 10 oz.	"	0 50
Monster, 8 oz.	"	0 24
Detroit, 14 oz.	"	0 48
Lily White	"	0 90
Everyday	"	0 80
Queen City, 14 oz.	"	0 72
Per box		
Mottled in 5 box lots, 100 bars.	"	5 00
" " " " " "	"	3 00
Floater (boxes free).	"	6 50
Electric	"	2 75
Hard Water Electric.	"	2 50
Royal Laundry	"	3 25
Octagon	"	4 00
Per doz		
Royal Magnum	"	0 25
" " 25 doz per box.	"	0 20
" Assorted.	"	0 40
" Castile.	"	0 50
Morse's Assorted.	"	0 45
Morse's Rose	"	0 45
" Windsor	"	0 45
" Castile	"	0 45
Bouquet, paper and wood.	"	0 80
Prize Magnum, White Castile	"	0 72
" " Honey	"	0 72
" " Glycerine	"	0 72
" " Oatmeal	"	0 72
Per box		
Sweet Briar	"	0 72
Extra Perfume	"	0 85
Old Brown Windsor Squares	"	0 30
White Lavender.	"	1 00
Per doz		
White Castile Bars	"	0 85
White Oatmeal	"	0 85
Persian Bouquet, paper.	"	2 50
Oriental	"	0 45
Pure Coconut, 3 doz. bxs, wood	"	0 40
Heliotrope paper	"	1 50
Carnation	"	0 60
Rose Bouquet	"	0 60
Cocoa Castile	"	0 40
Arcadian	"	0 45
New Arcadian, per gross.	"	4 25
Ocean Bouquet	"	0 45
Barber's Bar, per lb	"	0 25
Pure Bath	"	1 00
Magnolia	"	1 20
Oatmeal	"	0 85

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

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

PING SUEYS.	
Young Hyson—	
Half chests, firsts	28 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

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

BLACK.	
Congou—	
Half Chests, Kaisow, Mon-	12 60
ing, Pakling.	
Caddies, Pakling, Kaisow	18 50
INDIAN.	
Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30

CEYLON.	
Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

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

EMPIRE TOBACCO COMPANY.	
CUT SMOKING.	
Golden Plug, 3 oz. pkg boxes, 5	65
lbs.	60
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz. packages, 5 lb boxes	61
Gem, 8 oz tins in 6 lb cases.	70

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

FANCY SWEET CHEWING.	
Good Luck, spun roll, 16 boxes	65
4 lbs.	61
Empire, 3 x 6, 4s. spaced 8s. bxs	60
4 1/2 lbs.	61
Top, 16 oz. spaced 8s. boxes 4 lbs	61
Joy, 3 x 12s., 14 1/2 oz. Spaced 6s.	52
Rough and ready. Butts 25 lbs	50
Judge, 2 x 3, 8s. Flat. Caddies	49
about 20 1/2 lbs.	49
Curry, 3 x 3, 7s. Rough and	49
ready. Caddies about 21 lbs.	50
Kentucky, 1 1/2 x 3, 13s. Caddies	50
about 21 lbs.	49
Kentucky, 1 1/2 x 3, 7s. Caddies	49
about 21 1/2 lbs.	49
BLACK SWEET CHEWING.	
Star, Narrow, 12s. Butts about	47
22 lbs.	43 1/2
Morning Star, 12s. Butts about	43 1/2
22 1/2 lbs.	44
Montreal Twist, 12s. Caddies	44
about 23 lbs.	42 1/2
Anchor Twist, 12s. Caddies about	42 1/2
23 lbs.	

CIGARS—S. DAVIS & SONS, Montreal.	
Sizes.	
Madre E' Hijo, Lord Landsdow	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	80 00
" " Reina Victoria	80 00
" " Pina	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	1 00
Manrico	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.	
CIGARETTES.	
Athlete	Per M. \$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet sixteen	3 50
The Holder	3 85
Hyde Park	10 50

CUT TOBACCOS.	
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lb pkg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes.	73

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

VINEGAR.	
A. HAAZ & CO	
XX, W.W.	0 21
XXX, W.W.	0 5
Honey Dew	0 30
Pickling	0 30
Malting	0

WOODENWARE. per doz	
Pails, 2 hoop, clear	No. 1... \$1 70
" " " " " "	" " " " " " 1 90
Pails, 2 hoops, clear	No. 2... 1 60
" " " " " "	" " " " " " 1 80
" " " " " "	" " " " " " 1 80
Tubs, No. 0	9 50
" " " " " "	8 00
" " " " " "	7 00
" " " " " "	6 00
Washboards, Globe	\$1 90
" " 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
" " Glob. Improved	1 90
" " Quick and Easy	1 80
" " World	1 75
" " Rattler	1 30

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

Mops and Handles, comb.	
Butter tubs	per case 1 25
Butter Bowls, crates ast'd	\$1 60 \$3 20 3 60

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

PEARLESS WASHING COMPOUND.	
per case	
1/2 lb packages, 12 doz in case	\$1 50
1 lb " " 6	3 90
5 cts " " 3	3 60
10c " " 100	3 50

YEAST.	
BARM MFG. CO.	
1 box containing 2 doz. 5c. pkgs.	0 50
" " " " 2 doz. 10c.	1 00
BREADMAKER'S	
per box	
5c packages 36 in box	1 00
10c " " 45 in box	0 50



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

: NO BLUEING :

Material whatsoever is used in the manufacture of

OUR GRANULATED.

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

Manufacturers of Refined Sugars of the well-known Brand

Redpath

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

Lump Sugar, in 50 and 100 lb. boxes.

"Crown" Granulated, Special Brand, the finest which can be made

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

OLD CHUM

THE CANADIAN GROCER

PLUG AND CUT

FINNAN HADDIES

Fresh Smoked.

ORDERS SENT TO

H. W. NORTHRUP & CO.

St. John, N. B.

WILL RECEIVE PROMPT ATTENTION, ALSO

Dry Codfish, Smoked
Herring, &c., &c.

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

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

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

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

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

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

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

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

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

Florida Oranges,
Almeria Grapes,
Lemons, Cranberries,
Nuts of all kinds,
Figs and Dates.

DAWSON & CO.,
32 WEST MARKET ST.,
TORONTO.
Telephone 1471.
Consignments of Produce Solicited.

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



Tea Caddies all Sizes

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

Write our nearest house for Catalogue and Prices

THE McCLARY M'FG COMPANY,

LONDON, TORONTO, MONTREAL, WINNIPEG.

WAY UP IN QUALITY

BUT WAY DOWN IN PRICE
ELEGANT PATTERNS.

JUST THE KIND

FOR

Christmas Trade

An assortment of FANCY LAMPS which
we are selling in job lots

**Away Below
Regular Prices**

They are sure to please you.

BEAUTIFUL DECORATIONS.

ALL
KINDS



ALL
SIZES

GOWANS, KENT & CO.,

Toronto and Winnipeg.

DO YOU



36 BARS 180 PIECES
MEXICAN FRUIT
SHELL GUM

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

FAC SIMILE OF PACKAGE.



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

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,
Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.

A. DAVIDSON, Canadian
Representative
48 Front St. East, Toronto.

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

THE
COURT OF
TRADE
MARKS
WI
RAI
Se
H.
Ma