

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

VOL. V.

TORONTO, OCTOBER 23, 1891.

No. 43

Registered.



Fac-Simile of Package.

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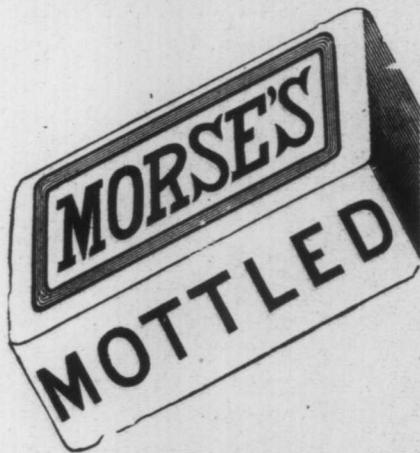
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Published in the interest of Grocers, Cannery, Produce and Provision Dealers
and General Storekeepers.

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No. 43

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

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
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SPECIAL TO OUR READERS.

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

There are some wholesale grocers who adhere strictly both to the letter and the spirit of the rule to sell only to retailers. There are others who consider that the principle of this rule is upheld, so long as the only exceptions from it are in favor of employes, very intimate friends, and people they have other than grocery business connections with. There probably could not be much said against that view of the matter, if the exceptions admitted were few. A wholesaler, like any other man, ought to have some latitude of discretion in the management of his own business. But the exclusion of everybody except retailers from its list of customers is a creditable thing to any house which enforces it, and we learn that one firm has decided to make this an inflexible and invariable practice. It is purely a recognition of the rights of the retailer and a desire to avoid any seeming violation of those rights which has led the house in question to adopt this rule. So thoroughly is the principle carried out that members of the firm even have to buy their household supplies from retail grocers. Thus there is no ground for suspicion that faith is broken with the trade. Such a

method is the only one to put a stop to business between wholesalers and consumers. The fact that it has been adopted in the case referred to transpired in conversation in the most casual way. The firm to whom honor for the departure is due desire that their name shall not be connected with it, for fear that a bid for cheap popularity may seem to be the motive which led to it.

* * * *

It is right to say something from the point of view of the employes. The travellers, the office men, the warehouse men, who have families, no doubt have been taught by usage to look upon their standing as privileged customers of the firm as part of their remuneration. It pieces out the stipulated salary very considerably to add to it the discount of retailers' profits on the groceries they consume in a year. To take that suddenly off is to reduce salaries in effect. It means twice the retail grocer's profits to them, for instead of having those profits on a year's bill added to their stated salaries, they are to have them taken off. A time-established custom like that of regarding employes as retailers ought not to be revoked without compensation to the employes in the form of increased pay.

* * * *

There are wholesale houses in the grocery trade which are engaged in other commercial or industrial activities as well as that of the grocery trade. Employes or associates in these other relations, as well as wholesalers in other departments of trade, are apt to expect favors that will make them independent of the retailer. An instance of a house that finds such claims as these embarrassing on account of a good reciprocal spirit on the other side, has also come under our notice. This house sends for some retail grocer who deals with it and is near the would-be preferred customer, and asks this grocer to deliver the goods as ordered, and take the

margin. The retailer sends his delivery wagon to the warehouse, brings the goods to the man who ordered them and gets his profit the same as if he made the sale. Here the wholesale house gives a profit it does not get itself. It charges the customer the wholesale price and charges itself the retail price. The same house has been known to make the sale as ordered, deliver at its own expense, and forward the margin of profit to one of its customers who locally would be entitled to the order.

* * * *

This is scrupulous dealing. Is it appreciated always? A generous man cannot fail to be grateful for such treatment, but all men are not generous. It is a fact to which many retailers can certify, that very often wholesale grocers fill orders they receive from large concerns or corporations in a town, forward the goods and send a check to the local retailer who is on their books as a customer, the check representing the difference between the aggregate retail and wholesale prices of the goods involved in the transaction. In too many instances these checks are not even acknowledged. An extreme case of thanklessness is reported: An hotel man sent an order for a quantity of goods to a Montreal wholesale house; the house at once forwarded the order to the only grocer in the hotel man's village, and wrote to the hotel man informing him that he could deal as cheaply with the resident retailer and advising him to do so. That was the end of the matter for some time, no further communication being heard from either hotel man or retailer. But one of the firm happened to stay at the hotel in the village some weeks afterwards. He then learned that the retailer had made the sale, but that the retailer had placed the order with another wholesale house, one in opposition to that which had furnished him the order and bespoke the custom of the hotel man. Of course such a man as that must be an exceptional one, and it would be a pity that his indescribable meanness should endanger the principle of selling only to retailers.

DOMINION WHOLESALE GROCERS' GUILD MEETING.

The annual meeting of the Guild was held in the Board of Trade rooms, London, Ont., 13th, 14th, and 15th inst. Mr. Ince, President, was in the chair.

The following were present:—Quebec, Messrs. Turner and Carrier; Montreal, Messrs. Hebert, Childs, Tees, Chaput, Laporte and Rose; Kingston, Mr. G. F. Fenwick; Brockville, Mr. W. A. Gilmour; Hamilton, Messrs. Balfour, Bristol, Sterling, Gillard and Turner; Berlin, Mr. Wm. Roos; St. Thomas, Mr. J. McAdams; Brantford, Mr. G. Watts; Sarnia, Mr. T. Kenny; London, Messrs. Smith, Cleghorn, Screenshot, Masuret and Elliot; Toronto, Messrs. Ince, Blain, Crowther, Keighley, Boomer and Larkin.

RE NEXT ANNUAL MEETING.

Moved, seconded and resolved, That the invitation of the Hamilton, London and Brantford Guild, through Messrs. Turner and Bristol, for the next annual meeting of the Guild being held in Hamilton, be accepted. Carried unanimously.

ELECTION OF OFFICERS.

The President called for nominations for the office of President.

On motion of Mr. Turner, of Hamilton, seconded by Mr. Hebert, Mr. Ince was nominated. The nomination was received with acclamation. Mr. Ince, in a brief but pointed speech, absolutely declined to accept the office, and pointed out to the meeting that he had now been seven years in the position and that he gave due notice a year ago or more that he would not and could not retain the position any longer. Every effort was made by the meeting to induce Mr. Ince to re-consider his decision. It was without avail, however, and on motion of Mr. Bristol, seconded by Mr. Tees, Mr. Chas. P. Hebert, of Montreal, was nominated for the office. There being no other nominations, the President declared Mr. Hebert President for the ensuing year. The declaration was received with loud acclamations, every member rising to his feet.

Nominations were then called for the Vice-Presidency. Mr. Blain nominated Mr. Fenwick. Mr. Fenwick absolutely declined, and nominated, seconded by Mr. Masuret, Mr. Hugh Blain for the office. There being no other nominations, the President declared Mr. Blain duly elected Vice-President. The decision was received with loud applause.

Mr. Balfour proposed Mr. E. A. Wills as Secretary. The election, however, was not proceeded with, the secretary having requested that the matter be held over for discussion at the morning session, in order that he might confer with the retiring and newly-elected presidents.

This was concurred in, and the meeting adjourned to meet again on Thursday, the 15th, at 10.30 a.m.

In the meantime Mr. Masuret, on behalf of the London members of the Hamilton, London and Brantford Guild, invited the

delegates remaining over to partake of their hospitality in a visit to the Opera House and afterwards to a dejeuner at the club; also to luncheon on Thursday at the club, driving over afterwards to the Kennels.

Meeting adjourned.

THURSDAY, OCT. 15, 10.30 a.m.

President Chas. P. Hebert in the chair.

The following resolution of thanks was passed to the London Board of Trade:—

Moved, seconded and resolved, That the Dominion Wholesale Grocers' Guild, in meeting assembled, hereby tenders through the London members of the Hamilton, London and Brantford Guild, its cordial thanks to the President and officers of the London Board of Trade for their great kindness in placing at the disposal of the Guild the use of their rooms for their place of meeting. Carried unanimously.

Replied to by Mr. Masuret.

Resolution of thanks to London members of the H. L. & B. Guild:—Moved, seconded and resolved, that the thanks of the Dominion Wholesale Grocers' Guild be, and are hereby tendered to the London members of the Hamilton, London and Brantford Guild for their most cordial reception and hearty entertainment of the delegates attending this meeting. Carried unanimously.

Replied to by Mr. Masuret.

Resolution of thanks to Mr. Ince:—Moved, seconded and resolved, that the Dominion Wholesale Grocers' Guild recognizing the able and indefatigable manner in which Mr. Ince has for many years past occupied the position of President of the Guild, hereby tender that gentleman their most hearty thanks for the many services which he has always so willingly and gladly bestowed upon the Guild, and furthermore that the following Committee be appointed to draw up a suitable testimonial to be hereafter presented to Mr. Ince: Messrs. C. P. Hebert, Blain, Turner of Hamilton, and Masuret. Carried.

The meeting adjourned.

WITH THE HOUNDS.

Of the run the London Advertiser says: The weekly run was held Thursday in special honor of the the Wholesale Grocers' Guild members from a distance. Many of them were forced to take early trains for home, and had to deny themselves the hospitality of the Hunt. Messrs. Ince and Blain, of Toronto; Carrier, of Quebec; Herbert Irwin and Tees, of Montreal; Sterling, of Hamilton; Fenwick, of Kingston, and several more were present, accompanied by local wholesale and retail grocers. The gathering was one of the largest ever seen at Glenmore, the ladies in particular turning out in unusual numbers. Carriage after carriage rolled up, and the occupants were immediately invited into the club house to partake of the refreshments provided in plenty by the Hunt. On the north side of

the building the Seventh Band rendered sprightly airs while the hounds in the rear kept up a lively accompaniment. They generally know when a run is in prospect. Their noisy impatience in the kennels and their frantic joy on being released for the cross country chase gives a splendid illustration of "animal spirits."

Among those noticed on the grounds were M. Masuret, Major Smith, R. C. Macfie, George C. Gibbons, John Marshall R. Larmour, Lieut.-Col. Dawson, Ald. J. Fitzgerald, A. E. Pavey, W. J. Craig, Samuel Screenshot, R. A. Jones, J. R. Minhinnick, W. J. Reid, Harry Carling, H. R. Abbott, Charles Richardson, Patrick Mulhern, E. A. Cleghorn, John Hunt, Captain Cartwright, Captain Denison, Dr. English, Isaac Waterman, Adam Beck, Dr. Niven, John Fulcher, W. R. Wadsworth, J. Bland, W. C. L. Gill, R. C. Struthers, E. B. Smith, John Cootte, H. B. White, W. H. Ferguson, E. Sutton and others.

The run was one of the prettiest, the course being laid so that the spectators in carriages could witness nearly all the jumps. Huntsman Fulcher located the throw-off at the snug little hamlet of Masonville. The onlookers drove via the Proof Line and the 5th concession, as the hunters rode over Gibson's Crump's and Jackson's farms, crossed Adelaide street and Dart's property to the 5th concessior, down which they came in full view of their itinerant audience assembled at the junction of the two last named roads. It was glorious hunting weather—cool and bright—and the sight of the scarlet-attired horsemen flying over the sun-lit fields was very pleasant to the eye, the more so to those who were strangers to the spectacle. There was an unusual number of vehicles in line, making an imposing escort.

READ FROM COVER TO COVER.

WINDSOR, Oct. 14th, 1891.

DEAR SIR—Occasionally, I do not receive my GROCER, and as I did not get The Fall Number, please send me a copy, as I read all of them from cover to cover, and would not be without its good business hints.

Yours truly, H. G. TAYLOR.

The President of the Brooklyn United Retail Grocers' Association, has received by acclamation the Republican nomination for Mayor. Mr. Meyer is a man of fine physical appearance, who was educated in the public schools and then devoted three years in preparation for the Lutheran ministry. He is a man of sterling integrity, tact and good executive ability. He is immensely popular in the Eastern District of Brooklyn and seems to possess the faculty of securing the enthusiastic support of his admirers. We have no doubt of his leading with credit an enthusiastic canvass, and of his fulfilling, it elected, the pledges which he has made or will make.—American Grocer.

THE PATRONS OF INDUSTRY AND CASH TRADE.

A correspondent, whose name we have just added to our subscription list, writes: "How are you on the Patrons of Industry? What do you think of them? They are trying to organize in this county (Grey), but I do not think they will succeed very well, as other kindred societies, the Grangers, Farmers' Clubs, etc., have not succeeded. You cannot get a farmer to work for nothing and board himself. I believe in getting a cash system established, but I think giving discounts off regular prices for cash purchases is the best plan."

There is no ambiguity in the attitude of THE GROCER upon the first question. The Patrons of Industry have received some attention in these columns before now, as we have watched and commented upon their progress from the moment of the founding of their first lodges. They are an exotic institution, and until about half a year ago were a branch of the parent body in the United States. They are an economic symptom of hard times. The association was incubated in a period of agricultural depression in the United States. In that country the Farmers' Alliance has since cast it into the shade. Both associations are identified with chimerical and impracticable theories of government, finance and trade. They have discovered nothing; the views they hold have been enthusiastically supported before, and nearly all of them have been consigned by practical men to the limbo of exploded ideas. In what respect is the business of the trader at any point less essential than that of the primary distributor, that is, than that of the producer? Why, therefore, should the trader be combined against more than the producer, to whom the Patrons wish to cut a shorter road through the profits of the traders? Can not prices in the case of traders, as well as in that of producers, be left to the play of supply and demand, or to the division which cuts up the supply and causes competition? Ultimately they will be, despite the guarantees the Patrons secure in the form of discount treaties with storekeepers. Time and again, financiers, corporations, states, have tried to fix the value of a currency they issued by putting it on a land basis, and in spite of their efforts the value of this money depreciated in every case and brought ruin on all who handled it. The Patrons will succeed no better in fixing an arbitrary limit to their traders' profits. If the Patrons become numerous enough to get control of the stores of the country (which they never will), they would simply have to be admitted as an expense item for which discount would have to be made by wholesalers in their prices to retailers; the discount would be made up for by previous addition. No such agreement as the Patrons impose on the trader can ever be carried out slavishly; it

will be evaded or it will be the end of the unhappy trader who undertakes it. If the Patrons would contract to furnish a constant definite market force, agreeing to take 300 barrels of sugar, and a specified quantity of other goods every year, then there would be a covenant in which each party is responsible to the other, and the thing might be a success. But the trader has nothing but the vague promise of customers, in whose behalf he may overstock himself, in whose service he may have all his merchandise burnt up, on whose account he may become ineligible as a credit customer in the wholesale market, and between whose spells of intermittent buying he may go to the wall. The Patrons may decree, but they will not effect, the change whereby the trader will sink from the position of an independent business man to that of a hireling.

We agree with our correspondent that discount for cash usually induces more trade than the rule to sell for cash does. Where discounts are given, the trade of a man who may be perfectly good but lacks ready money is not driven away. That plan secures both the cash and credit trade. Along with selection of customers who are considered worthy of credit, the discount plan must be the most satisfactory. It is better for a trader to refuse credit to those who are undeserving of it than to refuse credit to everybody, at the same time holding out the inducement of discount for all persons to buy for cash.

THE REAL AND THE IDEAL ASSOCIATION.

BY RICHARD DONALD, JR.

The present seems an exceedingly opportune time to discuss ideal association methods and workings. We have before us the strenuous efforts of the executive of the Toronto Association to awaken a lively interest in united work and its possible results. We are now entering upon another season of long, dull evenings, to be made useful or otherwise by the above means, if thought desirable. We are fast becoming rid of that undesirable, and withal, nonsensical idea, that no matter how learned we may become, no matter how well we may manage our business affairs, no matter how beneficial to others some of our cherished plans would be, at no personal loss whatever, we say that we are speedily becoming rid of the idea that we must live for self and self alone. It is well that this is so.

These aforementioned conditions being existent, as all will probably allow, there is good ground for hoping that a few observations in the way of suggested lines of action would not be amiss; but rather meet with perhaps more than passing notice from the crowds of busy men who weekly read the contents of their GROCER. One of the necessary requisites, of course,

of any successful society, is an intelligent and regular attendance; and to secure this very comfortable and reassuring feature of a society's outfit, is perhaps a task of some magnitude, if not of the greatest, in the work. If we could in the course of a paragraph or two, outline some easily worked plan, which might engender a hearty enough interest to create a regular attendance at the meetings of the Grocers' Association, then indeed would we have accomplished our task, and be amply repaid thereby.

Man is essentially a social creature, and this latent quality, when brought out and broadened and brightened in the process, is of the most intense interest to students of human nature. The growth in the social qualities of any of us, is encouraged or retarded, just in so far as we allow them to be, and also allow ourselves to be influenced by others. A man who permits the cares of business to overlap into his night of rest, ease and recreation, to the extent of debarring himself from the society of others, will find himself eventually lagging in the race for mental and commercial supremacy, when running against the man, who notwithstanding that he mayhap has many sore distresses on his mind, does, when his day's work is over, betake himself to the haunts of other congenial spirits there to receive his just reward, in the shape of bright conversation, agreeable company and uplifting tendencies.

If this be so, we must then provide means of entertainment, fit proportioned to the work of the man throughout the day. The grocer having all the live-long day been bothered most to death, with petty details and miserable annoyances, does not find the antithesis of this in the same round of petty detail, etc., only of another description, at the meeting in the night. Rather the reverse. We would then, consign all business to the executive committee, and at the very utmost the first-half hour only to the association meeting. This done, the battle is almost won. The ground is then clear for some real good to be done, and improvement to each participant will soon follow. Do not do this, but prolong over: the whole meeting your letters for constitutions, information, etc., somebody's "tuppenny hapeny" grievances, and a lot of "smalls" utterly unintelligible to the majority of those present; and it will be small wonder if occasionally there is a quorum present at about 9:45, and an odd officer does not turn up until "buzzed."

Our ideal association will then immediately upon the selection of officers, appoint a programme committee pretty well described by the name. This committee would proceed to lay out a series of instructive debates, essays and addresses, with discussions thereon, for the year's work; having a due regard to the important point that rocks must be avoided, in the shape of dryness, sameness and want-of-promptness. This programme should include something out of the ordinary, once in a while, to which ex-

traordinary thing, every one should be invited, and get without extra expense. After the programme has been drawn out, a very important point remains, and it is this—let every one to take some part in it, no matter how small it may be; “look after the back seats.” Many a man strays into the back seats, who if properly taken in hand, would make a first-class debater, and a useful member of the society. Direct promise to participate has been found the most effectual method to accomplish this end, because, if the promise is never fulfilled, there is the one good done, viz., some notice has been given the attender that his presence has been noticed. So much for the meetings. With the help of a good wide-a-wake president and secretary no persons should go away feeling that they had wasted an evening, or that they had been neglected in any way. The business being promptly done, the after part should be as promptly attacked, and the interest sustained therein to the end.

Many other spheres of usefulness remain undiscussed, to our sorrow. The editor says that this paper is already too long, nor do we wonder. After all, the meeting is the “piece de resistance” of the grocers’ association. If these meetings be not successful, then will every other venture be tintured with the same poison. One grand idea should always be before the mind of those in the trade, and it is this:—strive, every man of you, to live up to the highest notch of business ability, honesty and manliness. Don’t be carried away by that insane idea, that the almighty dollar is, and constitutes everything for which you strive. Are there not greater things, honor, city, province, and Dominion? Which of you shall say calmly and decisively: “Here is my little store, by it I shall live, in it I shall exist, and outside of it let others do as they like; as for me, I am content?” Surely that is not our goal, surely there is a niche for every one, in accomplishing good and noble deeds in the world’s theatre, no matter how small that niche may be, or how small its influence. There is a miserable, ill-bred manner some ignorant people have, of disparaging the grocer and his trade. All trade is honorable if made so by the honest practices of the men engaged therein; but if ever so honest, the grocer must keep true to the march of progressive business methods, must keep himself in thorough accord with current business literature, must have as good an education as can possibly be got, and above all, must present to the country with his fellows, a strong unbroken front, displaying in the breeze a broad penon, with this device:

“Our toil hath made the country great.”

Now, we know of no better educator than a good meeting of interested parties, inclined towards the betterment of themselves, their business interests, and the collection of useful information regarding the calling in which they are engaged. We can very well

imagine a meeting of grocers gathered together to discuss the profitableness or reverse of buying in conjunction with others; the best methods of blending teas and selling them; how to contrive to make one thousand dollars do when two are actually necessary; the requisite knowledge to dress windows and decorate stores properly; the credit, both wholesale and retail, so lavishly given by one and so sparingly by the other; and many other problems. These all have been attacked, in a way, but surely not systematically. In our ideal association we would have a decent programme laid out, embracing these and many other points, and if properly managed we do not fear small attendances, but we do, indeed, court success.

REMINISCENCES.

While engaged for about two years as corresponding clerk in a wholesale grocery warehouse in another colony, some amusing incidents came under my observation. The firm received large consignments of liquor from manufacturers in Great Britain and Europe and had a bonded warehouse in connection with their establishment where all these consignments were placed. The man in charge of the bond was an old Irishman, a character in his way. He came to me one day with a long face and told me that he narrowly escaped getting into serious trouble, as it was by the merest chance the head of the firm failed to detect him giving a glass of brandy to an old bum who came regularly every morning and worried the life out of him for a drop of something. I was sorry for Tom, as he was constantly in disgrace over his good-heartedness in this respect. I advised him to give the bum a dose of Jamaica rum, 33 overproof, and say something while he was swallowing it so that he would gulp it down quick before he found out how strong it was. “It will be a case of kill or cure,” said I. “Begorra,” said Tom, “I’ll do it though it kill the ould soak.” Next morning the bum came as usual and Tom handed him a tumblerful of the rum. Just as he had the glass to his lips Tom shouted, “Drink it quick, here’s the boss!” Mr. Bum gulped it down and sank to the ground gasping for breath. He began to get black in the face, and Tom got into a fearful state, thinking it was a clear case of “kill.” We loosened the bum’s collar and poured a liberal quantity of water down his throat and he gradually recovered. But he never bothered Tom again.

One day while business was dull Tom took into his head to clean out some of the odds and ends that had accumulated in the corners of the bond for years back. Along in the afternoon he came into the office and told me that the locker wanted to see me. When I got to the bond I saw an old case half filled with straw and the other half con-

tained five bottles of sauterne. It was the remnant of a consignment that had been placed in the bond eleven years before and had been stowed away in a corner and lost to sight through an accumulation of rubbish. Connoisseurs can appreciate the enjoyment we derived from that old wine. We polished off two of the bottles and each took one home. It was a rare treat.

The head salesman was constantly complaining that his sample boxes of cigars got empty too soon to be pleasant, and he determined to put an end to it. He happened to mention the matter to the captain of a German brig, who had recently arrived with a cargo of tea from China. The captain told him he had a few cigars with fire crackers in them and if he placed them on the top of one of the sample boxes of his best brands he might discover the thief. This was done, and we all awaited developments. One of the most frequent visitors to the warehouse was an old friend of the head of the firm—a close-fisted Scotchman. Well, he called as usual that day and went into the sample room. He didn’t call again for several days, and then his long silky moustache was gone and his lips looked as if they had been roasted. Nothing was said, but the salesman knew he had discovered the pilferer of his sample cigars, and that he would have no cause for complaint again.

A dispute had arisen as to the responsibility for a quarter cask of Irish whiskey which had one its staves broken and a good deal of the liquor had leaked out. The railway people had given a clear receipt for it, but it was apparent that the damage could not have been done during the brief transit on the railway. The quarter cask lay in the freight shed for a couple of days till an amicable settlement was arrived at, and then it was found that there was very little whiskey left in it. It turned out that the men in the freight sheds took relays of sucking the whiskey through long straws, and when any of them felt tipsy they slept the effects off on top of some bales of wool where no one would look for them. There were eleven men in the freight sheds, and in two days they had drunk between four and five gallons. The foreman and three others were discharged. One of them, an old sailor, told me he was drunk five times in the two days and he had never put in such a high old time in his life.

The firm got a consignment of Chinese notions from Hong-Kong, and among them were some cases of native liquor. The Hong-Kong firm had instructed a well-informed Chinaman in our locality to give all the aid he could in explaining the quality of the goods. I happened to be in the freight sheds while the custom house officer was

PICKING HILLWATTEE TEA.



This Choice Blend is sold only to the Trade and put up in pound and half-pound lead foil packets.

SELLING AGENTS :

LUCAS, PARK & CO.,

73 McNab St. North, Hamilton, Ont.

TEAS :—Mallawalla Blend, in ½ and 1 lb. tin foil packages, is the best of all package teas.

IN STORE :—Japans, Ceylons, Formosa Oolongs, Orange Pekoes, Congoes, (all descriptions), Paklings, Packlums, (all new season's goods, and A.I values).

NEW VALENCIAS, New Scaled Herrings, New Salmon, New Newfoundland Herrings (in barrels), New Peas, Tomatoes and Corn.

JUST RECEIVED DIRECT :—Jamaica, Maracaibo and Rio Coffees (extra values).

NEW ORLEANS MOLASSES (barrels and ½s).

Proprietors of Diamond Baking Powder and Spice Mills, Agents for Wethey's Condensed Mince Meat, Leckie's Washing Crystal, and Gillard's New Pickles, (44 oz.) The latter is a delicious relish and should be kept by all grocers.

MAIL ORDERS SOLICITED.

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



“The Goods are right.”

--PUBLIC OPINION.

ST. LAWRENCE CORN STARCH } For Cooking.

ST. LAWRENCE IVORY GLOSS } For the Laundry.

Grand Pacific Hotel
KAMLOOPS, B.C.

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

H. SMITH, Proprietor.

COUGH DROPS.

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

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

Mention THE GROCER.

M. LEFEBVRE & CO.



Reg. Trade Mark.

Established 1849.

GOLD, SILVER

—AND—

BRONZE MEDALS

20 1st prizes.

MICHEL LEFEBVRE & CO'Y

Manufacturers of

Lion--L--Brand

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

Montreal, P.Q.

WRIGHT & COPP,

Importers and Manufacturers' Agents,
40 Wellington St. East, Toronto.

FANCY CHEESE OF ALL KINDS.

Roquefort, Gorgonzola, Edam, Pine Apple, Swiss, etc., etc.

Van Derveer & Holmes' celebrated Æ Biscuits, New York.

SNIDER'S TOMATO CATSUP.
do CHILI SAUCE.
do TOMATO SOUP.
do SOUPS—TURTLE, CHICKEN, OX TAIL, ETC.

To be had of Wholesale Grocers.

TELEPHONE 2662.

examining the liquor, and he quietly slipped a pint bottle into my hand. I asked the Chinaman what the name of was, and he said "Shum-fou," at least it sounded like that to me. When I got to the warehouse Tom, and I and the locker finished the bottle and the effect was startling. We felt as if we were walking in the air and our heads seemed to swell out as large as a balloon. The desire to climb up something was terrific but fortunately for us there was nothing handy for us to practise upon. Then we got as merry as possible and laughed and danced like a trio of lunatics. This wore off and a feeling of hopeless despair took possession of us. Tom at this juncture suggested a glass of brandy, and after partaking of it we felt better. All this passed in less than an hour. I don't know what "Shum-fou" is, but I'll swear there was opium in it. None of us cared to taste it again.

SEMPER PARATUS.

STOP THIEF!

We entreat our daily contemporaries to keep themselves on their guard, if they do not wish to make themselves unwittingly accomplices in a species of theft which to them as to us is particularly odious.

Here is the matter in question. We find in L'Etendard of Monday last, under the title of "Les organes de publicite," an excellent article on the disadvantages which result to commercial houses from doing business through an advertising agency. But our confrere gives credit for this article to Le Moniteur du Commerce. Now, it is an exact translation from an article which appeared some time ago in the Chicago Journal of Commerce, and which our confrere THE CANADIAN GROCER, of Toronto, reproduced, rightfully giving credit, in its magnificent fall number.

We have already on several occasions, caught the Moniteur in the act of reproducing (without giving credit, be it well understood) from our own articles. Nearly every week we find again in it reprints of articles from the CANADIAN GROCER and other special journals, and credit is never given for these reproductions. It happens on the contrary quite often that daily contemporaries, unaware of the piracy of the Moniteur, reproduce in their turn these articles, giving in good faith credit to this latter, and sometimes even adding complimentary remarks as to the cleverness of its editorial.

The Moniteur, thanks to this means of little honesty, succeeds in making itself a reputation as a well-edited journal with those who do not read anything else. A Montreal merchant said the other day to one of our subscribers, "I readily admit that Le Prix Courant is better informed and gives

the most exact prices, as its title indicates, but Le Moniteur du Commerce has some excellent editorial articles."

We are not ambitious for a reputation acquired by such means; our readers find in our columns reprints of the best articles we find in our exchanges, but we never claim any other merit than that of translation and choice, and we give to the confrere copied the credit that is due him. This way of doing, the only honest one, gives the Moniteur a temporary advantage, but as we believe firmly in the proverb, "Honesty is the best policy," we hope the commercial public will soon be undeceived.

In the meantime we beg our daily confreres who hold to literary honesty, to look twice before copying the good articles of the Moniteur, for ten to one that these articles are only unmarked reprints. — Le Prix Courant.

NOTES TAKEN ON THE ROAD.

Oshawa has a number of prosperous grocers, and I find Mr. G. N. Bloomfield among them. He always welcomes THE GROCER representative.

Mr. M. E. May, Oshawa, is having a genuine old-fashioned house-cleaning, and with paper and paint and some alterations, he will have a very pleasant and attractive store.

Messrs. Young & Co., Bowmanville, have shipped quite largely of fruits of all kinds this season, and although prices have varied and as a rule been low, they did fairly well by the fruit trade.

Mr. J. W. Moore has bought out the grocery stock of W. R. Kidd, Peterborough. Mr. Moore has been interested for a number of years in the inspection as well as manufacture of cheese at Lakesfield, nine miles out from Peterborough. He was inspector for the Imperial Produce Co. for a time.

Grain has been moving freely in Port Hope the past week or two, and the trade is showing more life in consequence. Mr. Mitchell remarked that things were quiet and peaceful. What a blessing if grocery-men in some other towns could say it as truthfully. Peacefulness, born of not coveting your neighbor's trade, is a blessing to any community.

A farmer who had just deposited the proceeds of his grain crop in the bank at Oshawa is reported as saying to a grocery man whom he owed, "I have a little money in the bank, but don't like to draw it out just yet." What should be done by the grocer in that case? I will answer that question by asking another: If you saw a tramp going out of your door with the money from your till, would you collar him or let him go? A part of that money in the bank is yours, and it is adding insult to injury for a man to tell you that you have some money in the bank but you can't have it. That man does not look on business as a commercial

man looks on it. He is very apt to feel that the man whom he owes should be satisfied with the bare knowledge that the money is on hand in a firm grip. A little commercial business principle might be taught him that would do him a valuable service for the future.

L. J. Dickie, Oshawa, has returned to his old grocery stand. He sold out two years ago to a party who was not a success in the business, but one has only to step inside now to see that the master hand is there again. Mr. Dickie sells for cash; even a loaf of bread on hand he considers a better asset than the price of it on his book. The clean, bright store and tasty arrangement of shelf goods, etc., bespeak the presence of lovely woman on the premises.

Messrs. Conger Bros., Belleville, placed in their show window a terra cotta figure of a school boy sitting by the wayside with his school bag slung over his shoulders, and, flute in hand, he seemed to be intently listening to the vibrations of his music in the distance. The knee breeches, the rusty boots, the open collar and flannel shirt, give the dress of the genuine Hibernian, but the features are the true type of innocent childhood regardless of nationality. It was quite a "draw" for Saturday.

Farmers around Bowmanville are marketing their grain quite freely, and it is being shipped by lake and rail direct to Europe, via Montreal. One or two vessel loads of barley are going across to the States. Mr. J. McMurtrie is a large buyer at this point, and he reports a promptness and willingness among the farmers to settle old accounts as fast as deliveries are made, which makes it very pleasant for him, as he has a large country patronage for groceries, dry goods, etc.

ANSWERS TO CORRESPONDENTS.

Mr. H. L. Pullen, St. Thomas, writes: I see by THE CANADIAN GROCER of October 15th, page 4, that Sunny South tobacco is made by the Empire Tobacco Co., Montreal. Now, I bought Sunny South tobacco from McAlpine Tobacco Co., Toronto. I suppose it was made by them.

Yours truly,

H. L. PUTTEN.

Mr. W. Carmichael, Collingwood, writes: Mr. Urlin is in error. Sunny South is made by McAlpine, Toronto. The Empire's brand, same size, is something good. This is a seller.

A. G.—Being a subscriber I take the liberty of asking you to give me some quotations for genuine apple-cider. Who manufactures it? ANSWER—Not much business has been done yet; but in 20 gallon lots 20c. per gallon appears to be about the value, and 21 to 22c. for smaller quantities. If any of our subscribers have some to offer we will be pleased to put them in communication with our enquirer who is in the province of Quebec.

FLOUR MILLER.—Would you kindly procure for me at your earliest convenience the address of a few large barrel manufacturers in Ontario? ANSWER—We have looked over our exchanges, but fail to find any advertised. The only firms we know of are Decew & Co., Essex Centre; Sutherland, Innes & Co., Chatham, and the London and Petrobia Barrel Co., London.

DIAMOND CRYSTAL SALT

It is free from impurities. It is unequalled for sweetness, purity and flavor. It is made by an entirely new and expensive process, which is the principal reason why other manufacturers cannot compete with it for quality. For the table DIAMOND CRYSTAL has no equal. Its freeness from hardening makes it the best for table use. For the Dairy, DIAMOND CRYSTAL has no equal. Its remarkable antiseptic qualities make it the best for Dairy use. For table use, packed in barrels containing 115-2½s-100-3s-60-5s-40-7s and 30-10 lb. bags. For Dairy use, packed in barrels containing 20-14 lb. bags, also 28 and 56 lb. Sacks. On account of the combination entered into by the Canadian Salt Manufacturers, we are enabled to import this high-class manufacture, and are selling at prices as low as ordinary kinds.

Send us a trial order and be convinced of the correctness of the above statements.

Selling Agents for
Diamond Crystal Salt.

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

Self-Rising Buckwheat Flour.

We are now mailing letters to the trade giving price for this line of goods for this Season. If any friend should be overlooked kindly drop us a card and letter will be sent at once."

The Snow-Drift Baking Powder Co.,
BRANTFORD.

ORDER A CASE OF
OCEAN WAVE BAKING POWDER
From your Wholesale Grocer.
Sells itself after one Trial. Prices Current

Cowan's Soluble Cocoa

made from carefully selected Beans, produces a Cocoa of the best quality and finest flavor.

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

GREAT SELLERS.

Adams' Tutti Frutti and other
Staple Chewing Gums.

Each box of Adams' Monte Cristo Gum contains a sparkling brilliant stone ring which is set in the latest Parisian styles.

For descriptive catalogue and elegant hanger signs for windows. Address

ADAMS & SONS' CO'Y
11 and 13 Jarvis St., Toronto.



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

A. HAAZ & CO.,

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

LOCKERBY BROS., WHOLESALE GROCERS,
75 ST. PETER STREET,
MONTREAL, P. Q.,
ARE OFFERING THIS WEEK

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

FINE LARGE DRY COD IN BUNDLES. BONELESS FISH IN BOXES.
Canned Salmon, Lobsters, Mackerel and Oysters.

Just Landing per S. S. Avlona !!!

100 Barrels Filiatra Currants.
100 Half Barrels Filiatra Currants.
2000 Half Boxes "Juan Merle" Fine off-stalk Valencias.
1000 Half Boxes "Juan de Llano" Fine off-stalk Valencias.
500 Half Boxes "Juan de Llano" 4 Crs. Layer Valencias.

Arriving in a few days, 1000 boxes "Extra" Sultana Raisins.

Write for our quotations before placing your orders.

Hudon, Hebert & Cie.,
Montreal.



Ram Lal's
PURE
INDIAN TEA

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

Put up in lead foil packages, ½ and 1 lb. Selling Agents:
CAVERHILL, ROSE, HUGHES & CO., Montreal.



Mr. John Sturrock, general merchant for twenty years at Laggan, Ont., died on the 14th inst.

Hamilton Retail Grocers' Association is \$305 ahead as a result of the pic-nic held at Oakville last summer.

The Varuna has already taken down over six thousand bushels of tomatoes from the Bay of Quinte ports to Picton.

The annual coffee crop of the world is estimated at over 11,000,000,000 pounds, worth in first hands over \$135,000,000.

The Deseronto Tribune says that one million cans of tomatoes have been put up at A. C. Miller's canning factory, Picton.

The total valuation of the sugar plantation of Hawaii is placed at \$35,000,000, nearly four-fifths of which are owned by Americans.

Mrs. Butler, Smith's Falls, is succeeded in her Beckwith St. stand by Mr. Phillips, who will continue the grocery trade there, while Mrs. Butler will open a grocery across the river.

Foreign capitalists are said to have secured an option on all the rice mills in the South, with the expectation of introducing machinery from Holland and cornering the product. The price named is \$2,000,000.

The Toronto Biscuit and Confectionery Co., have a very novel advertisement in this copy of THE GROCER. This Company are pushing the sale of the B. F. P. Cough Drops from the Atlantic to the Pacific and report enormous sales.

Messrs. Anning & Co., of Picton, Ont., have bought the old stove foundry in Belleville for a canning factory, and the city gives them exemption from taxes for 10 years and remits last year's taxes.

Mr. Rose, of Caverhill, Rose, Hughes & Co., wholesale grocers, Montreal, spent the greater part of last week among many of his old friends in the city. Mr. R. is one of the oldest, best known, and most popular travelers on the road.

As further evidence of the general prosperity of the country, we have to announce a new enterprise recently started by a leading firm of grocery brokers in this city, namely, the catching and curing of rats for Chinese trade. The pack is likely to be large this season.

In almost all the United States returns of exports to Canada there appear entries of shipments of oleomargarine. For the last seven months the amount so appearing is about seventy-five thousand pounds as compared with about thirty-three thousand last year. The importation of oleomargarine in-

to Canada is prohibited by law, but it can pass through in bond, and the shipments from the United States are not for consumption in Canada at all, but are simply in transit for Newfoundland, where large quantities of the stuff are used.

Frank Siddalls, the prominent soap manufacturer, was once asked why he did newspaper advertising altogether, and did not follow in the footsteps of other manufacturers, putting up sign boards, etc. He replied that in his experience he found that the man who does not read the newspapers never uses soap.

An order-in-council has been passed fixing the close season for fresh-water herring and ciscoes in Ontario from October 15 to November 30 each year, during which time no one shall fish for, catch, kill, buy, sell or possess any such fish, the order not to come into force until next year.

A retail grocers' association has been formed in Stratford for mutual protection, not for the purpose of regulating prices. The officers are:—Messrs. H. T. Baker, President; John Hislop, Secretary Treasurer; E. K. Barnsdale, E. Walsh and J. T. Doak, Executive Committee.

Mr. D. Marshall who has been employed in the wholesale grocery of Geo. Robertson & Son., Kingston, left the other day to accept a position with the firm of Warren Bros., and Boomer, of Toronto. With his removal the Kingston lacrosse team loses the services of a hard working and enthusiastic secretary.

One of the executive of the Ottawa Clerks' Union says that the agitation has been somewhat retarded by the strike at the Chaudiere in which part of the city they have been canvassing for subscriptions to the early closing list. The clerks have now the signatures of the necessary three-fourths of the merchants in each line except furniture, in which two are holding back.

The suit of A. Watts & Co., Brantford, against the purchasers of the Buffalo Electric Soap works, to recover a portion of the sale under the agreement which was disputed by the purchasers, was tried at Warren, Pennsylvania, last week, and a verdict in full was awarded to A. Watts & Co., with costs of the suit, which has been going on since 1883.

According to word sent from Utrecht, the Hollanders are making artificial almonds in large quantities from paste composed of glucose. They are shaped and colored to nature, and steeped in nitro-benzole to give the necessary odor. Hundreds of bushels have been sold to unscrupulous dealers, who mix them with the genuine article. The same people are at work on a varnished coffee bean.

At a meeting of the Y. M. C. A., London, the other afternoon, the Hon G. W. Ross, Minister of Education of Ontario, said: "Thirty-five years ago, I served as a grocer's apprentice in this city taking down shutters

as early as 7 o'clock in the morning, putting them up again at hours varying from 9 to 10 at night, and carrying parcels to supply the wants—very pressing wants I sometimes thought—of the citizens for their dinner table requirements." [Laughter.]

Messrs. Gibson & Gibson, of 35 Wellington street east, this city, have been appointed selling agents for the Gwaltney & Bunkley Peanut Co'y, of Smithfield and Norfolk, Va.

Thomas Flannigan's general store in Chatham was entered by burglars the other night, who stole a quantity of prints and some bottled goods. The clerk had cautiously hidden the receipts of the day, leaving nothing in the cash drawer.

Mr. Henry Gillard, father of W. H. Gillard wholesale grocer, Hamilton, died on the evening of the 13th inst. at the residence of his daughter, Mrs. G. H. Moore, Burlington. Deceased, who was 80 years of age, had lived a retired life for a good many years. Death was the result of natural decay. W. H. Gillard was in London, attending the Wholesale Grocers' Guild meeting, when the news of his father's death reached him.

Mr. R. S. Gallagher has called a meeting of his creditors. The wholesale and retail fruit business he has carried on for fourteen years on King and Colborne streets met with no reverses during that time and appeared to be on a prosperous footing. The late long dull spell, however, has at last reached the breaking strain and the meeting referred to has been called. It is to be hoped that Mr. Gallagher can obtain a satisfactory settlement.

Yeoman & Co., the yeast, baking powder, and washing compound manufacturers, have disposed of their business to John M. Lowes & Son, who will continue the same in their new factory 26 to 94 Adelaide street east. Yeoman & Co., were the successors of Churchill & Co., the original manufacturers of The Breadmakers' Yeast, they also adding White Star Baking Powder and Housekeepers Quick Washing Compound to their lines. The new firm will still manufacture the three articles as in the past.



"CAIRN'S" HOME MADE MARMALADE.

In 1, 2 and 7 lbs., in Glass, White and Stone Jars.

We are now taking orders for January shipment of this delicious preserve. Send in your orders early as the stock is limited."

BLAIKLOCK BROS.,

General Agents for Canada.

MONTREAL

TORONTO AGENTS:

WRIGHT & COPP,

40 Wellington St. East, Toronto.

FOR THE
HOME, PICNIC,
CRUISE, or CAMP
The "STAR BRAND" delicious
HAMS & BACON

CAN BE HAD FROM ALL THE
BEST GROCERS

F. W. FEARMAN,
Hamilton, Ont.

SOMETHING NEW!
A GREAT TREAT.

Fresh Cod

TONGUES

In 1 lb. Tins.

This is the Delicacy of the Season.

Pronounced by connoisseurs far ahead of
oysters.

A GREAT LUXURY.

Apply to

EBY, BLAIN & CO., Toronto.

STEWART MUNN & CO., Montreal.

JAS. TURNER & CO., } Hamilton.

LUCAS, PARK & CO., }

Send for Samples.

ALL GROCERS SHOULD SELL
THE

**ROYAL
DANDELION
COFFEE**

Manufactured by

ELLIS & KEIGHLEY,
TORONTO.

"We offer to the Trade."

3,000 half boxes new fine off stalk Valencia Raisins.

3,000 half boxes 3 and 4 Crown Layers.

200 packages New Currants, barrels, half barrels, cases and half cases.

Figs in 1, 6, and 12 lb. boxes, mats and bags.

Peels—Lemon, Orange and Citron, also

500 cases 2lb. blue berries.

Please ask for samples and quotations.

L. CHAPUT, FILS & CIE., Montreal.



BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.



THOS. LAWRY & SON,

PORK PACKERS AND LARD REFINERS.

Curers of the Celebrated "L. & S." and Imperial
brands of Smoked Meats.

PURE LARD A SPECIALTY.

Hamilton, Ont.



E. Lazenby & Sons,

18 Trinity St., London, S.E.

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

Our goods can be obtained from :—

CAVERHILL,
ROSE & CO.
GEO. CHILDS
& CO.
Montreal.

BALFOUR & CO.
Hamilton.

PERKINS, INCE
& CO.
J. W. LANG & CO.
Toronto.

JAMES TURNER AND CO., WHOLESALE GROCERS, WINES AND LIQUORS.

Our stocks comprise everything in groceries, including the latest novelties.

We are selling agents for the following leading lines :

Ram Lal Pure Indian Teas,

Three grades, FINE, EXTRA, CHOICEST.

Bendsdorp's Royal Dutch Cocoa,

Batger's Jams and Marmalades,

Pickstone's Washing Crystal,

Mrs. Millar's Maccaboy Snuff.

The above goods in their respective lines cannot be excelled.



" JUDGE "

The Finest
Chewing
Tobacco
In Canada.

For Sale Everywhere.

Empire Tobacco Co.,

MONTREAL.

LONDON RETAIL GROCERS' ASSOCIATION.

The regular meeting of the Retail Grocers' Association of London was held in Sherwood hall on Oct. the 14th, with all the officers present and a fair representation of the members.

The minutes of last meeting were read and confirmed.

After the regular routine of business was got through, the delegates to the convention in Toronto were called on to give an account of themselves.

The president, Mr. W. H. Ferguson, said the delegates were well received by the members of the Toronto Association, and that he was much pleased with the meeting and was satisfied that great good would come from it. The delegates from the various associations were very enthusiastic and entered into the discussion freely and with good feeling, and the result of the discussion was that a number of questions was suggested to be sent to the various associations throughout the country to obtain the views of the members of each association, delegates to be appointed to meet at some future date and some plan arranged whereby a more united action may be taken on all important trade questions. He said that the secretary promised to send them a copy of the questions before they left the city, so that he could bring them up at this meeting, but he did not receive them. He had not charged his mind with the questions sufficiently to be able to give all of them, as they were quite numerous. He then called on Mr. C. J. Wall, who was also a delegate. Mr. Wall said that he thought the president had gone pretty well over the ground, but he would give the members a few of the questions proposed to be sent to the different associations, from memory. He was sorry they did not receive the copy as promised, but no doubt it would come to hand in time for discussion at our next meeting. The question of peddling was one that appeared to cause as much trouble in other cities as in London, and was as much of a nuisance in Toronto as the merchants and citizens find it to be here. The question of wholesale firms selling goods at retail was another important one in the list. The Patrons of Husbandry was another. But as these questions would all come before this association at our next meeting in proper form he would not detain the members any longer, only to say that they were well entertained by the members of the Toronto Association, that the trip to Toronto had been a pleasant one, and that the meeting, he felt satisfied, would result in doing good to the trade throughout all Ontario.

The reports of the delegates were heartily received.

A communication was received from the local members of the Wholesale Guild inviting the officers and members of the Re-

tail Association to meet the members of the Wholesale Guild at the Kennels on Thursday at 3 p.m., and it was moved and seconded that the invitation be received and that as many of the officers and members as can, attend the meet.

The meeting adjourned at 5.20 p.m.

SUGAR PACKAGES.

"What do I think of the proposal to make all sugar barrels of uniform capacity?" said a prominent retail grocer to a representative of the Merchants' Review, the other day, "I think it is excellent. With the introduction of a uniform sugar barrel would disappear several annoying features incidental to the handling of refined sugar by retail grocers, and certainly the trick of changing the figures on the barrels would cease. Several times I have had that same trick played on me, and a grocer can never be certain that he will not be imposed upon in that way while the present system of packing sugar lasts. As regards the notion of sugar in cardboard packages," said the dealer, "I believe it will take some time to popularize it. There are not a few dealers who are accustomed to give rather light weight, owing to the small margin on which sugar is sold, and in that way they have a chance to come out even or possibly get a small profit. If the packing were done at the refinery, the weight would be exact and these dealers would lose by the change. Yet there are, on the other hand, many grocers who are indifferent as to sugar profits and dislike the trouble of weighing out and packing the staple. To such dealers a small sugar package would doubtless be a boon, and the notion is at least worth a trial. I would, however, suggest that small bags, such as are used for salt, be employed instead of cartons of paper or cardboard—these would be cheaper and stand rougher handling than the cartons."—Merchants' Review.

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

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

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

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

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

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

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.

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

"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.



Compare the quality with any other.

BENS DORP'S ROYAL DUTCH COCOA.

Manufactured at Amsterdams, Holland.

Is absolutely Pure and Soluble Very delicate in flavor and of great strength. It will please more of your customers than any other Cocoa on the market, and please you because it pays a good profit. Packed in cases of 12 lbs. each. Price, ¼ lb. cans, \$2.40 per doz.; ½ lb. cans, \$4.50 per doz.; 1 lb. cans, \$8.50 per doz.

ORDER A CASE AT ONCE OF

Eby, Blain & Co., Toronto.

James Turner & Co., Hamilton.

Caverhill, Rose, Hughes & Co., Montreal. M. F. Eager, Halifax.

STEPHEN L. BARTLETT, Sole Importer, Boston, Mass.



INCREASE YOUR TRADE

BY HANDLING

"KENT BRAND"

Fine Mixed Pickles.

Ask your Wholesale Grocer for them or write direct to

The KENT CANNING AND PICKLING CO.,

Chatham, - Ont.

JOHN PETERS & CO.,

General Commission Merchants and Brokers,

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

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

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

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

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

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.

GEO. MATTHEWS

PACKER and CURER of the "Rose Brand"

Hams, Bacon and Lard,

ALL NEW STOCK.

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

TORONTO MARKETS.

TORONTO, Oct. 22, 1891.
GROCERIES.

The weather is still in the ascendant among market influences. It is very favorable for the tilling of the soil though adverse to trade. More grain has been sold this week, but the difference has not been felt among wholesale grocers' who find money scarce both for payments due and for current business. At this time of year the renewals that are occasionally necessary are not expected to be asked for, but the present season has its exceptions to this rule. All orders for goods are on the scale of the needs of the moment, which are evidently kept within narrow bounds. Sugar sells quietly, fruits are dull, canned goods are in small request, tea is but moderately active. Some retail traders report a considerable amount of wheat selling in their district, but say the farmers are not coming down with the part of the proceeds that is due on their store accounts. Stocks throughout the country are low, so that it will take a good deal of buying to replenish them for a lively trade when money does begin to move.

CANNED GOODS.

The extent of the pack of tomatoes, and the proportion it will bear to the demand, are still enveloped in uncertainty. The opposite views that it will be excessive and that it will not be adhered to as tenaciously as ever, but among the majority of jobbers, who were undecided, there is a growing undercurrent of opinion that the pack may not be more than what is wanted to go round. The crop of peas was good but yet the pack seems to have been a short one, the limitations on the time in which it had to be put up circumscribing the canners as much as a shortage in raw material would. Whatever may be the volume of the pack, the course now followed by retailers is probably the wisest one; they are not placing orders freely. Some packers claim to have everything sold that they can put up. The price now holding is \$1.05 for equal quantities of peas, corn and tomatoes. An instance of a sale to a jobbing house of 700 cases of assorted vegetables at \$1 is reported, though the brand is not the best. Two round lots of tomatoes alone sold at \$1.05. The very best brands have been sold at \$1.10, though efforts were made to get better quotations by canvassing the street. Peas alone are held at \$1.10. All extra quality goods are firmly held and will be likely to be. There is little doing in salmon or in lobsters. Prices are steady at quotations.

"It was reported," says the New York Bulletin, "that about 10,000 crates of New York state gallon canned apples have recently been taken for export to Liverpool at \$2 per dozen delivered on steamer. We learn also of 1,000 crates prime evaporated apples at 5 3/4 c. for the same market.

The B. C. Commercial Journal says; The bark Wanlock, 745 tons, Capt. Cooper, arrived last week and she is chartered for salmon to Liverpool by Turner, Beeton & Co. Shipments are being hurried forward and there is little else to note. The Anglo British Columbia Packing Company Ltd., shipped a train load to Montreal on the 6th inst., consisting of 15 cars this season's pack. The SS. Mexico arrived at Vancouver on the 7th inst., with 6,000 cases of Alaska fish for shipment east over the C. P. R. The salmon is from the canneries at Point Ellis, Permit Harbor, Chilcat, Yes Bay, Labouchere Bay, Loring, Hunter's Bay and Nicholas Bay. 2,500 cases of salmon from R. Cunningham's

cannery, Skeena River, arrived by the SS. Danube on the 10th for shipment to Australia via San Francisco. It is stated that the Alaska Salmon Packers' Association comprises the controlling interests in thirty-three canneries.

COFFEES.

The scarcity of good Rios is still a draw back to trade. The supply is said to be exhausted in the primary market. Common Rios to sell at 19 to 21c. are plentiful enough. Mochas and Javas are in liberal supply at steady prices. The Dutch Government sale of Java coffees at Amsterdam took place on Tuesday, 20th inst., with 29,000 bags, valued at 48 florins.

DRIED FRUIT.

Though stocks are in good condition, being now quite full and varied, buying does not proceed as actively as it might. Currants are 3/4 c. less firm than they have been for several weeks, barrels quoting from 5 3/4 c. upwards. There is still an abundance of old Valencia raisins purchasable at 4 to 5c., and even lower, 28lb. boxes selling in some cases at \$1. New season's stock is easy at 6 to 6 3/4 c. for off-stalk raisins. Selected layers are 7 1/2 to 8c. There are four grades of Sultanas, of which the prices range from 8 to 12c. The stock of Malagas is still incomplete. The prices of those on hand are \$r to \$3.10 for London layers, \$3.25 to \$3.50 for Imperial cabinets, \$4.25 to \$4.40 for Connoisseur clusters, \$4.50 to \$4.75 for extra dessert, \$4 to \$4.10 for black baskets. Cable advices recently received announce an advance of 1s. to 2s. on Bosnia prunes. Elemen figs run at 11 to 12 1/2 c. for new, with nominal prices for certain grades of old that are offering.

The Revista Commercial, of Valencia, under date of 29th ult., advises a number of packers at Denia putting up rain-damaged raisins, together with sweepings, nicely topped off, and branded as layers. This fruit, the paper says, is intended for America, and pictures the surprise that will be manifested here when the goods are inspected upon arrival. The packers are credited with paying \$2 per quintal for their stock.

NUTS.

A very easy demand is reported by all holders of stock. A better business is due by and by, when both stocks and demand will be in greater strength. Tarragona almonds are 15 to 16c. Cocoanuts are \$6 per hundred.

RICE AND SPICES.

The trade in rice is falling off, as it always does at this time of year. Stocks are ample and prices steady. Among spices ginger is very firm at 25 to 27c., and nutmegs at 75c. to \$1.20. All spices are in seasonably good demand.

SUGAR.

There was a moment in the week when the price of granulated appeared to be on the verge of an advance of 1/8 c. Refiners sold 1/8 c. higher in Montreal, but their example was not followed here, and before the end of the week the price wavered in sympathy with the New York market, which declined 1/4 c. on Saturday. It declined 1/8 c. more on Tuesday. Abroad both cane and beet are higher, the fluctuations in the New York market being apparently independent of the ups and downs in the raw market. Yellows have received more benefit from the momentary improvement that took place on Friday last, and have been generally held at prices averaging about 1/8 c. higher all round, though some are still obtainable at 3 1/2 c. There is more quoting in decimal fractions than there

was, such forms of quotation as 3.60, etc., being heard more frequently than they used to be. The refiners stiffened on the prices of yellows on Friday, and have not been in a conceding mood since.

The report that the Woodside refinery would shut down shortly turns out to be wrong.

Willett & Gray, New York, in their weekly sugar statistical report, put the visible supply at 463,824 tons, against 337,640 tons a year ago. They say: "The market for raws has been strong throughout the week, and with the securing of pretty much all the available supplies, it is now a question of where the next absolute requirements of the refiners is to come from. Brazil and beet countries are very backward and Cuba stocks are disappearing very rapidly. Under these conditions a firm and improving market seems to be assured for some time. The crop of all Europe is not expected to much exceed last year's. Notwithstanding, a very general opinion prevails among buyers that a decline must come in granulated sugar to meet the parity of the foreign markets, and in consequence of this opinion the country are buying on a hand-to-mouth basis, yet the demand continues sufficient to take the production and thus far prevent the necessity of any reduction in price. Lower prices are made, however, for grades below hards, and sooner or later the demand should slacken more perceptibly."

SYRUPS AND MOLASSES.

The commonplace movement of the demand keeps stocks of syrup moving outward at the usual quiet rate, with no advance on last week's prices, which quote as low as 2 1/2 c. for the darkest grades. More activity in the molasses market is apparent, three carloads of West Indian being reported on the way from Montreal for delivery to purchasers in Toronto and other Ontario centres. The price is 38 to 40c. in puncheons, 40 to 42c. in barrels, and 42 to 44c. in half-barrels.

TEAS.

No new feature has got into the situation. Greens are exceptionally scarce, more particularly in the lower grades. There is no

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Wholesale Fruit and Commission Merchants,
Importers of Nuts, Figs, Dates, Oranges, and
Lemons, Fancy California Evaporated and
Dried Fruits, Sweet Potatoes, Cranberries,
etc.

CORRESPONDENCE SOLICITED.

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New Currants.
New Sultanas.
New Valencias.
New Figs.
P. C. LARKIN & Co.,
WHOLESALE GROCERS,
25 FRONT ST. E.

LEONARD BROS.,

Wholesale Fish Dealers,

Are now prepared to fill all orders for their

Celebrated Boneless Codfish

(from new fish)

packed in 5, 10, 25 and 40 lb. boxes, 2 lb blocks wrapped in waxed paper.

SEND FOR QUOTATIONS.

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ALL GROCERS SHOULD SELL
THE

Royal
Dandelion
Coffee.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

TO GROCERS.

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Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
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**DO
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"Peerless" Washing Compound.
There is nothing equal to it. It
will pay you a handsome profit.
Your customers will like it. Address

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Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

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MEDAL

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DELHI CANNING CO.,

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

Delhi Fruit and Vegetable Co.,

FACTORIES : DELHI AND NIAGARA.

SUGARS DOWN.

The Wholesale Grocers' Boycotte does not prevent me underselling them
17 cents per hundred on

GRANULATED SUGAR—

The Combination price is now 5 cents per lb., and I am selling at \$4.83 per hundred.
I have a large stock.

**New Currants, New Raisins,
New Figs, Canned Goods (1891 pack)**

Which I am selling at lowest Cash prices. Write for quotations of Teas and General Groceries.

JAMES LUMBERS,
WHOLESALE GROCER,

TORONTO.

MARKETS—Continued.

description of tea in which the stocks are heavy. The trade reports some holding off this week on the part of retailers, who do not buy even as freely as they did last week. Values are unusually good. Blacks are steady at from 15c. upwards and Japans from 16c. In lower grades, there seems to be a growing yearly indisposition to deal, and fewer Japans below 16c. will be brought into the country this year. Last year's imports of stock at lower prices than this showed a marked falling off from those of the year previous.

The four-masted schooner Olga arrived at Vancouver, B.C., on Monday, from Yokohama, with 1,066,500 pounds of tea. She reports that the ship Heola sailed from Kobe for Vancouver with a cargo of tea nine days before she did, and fears are entertained that the Hecla foundered in the terrific gale which raged on September 14.

Says the Minneapolis Commercial Bulletin: The largest bulk of tea ever en route to a Pacific coast port is now on its way to Vancouver, consigned to the C. P. R. for transmission overland. The tea now afloat on the Empress of China and the tea clippers Benjamin Sewell, Hecla and Olga amounts to over 13,000 tons, and is for Minneapolis. St. Paul and Chicago jobbers.

PETROLEUM.

Prices hold at the points at which they have been marked for months, Canadian refined being quoted at 15 to 16c. A good local demand exists.

The Petrolia Advertiser reports; Petrolia crude \$1.35 per bbl. Oil Springs crude \$1.35 per bbl. The crude oil market has been very quiet for the past week in consequence of the low price of refined which has been ruling. The competition between local refiners has been so keen lately that refined oil which should bring from 13 to 14 cents a gallon has been sold as low as 12 cents, and we have even heard of offers having been made as low as 11 3/4 cents. In consequence of this state of affairs refiners have been holding off from purchasing crude until they have now nearly used up their last barrel of stock on hand, and some of them will either have to shut down or pay a dollar thirty-five for more crude at which price they will make a handsome loss in the manufacture of refined oil to be sold at the present rates. The crude oil market is very firm, and although we are pumping more crude than ever we were before, yet the demand for refined oil has so increased that it takes all the crude oil which is pumped here daily to supply the needs of refiners for our own Canadian market.

DRUGS AND CHEMICALS.

A fairly free movement of certain staples, as alum, sulphur, borax, camphor, cream tar, etc., seems to be going on now towards country stores. The week shows no fluctuations in prices.

BUTTER AND CHEESE.

The butter market is in an exceptionally healthy state. All good stock finds immediate sale and makes its way readily into

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The St. Croix Soap Mfg Co.,

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consumption. Prices are firm for the upper grades, some quoting as high as 18 to 20c., but there is not one tub in twenty-five that will stand the test necessary to bring these prices. The best that is in fairly general supply is worth from 16 to 18c., and that is scarce enough. Lower grades are comparatively plentiful, varieties of quality being available for all shades of value between 10 and 15c. As always happens about this season increased supplies of dairy butter follow upon the closing of the cheese factories and the creameries. The raw material which was manufactured in the latter is of itself considerable, and will make a good deal of butter, which will come as creamery butter did not to any extent, upon the domestic market. While butter is firm and high, it must be remembered buyers are selecting, as they can get plenty of ordinary stock at the prices quoted for it.

Cheese is steady at 10 to 10 1/2c., the under figure representing closely the price asked at the factories. There is little activity in the demand.

COUNTRY PRODUCE.

BEANS—Good old hand-picked beans sell at \$1.50 to \$1.60. Growers who have choice old are firm for \$1.40. New are not yet in free receipt.

DRIED APPLES—Quotations are 5 to 5 1/2c. from wholesale hands here, with 4 1/2c. and upward paid to holders outside. The market is not more settled than it was last week.

EVAPORATED APPLES—Change hands in occasional 50-box lots at 7 to 8c. Offerings are free.

EGGS—Are scarce and wanted at 16 to 17c. Along with a falling off in the supply, there is reported a considerable demand

from other collecting points to make up shipments for export. Some business is said to have been done by Canadian exporters on the New York market. Lined are now in stock and quoting at 15c.

GAME—Wild ducks are coming in at 45 to 50c. a brace, partridges at 50c., venison at 6 1/2c. for bucks in the carcase and 5 to 6c. for does.

HAY—Is in good supply and active demand, with no change from prices running last week for bales on track—that is, \$11 to \$11.50.

HIDES—Are weaker. Green may be expected soon to take a drop of from 3/4 to 1/2c., as cured have shown no tendency towards recovery. Green are quoted at 5c. for cows and 5 1/2c. for steers. A car of selected buff was sold on Tuesday at 5 1/2c., and common grades went in round lots for a shade less.

HONEY—Is inactive and plentiful. Extracted sells at 9 to 10c. for low grades, and for inferior at prices as low as 7c. Sections are 12 1/2 to 15c.

HOPS—Business in large lots is exceptional, and only desultory buying in lots of moderate size is reported. Prices are 13 to 15c. for new crop and good yearlings, but are nominal for older stock.

ONIONS.—Are quiet at \$2 to \$2.25 per barrel.

POULTRY—Receipts are increasing and the demand is gathering strength. Dressed turkeys are 10 to 11c. per lb., geese 6 to 7c. per lb., chickens 40 to 50c. per pair, domestic ducks 25 to 50c. per pair, according to size.

WE ARE BUYING

Dried Apples.

SEND SAMPLES AND QUOTATIONS.

ESTABLISHED 1899.

STANWAY & BAYLEY
BROKERS

AND GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST, TORONTO.

WE ARE BUYING

Evaporated Apples

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W. H. Schwartz and Sons,

Coffees,
Spices,
Mustard.
HALIFAX, N.S.

ORIENT MILLS.

SINCLAIR, HOOD & CO.,

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Importers and Manufacturers of

Coffees,
Spices,
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185 NOTRE DAME ST., EAST,

P.O. Box 615. WINNIPEG, MAN.

We are desirous of representing two or three more Importers or Manufacturers in any lines of Grocery goods we do not now handle.



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

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

ORANGES.

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

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

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

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References: Bank of British Columbia.

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CHOICE DAIRY BUTTER

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

For Choice full flavor goods send us a Sample order.

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The Ontario Produce Co'y.

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

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

JAS. DICKSON & CO.,

26 WEST MARKET STREET,

Provision and Commission Merchants.

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

Reesor & Rogers,

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Solicit consignments of Country Produce from Storekeepers.

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SPECIALTIES: Canned Goods, Dried Apples, Evaporated Apples, Codfish.

Quotations and samples sent on application. A trial solicited.

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McLAREN'S



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

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

MARKETS—Continued.

POTATOES—Are firm for the time being. Cars are taken at 40 to 45c., and 50 to 60c. is quoted for out of store lots.

SEEDS—Alsike clover brings \$5.50 to \$6 for prime to choice, with a little higher figure for extra choice to finest samples for export. There is an improved inquiry and a few lots now offering.

SKINS—Are unchanged, at 75c. for sheep and 5 to 7c. for calf. The supply is fairly large.

WOOL—Is very dull; sellers find difficulty in getting more than 18c. Receipts are large. Dealers do not encourage sellers, as they have no expectations of any early improvement in the situation of the market.

DRESSED HOGS AND PROVISIONS.

The trade in provisions is as good as the limitations upon the resources of immediate supply will allow. All old stock is exhausted, and consumption is already busy upon the yet meagre products of the new pack.

BACON—What long clear can be supplied goes at 9c. Smoked backs and bellies are 11c. and selling well. Rolls are active at 9c.

HAMS—Of the new cure are all that the market now contains. They are selling as fast as they can be produced at 11 to 11½c.

LARD—Pure is easier, because more plentiful. Pails are 10½c., tubs 10c.

BARREL PORK—Mess is steady at \$15, and Canadian short cut at \$17. Ready sale for all new pack stock is reported.

DRESSED HOGS—The range of price is from 5½ to 6½c. Packers' weights have not been plentiful for some days, but at the moment receipts are larger. The strength of the market begins also to decline as the close of lake navigation approaches. Since no new products of hogs now arriving can be got ready in time for the last boats, packers are disposed to keep below 6½c.

FISH.

An easy demand for fresh fish keeps up. Freezing in the meantime is going on. Stock does not arrive freely. All prices remain unchanged. Pickerel is 6c., pike 5c., whitefish and salmon trout 7 to 8c., lake herring \$1.75 to \$2.50, haddock is 6c., British Columbia salmon is 16c. Of pickled and salt fish, Labrador herring is \$5.50, shore herring \$5. The catch of Labrador herring is said to be very short this year. Bloaters are \$1 to \$1.50.

FLOUR AND FEED.

A normal demand is reported for flour and feed. Prices are steady and unchanged. They are: \$5.75 for Manitoba patent, \$5.25 to \$5.35 for Ontario patents, \$4.50 for straight roller, \$4.40 to \$4.50 for extra, \$2.25 to \$4 for low grades, \$5.25 to \$5.40 for strong bakers'. Graham flour is \$4.50, standard oatmeal \$3.75, rolled oats \$3.75, Kiln-dried corn meal is \$3.75 to \$4.00, rolled wheat \$5, wheat bran \$12, cracked corn \$1.50 per cwt., mixed chop \$20 to \$25, split peas \$4, pot barley \$4.25, oats 30 to 31c.

FRUITS.

The varieties now arriving are less numerous than those of a week ago. Apples constitute the bulk of the receipts, and though plentiful they are steady in quotation and are stronger than they were last week. Snow apples are \$1.50, other fall apples are \$1.00. Enquiry is beginning to be heard from holders of winter stock, which quote in an experimental sort of way at \$2.25. Pears are still quite plentiful at the old range of \$2.50 to \$4.50. Grapes quote at 2½ to 3c. for Concord, 2½ to 4c. for Rogers, and 3½ to 4c. for Niagaras. Quinces are unchanged



N. B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction 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.

" Grant, Horn & Bucknall, Winnipeg.

and in liberal receipt at \$3 25 per barrel, and 40 to 50c. a basket. Cranberries are \$8 per barrel and \$2.75 to \$3.25 per box.

GREEN FRUIT.

An easier demand for lemons is a consequence of cool weather. Maoris are firm at \$9, and have the market almost entirely to themselves. There are a few Malaga lemons at \$6.50 per half chest. Jamaica oranges are steady at \$7.50 to \$8. Floridas are in more acceptable condition and in more free receipt at \$4 to \$4.25. New Malaga grapes are just coming into stock at \$6 per keg. Bananas are scarce at \$1.25 to \$1.75. Sweet potatoes at \$3.50 to \$4 for Jerseys and \$2.75 to \$3 for Baltimores.

SALT.

The week's business in salt has been satisfactory to the wholesalers, who report more sales in large lots than they made a week ago. The Toronto Salt Works sold 3 cars of coarse sacks at 70c., and 2 cars of barrels at \$1.18 on Tuesday.

DRY GOODS.

The tone of trade is slightly better, more seasonable weather having a bracing influence upon it. There is nothing to be specially jubilant over even yet, however, as the activity in buying is but slightly better than it was a week ago, while the orders are of the hand to mouth description.

MONTREAL MARKETS.

MONTREAL, Oct. 23, 1891.

The grocery market during the week just past has been a quiet one for various reasons. In the first place a pending trade sale of teas, molasses, etc., kept buyers back on these lines, while in dried fruit they seem decidedly nervous about the future. This feeling seems strange in view of the light shipments of raisins, etc., to this side the Atlantic, which were fully 25 per cent. less to the end of September than for the same time last year, but buyers no doubt have in

mind the very large offerings of all kinds of green fruits which have to be consumed and are remarkably cheap.

SUGAR, SYRUP, ETC.

Advices from all primary markets continue strong, and sharp advances are reported in cane as well as beet sugars, particularly the latter. The changes, however, have had little effect on spot prices, although refiners say if the tone continues as strong they will have to make figures a little higher. Granulated is quoted here at 4½c. at the refinery, and yellows 3½ to 4¼c., with a fairly good trade doing.

Syrups are receiving more attention and are held about ¼c. higher, at 2¾ to 3¾c. Choice Barbadoes molasses is steady at 38c., notwithstanding sales at less recently by auction. Antigua has sold at 30½c. and Porto Rico 32c.

TEAS.

There is a fairly active demand for teas, but the trade sale interfered with trade somewhat. At the sale ideas were very low and quite half the quantity was withdrawn. For all that the market is steady.

COFFEE AND SPICES.

The coffee markets generally have a better feeling but as the local market has been but slightly effected either by the rise or fall, there is no change to note on this market. Very little stock is offering here, and we still quote 19 to 19½c. Spices are steady, pepper moving 9¼ to 9 1-2, and aloes the same.

RICE.

The rice market has been quiet during the week, with a fair jobbing trade doing, however. Mill prices are as follows:—Patna \$4.50 to \$5, Japan \$4.25 to \$4.50, Standard \$3.90 and off grades \$3.50 in car lots.

DRIED FRUIT.

The market is pretty much the same as it was a week ago and there is the same absence of demand complained of. Jobbers who at this season of the year usually stock up in anticipation of holiday trading, seem afraid to do so this fall and business in consequence is not brisk. It seems hard to account for this spirit in view of the light shipments of dried fruit to this side of the Atlantic. A letter from a leading firm in Spain states that up to the end of September, the date of the letter, the shipments of raisins to America altogether were 25 per cent. less than the shipments to the same date last season, yet no one seems at all anxious. Buyers are taking very sparingly and transactions amounting to 500 boxes are rare. Some round lots of prime stock have been moved at 5¾c., with second brands ½ to ¼c. less, and values have an easy tendency as low offers continue to be made from London, which to a certain extent interferences with the market. With the close of navigation and higher freights however, this factor will be removed. Currants also are slightly easier, and some round lots of Provincials have been moved at 5¾ to 5¾c. in barrels, with proportionate advances for jobbing lots.

GREEN FRUIT.

The market for both lemons and oranges show no particular change, business being of an ordinary jobbing character. Malaga lemons have been moved at \$9. to \$10 per case and Sorento oranges \$3.50 to \$4.50 per box. Other kinds are the same.

CANNED GOODS.

Canned goods continue very quiet. Tomatoes are offering freely in round lots at 95c., but jobbers are holding off in anticipation of lower prices owing to the unprece-

SPECIALTY.

- Stone Ground Flour -

No Frozen Wheat used.

Meals and Feed of all kinds.

Mention this Paper.

J. & R. ROBSON,
Brantford, Ont.

**PURE CONFECTIONERY,
FINEST BISCUITS.**

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

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BILIOUS HEADACHES CO.



I had rheumatism in my knees and fingers, bilious headaches, etc., every few weeks. Mr. Higgins, Empire Laundry, urged me to try ST. LEON MINERAL WATER. I did, and it set me all right: headaches and pains all gone. My wife and three children also use it. We all find St. Leon Water very good and healthy.

J. T. S. ANDERSON,
Watchmaker and Jeweler,
316 Queen St. West, Toronto

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

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

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

City Office and Store : 130 Condova St.
Wharves, No. 1 and 2 : False Creek,
Westminster Avenue,
VANCOUVER, B.C.

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.

Dominion Mills,
LONDON, ONT.

HEADQUARTERS FOR

OATMEAL

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

Write for Samples and Prices.

GARTLEY & THOMSON,
303 to 311 Talbot St.

N. WENGER & BROS.,
AYTON, ONT.

-- MILLERS --
(Hungarian Process)

BRANDS :
KLEBER, MAY BLOSSOM.

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

HODD & CULLEN
Roller Millers.

FLOUR

Manufactured "Hulgarian" System.

Our brands are

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

Heavy dealers in

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

Quotations by wire.

Address, **STRATFORD, ONT.**

EMBRO
OATMEAL
MILLS.

D. R. ROSS, - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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



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



MONTREAL Markets Continued.

dented pack in this province. With large quantities of fresh green stock offering fruits are neglected, and the market generally is quite flat.

FISH.

The fish market is not active, but prices rule firm under light supplies. Herring are strong and higher at \$5.25 to \$6 per barrel, and green cod is quite scarce and firm. No. 1 has advanced to \$5.50 to \$5.75, No. 2 in proportion. Dry cod is steady, and the same can be said of salmon, red sea trout, etc.

APPLES.

The local market does not improve, but advices of sales of stock in Liverpool show very fair figures compared with a year ago. In fact they are quite as good as last year's opening whatever change the future will show. This will be known as soon as the heavy shipments during the present and previous week will be on the English market shortly and afford a reliable test of its consumptive abilities. During the week the shipments from this port aggregated 43,238 barrels, 28,064 to Liverpool, 10,569 to Glasgow, 4,605 to London. Returns on first shipments of fall apples just to hand state that they netted about \$2.50 to \$2.25 a barrel, and locally \$1.75 to \$2.00 for the idea for winter varieties, and \$1.50 for fall descriptions while snows run from \$1.00 up.

HOPS.

There is no change in hops, and buyers are only booking in a hand to mouth way. About 15c. would move as much stock as anyone wants, but buyers do not seem disposed to operate ahead, so that values are more or less nominal.

PROVISIONS.

Pork has been fairly active during the week but the demand for smoked meats and lard has fallen off. Values rule unchanged. We quote:—Canadian short cut, per bbl. \$17 to \$17.25; mess pork, western, per bbl. \$14.50 to \$14.75; short cut, western, per bbl. \$17.25 to \$17.50; hams, city cured, per lb. 10 1-2 to 11 1-2; hams, canvassed, per lb. 00 to 00; lard Canadian, in pails, 0.08 3/4 to 9c; bacon, per lb. 9c. to 10c; lard com. refined, per lb. 7 3/4 to 8c.

EGGS.

The egg market has maintained a steady level throughout the week, and there is no change to note in our prices as compared with a week ago. Demand has been good, and within the past few days has picked up somewhat. Prices are the same, 14 to 14 1/2c. for round lots and 15c. for single packages.

BUTTER.

There is nothing to complain of about the market and holders have been pretty well cleared up here. The export demand is maintained while high values rule across the line so that it would seem as though we were going to have a strong range of values right through the winter. A certain quality will be required for home consumption and with a good shipping demand for all kinds and stock well sold up in first hands a change in the direction of lower prices seems hardly possible. Late made creamery has been selling for export as high as 23 1-2 and there is a call for Township dairy as well at 18 1/2c.

CHEESE.

This product drags along quietly, with no change since our last and business unimportant. It is a stand-off between the English buyer and the Canadian holder. At present the latter does not seem inclined to give way, while the former is taking only what he absolutely wants. This makes a

quiet market and it is hard to predict as regards the future, but it is likely that a quiet sort of trade will rule until the opening of December, as November is always a dull month in the export cheese trade. Finest is held nominally at 10c. and over here.

GRAIN.

There is no change in grain with very little doing in wheat, business being principally conferred to coarse grains such as peas and oats which are moving slowly at quotations. The stocks in store compared with a week ago show an increase of 49,459 wheat, 4,100 corn, 78,012 peas, 47,374 oats, 40,863 barley, and 41,735 rye. Compared with a year ago there is an increase of 231,094 wheat, 240,792 peas, 142,264 oats, 81,633 barley, 74,729 rye, and a decrease of 28,365 corn. We quote: No. 1 hard Manitoba, \$0 No. 2 do. \$1.05 to \$1.07; No. 3 do., 97c; No. 2 Northern, \$1.04; peas, 72c. per 66 pounds in store, 73c. afloat; oats, 31c. per 34 pounds; corn, 68c. to 69c. duty paid; feed barley, 48c; good malting do. 55c. to 57c.

FLOUR.

The market has been quiet during the week with little change, but within the past few days the call for local wants has improved somewhat, as buyers want to have a certain proportion of old wheat stock on hand before new wheat stock is on the market. Values, however, are the same. The stock in store shows a decrease of 3,608 bbls. compared to a year ago. Patent spring \$5.00 to \$5.30; Patent winter \$5.00 to \$5.25; straight roller \$4.75 to \$4.85; Extra \$4.40 to \$4.50; Superfine \$3.95 to \$4.25; City strong bakers' \$5.00 to \$5.10; Strong bakers' \$4.75 to \$5.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Oct. 21, 1891.

While there has been a good trade the past week we hear complaints about the difficulty in collecting money which seems to be very scarce.

SUGAR—A slight advance has been reported in refined sugar and Yellows are in good demand, the last sales reported are, Yellows 3 3/4 to 3 3/4 c., Granulated 4 1/2 to 4 3/4 c.

FLOUR—A fair demand with dealers well supplied, prices not much changed, though lower prices seem very probable.

MEAL—Lower prices this week and a steady demand with a preference for American ground.

OATMEAL—Is steady with a good demand.

FISH—Smoked herring are arriving in large quantities and prices some easier, the catch this season is larger than for years. Dry fish still keep scarce and higher prices will be the rule. Pollock are quoted at \$2.00 to \$2.15. Cod, medium, \$3.80 to \$4.00; large, \$4.75 to \$5.00.

BUTTER—The market is very poorly supplied and what is offering is only of fair quality, prices range from 17 to 19c.

EGGS—Are very scarce and firmer in price, 12 to 13 1/2c.

POTATOES—Are selling readily at \$1.15 to \$1.20 per bbl., and as large quantities are being shipped it keeps an active demand here.

OATS—Are selling at 37 to 39c.

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

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

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."
—JOSEPH BILLINGS.

BUSINESS CHANCE.

NEW HONEY. COMB OR EXTRACTED—We can supply the trade. Write for prices. GOULD & CO., Brantford, Ont. 46

STEEL, HAYTER & CO.,

Importers of

INDIAN TEAS

Direct from their estates in Assam.

New Season's Teas are now arriving.

PROPRIETORS OF THE WELL-KNOWN

"MONSOON" BRAND.

Samples and Quotations on application.

11 & 13 Front St. E. Toronto.

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

ALL GROCERS SHOULD SELL

THE

ROYAL DANDELION COFFEE

Manufactured by

ELLIS & KEIGHLEY,

TORONTO.

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

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

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar

Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

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

- FLATS -

In stock fresh "Clover Leaf" Salmon and "Clover Leaf" Lobsters, in flat tins, containing the finest parts of the fish.

Be particular to look for the word "CLOVER LEAF" on every label.

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

STUART,
HARVEY & Co.
 Importers and
WHOLESALE GROCERS
 A Large and Well-Assorted Stock of
Teas, Sugars and General Groceries
HAMILTON, ONT.

To the Trade.

NEW ARRIVAL OF
 NEW SULTANA RAISINS
 NEW LONDON LAYER RAISINS.
 NEW IMPERIAL CABINET do
 NEW CONNOISSEUR CLUSTER
 RAISINS.
 NEW CURRANTS IN BARRELS.
 NEW CURRANTS IN 1/2 BARRELS.

Write for quotations. Specialty of Sugars.

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

RIO COFFEE

Ex. S. S. Phidias.

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

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

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

WESTERN ONTARIO AGENTS FOR

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

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

JUST ARRIVED !

Consignment finest Mocha Coffee.

Write for Samples and Quotations.

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

Thos. KINNEAR & Co
 Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
 AGENTS FOR
Cherry's Irish Mustard, X.D.S.F.
 This is superior to any other grade in the market. Try it.
 47 Front St. E., - TORONTO.

- CEYLON TEAS -

THE CELEBRATED
 "Crescent Brand"
 is packed expressly for

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

NEW FRUITS.

(IN STORE)

CURRANTS--
 VOSTIZZA,
 "CRESCENT"
 FINE PROVINCIAL,
 (In cases, barrels and 1/2 barrels.

RAISINS--
 VALENCIA, C. Morand brand.
 Selected and finest Off Stalk.
 Black Basket Malaga.

FIGS--
 Fine to Choicest Eleme in 1 lb., 10 lb. and
 20 lb. boxes.

PERKINS, INCE & Co.,
 41 and 43 Front St., Toronto.

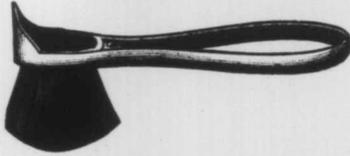
J. F. EBY. HUGH BLAIN.

FIGS CHOICE
 NEW
 ELEME
 7 Crown 28-56 lbs.

EBY, BLAIN & Co.,
 Wholesale Grocers,
 FRONT AND SCOTT STS. TORONTO.

NEW GOODS.**THE ROYAL DAUBER.**

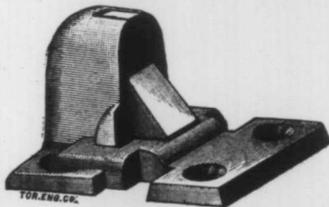
The accompanying cut shows "The Royal Dauber" which is manufactured in Troy, N. Y., by Messrs. Peabody and Parks, and is on sale in Canada by Messrs. Chas. Bæckh & Sons, Toronto. The dauber is an entirely new thing in blacking brushes, consisting solely of tinned malleable iron and pure



bristles. It also has a scraper for removing mud from the crevices of the shoes, and is indestructible, because the only materials used in its manufacture are tin coated iron and bristles, fastened to the handle and held in one solid mass by compression in a grip of iron, and fastened with an iron rivet. Merchants should see this dauber. It is said to be a dandy.

A REVOLUTION IN SASH LOCKS.

Among builders and architects there has been felt for a considerable time, the great necessity of a thoroughly good and simple sash lock, and the Automatic Sash Lock Co., Toronto, have at last succeeded in perfecting a lock, with which, in simplicity, durability and safety, none can compare. Numerous unsuccessful attempts have been made to manufacture a lock which would



overcome the necessity of a house parade every night, to see that windows were locked, but this Company have succeeded in making a lock that renders it an impossibility for windows to be closed and not locked. It also draws the sash tightly together, and prevents the most shaky windows from rattling. This lock may be obtained from all the jobbing houses, or from the Company's sole agents, Messrs. Craig, MacArthur & Co., Scott and Front Sts., Toronto.

In order to maintain retail prices of sugar the Minneapolis retail grocers' association requested the jobbers of its city not to sell to retailers who cut sugar. The jobbers signed an agreement to that effect, but recently it was violated by one of the wholesalers, in spite of protests by the association. The retailers are also having trouble with the commission merchants, some of whom persist in selling to consumers. —Merchants' Review.

SEVENTEEN POUNDS FOR A DOLLAR.

BRANTFORD, Oct. 17, '91.

DEAR EDITOR,—From THE GROCER I infer that 20 lbs. granulated sugar has all season been the ruling price, in most of the neighboring towns and cities, when the wholesale price was 5c. I am surprised at the lack of wisdom of such grocers, and feel proud to learn that we, in Brantford, can teach them a lesson in the sugar business, inasmuch as the general price here has since July 1st been 17 lbs., which price was conceded by the members of our Association, and has been well maintained to date by

the leading grocers, though possibly more pounds have been the rule in one end of our town where they usually cut very deep. I hope the dealers in other towns may learn something, in the line of sugar, from the wisecracks of Brantford.

Yours truly,

A 17 POUNDER.

[Twenty pounds for a dollar has not been a common concession, since the time previous to the first advance after the removal of the duty. The danger that it might become somewhat general since prices got down to the same basis again is what THE GROCER wished to guard against.—ED.]

THE COPP CLARK CO., Ltd.,

Wholesale and Manufacturing Stationers,

9 Front St., — — — Toronto.

NOTE PAPERS.**ENVELOPES.****BLANK BOOKS** of all qualities and bindings.**PASS BOOKS.**

Lead and Slate Pencils, Pens, Slates, School Books, Exercise Books, Scribbling Books, Note Books and all School Supplies.

General Stores write for our new Illustrated Catalogue just issued with trade discounts.

**Ice
your
cake
in
3
minutes
with
Gibson's
ICINA.
No
Eggs
required.**

This entirely new preparation is offered to the public as an important adjunct to the culinary department of every well regulated household. It is prepared from the choicest materials, such as any housekeeper would just choose for herself. Will if used according to directions prove satisfactory.

Write for Prices and All Particulars.

**GIBSON & GIBSON,
TORONTO.**



It Never Fails!!!

To give satisfaction to the consumer.
 Profitable results to the Grocer.
 Big returns to the Jobber.

It pays every one to handle "BARM" Yeast. Write us for particulars.

BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto.

ALL GROCERS SHOULD SELL
 THE

**Royal
 Dandelion
 Coffee.**

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

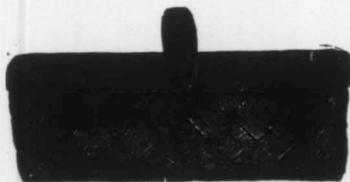
PICKLING VINEGAR.



T. A. LYTLE & CO.,
 Bonded Manufacturers,
 124--128 RICHMOND ST. W.,
TORONTO.

P. DOTY & SON,

(Successors to W. B. Chisholm)
 MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

Oakville, Ont.



B. R. Nelles,
 GRIMSBY, ONT.

Packer and Preserver of the Celebrated **BEAVER Brand** Canned Goods, Evaporated Apples.

JAMS and JELLIES
 IN GLASS AND PAILS.
 Wholesale Only.

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

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

Chivers' Carpet Soap

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

Chivers' Disinfectant Cloth Soap

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

J. H. WALKER,
 Alma, Ont.

TO THE TRADE

—IN—

Canned Goods.

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

Faithfully yours,

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





SALES MADE OR PENDING.

H. A. Wilton & Co., grocers, Port Williams, N. S., have sold out.

The stock of E. J. Keeping, general merchant, Austin, Man., has been sold.

I. Lawlor & Son, dealers in hardware and groceries, Dartmouth, N. S., have sold out.

Robert Woolfe, grocer and fruit dealer, Stratford, Ont., advertises his business for sale.

The stock of Hagarth Bros., general merchants, Mattawa, Ont., is advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Boiron & Michea, wine merchants, Montreal, have dissolved.

R. O. Chisholm & Co., grocers, Canning, N.S., have dissolved.

Todhunter & Crowe, fruit and provision dealers, Victoria, B.C., have dissolved, A. Crowe succeeding.

REMOVALS AND DEATHS.

Robert West, general merchant, Bridgewater, N. S., is dead.

Charles Pass, grocer and liquor dealer, Sydney, N.S., is dead.

Edward Kelly, grocer, Sarnia, Ont., has been succeeded by B. Gerow.

Azias Troop, of the firm G. A. Troop & Co., vinegar manufacturers, St. John, N. B., is dead.

FIRES.

The saw mill and a stock of lumber belonging to Geo. Moffat & Co., general merchants and lumber makers, Dalhousie, N. B., is burnt.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Moodie, Graham & Co., grocers, Montreal, have assigned.

D. A. McLeod, grocer, New Glasgow, N. S., has assigned.

C. M. Marshall, general merchant, Clarence, N. S., has assigned.

N. Gelin, general merchant, Three Rivers, Que., has assigned.

J. S. Grant, grocer, Toronto, has assigned to Campbell & May, Toronto.

F. A. Belknap, fruit dealer, Toronto, has called a meeting of his creditors.

William Wall, grocer and liquor dealer, Ottawa, is offering to compromise.

Clark Bros., grocers, bakers and milk dealers, Toronto, are offering to compromise.

B. Woods, general merchant, Hillsburg, Ont., has assigned to Duncan A. Ferguson.

Elzear Doucet, general merchant, Granby, Que., has assigned to C. Desmarteau, Montreal.

Jewell & Duff, general merchants, Pembroke, Ont., have assigned to Henry Barber & Co., Toronto.

John Leslie & Co., general merchants, Beaverton, Ont., has assigned to Joel Hallworth, jr., Toronto.

R. L. Gallagher, wholesale and retail fruit dealer, Toronto, has called a meeting of his creditors for the 26th inst.

BUSINESS DEVELOPMENTS.

If some of our forefathers who lived only a hundred years ago, says the National Grocer, were able to come and spend a short time upon this terrestrial sphere they would vividly recognize that during those one hundred years the world had not been at a standstill. They would realize that what was the voyage of a lifetime could now almost be measured by hours. They would realize the fact much more forcibly than we do that the world's progress was more rapid and considerably more certain than we are willing to admit that it is. It is this gradual and onward march of progress that makes itself felt in science, in business, and almost every sphere of life, excepting perhaps theology and law.

Let us see. Is it not in the memory of many of our readers when the grocery trade was by no means what it is to-day? We well remember the time when there was no such thing as granulated sugar or cut loaf sugar; yes, when there was scarcely such a thing as refined sugar. We had to accept from the cane growers an abortion which used to be termed in trade parlance White Barbadoes, but which was a solid cake weighing, more or less, 200 pounds, and the best way to get into it was to drop it out of a three-storey window and then place it upon a tray and get a good steel chisel and heavy mallet in order to break it in sufficiently small lumps to place it in the sugar mill. Then there was the old fashioned sugar loaf, which varied from 20 to 50 pounds, and the industrious grocer's boy had to cut this with an ordinary chopper into conveniently small lumps for the housewife. We could go on repeating this story almost indefinitely and as a kind of variation record the time when the grocer boy would stand over a small mill grinding pepper. One great advantage of the latter manipulation would be an absolute impossibility to get to sleep over the operation. But all these things are past and gone. The grocer of to-day has his granulated sugar neatly delivered in barrels and his loaf sugar evenly cut to deliver out to his customer, and the pepper, if he so desires, neatly packed in two-ounce packages ready to hand to his patron. There was a time when the sugar mite was a bane to the grocer's boy, but alas even this is a thing of the past, and yet the trade complains how hard its lot is.

Who says that the world is not progressing and that the grocery trade is at a standstill? We can all mourn at our lot,

but are there not some who are worse off than ourselves? We must confess that there is not much inspiration to be obtained from the dilapidated grocery store which burns an oil lamp and has a conspicuous landmark a ne'er-do-well appearance. But what about the modern grocery, with its bright fittings, its clerks and its brilliant electric lights? There is some inspiration in this, because it is an illustration of the development of business. The time of the old tallow dip is gone no more to return and in its place has come a new order of things, which has brought forth something that can be cherished. The customer at the modern store would despise even the choicest that was given in the old time dilapidated store which in most cases only exists in memory.

Do you intend to live up to the times? If so you must take cognizance of every improvement which is calculated to increase the efficiency of your establishment and add to its economy and attractiveness.

The world does not stand still as you do.

The Winnipeg Board of Trade has passed the following resolution: "That this board while disclaiming any right to interfere with the matter of the amalgamation of the Northwest Commercial Travellers' Association with the Commercial Travellers' Association of Canada, desires to express its opinion that no action should be taken which would tend to weaken the unity of Northwestern trade, which the mercantile element of this province has sacrificed so much to build up and cement, and in which sacrifice the Northwest Commercial Travellers' Association has borne its share.

For some days past promenaders have been attracted by yellow posters on the boardings around town announcing accounts for sale by the Canadian Commercial agency, on December 16. This in itself is not what attracts the curious; it is the list of names under the heading. There can be seen a list of thirty-two names of persons, more or less prominent, who are alleged to owe amounts from \$2 to \$50 to grocers, tailors, shoemakers and jewelers. The name is given, where the person is employed, his private address and the class of goods he is said to owe for as well as the amount. But the name of the firm to which the money is said to be owing is not given. At the bottom of the bill is an offer of a reward of \$10 for the names of persons defacing or destroying the bills. On another part it says that these accounts will be sold by public auction on the date mentioned, unless previously settled. These bills are posted in all parts of the city, but the largest number are on the boards at the corner of Ontario and St. Lawrence streets, where they attracted a great deal of attention yesterday.—Montreal Gazette.

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

Johnston's



Fluid Beef.

It is a genuine and reliable Meat Food, absolutely pure, and free from any adulteration.

It is manufactured from the finest quality of BEEF and supplies all the virtues that exist in PRIME BEEF.

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

AGENTS FOR

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

DURABLE PAILS AND TUBS.

TRY



THEM

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

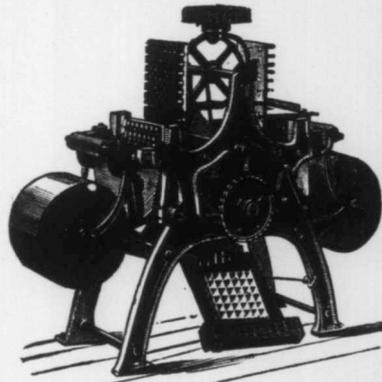
The goods are hooped with Corrugated Steel Hoops, sunk in grooves in the staves and cannot possibly fall off. The hoops expand and contract with the wood. BEST GOODS MADE.

Represented by

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

Northumberland Paper and Egg Case Co.

Sole Manufacturers of Machine Made Egg Case Fillers. (Straw Board.)



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

The Norton Manufacturing Co.,

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

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.



REDUCED
COST TO
BUYERS.

Our "No. 1 Telegraph" matches are now packed in Woodboard Caddies, thus reducing the weight of the 10 gross case to about 60 lbs. but without reducing the quantity, size or quality. These caddies are printed in assorted colors and make a handsome display. The trade should send their orders at once. Consumers will buy no other matches.

Prices Current, Continued—

Red Rose, 115 pieces	0 75
Sweet Fern, 230 "	0 75
Puzzle Gum, 115 "	0 75
Oolah, " 115 "	0 75
Monte Cristo, new 180 "	1 30

C. T. HEISEL.

To retailers per box	
Red Jacket, 115 pieces	0 75
Boyal Fruit, 36 5c. pkgs.	1 20
Digestive, 120 pieces	0 80
Largest Heart, 150 "	1 00
Globe picture, 150 "	1 00

CHOCOLATES & COCOAS.

TOBHUNTER, MITCHELL & CO'S.	
Chocolate— Per lb.	
French, 1/4's, 6 and 12 lbs.	0 30
Caracas, 1/4's, 6 and 12 lbs.	0 35
Premium, 1/4's, 6 and 12 lbs.	0 30
Sante, 1/4's, 6 and 12 lbs.	0 26
Diamond, 1/4's, 6 and 12 lbs.	0 24
Sticks, gross boxes, each	1 00
Cocoa, Homoplat, 1/4's, 8 & 14 lbs	30
Pearl " " " "	25
London Pearl 12 & 18 "	32
Book " " " "	20
Bulk, in bxs.	18

BENSDORP'S ROYAL DUTCH COCOA.

1/4 lb. cans, per doz.	\$2 40
1/2 " " " "	4 50
1 " " " "	8 50

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma, per lb	\$0 30
Mott's Prepared Cocoa, 28	
Mott's Homoplat's Cocoa (1/4's)	32
Mott's Breakfast Cocoa, 46	
Mott's Breakf. Cocoa (in tins)	35
Mott's No. 1 Chocolate, 40	
Mott's Breakfast Chocolate, 28	
Mott's Caracas Chocolate, 40	
Mott's Diamond Chocolate, 22	
Mott's French-Can. Chocolate, 20	
Mott's Navy or Cooking Choc., 26	
Mott's Cocoa Nibs, 30	
Mott's Cocoa Shells, 5	
Mott's Vanilla Chocolate stick 22 & 24	
Mott's Pure Confec. Chocolate 22c-38	
Mott's Sweet Confec. Choc. 21c-30	

COWAN COCOA AND CHOCOLATE CO.

Cocoas	
Hygienic, 1 1/2 lb. boxes	70, 75
Island Moss 1/2 lb in 12 lb boxes	35
Soluble (bulk) 15 & 30 lb bxs	18, 20
Soluble (tins) 6 lb and 12 lb	18, 20
Cocoa Nibs, any quantity	30, 35
Cocoa Shells, any quantity	05
Cocoa Essence, any quantity	1 40
Chocolates—	
Mexican, 1/4, 1/2 in 10 lb bxs	30
Queen's Dessert, " "	35
Vanilla " " "	40
Sweet Caracas " " "	32
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross	00
Pure Caracas (plain) 1/4, 1/2 lbs	40
Royal Navy (sweet) " "	30
Confectioners' in 10 lb cakes	30
Chocolate Creams, in 3 lb bxs	30
Chocolate Parisien, in 6 lb bxs	30

WALTER, BAKER & CO'S

Chocolate—	
Pre'm No. 1, bxs. 12 & 25 lbs each	40
Baker's Vanilla in bxs 12 lbs each	52
Caracas Sweet bxs 6 lbs each, 12	
bxs in case.	35
Eagle, sweet & spiced, bxs 12 lbs	
each " " " "	33
Vanilla Tablets, 416 in box, 24 bxs	
in case, per box.	3 65
Spanish Tablets, 100 in box, 12 bxs	
in case.	3 00
German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12	
lbs each " " " "	25

Grocers' Style, in cases 24 boxes, 6	
lbs each " " " "	25
48 Fingers to the lb., in cases 12 bxs	
12 lbs each " " " "	25
48 Fingers to the lb., in cases 24 bxs	
6 lbs each " " " "	25

Pure Prepared boxes, 12 lbs each	40
Cracked, boxes, 20 lbs each, 1 lb	
and assorted papers.	32
Cracked, in bxs, 12 lbs., each, 1/2 lb.	
papers.	32
Cracked, in bags, 6, 10 & 25 lbs each	32
Cocoa and shells, 12s and 25s.	30

Breakfast Cocoa—	
In bxs, 6 & 12 lbs., each, 1/2 lb. tins	45
In boxes, 12 lbs., each, 1 lb. tins	
decorated canisters.	45
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins.	40

GIBSON & GIBSON'S per lb	
Sydney Gibson's Cocoa, 1/4's	0 30
Dr. Clarke's Cocoa, 1/4's and 1/2's, tins	0 45
Soluble Cocoa bulk in boxes	0 18
Prepared do " " " "	0 22
Sydney Gibson's Chocolate, 1/4's	0 30
and 1/2's " " " "	0 28
Gibson's Rock do " " " "	0 30
Dr. Clarke's do " " " "	0 30
Confectioners' Pure Chocolate	
10 lb. blocks " " " "	0 30
Vanilla choc. sticks, per gross.	1 00
per doz " " " "	
Gibson's Icina, 1/2's, 2 doz. in case.	1 25
Gibson's Icina, 1 lb 2 " " " "	2 25
Packed chocolate, white and pink	
assorted, or if required, any kind	
separate.	

COFFEE.

GREEN	
c. per lb.	
Mocha, " " " "	30, 35
Old Government Java, " " " "	27, 32
Eio " " " "	19, 21
Plantation Ceylon, " " " "	29, 31
Porto Rico, " " " "	24, 26
Guatemala, " " " "	24, 26
Jamaica, " " " "	22, 23
Maracaibo, " " " "	24, 26

WHOLE ROASTED OR PURE GROUND.

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

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

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

EXTRACTS.

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

FIRE LIGHTER.

"Star" Fire Lighter, per gross.	\$1 70
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FLUID BEEF.

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

FRUITS.

FOREIGN.	c. per lb.	
Currants, Provincial, bbls.	6 1/2, 6 3/4	
" " " " " cases	6 1/2, 7	
" " " " " bbls	6 1/2, 6 3/4	
" " " " " cases	6 1/2, 6 3/4	
" " " " " bbls	6 1/2, 7	
" " " " " cases	6 1/2, 7	
" " " " " bbls	7 1/2, 7 3/4	
" " " " " cases	7 1/2, 7 3/4	
" " " " " bbls	7 1/2, 9 1/2	
" " " " " cases	8 1/2, 10	
5-crown Excelsior		
(cases) " " " "	9 1/2, 10	
" " " " " case	9 1/2, 9 3/4	
Dates, Persian, boxes, " " " "	5 1/2 6	
Figs, Elemes, 14 oz., per box	10 12 1/2	
10 lb boxes " " " "	5 12	
20 lb " " " "	15 16	
Seven-Crown " " " "	16 1/2 17	
Prunes, Boonia, bags " " " "	5 1/2 6 1/2	
" " " " " cases	5 1/2 6 1/2	
Raisins, Valencia, off stalk	4 5	
" " " " " New, off stalk	6 6 1/2	
Selected " " " "	7 1/2 8	
Layers " " " "	8 1/2 9	
Raisins, Sultanas " " " "	10, 13	
Elemes " " " "	10, 13	
Malaga: " " " "		
London layers " " " "	3 00 3 10	
Loose muscatels " " " "	2 35 2 75	
Imperial cabinets " " " "	3 25 3 50	
" " " " " qrs., flat	1 00	
Jounoisseur clusters " " " "	4 25 4 40	
Extra dessert " " " "	4 50 4 75	
" " " " " qrs.	1 50	
Royal clusters " " " "	6 00 6 50	
Fancy Vega cartoons " " " "	4 00 4 10	
Black baskets " " " "	1 30 1 35	
Blue " " " " " qrs	4 75 5 00	
" " " " " qrs	1 50 1 60	
Fine Dehesas " " " " " qrs	7 00 7 25	
" " " " " qrs	2 00 2 25	
Lemons, Messina " " " "	9 00	
Maori " " " "	7 50 8 00	
Oranges, Jamaica " " " "	4 00 4 25	
Florida " " " "	4 00 4 25	

DOMESTIC.

Apples, Dried, per lb	0 05 0 05 1/2
do Evaporated, " " " "	0 07 1/2 0 08
GRAIN.	
Wheat, Fall, No. 2, " " " "	0 95 0 96
" Red Winter, No. 2 " " " "	0 95 0 96
Wheat, Spring, No. 2 " " " "	0 94 0 95
" Man Hard, No. 1, " " " "	1 07 1 10
" No. 2, " " " "	1 07 1 10
Oats, No. 2, per 34 lbs.	30 32
Barley, No. 2, per 48 lbs.	50 52
" No. 3, extra, " " " "	44 46
" No. 3, " " " "	42 43
Rye, " " " " " "	83 85
Peas, " " " " " "	60 63
Corn " " " " " "	70

HAY & STRAW.

Hay, Pressed, " on track	11 00 11 50
Straw Pressed, " " " "	5 00 6 50

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per	
box " " " " " "	1 00 1 25

"Ringed" 5 lb boxes, per lb.	0 40
"Acme" Pellets, 5 lb cans, per lb	2 00
" " " " " Fancy boxes (30s)	
per box.	1 00
"Acme" Pellets, Fancy paper	
boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5	
lb cans " " " " " "	1 75
Licorice Lozenges, 5 lb glass jars	1 75
" " " " " 5 lb cans.	1 50
"Purity" Licorice, 200 sticks	1 45
" " " " " 100 " " " "	0 75
Imitation Calabria, 5 lb bxs 1 lb	0 25

LARD.

"FAIRBANK'S" REFINED COMPOUND.	
In Butter Tubs.	0 08 1/2
Fancy " " " " " "	0 09
3-hoop pails " " " " " "	0 09 0 09 1/2
80 lb. cases of 3 lb., 5 lb.,	
and 10 lb. tins, per lb.	0 10

MUSTARD.

ELLIS & KEIGHLEY'S.	cts
Durham, Fine, in 1/2 and 1 lb tins	
per lb.	25
" Fine, in 1 lb jars.	22
" Fine, in 4 lb jars.	70
" Ex Sup., in bulk, per lb.	30
" Superior, in bulk, per lb.	20
" Fine, " " " "	15

COLMAN'S AND KEEN'S

In 4 lb jars.	75
In 1 lb jars.	25
D. S. F., in tins, per lb.	41
" in 1 lb tins.	42
" in 1/2 lb tins, per lb.	44
D. F. in 1/2 lb tins, per lb.	26
" " " " " "	28

NUTS.

per lb.	
Almonds, Ivica " " " "	14 15
" Tarragona " " " "	15 16
" Fornigetta " " " "	15 16
Almonds, Shelled Valencias	
" " " " " Jordan.	45, 55
Brazil " " " " " "	12 13
Cocconuts, per 100 " " " "	6 00
Filberts, Sicily " " " "	11
Filberts, Oblong " " " "	11 1/2
Peanuts, roasted " " " "	12, 13
" green " " " "	9 10
Walnuts, Grenoble " " " "	16 17
" Bordeaux " " " "	12, 13
" Naples, cases " " " "	13
" Marbots " " " "	13
" Chilii " " " "	12 13

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO	
PICKLES.	
John Bull, mixed, in bulk.	\$0 45
" Chow Pickle, in bulk " " " "	0 50
" mixed & Chow Chow " " " "	1 90
" Mixed & Chow-Chow pts	2 15
" Mixed & Chow-Chow qts	3 40
" " " " " 16 g.	1 90
Horse Radish, bottles, per doz	2 25

SAUCES.

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

CROSS & BLACKWELL'S.

Pickles, all kinds, pints, per doz	3 25
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Send for sample and price.



Manufactured only by The Toronto Biscuit and Confectionery Co., 7 Front St. E., Toronto.

Prices current, continued—

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

PRODUCE.

Dairy.	Per lb
Butter, creamery, rolls	\$0 21 \$0 22
" " tub...	0 19 0 21
" " dairy, tubs, choice	0 16 0 18
" " medium	0 13 0 15
" " low grades to com.	0 10 0 13
Butter, pound rolls	0 15 0 18
" " large rolls	0 16 0 18
" " store crocks	0 16 0 18
Cheese	0 09 1/2 0 10 1/2

COUNTRY	
Eggs, fresh, per doz.	0 15 0 17
" " limed	0 15 0 17
Beans	1 50 1 60
Onions, per bbl.	2 00 2 25
Potatoes, per bag	0 40 0 55
Hops, 1891 crop	0 13 0 15
" " 1891 "	0 13 0 15
Honey, extracted	0 08 0 10
" " section	0 12 1/2 0 14

PROVISIONS.

Bacon, long clear, p. lb.	0 09
Pork, mess, p. bbl.	15 00 17 50
Hams, smoked, per lb.	0 11
" " pickled	0 10 1/2
Bellies	0 11
Rolls	0 09
Backs	0 11
Lard, Canadian, per lb	0 10 1/2
Hogs	6 00 6 25
Tallow, refined, per lb.	0 05 1/2
" " rough,	0 02

RICE, ETC.

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

SPICES.

GROUND.	Per lb.
Pepper, black, pure.	\$0 12 1/2 \$0 15
" " fine to superior	10 15
" " white, pure	20 28
" " fine to choice	20 25
Ginger, Jamaica, pure.	25 27
" " African,	18 25
Cassia, fine to pure	18 25
Cloves,	14 25
Allspice, choice to pure.	12 15
Cayenne,	30 35
Nutmegs,	75 1 20
Mace,	1 00 1 25
Mixed Spice, choice to pure.	30 35
Cream of Tartar, fine to pure	25 37

STARCH.

EDWARDSBURG STARCH CO. LIMITED, MONTREAL.	
No. 1 White, 4 lb cartons.	5 1/2c
Canada Laundry	4 1/2
Silver Gloss, crates	6 1/2
Silver Gloss, 1 lb chromos.	6 1/2
Satin, Starch 1 lb chromos.	7 1/2
No 1 White, barrels & halves.	4 1/2
Benson's Canada Prepared Corn	6 1/2
Canada Corn	6 1/2
Rice Starch, 1 lb.	9

BRITISH AMERICA STARCH CO BRANTFORD.	
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	6 1/2
Challenge Corn	6 1/2
Rice Starch, fancy cartons	9
" " cubes.	7 1/2

KINGSFORD'S OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2, and 4 lb. pack'g's	8
36-lb boxes, 3 lb. packages	8
12-lb "	8 1/2
38 to 45-lb boxes	8
Silver Gloss Starch—	
40-lb " 1, 2 and 4 lb packages.	9 1/2
40-lb " 1/2 lb package	9 1/2
40-lb " "	10
40-lb " assorted 1/2 and 1 lbs.	9 1/2
6-lb " sliding covers	9 1/2
38 to 45 lb boxes	9
Oswego Corn Starch—for Puddings, Custards, etc.—	
40 lb boxes, 1 lb packages.	8-
" " "	20

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch	7 1/2
Durham corn starch	6 1/2
Laundry Starches—	
No. 1, White, 4 lb. Cartons	5 1/2
" " Bbls	4 1/2
" " Kegs	4 1/2
Canada Laundry	4 1/2
Ivory Gloss, six 6 lb. bozes, sliding covers.	6 1/2
Ivory Gloss, fancy picture, 1 lb packs	6 1/2
Patent Starch, fancy picture, 1 lb. cartons	7 1/2

SUGAR.

Granulated, 15 bbls or over	4 1/2
" " less than 15 bbls.	5
Paris Lump bbls and 100 lb. bxs	5 1/2
" " 50 lb. boxes	5 1/2
Extra Ground, bbls	5 1/2
" " less than a bbl.	6
Powdered, bbls	5 1/2
" " less than a bbl.	5 1/2
Extra bright refined	4 1/2
Bright Yellow	4 1/2
Medium	3 1/2
Brown	3 1/2
Raw	3 1/2 4 1/2

SYRUPS AND MOLASSES.

SYRUPS.	Per lb.
D	2 1/2
M	2 1/2
B	2 1/2
V.B.	2 1/2
E.V.B.	2 1/2
E. Superior	2 1/2
XX	2 1/2
XXX	3 1/2
MOLASSES.	Per gal.
Trinidad, in puncheons	0 38 0 40
" " bbls	0 40 0 42
" " 1/2 bbls	0 42 0 44
New Orleans, in bbls.	0 48 0 55
Porto Rico, hdds.	0 38 0 40
" " barrels	0 42 0 45
" " 1/2 barrels	0 44 0 47

TOBACCO AND CIGARS.

British Consols, 4's; bright twist,	67c
5's; Twin Gold Bar, 8's	64
Ingots, rough and ready, 7's	57
Laurel, 3's	57
Brier, 7's	55

Index, 7's	50
Honeysuckle, 7's	58
Napoleon, 8's	54
Royal Arms, 12's	55
Victoria, 12's	58
Brunette and Lovely, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" " in 75 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	53
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1/2 lb pg. 6 lb boxes	70
oz pg. 5 lb boxes	70

GLOBE TOBACCO COMPANY.

CUT SMOKING TOBACCO.	Per lb
The Old Flag, 1/2 lb. in 5 lb. boxes	70c
" " " 1 lb. Fancy Tins	70c
" " " " "	41c
Gold Flake, 1-5, 6 lb boxes	70c
" " " 1, 5	70c
" " " 1-10, 5	80c
" " " 1 fancy tins	70c
" " " 1 "glass jars	41c
" " " 1 " "	77c
Hand Made, 1-5, 6 lb boxes	65c
" " " 1, 6	68c
" " " 1 fancy tins	68c
" " " 1 " "	49c
" " " 1 glass jars	75c

GRANULATED SMOKING TOBACCO.

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

FINE CUT CHEWING TOBACCO.

Golden Thread, 5 & 10 lb palls	95c
Globe, - - - - -	90c
Victoria, - - - - -	75c
High Court, - - - - -	70c
Jersey Lilly, - - - - -	85c
Golden Thread, 1-16 " Foil in 1/2 gro. boxes, per gross.	9 05
Solace " 1-16 " Foil in 1/2 gro. boxes, per gross	6 05

CIGARS—S. DAVIS & SONS, Montreal.

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



KINGSFORD'S OSWEGO STARCH.

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

Corn Starch,
FOR THE TABLE,

Standard of Excellence. Absolutely Pure.

For Sale by all Leading Jobbers in Canada.

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



WHAT ABOUT YOUR FALL STOCK OF

LICORICE!

PURE CALABRIA BRAND, Y. & S.

4, 6, 8, 12 and 16 sticks to pound.

THESE GOODS CAN BE OBTAINED FROM ANY OF THE LEADING FIRST-CLASS HOUSES IN CANADA.

YOUNG & SMYLIE,

54, 56, 58, 60, 62 & 64 South 5th Street, - BROOKLYN, NEW YORK.

Prices current, continued-

El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco-	
Cable	7 00
El Padre	11 00
Mauricio	15 00
DOMINION CUT TOBACCO WORKS, MONTREAL	
CIGARETTES, Per M.	
Athlete	\$7 50
Puritan	6 25
Sultans	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
CUT TOBACCOS, per lb	
Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb. box	71
Old Virgin, 1-10 lbpkg., 10 lbx	62
Gold Block, ninths, 5 lb. boxes	73
CIGARETTE TOBACCO	
B. C. N. 1, 1-10, 5 lb. boxes	83
Puritan, 1-10, 5 lb. boxes	85
Athlete, per lb.	1 15
Hyde Park	10 50
SOAP.	
Ivory Bar, 1 lb. bars, per lb	51
Do. 2, 6-16 and 3 lb bars	42
Primrose, 4 1/2 lb bars, wax W	44
" 1 "	42
John A. cake, wax W, per doz	42
Mayflower, cake	42
Gem, 3 lb bars per lb.	34
" 13 oz. 1 and 2 lb. bars	34
Queen's Laundry, per bar	54
Pride of Kitchen, per box	2 75
Sapallo, 1/2 gross boxes	3 25
" per gross, net cash	12 00
TAYLOR, SCOTT & CO.	
Baby's Own, 1/2 doz boxes	\$1 25
Our Boys, " "	1 25
Sea Foam, " "	75
London Bouquet, " "	60
Oatmeal, " "	85
Paris Assorted, " "	0 75
Albert Oatmeal bar, 2 doz. boxes	0 75
" White Castile bar, 2 doz.	
boxes	0 75
Fatherland, 1/2 doz boxes, p. gro.	5 00
MORSE'S SOAPS, Per lb	
Mikado (wrapped)	0 04
Eclipse	0 04
Stanley Bar	0 04
Defiance	0 04
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz.	0 30
Monster, 8 oz.	0 21
Detroit, 14 oz.	0 48
Lily White	0 30
Everyday	0 80
Queen City, 14 oz.	0 72
Mottled in 5 box lots, 100 bars	Per box 5 00
" 60 bars	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00
Per doz	
Royal Magnum	0 25
" 25 doz per box	0 20
Anchor, Assorted	0 30
" Castile	0 50
Morse's Assorted	0 45
Morse's Assorted	0 45
" Windsor	0 45
" Castile	0 45

Bouquet, paper and wood	0 80
White Oatmeal, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72
Per box	
" Honeysuckle	0 72
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00
Per doz	
White Castile Bars	0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Heliotrope, paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 80
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

WOODEN WARE, per doz	
Pails, 2 hoop, clear No. 1	\$1 70
" 3 "	1 90
Pails, 2 hoops, clear No. 2	\$1 60
" 3 "	1 80
" 3 " painted	1 80
Tubs, No. 0	9 50
" 1 "	8 00
" 2 "	6 00
" 3 "	6 00
Washboards, Globe	\$1 90
Water Witch	1 40
Northern Queen	2 25
Planet	1 70
Waverly	1 60
X X	1 50
X	1 30
Single Crescent	1 85
Double	2 75
Jubilee	2 25
per case	
Matches, 5 case lots	Single cases
Parlor	1 70 \$1 75
Telephone	3 90 4 00
Telegraph	4 10 4 20
Safety	4 20 4 30
French	3 60 3 75
Railroad (10 gro. in case)	
Single case and under 5 cs.	\$4 00
5 cases and under 10 cases	3 90
Steamship (10 gro. in case)	
Single case and under 5 cs.	3 80
5 cases and under 10 cases	3 70
per doz.	
Mops and Handles, comb.	1 25
Butter tubs	\$1 60 \$3 20
Butter Bowls, crates as'd	3 60

CLOTHES PINS.	
5 gross, per box	0 75
4 gross, "	0 85
6 gross, "	1 20
CHAS. BECKH & SONS.	
per box	
5 gross, single & 10 box lots	0 75 0 80
Star, 4 doz. in package	0 85
" 6 "	1 25
" 4 " cotton bags	0 90

INDURATED FIBRE WARE.	
1/2 pail, 6 qt.	\$4 00
Star Standard, 12 qt.	4 50

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

DURABLE PAIS AND TUBS	
WM. CANE & SONS, MANUFACTURING CO	
NEWMARKET.	
Per doz.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2 "	8 50
No 3 "	7 50

BARM YEAST.	
per box	
3 doz. 5c. packages, in boxes	1 00
3 doz. 10c. "	1 95
1 1/2 " 10c. and 3 doz. 5c. packages	2 00
in assorted boxes	2 00

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

HARDWARE, PAINTS AND OILS.	
CUT NAILS, from Toronto:	
10 dy. to 60 dy.	2 20
8 dy. and 9 dy.	2 65 3 70
4 dy. to 7 dy.	3 90 2 95
" " " " " " " " " "	G.P. 3 95 4 00
" " " " " " " " " "	A.P. 3 45 3 50
3 dy.	
WINDOW GLASS: (To find out what break any required size of pane comes under, aid its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.)	
1st break (25 in and under)	1 35
2nd " (26 to 40 inches)	1 35
3rd " (41 to 50 ")	3 30
4th " (51 to 60 ")	3 50
5th " (61 to 70 ")	4 00
ROPE: Manila	0 12 0 12 1/2
Sisal	0 08 0 08 1/2
New Zealand	0 08 0 08 1/2
BINDER TWINE:	
Crown Brand (from factory)	
Red Cap	
Blue Ribbon	
Silver Composite	
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 7 1/2 per cent.	
HINGES: Heavy T and strap	0 42 0 5
" " " " " "	0 42 0 4 1/2
" " " " " "	0 42 0 4 1/2
" " " " " "	0 42 0 4 1/2

WHITE LEAD: Pure Ass'n guarantee	
ground in oil	
25 lb. irons	per lb 5 1/2
No. 1	" 5
No. 2	" 4 1/2
No. 3	" 4
TURPENTINE: Selected packages, per gal	0 55 0 56
LINSEED OIL per gal, raw	0 58 0 59
Boiled, per gal.	0 61 0 62
CASTOR OIL: Best per lb.	0 08 1/2 C 53
GLUE: Common, per lb	0 10 0 11

PETROLEUM.	
F. O. B. Toronto	Imp. gal.
Canadian	0 15 \$0 16
Carbon Safety	0 17 1/2 0 18
Canadian Water White	0 20 0 22
Amer'n Prime White	0 23 0 24
" Water White	0 25 0 00
Photogene	0 27 0 00

DRUGS AND CHEMICALS.	
Alum	lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 02 1/2 0 03 1/2
Borax	0 13 0 14
Camphor	0 65 0 75
Carbolic Acid	0 35 0 45
Castor Oil	0 11 1/2 0 12 1/2
Cream Tartar	0 30 0 31
Epsom Salts	0 01 1/2 0 02
Paris Green	0 16 0 17
Extract Logwood, bulk	0 13 1/2 0 14
boxes	0 15 0 17
Gentian	0 10 0 13
Glycerine, per lb	0 18 0 20
Hellebore	0 16 0 17
Iodine	5 50 6 00
Insect Powder	0 35 0 45
Salpetre	0 08 1/2 0 09
Soda Bicarb, per keg	2 56 2 75
Sal Soda	1 00 1 25
Madder	0 12 1/2 0 13 1/2

VINEGAR.	
A. HAAZ & CO	
XX. W.W.	0 20
XXX. W.W.	0 25
Honey Dew	0 30
Pickling	0 30
Malting	0 45
THE BADGEROW FALCONER VINEGAR CO	
French Bordeaux	per gal 0 34
Tarragona	" 0 32
Triple	" 0 30
Fruit Vinegar	" 0 27
Pickling	" 0 28
XXX	" 0 25
Extra XX	" 0 22
XX	" 0 20
X	" 0 16
Cider Vinegar	0 16 to 0 25
Honey Vinegar	0 25
Eng. Malt Vinegar	0 50 to 0 60
Bottled Malt Vinegar, qts.	2 00
Methylated Spirits	2 00 to 2 25

FISH.	
Pickarel	per lb 0 06
Pike	do 0 05
White fish	0 07 0 08
Salmon Trout	0 07 0 08
Lake herring	1 75 3 00
Pickled and Salt Fish:	
Labrador herring, p. bbl	5 50
Shore herring	5 00
Salmon trout, per 1/2 bbl	4 25 4 50
Dried Fish:	
Codfish, per quintal	5 25 5 75
" cases	5 00 5 50
Boneless fish	per lb 0 04
Boneless cod	" 0 06 1/2 0 08 1/2
Smoked Fish:	
Finnan Haddies	per lb 0 07 1/2
Blosters	per box 1 00 1 50
Digby herring	" 0 16
Sea Fish:	
Haddock	per lb 0 06
Cod	" 0 06
B.C. salmon	" 0 16

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GRANULATED
AND YELLOWS
AND SYRUPS
ARE PURE.

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CERTIFICATES OF STRENGTH AND PURITY.

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To the Canada Sugar Refining Co., Montreal :

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

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

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

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

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Company :

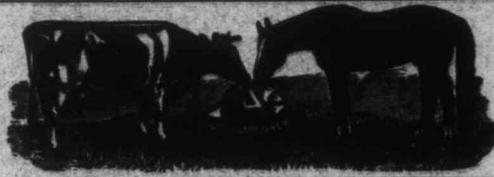
GENTLEMEN,—I have taken and tested a sample of your "EXTRA GRANULATED" Sugar, and find that it yielded 99.88 per cent. of Pure Sugar. It is practically as pure and good a Sugar as can be manufactured.

Yours truly,

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 legal decisions and points constantly crop-
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 handling and selling goods, so that they
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 other professions. So will a merchant. It
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