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THE CANADIAN GROCER

VOL. VIII.

TORONTO JANUARY, 12, 1894.

No. 2

Manufacturers by Special-Warrant
To Her Majesty THE QUEEN



COLMAN'S MUSTARD

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

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS

INTERNATIONAL HEALTH EXHIBITION LONDON 1884

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




TO THE COURT OF HOLLAND AND THE KING OF ITALY

PURVEYORS TO H.R.H. THE PRINCE OF WALES

MANUFACTURERS TO HER MAJESTY THE QUEEN, Etc.



HUNTLEY & PALMERS

ENGLISH BISCUITS

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

FINE GOODS OUR SPECIALTY.

ALL THE LEADING WHOLESALE TRADE HANDLE OLD CHUM PLUG AND CUT AND DERBY STOKING TOBACCOES.

MADRE F. HIJO (7 SIZES).

EL PADRE AND CABLE EXTRA.

Imitation . . .

Is said to be the sincerest flattery. That being so, we ought to feel highly flattered by imitators who, by copying the package try to pass off inferior French Matches for

Eddy's "TELEGRAPH" MATCHES

which are put up in packages like the sketch given here.



To IMITATE is FLATTERY,
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We Protect Jobbers handling our Matches from any drop in price, on stock in hand.

The E. B. EDDY CO. :
HULL, CANADA.

BRANCHES AND AGENCIES AT :
Toronto, Montreal, Winnipeg, Hamilton,
Kingston, St. John, N.B., Halifax,
Quebec, Victoria, B.C., St. John, N.F.,
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.. It is ..
PERFECTLY PURE

.. Is an ..
IDEAL BEVERAGE

.. No more ..
DELICIOUS DRINK
has ever been manufactured.

.. Gives ..
NO TROUBLE
IN MAKING.

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HIGHLY NUTRITIOUS
AND SUSTAINING.

**A TEASPOONFUL MAKES
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largest manufacturers of . . .

Cocoas AND Chocolates

IN THE BRITISH EMPIRE _____

Last Year's Production was 34,944,000 Pounds!!!

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SOLE AGENTS FOR

Ontario and the Northwest,
New Brunswick, Nova Scotia,
and Prince Edward Island.

FAMILY FAVORITES

Dalu Kola
Imperial
Russian

Congou

The critical tastes of Canadian Tea Drinkers, who appreciate a really good cup of tea, demand peculiar excellence, and to retain and increase the consumption of any particular line strict uniformity of quality must be maintained. The best evidence that we have succeeded in this and that our efforts to supply the trade with lines to meet the universal tastes of the public is the very gratifying increase in the demand and the eulogies received from our customers from all parts of the country. Honest worth and real merit are bound to win.

These teas are put up in 50, 80, and 100 lb. Metal Lined Cases, and in this style of package the aroma and freshness are retained until the last pound is sold. **We offer grand values in Early Crop Japans and Young Hysons.**

W. H. Gillard & Co., Wholesalers only **Hamilton, Canada.**

JOHN MOUAT, Northwest Representative, WINNIPEG, MAN.

COMMON SENSE IN SOAP

Is as important as common sense in other things.

There is common sense in **SUNLIGHT SOAP**, and plenty of it. The other ingredient is pure soap.

When you buy **SUNLIGHT** you pay for soap only, and you get soap only, except the common sense, which costs you nothing.

Pure soap and common sense are a grand combination. They have sent up the sales of **SUNLIGHT** to more than double those of any other soap in the world. There's the proof of genuine merit!

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LEVER BROS., Ltd.

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All grocers sell **SUNLIGHT** because it is easy to sell }
a second bar to the person who bought their first. }

Used in Windsor Castle for the past Five Years.



HAS RECEIVED HONORS AND DISTINCTION
Enjoyed by no Other Laundry Soap in the World.

THE CANADIAN GROCER

Vol. VIII.

TORONTO AND MONTREAL, JANUARY 12, 1894

No. 2

J. B. McLEAN, President. HUGH O. McLEAN, Sec.-Treas.
THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
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John Cameron, General Subscription Agent.

Agitations in favor of reforms often take a sudden and practical turn. This is evident at the moment in regard to the agitation that has been going on in this province for better country roads. For some years a running fire has been kept up by the press of the province of Ontario against the present condition of the roads, but beyond educating the public to an appreciation of what better roads mean, little appears to have been accomplished. For the consummation of such an object, organization is one of the first essentials necessary, and here is where has been the great want in regard to the movement in favor of better roads. Now there is a prospect of this essential being obtained, thanks largely to Andrew Pattullo, the editor and proprietor of the Woodstock Sentinel-Review. Mr. Pattullo has for some time been an active participant in the movement for better roads, and a few weeks ago he suggested that a convention be held to discuss the subject. This suggestion was taken up by the Canadian Institute of Toronto, and that body, in conjunction with Mr. Pattullo, has called a convention for the purpose of forming a Good Roads Association. Invitations to send delegates will be issued to municipal

councils, farmers' institutes, dairy associations, wheelmen's associations and Patrons of Industry.

* * *

The fruit that will be borne as the result of the convention and the formation of the proposed association will depend upon the amount of energy exercised by the members thereof after they return to their respective localities. That better roads are necessary is obvious, while that they can be secured is equally certain. It is only a question of time, money and method. Good roads mean something more than comfort to vehicular traffic. It has a wider and economical aspect. Every thing which tends to hinder the movement of produce or merchandise adds something to the cost; and this is just as true of ordinary vehicular traffic as of railroad traffic. If therefore a farmer, on account of bad roads, occupies an hour longer in reaching the market or railway station with his produce than he would if the roads were in good condition, it is obvious that he loses that much time, let alone the extra wear and tear upon waggon, harness and horses. And time is money. Then there are the losses experienced in this respect by the great army of commercial travelers that have to travel, often with heavy trunks, a good deal over ill-kept concession roads or down side lines in their peripatinations from one village to another. It is in this latter particular that the interests of the country merchant are at least indirectly concerned. But there is still another way, and one more direct, in which the country merchant is injuriously affected by bad roads. During the spring and fall and the soft spells of winter, he well knows the condition of trade. The streets of the village or small towns are deserted, and his store is in much the same condition. He

may have the usual quota of village philosophers sitting around his store discussing matters, political or religious, but they are not bringing him in dollars and cents, although knowledge they may be bringing him. And not only can he not sell his goods, but continuous wet weather and the consequent bad roads, means, not infrequently, inability to meet his financial obligations.

* * *

In order to secure better roads one of the first essentials is the doing away with the system at present obtaining in most country municipalities. The system of statute labor was all right in its day, but, except in sparsely settled districts, that day has long since gone by. We live now in a new dispensation, as it were; and a new order of things is necessary in road making or repairing. Evolution is as natural in road-making as in anything else. The primitive roads in the country wound in and out among the trunks of trees and skirted swamps and marsh lands, with no other road-bed but what nature had bestowed. Then it was the rule for the farmer to bring his produce to market during the winter, when sleighing obtained, and the exception to do so in the summer on account of the bad "wheeling." Eventually the roadways became less circuitous and the road-beds more substantial, first by brush-wood and then by logs, and so on until we have the macadamized roads of to-day. The material used to-day on the roads in the older parts of the country is probably as good as anything that can be used just now. The trouble is that it has not been used to advantage. And herein lies the reason for demanding the substitution of some other system for that of statute labor. That good roads can be made with ordinary macadam instances are not want-

We cover the ground from the Atlantic to the Pacific, and have double the circulation of any other journal in Canada.

ing. Through one township about one hundred miles from Toronto runs an excellent road of this description; and all because it is looked after with much the same exactness as section men practice in regard to the ordinary railroad beds. It is well known that the most prolific cause of ruts in roads is wagon wheels jolting over loose stones which have got into the line of ordinary travel. Every time a wheel jolts over one of these stones it naturally makes an indentation in the road, which becomes deeper as each vehicle wheel mounts the stone and drops into it. Then, when rain comes, the water gathers in the hole, which, by the passage of other vehicles is soon transformed into a deep and extensive rut. On the road referred to one or more men are constantly employed, except of course during the winter, in removing these loose stones and in repairing the damage they may have occasioned. Provided with a wheelbarrow and the necessary tools, each man covers on an average about five miles per day. In this simple and comparatively inexpensive way has been secured one of the best of country roads in the Province; and what has been done in one instance can be done in another.

* * *

Travelers who have been on the road since the holidays do not, as a rule, bring in glowing accounts regarding the holiday trade in the country. In fact, from whatever district the traveller came the report was much the same: Holiday trade was not up to expectations. Whether expectations were unusually high cannot be said, but one thing seems certain, country merchants did not, as a rule, do the business they anticipated. In consequence of this they find themselves starting off into the new year with stocks better assorted than they would like. This is particularly the case where dry goods are carried. As a consequence, a good many merchants are carrying long faces. But there is no use doing this. The condition of the merchants of this country is no worse than that of those in any other part of the world. In fact it is infinitely superior to the general condition of their fellow business men in either the United States or Great Britain. It was only a week or so ago that such an authority as the London (Eng.) Financial Times pointed out that the financial condition of Canada was healthier than that of any other nation. Such a fact as that should instil into the breast of every Canadian merchant not only

confidence in his country but confidence in himself. It does a sailor no harm to acquaint him with the fact that a storm is brewing, for if he be a wise man he will put his ship in condition to ride it out. It is only faint-hearted ones and incapables that would become paralyzed and allow themselves to drift to destruction. The Canadian merchant is in a somewhat similar condition, only there is this difference: he is not anticipating a big storm. True, he has been passing through a period of depression, but the worst is evidently over; and what is wanted now is something of the Napoleonic courage, which was induced to rise higher by every obstacle encountered. What merchants need to exercise is caution, particularly in buying and in selling on credit.

* * *

But it is possible to exercise too much care in buying. This a merchant does when, in the effort to keep his stock down to a fine point, he allows it to deteriorate. But if he cannot keep his stock properly assorted it is just as well for him to be out of business. What should govern a merchant in ordering is the extent of capital he has at command or the requirements of his customers, or both. The great aim should be to keep the stock fresh and well-assorted. The next thing is to invite trade; and in order to do this push and energy should not be stinted. The store should be kept clean and inviting, the stock arranged neatly and with a view to making the best of it, while the window display should be made as attractive as possible and changed as frequently as is convenient. Of course judicious advertising must not be overlooked; nor in fact must anything else that will tend to bring a customer to the store. It is surprising what the expenditure of a little extra energy will accomplish. Try it.

* * *

An interesting point regarding the sale of patent medicines was settled in an English court last month. In pursuance of its object to prevent grocers, etc., selling patent medicines the Pharmaceutical Society has maintained that it was contrary to the Act for any person other than a qualified druggist to sell proprietary medicines in which were ingredients containing poison. In the carrying out of this contention the Pharmaceutical Society practiced much persecution; and this induced the persecuted to organize what is known as the Patent Medicine Vendors' Defence Association. This

latter organization has vigorously championed the cause of the storekeeper; and in the case decided the other day it was really the defendant. It seems that a certain storekeeper named Delve had been convicted and fined for selling a proprietary medicine called Licoricine, which was averred to contain poison, but to what extent was not stated. The matter was appealed; and the Court ruled that there is no infraction of the Poisons Act where proprietary medicines containing but small and harmless quantities of poison are sold. It is now the turn of the Vendors' Defence Association to do a little aggressive work, and they propose to do so by testing the liability of the Pharmaceutical Society to refund the penalties obtained from traders for selling patent medicines containing only a small amount of poison. Everything comes to him who waits—and fights, too.

THE DROP IN TOBACCO.

THE drop in the price of tobacco announced last week was greater than was as first supposed, while all the manufacturers have followed, at least to some extent, where Macdonald led.

The ostensible reason advanced by Macdonald for decreasing the price of his product is that the price of the raw material warrants his doing so. Some of the wholesale men along the street, and a broker here and there, do not hesitate to say that this is not the real cause.

"It is this way with Macdonald," said one well-known wholesaler: "Some of the smaller manufacturers have been picking up lately, and have been working their way into the trade of the country. And it is to kill off these that Mr. Macdonald proposes to do."

"The reason, in my mind, Macdonald had for dropping the price was this," said a broker: "There are a few small tobacco makers in the country who have been selling direct to the retailers. To squeeze these out is what Macdonald is undertaking to do."

The Toronto branch of the Wholesale Grocers' Guild has had several meetings in regard to the matter, and while it has not yet settled every detail, it has practically decided to make no change in the margin above cost, so it will remain as before at 4c. Before all arrangements are completed further correspondence with other branches of the Guild will be necessary.

The drop in prices does not affect all kinds of tobacco. Blacks are down from 2 to 3½c. per pound, and in those of the ordinary smoking tobaccos where changes are made the drop is from 1c. to 4c. per pound. The declines in some of the fancy bright kinds which are not handled by grocers, are much greater than in the latter instance.

Among the changes made, these are the principal: McAlpin's tobacco—Extra black chewing, "Gold Shield," 16 oz., 7 to lb., 20 lb. butts, 47c. Plug smoking—Woodcock, This

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18 lb. caddies, 7's, 50c. 3's, 53c.; Special, 7's, 18 lb. caddies, 46c. In other makes, as far as can be learned, the change in prices is as follows: British Consols, 59c., Ingot, 8's, 57c., Brier, 7's, 51c., Index, 7's, 46c., Honey-suckle, 8's, 56c., Napoleon, 8's, 50c., Victoria, 12's, 49c., Brunette, 12's, 46½c., Prince of Wales in caddies and 40 lb. boxes, 48c., Lily, 7's, 50c. Macdonald's bright 3's are unchanged.

It is about seven years since the last material change was made in the price of tobacco. Then it was an advance, and from about the prices as now changed.

THE STRENGTH OF CHEESE.

CHEESE producers and exporters have had a profitable season on the whole, and it looks at present as though those holders who have kept their late makes are going to make even larger profits than they at first expected. In fact the season has been an exceptional one for many reasons. In the first place it is remarkable that despite low prices on almost every other agricultural product and great depression in the laboring centres of Great Britain, which are the largest centres of consumption for cheese, the price of the article has averaged all the way from $\frac{1}{4}$ to $\frac{1}{2}$ c. higher than last year, and if the expectations expressed to THE GROCER'S Montreal correspondent by exporters at that port are realized on the stock yet held in Canada it will be still higher. Their prediction is that we are to have a sixty shilling market, which if correct will run away over one cent higher than the ruling last year. Such a range has not ruled now for a number of years back, but the bulls on the product contend that if it is not realized with the conditions as they are at present it never will be. They admit that it has usually been an adage that cheap provisions mean cheap cheese, but contend—and the course of the market this season certainly bears them out—that the present year is an exception. In support of this they cite their advices from Great Britain to the effect that the abnormally high price of coal has led to an unusually large consumption of cheese in the districts where the labor trouble existed, as a substitute for meats, the former being fit for eating without the aid of coal and cooking. For this reason the supplies of cheese at all the great distributing points in Great Britain are smaller than usual, the official stocks which came out on the first of the year proving this fact beyond a doubt. At London for instance the stock was 80,000 boxes less than in 1893, and at Liverpool 40,000 odd boxes, making a shortage at these two points alone of 120,000 boxes. But the position of stocks on the other side of the water is not the only strong point in the statistical position.

The figures in relation to the stocks at present held here and the shipment of

cheese from this continent to date are equally strong arguments that the optimistic element can adduce. The stock in Montreal is placed by fairly reliable authorities at 45,000 to 50,000 against 55,000 to 60,000 last year, or a decrease of 10,000, and elsewhere in Canada 90,000 boxes against 130,000 last year, or a decrease of probably 50,000 or 60,000 boxes. The official stock in New York declared by the Produce Exchange on the 1st was 92,000 odd, a decrease of 15,000 as compared with the 107,000 boxes held at that centre on the 1st of January, 1893, and there is comparatively little cheese left in the country across the line, so that the great bulk of this New York stock will be wanted on home account. The shortage therefore at London, Liverpool, New York and in Canada is in round numbers 185,000 boxes. There is a large shortage in the shipment also which cannot be ignored.

The exports from Canada alone are greater, being 1,776,881 boxes to date for 1893-94 against 1,713,353 boxes in 1892-93, an increase of 57,000 odd, which, however, is fully offset by the storage in the Canadian stock above pointed out. From New York, however, the total exports to date are 775,000 boxes in 1893-94 against 1,099,000 boxes in 1892-93, or a shortage of 325,000 boxes in the exports from that port for the present season, which are not likely to be made up between now and the spring for the reasons given above.

The total exports of cheese from North America to Great Britain for the season are therefore 2,545,881 boxes in 1893-94 against 2,812,353 boxes in 1892-93, or a total shortage of 266,472 boxes, and as there is a shortage in the stocks on this continent of almost 100,000 boxes, this decrease cannot be made up for at all. It is not surprising, therefore, that holders of cheese are perfectly content to sit on their stocks and set extreme value upon them.

THE NEW INSOLVENCY BILL.

DRAFTS of the new Insolvency bill which has been prepared by the Minister of Finance have been issued and are now in the hands of the different Boards of Trade for their consideration. Among its provisions are these:

It shall be the duty of the liquidator, as soon after his appointment as practicable, to prepare a statement from the insolvent's books of accounts and other available sources, showing the assets come to his hands, the value thereof, the amount and ranking of the liabilities, and the accounting, so far as he shall be able to do, for the deficiency of the debtor's assets to meet his liabilities, and a copy of such report shall be delivered to the insolvent, who shall within fourteen days thereafter, which time may be enlarged by the court to not more than one month, make and deliver to the liquidator a declaration by him under oath as to the correctness

of such statement. The liquidator shall receive such remuneration as shall be voted him by the creditors or by the inspectors, subject to the review of the court or judge, if complained of by the liquidator or any of the creditors.

If the debtor holds property under lease, the liquidator shall, notwithstanding any conditions contained in such lease, have the right to obtain possession of the premises for their use as liquidator for the period of two months next after the issue of a writ of attachment, and the liquidator, in the absence of a provision in said lease, rendering the same void by reason of the debtor's insolvency, may within that time, with the authority of the creditors, evidenced by a resolution in their behalf, passed at the first meeting of creditors or any adjournment thereof, or at any subsequent meeting duly called for that purpose, or with the authority of the inspector or inspectors, or a majority of them, evidenced in writing under his or their hands, elect to retain the premises for the balance of the term covered by any such lease, in which case the assets of the estate in his hands shall be liable to the landlord for rent, at the rate secured by such lease from the date of insolvency to the end of such term, or until he shall have disposed of said term to a purchaser, who shall secure such rent to the satisfaction of the landlord or of the court or judge. In the event of the liquidator not so electing to retain the premises, he and the assets of the estate in his hands shall be liable only for rent for the premises, at the rate aforesaid, during the time he shall actually retain possession thereof.

No landlord shall be entitled to distrain upon any goods in the custody of any guardian or liquidator, and any landlord having distrained upon any goods of the debtor before the same shall have come into the possession of any guardian or liquidator, shall be bound on demand to deliver up such goods, subject to the rights of the landlord to his preferential claim for rent. Clerks and other persons in the employ of the insolvent in or about his business or trade at the time of the assignment, or the issue of a writ of attachment, or within one month prior thereto, shall be collocated in the dividend sheet by special privilege for any arrears or wages due and unpaid to them at the time of the execution of a deed of assignment, or of the issue of a writ of attachment, not exceeding three months of such arrears.

If, after the expiration of one year from the date of insolvency, the insolvent has not obtained from the required proportion of his creditors a consent to his discharge, he may apply by petition to the court to grant him his discharge, and must at least thirty days before such application send to each of his creditors, whose claims amount to \$100 and upwards, notice of such application."

ORANGE-GROWING IN PALESTINE.

IT is only of recent years that Jaffa oranges have obtained a world-wide reputation, for but some eighteen years since they were scarcely known save at Beyrout, Alexandria and Constantinople, says an exchange. A special feature of the Jaffa orange is that it will keep thirty and forty days, and if properly packed, for two and sometimes even three months. The port of Jaffa is surrounded on the land side by orange groves covering an area of 1,780 acres. New orange groves are constantly being planted, and there are now double as many as there were fifteen years ago. Each orange garden contains about 2,000 square feet of planted area, equal to about 1,300 trees to two and one-half acres. The trees begin to bear the fourth year after planting, but it is estimated that it takes seven, and sometimes eight, years before an orange orchard yields a paying crop. During all this time, and even afterward, the orchards have to be watered continually, and this irrigation is the most difficult and laborious part of the work, the water having to be drawn by means of primitive water wheels from wells dug in the gardens ninety feet, and even one hundred feet deep. An improved and cheaper system of irrigation is of paramount importance, as it would extend to extensive and fertile plains around Jaffa, becoming in a short space of time extensive orange groves; which would cheapen the production and would enable the growers and exporters to compete with the oranges of other countries in European markets. It would also place them in a position to have some say in the production of the orange trade of the world, and would prompt other producers to exert themselves as to the enhancement of the production.

An authority on spices says: If you want a little prophecy, I advise you to watch the clove market and see the price go up within a year. Why? I don't know that I ought to tell you why. But a few years ago a certain Englishman was appointed Governor of the island of Trinidad, where the great pitch lake is. Immediately thereafter the price of Trinidad pitch went up. We use a great deal of it in paving New York streets—and the pitch lake was said to be in the hands of a monopoly. As that same Englishman has been transferred to the Governorship of Mauritius, I look for a monopoly there in the clove trade.

TRAVELS FOR LOVE AND TRADE.

HERE is a man who travels for love as well as business. His name is J. R. Vert, and he carries the "grip" for the F. F. Dalley Co. (Ltd.), of Hamilton. He has seen over a quarter of a century on the road, although of course such would not be gathered from the accompanying picture of him. His first experience on the road was on his own account, his lines being fancy goods and stationery. In this way he continued for sixteen years. The measure of success he attained may be gathered from the fact that at the end of that time he was enabled to retire. But inactivity was not



J. R. VERT.

congenial to Mr. Vert. Where is there the live traveler to whom it is? And when he was offered a position on the road by F. F. Dalley he accepted, and with that firm, ten years after, he is still to be found. Within the past year, when the F. F. Dalley Co.'s business was formed into a joint stock company, Mr. Vert became a stockholder. His genial nature has made him a general favorite with the merchants of Western Ontario. He is at present calling on all the wholesale houses in Ontario and Quebec. His frank manner has made him as well known to the wholesale trade as to the retail. His success resulted through his following the well-

known words: "A thing worth doing is worth doing well." Mr. Vert was, his friends may like to know, born in 1844.

SELLING AS AN ART.

CARELESS and indifferent salesmen can neutralize the effect of the most clever advertising. The largest users of printers' ink take pains to instruct their salesmen in the proper treatment of customers, and a good article for such use recently appeared in the Washington Evening News, over the signature of Isaac Gans, of the well-known local firm of Lansburgh & Bro. The following is a portion:

A sales-person should strive to gather the knowledge and workings of all stocks, though he be confined to one department. He should strive, first of all, to work through the different grades until he is at the head of his special line. He should learn to obey, not because he must, but because he ought to. A man who cannot obey cannot command. He will be unfit even to assume the charge of his stock, should opportunities ever give him this chance. He must act, in carrying out his instructions, with the expectation that some day he will have a place of business of his own, and must learn to run it successfully. Shoppers nowadays are intelligent. They know well the value of merchandise, and, therefore, it does more harm than good to enlarge too much on what you are showing. A pleasing explanation of the fashion, a general suggestion, and then the salesman should allow the customer an opportunity of exercising unbiased judgment. Sales are often ruined by over-much talk. Be honest in your suggestions; never over-do anything; show your wares to the best advantage; make your stocks look presentable, and you will be a success. Many clerks

make mistakes by being forced into submission. It is far better to do what is expected of you in a graceful manner than to be coerced. Promptness is another factor in the "make-up" of a good sales-person. That employee who lags a few moments in the morning or noon-time will lag all through his life. Discretion in waiting on a customer is another rare quality. To a neat person show neat patterns. To one who is a little more lavish in style of dress, show goods according to such tastes. Never try to convince a customer that your way of thinking is right. You can advance your ideas if you find they do not conflict with your patron's views.

CALLING FOR ORDERS.

A PROBLEM of how to get customers to the store calls constantly for solution in the large cities, but as custom has ordained that many housekeepers shall obtain their daily supplies from the grocer through orders to a clerk, who calls for them daily, it is not surprising that perhaps nine out of ten grocers have given up the conundrum and are content with the situation. Yet the opportunities to sell goods, not to mention the chances of introducing profitable novelties, are far superior when the housekeeper visits the store daily, instead of giving her order to the clerk on his daily rounds and taking her chances as to the way in which the order is filled. Perhaps if the dealer would take the trouble to point out the drawbacks to the patron of this custom it would soon become the exception instead of the rule, for it is manifest that, unless special pains are taken to lay aside fresh goods in the fruit and vegetable department, which is one of the most important branches of the retail grocery business in our cities, the first comers will get the choicest qualities, and those who order through the clerk who calls at their residences will have to be content with medium or low-grade goods. It is, however, so convenient for many consumers to purchase at their doors, instead of taking the trouble to visit the grocer, that most, if not all, of the plans adopted by dealers to bring patrons to their places of business must fail, and a refusal to send for orders could only result in the consumer placing a still greater dependence on the peripatetic merchant, the licensed vendor. The inroads made in the grocer's trade by the peddler are serious enough at present, and it would be poor policy to give the latter still greater opportunities by abolishing the system of calling for orders, and trying to force the consumer to come to the store in person. That system is the principal safeguard of the smaller dealers, and they cannot afford to abolish it. What they ought to do, however, is to take greater pains to ensure satisfaction to the patrons who find it too great a convenience to dispense with it. We have in earlier issues referred to the practice of some grocers, who lay aside, as soon as received, a sufficient quantity of choice fruits and vegetables and other goods that are in moderate supply, to accommodate the trade that has to be supplied through orders taken at their doors, so that they will not be compelled to take the leavings of the people who visit the store early in the day, and we have recommended the general observance of the practice, but much more is required by the grocer. He must not send his boy or junior clerk on so important an errand, but must select a thoroughly competent employee for the onerous duty of calling for orders, or go himself. We speak from experience and confidently say that too many of the clerks

that are deputized to call for orders are unfit for the position, and are either so ignorant or forgetful that the patron has little opportunity to make a selection from the stock, and is compelled to rely upon the regular staples, and when in want of something out of the common run is driven to the big cash stores or goes without the article. The caller-for-orders needs to be well drilled as to the novelties in stock, and should be as thoroughly competent to effect sales of new goods as the clerk who never leaves the store or the proprietor himself. A little consideration will convince our city readers that the practice of leaving the catering for, and the cultivation of, a large share of their trade to half educated and poorly-paid subordinates is a poor one, and that the best man in the store is not too good to send out on the daily rounds to accommodate a trade that refuses to enter into closer communication with the fountain of supply.—Merchants' Review.

MOUNTING THE LADDER.

A YOUNG man who starts out with a clear conviction that there is "plenty of room at the top," and who is industrious and saving, says Merchants' Review, will be pretty apt to reach the topmost rung of the ladder of success. The trouble is that so few young fellows are capable of self-denial, or else are not willing to exert themselves sufficiently to achieve success. Some, too, are not willing to begin at the bottom of the ladder, and therefore are handicapped by their ignorance of their vocation. It takes more than a smattering to rise in any pursuit in these days of active competition, when for every vacancy there are a score or more applicants. It is a very common practice of writers and lecturers on topics such as "How to Achieve Success," to illustrate their remarks by examples taken from life. The career of some leader of trade or industry, or of some statesman, who started out in life with the traditional shilling or fifty cents, and, by severe self-denial and the most active exertion and iron resolution, finally gained a world-wide fame, is instanced, but generally only a slight impression appears to be made upon the youthful reader or hearer. Yet similar opportunities are open to the aspirant of to-day as were opened to the most successful men in the past. In fact, the opportunities always exist, but the man is not always ready to grasp them. Perhaps the reason why such illustrations usually fail of the object of the writers or lecturers is, because those for whose benefit they are presented cannot convince themselves that they have a ghost of a chance of succeeding where so many apparently superior men have failed; for those at the top have still reason to feel lonely; it is by no means crowded up there yet. But if the young men in business who doubt their own powers would only try to fit

themselves for a position a grade higher than that which they fill, they would find that their progress up the ladder would be more rapid, and that many of the obstacles of which they have been apprehensive would disappear. Step by step, rung by rung the ladder must be mounted, but one will never rise unless the first step is attempted, and progress the surer, the nearer the bottom of the ladder one grasps the rung. One will never rise by shirking one's duties; it is the willing, industrious clerk who becomes the senior clerk or the partner of his employer, and who has the best chance of success in starting in business alone. Some men have a special aptitude for quickly acquiring a knowledge of any branch of the mercantile business, but as a rule an intimate acquaintance with either of the branches is only obtained at the expense of considerable time and labor. Nevertheless such an acquaintance is essential to any person entering mercantile life, whether with a view to permanently remaining therein or merely using it as a stepping-stone to success in other walks of life. Therefore we say to the young aspirants in the store, first learn the duties of your present position thoroughly, making yourself indispensable to your employers, and acquiring their confidence as well as the confidence of their customers, before attempting to set the waters of the nearest river on fire. By so doing you will not only preserve your own self-respect and gain the esteem of your acquaintances, but you will also be fitting yourselves for more responsible and more profitable duties to come.

A TIMELY HINT.

MR. L. SCHEPP, the New York coconut man, was in Toronto this week, and among other things, said:—"You have a great country here; nothing finer on the globe. But you people make a great mistake by continually grumbling about trade and finances. I hear it all over. Why don't you keep up your courage? Make yourselves believe you are all O K, and then you can make strangers think the same, and people will come here and stay here. What you also want is population."

THE GROCER DID NOT ADVERTISE.

A few days ago a Pittsburg citizen cut into a pound of butter which he had purchased at a grocery whose proprietor does not advertise, and found therein a small tin box, which contained a piece of paper bearing the following, written in a neat feminine hand:

"I am a girl of 18 years, good looking and an excellent housekeeper. Should this be found by some unmarried Christian gentleman, will he please write to the following address," etc.

The finder, being a bachelor, decided to unravel the affair, and succeeded, only to destroy the romance. The girl who had written the note had died many years ago, leaving an aged husband and a grown family.

RETAIL GROCERS' PARLIAMENT.

THE little hall of the Toronto Retail Grocers' Association in Oddfellows' Hall was uncomfortably crowded with members at the regular meeting held Monday night. It was the first meeting of the year.

The outgoing president, Mr. [redacted] opened the proceedings but immediately [redacted] and the newly-elected president, Mr. P. Donald, to the chair.

These new members were proposed and elected:

J. P. Pettigrew, Queen and Brock streets.
W. Medland, 744 Queen street west.

J. Godwin, Tecumseh street.
J. P. Cummings, 176 Teraulay.
W. Loudon, 430 Yonge street.
J. Edgar, 878 Yonge street.

J. G. GIBSON reported that arrangements had been completed for the annual "At Home" to be held in Webb's parlors Jan. 23rd, which ensured its being even more successful than any of its predecessors.

A brief discussion ensued on this petition which it is proposed to submit to the Dominion Government with a view to a law being placed on the statute book at the next session of Parliament to govern the quality of fruits and vegetables:

THIS PETITION OF THE UNDERSIGNED RETAIL GROCERS AND DEALERS IN FRUITS, VEGETABLES, ETC., HUMBLY SHOWETH:

That your petitioners, and the public generally, suffered serious loss arising from the fraudulent practices of farmers, fruitgrowers, and other persons sending farm and garden produce to our markets, 1st, by top-dressing, or fraudulent packing of fruits of all kinds; 2nd, by using undersized barrels, bags or baskets; 3rd, by mixing of unsound, or worm-eaten fruits with other good fruit. None of these frauds can be discovered by us without emptying or removing the said fruit, which cannot be done without damaging the fruit, especially peaches, pears, and the best kinds of apples, and small fruits.

We therefore pray your honorable body to pass a statute enacting that all vegetables be sold by weight only, except such as are sold by correct count; and to publish standards of measure for all fruit baskets for large fruits, such as peaches, pears, plums, apples, or other fruits, and for small baskets or boxes used for strawberries, raspberries, etc., that each class be uniform in size, and that no deviation therefrom be allowed except in foreign fruit, which at the purchaser's option must be sold by weight, and in all cases such foreign packages being less than the standard shall when emptied be destroyed, and in no case used for the marketing of native fruits, etc., and that penalties be enacted for any violation of same.

And as in duty bound your petitioners will ever pray.

Mr. MILLS suggested that the petition be forwarded to Mr. Clark Wallace, the Controller of Customs, accompanied by a request that he take charge of it at the ensuing session of the House of Commons.

The suggestion was concurred in.

Treasurer MCMILLAN submitted his annual report, which showed a balance on hand of \$7,264. The assets, consisting of the above, members fees due \$60, due by special fund \$5, were shown to be \$135 64.

The president expressed satisfaction at the result, and the report was, on motion of Mr. Clark, adopted.

ROBERT MILLS presented the report of

the Trustees of the Special Fund, which showed a balance on hand in the bank of \$519 62.

The report was received and adopted with a display of much enthusiasm.

Secretary CORRIE presented his report. It showed that 56 members had gone out of business since he took office three years ago, 17 members had left, 1 had died; 30 may pay their dues, but of this number 5 are two years in arrears, and the rest 1 year. I think it would be best to count those only members who have paid up at the end of each year, as it is almost an impossibility to collect back dues."

The report was adopted, and the matter of dealing with delinquent members was left with the Executive Committee.

ROBERT MILLS said: I think it is just as well to remind the members of the trade that the tobacco and cigar licenses expired at the end of the year.

This brought Mr. Gibson to his feet. "I say it is a fraud of the first water," he began. Our taxes are high. Then we have water rates to pay. This license fee of \$5 is a slur upon the grocery trade of Toronto. I think we should see what can be done to do away with the evil. (Hear, hear.) We are told that the object of imposing the fee is to give the police control of the cigar and tobacco stores. Now if such is the case why not make the fee a nominal one of say \$1. But to ask us to pay \$5 is robbery. It is nothing more or nothing less. I move that steps be taken to wait upon the City Council in regard to the matter."

A. WHITE coincided with Mr. Gibson's views and seconded his motion, which was carried unanimously.

The members of the old and the new executive committee were delegated to manage the "At Home."

PRESIDENT DONALD'S INAUGURAL ADDRESS.

President DONALD said that, in pursuance of a promise made on the night of election, he would make an effort to say something for the good of the Association. After a few preliminary remarks expressive of belief that unanimity would mark their efforts for the ensuing year, he said:

The spirit of the decade acts vigorously in favor of trade-combinations and trade-unions for mutual defence and betterment. On all sides there are many indications which prove the forwardness of the age in which we live and the evident desire of everyone, no matter in which calling engaged, to secure for himself and his the lion's share of the good things going. And this in spite of the evident fact that fewer employers and more employees is the plain meaning of the writing on the wall. The day of the small dealer has to all intents and purposes gone, and the reign of his more ambitious, and in some cases unscrupulous, grasp-all has commenced. No one will admit himself to be of no further use in his trade, as an employer and proprietor, without a first and lasting struggle against self-

effacement. Nor will the painstaking, thinking and progressive merchant be liable to such an unwelcome fate nearly so much as his antithesis, the self-contained, selfish and non-communicative man. If such be the case, what wonder is it that many of us believe so heartily in this Association and its power as a distributor of healthy, sustaining life to all its active and honest members? We who have belonged to this body since its inception, and who have felt its power for improving things in our department of the world of commerce, will not willingly stand by and see its many services go unacknowledged, nor its many hard-working past officers retire without commendation. We thoroughly believe in the sterling worth of this Association and heartily concur in extending its usefulness. My desire to-night is, however, not to praise this Association, nor the past services of its many friends, but to point out, however feebly, a few points which I believe, if acted upon, will materially increase our numbers and our influence for good. Nor will I be very extended in my remarks, the intention being to rather make a few points as is possible and leave the matter with you for action, if thought necessary.

The first improvement which I would suggest in order to reach the ideal standard would be the appointment of a recording secretary and a corresponding secretary, both to be members of our Association. My idea is that our present efficient paid secretary should rather confine his attention to the gathering in of new members and of members' fees, and also the attending to a proper register of the attendance at each meeting, by means of a book to be kept at the door for such purpose. This register would be valuable as a record, stimulating the attendance and introducing new members to the rest of the Association. The duties of recording secretary and of corresponding secretary can be better attended to, in my belief, by practical members of the Association, as they are right in among the subjects and ideas floating around. No man can do our personal work like ourselves, and this applies to the close personal work of the Association.

The only alteration I would suggest in any of the other officers, would be the formation of a small sub-committee to be known as the program committee; and whose duties would be very well described by its name. There is nothing which is so conducive to a successful meeting as a well-defined and known-before program, faithfully carried out. Let us try this at all events.

In reference to our meetings I would like first to be prompt. Let us agree on a fair hour at which to start our meetings, and having done so, in the name of common sense let us stick to it. Why on earth it should be necessary to call a meeting half an hour before you want it, just in order to have people there, has always been more or less of a problem to me. Then let us be punctual.

Having agreed on 8.30 o'clock say, we ought to have all business of a trivial nature transacted by 9 o'clock, having one full hour for a thorough enjoyable time at whatever may be before us. If we say we will do this, and prove it by sticking to it, we shall do more to increase our attendance than anything else we do; people do like to get what they expect, and when you do more than that, why just so much more do you please them.

Having our proper officers present and our meeting attended to, we must next con-

sider the audience. Do you know any man who goes to a meeting just because he has nothing else to do? Such a man is a curiosity, unless he be a tramp. If a tramp he wants to wile away a couple of hours in comfort, but the other man who just loafs into a place for want of something else to do is scarce. No, the man who walks up your two flights of stairs and comes into this room to attend your meeting has probably started to come before and has been detained. He has thought about coming often, and now he is here can you honestly say that there is sufficient attraction provided to entice him back again. The chances are on the reverse side, although I hesitate to say anything so strong. When you catch your hare treat him well; have someone meet strangers at the door on an introduction from the keeper of the register, and let that member of the reception committee see to it that the stranger is well cared for by some older member present, and urged to take an active part if at all possible in the exercises of the evening. Every one whom you treat in a friendly come-again manner will surely come again, and although a large attendance does not constitute entire success, the fact is also plain that plenty of money in the treasury does not constitute the same desirability either.

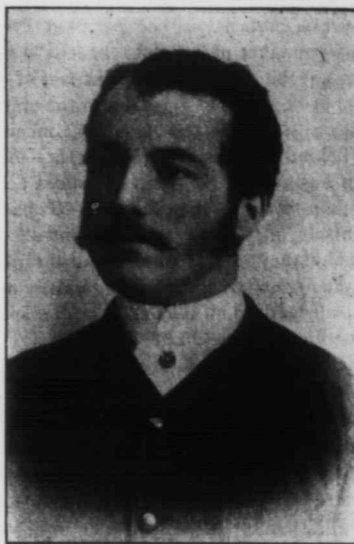
Having obtained our proper constituency, viz., proper officers, regular meeting hour, and requisite attendance of interested parties, we may profitably proceed to consider the bill of fare which we should have in order to ensure satisfaction.

We have only twelve meetings a year for which to provide. The first meeting of every quarter, I would suggest, should be of a social character, and at each of these social meetings I would make a special effort to have all grocers of the city, whether members or not, present; and at these meetings such an excellent program should be provided that complete satisfaction should reign in the minds of all concerned. I need not add, in reference to these special meetings, that refreshments of a simple character and music interspersed would serve as an agreeable break; and that they should be held in a place where these things can be served in a proper and appetizing manner. The nine regular meetings should be devoted to members and pure unadulterated business of a definite fixed-forehand description. Special subjects, treated by people who know of what they speak, should be announced to the members one week beforehand on the notice card, and this announcement should be faithfully adhered to. Many a member will then come prepared to take part because he has had timely warning. Nor would I go very far outside of our own ranks for talent. My belief is that it will take many meetings before we exhaust the facts and information in the possession of many of our members, if only they may be encouraged to come out and show themselves. The fact remains, however, that there are many members to whom the idea of public discussion is distasteful; not because of ignorance, but rather on account of natural diffidence. To these I offer this plan. Let us each month announce a small idea on which we desire expression of opinion. These members, and indeed all members, may send to our corresponding secretary a postcard with their ideas written thereon and these can be read out by that official and the name given if thought best, or omitted if requested. By this means everyone will have part and parcel in the regular meeting of the Association. These ideas with debates, essays, addresses and so

forth, will give you at least the impression that it will not be difficult to make interesting and helpful meetings. For instance, why should not Mr. Gibson give us an address on "How to buy right?" That he knows better than any other man, in the retail, in the city, I, for one, have thought for a long, long time. Then Mr. Clark could profitably entertain us with a short essay on "The Association and the difficulties in the way," which subject would probably engender a very bright discussion, and thus bring many of our members out.

We might easily go on and suggest various studies in groceries, which could be taken up by our own members, but enough has been said to indicate to you the extent and variety of our resources. I would like to suggest that one evening be given to trade papers, and a thorough consideration of their uses and benefits; to be introduced by one or two of the grocery editors, who will only be too glad to oblige us in any way, as evidenced by their kindness in the past.

The Association, strong in itself and sure in the possession of facts and opinions born



PRESIDENT R. DONALD.

of honest discussion of the many complex problems of to day's trade, need not hesitate to throw itself boldly into the arena of outside affairs, and take its proper share of the responsibilities attaching to public bodies. We should freely attack all trade problems and questions, and act promptly in conjunction with those live associations of which we have heard so often in London, Hamilton and other cities. Nor would we advise too much caution in moving against things of which we do not approve, even in this city, when of course we consider these things will unfavorably affect our trade and objects. The grocers of Toronto are numerous enough to do a great deal of good if properly directed and organized, and it is a pity that many of the more intelligent and successful grocers we have have thought it best to hold aloof from this body, not that they thought it beneath them—far from it—but simply because it has not appeared to them to be of sufficient importance to bother with. I do not agree with them, and I sincerely hope that we may attract these and everyone to join us, and thus make a strong and complete body.

Permit me to say to those who, for one cause and another, have retired from active

membership, or who have either never belonged or have resigned, that we entreat you to weigh well your thoughts in this matter; and strive to think if you cannot do a great deal for the trade we live by, by further active participation in the work. Let by-gones be by-gones.

Our monthly list of questionable people ought to be published but once a quarter, and a great deal more trouble over. I would suggest the exact name and address be given, and if possible the amount owing. I have noticed names on the list of people who, I am sure, were put on simply as a matter of spite, although they may have owed a very small amount. The fact remains that if our traveling secretary had less other routine to do, he could make this list very full and very large, and of splendid value to our members. This one item, if properly attended to, will pay the annual dues of every member time and time again.

We must speedily become rid of the selfish idea that we live for self alone. 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 lacking in the race for mental and commercial supremacy, when running against the man who, notwithstanding that he may have many sore distresses on his mind, does, when he has done a fair day's work, betake himself to the company of other congenial spirits, there to receive his just reward in the shape of bright conversation, agreeable fellowship and uplifting tendencies.

One grand idea I have written before now and it still seems good: Strive every man of you to live up to the topmost notch of business ability, manliness and honesty. Do not be carried away with that insane idea, that the almighty dollar constitutes everything for which you strive. Are there not greater things—Honor, City, Province and Dominion? Who shall be bold enough to retire to his store and say, "Here am I content, let others please themselves and do as they like." Surely this is not our goal, surely there is a niche for everyone in the theatre of the world to accomplish some good, however small it may be. There is a miserable, ill-bred manner some people have of disparaging the grocer and his trade. All trade is honorable if made so by the honest practices of those engaged therein; but be it ever so honorable, the grocer must be progressive, communicative, self-educating and keeping march with this stirring period; and I know of no better help than a good, live, working and thinking association.

The President was warmly applauded when he took his seat.

ROBERT MILLS said: We are all pleased with the remarks made by our new president. In regard to the remarks made as to the advisability of appointing additional secretaries, that is a matter which is not new to some of us. It was talked over by the late president and myself. We had seen that our secretary had a good deal of work to do, and recognized that if he attended to the matter of getting new members and collecting membership fees he was doing as much as he could be expected to do. Mr. Mills said the matter of getting in new members was important, as was that of establishing closer and more friendly relationship between the members. "If there

are any reforms to be made," he said in conclusion, "the sooner we make them the better. Let us strike while the iron is hot, and get right down to business." Mr. Mills gave notice that he would at the next meeting introduce a resolution to amend the by-laws in order to allow the suggestion of the President in regard to the appointment of extra secretaries to be put into effect.

The Association adjourned at 10 o'clock.

TRADE WITH TRINIDAD GROWING.

HON. MR. BOWELL, Minister of Trade and Finance, has received a report from Mr. Tripp, commercial agent for the Government of Canada at Trinidad, West Indies. Mr. Tripp says that the colony has just floated a loan for \$2,000,000, of which sum \$1,250,000 is to be expended in railway extension. These railways, by opening up new sections of country, will, it is thought, give a great impetus to agriculture. There are practically no manufacturing factories on the island, and Mr. Tripp says that if there are any makers of fruit-drying machinery in Canada, they might with profit direct their attention to the West Indies, as machinery of this class is required, particularly for drying the cocoa bean. A consignment of Canadian plated ware was recently received in Trinidad, and compared both as regards price and artistic finish with the United States product. Mr. Tripp makes a number of practical suggestions for the improvement of the steamship service from Canada. He thinks that a number of the minor ports of call should be omitted in order to facilitate the service. Complaints are prevalent both as regards railway freights on small lots and steamship rates also. At times Pickford & Black's service is inadequate to meet the requirements of the trade, and it has happened that freight has had to be left behind owing to the overcrowded state of the steamers. One establishment in Trinidad was closed for a month on this account.

DON'T BE A LOBSTER.

A LOBSTER, when left high and dry among the rocks, has not sense and energy enough to work his way back to the sea, but waits for the sea to come to him, explains an exchange. If it does not come he remains where he is and dies, although the slightest exertion would enable him to reach the waves which are, perhaps, tossing and tumbling within a yard of him. There is a tide in human affairs that casts men into tight places, and leaves them there like stranded lobsters. If they choose to lie where the breakers have flung them, expecting some grand billow to take them on its big shoulder and carry them back to smooth water, the chances are that their hopes may never be realized. Nor is it right they should be. The social element ought not to be expected to help him who makes no effort to help himself.—Ex.

THE PROFIT ON TOBACCO.

"DO you know," said the manager of a well-known wholesale house to THE GROCER, "that our profit on tobacco is only really 2c. per pound, and not 4c. per pound, as some suppose? Take 'Briar,' for instance. That is a good example. It is 22c. net in bond. Then there is the duty 25c, freight and exchange ½c, and the 3 per cent. discount, which we give on 50c, is 1½c., making the price 49c. for 51c tobacco. Why, we make more money on sugar, of which we sell 5,000 pounds to 50 pounds of tobacco."

RE THE DROP IN TOBACCOS.

DEAR GROCER,—There are some things in connection with the recent drop in tobacco with which the public may not be conversant. Mr. Macdonald claims, I understand, that he has put prices down because raw material is cheaper, but every body who makes or handles tobaccos knows this is not the real reason. The fact of the matter is he wants to drive out of the manufacturing trade all the smaller concerns. But behind all this there is another force which has led to the drop in prices; and that one force is the McAlpin Tobacco Manufacturing Co. By persistent and steady effort have they so forced their way to the front, that the high character of their goods is now acknowledged on all hands. And the firm's competitors have realized it as well.

The old wall of prejudice seems to be giving way and a new era in the tobacco trade is dawning. Consumers of tobacco are judging for themselves, and in future it is probable that the best tobacco for the money, regardless of tag, will have the call. Canada is not rich enough to support a monopoly in a commodity of every day use, such as tobacco, and the trade as well as the public will appreciate what has been done by the McAlpin Tobacco Co. in this respect.

"RETAILER."

Hamilton, Jan. 8, 1894.

SANDWICHES BY MACHINERY.

SANDWICHES made by machinery are the result of a labour-saving device invented by a Parisian. Slices of bread are fed into guides, by which they are passed under buttering rollers. The butter is fed to the rollers by the thrust of a piston on a slowly-revolving screw that keeps a box supplied with the article, against which the rollers revolve. The lower bread guide terminates in a table where the bread receives a slice of meat, cut from a column of it by a knife in a doubly reciprocated frame. The other bread guide drops the upper slice of bread after the meat is supplied, and the completed sandwich is delivered laterally by a transverse slide.—Ex.

CHEAP BREAD.

A CORRESPONDENT of Baker and Confectioner writes: Allow me to trespass on your valuable space a few moments concerning the above topic. You, sir, should have, at least, the credit of trying to band us together a year ago to prevent a civil war which had broken out before and especially since among the bakers of our city. How long, ye workers of iniquity, are you going to allow the grocery store to run the trade? I suppose we'll have to linger on until that million loaves are played out before we can do anything. That Queen street baker must have been making a pile lately out of that great grocer, Queen and Yonge streets, who gulls the public into the belief that he is the one and only friend of the working man. Oh, poor, weak humanity, know ye not these sort of tradesmen bite you every time and you don't know it. Were it possible, I should like to see our Mr. Tait, M.P.P., bring a bill in the house to stop everyone but bakers from supplying the public. Lots could be said on the subject if time permitted.

A BAD YEAR FOR BAKERS.

THE past year, as far as prices are concerned, has been one of the worst known to the baking trade. We have had demoralization in all our principal centres, where competition is such as to make it difficult for all to get along on an equal distribution of trade. The majority of the trade in the cities have to confess that they have been barely able to hold their own on bread. The outlook is not very cheering. Prospects do not point to any improvement in conditions. The number of competitors for public patronage is undiminished, and unless something unforeseen occurs, there will be nothing made in the baking business during the first half of the coming year.

With confectioners the past year has witnessed a continuation of the low prices that were inaugurated in 1892. Staples, and especially mixtures, have been sold at figures that leave no margin of profit for the manufacturer. It looked as though something might be accomplished in the amelioration of the excessive competition, but local jealousy seemed to prevent an understanding being reached by manufacturers by which existing conditions might be improved. The past season may, perhaps, make more apparent the necessity for action, and we may yet be able to record the fact, that our confectioners have taken the bull by the horns. We hope the coming year may see improvements inaugurated on many lines. If nothing can be done in regard to prices, surely a little may be accomplished along some of the lines already discussed in this journal.—Baker and Confectioner.

IT'S GRAN' TO BE A GROCER.

A SUBSCRIBER who signs himself "A Kintry Village Grocer," sends the following which he clipped from the Dundee Weekly news. "For the translation," he writes, "apply to Bob Swan":

AIR—"Off to Philadelphia."

I'm a grocer's chief assistant in a kintry vil-
lage distant

Some twaul or fourteen miles frae auld
Saint Mungo,

It's a kin' o' occupation that has guid bits in
relation

To the mushroom 'mang the scores o'
ither fungi.

"Cie's a quarter-ounce o' baccy—that's three-
fardens, Mr. Mackie,

At threepence by the ounce ye're no' a
losser—

For the farden? Oh! beg pardon; I'll tak'
whusky for the farden."

Oh, thunder! but it's gran' to be a grocer.
When the simmer sun's uncanny, an' yer
sausages a' laney

Are waukin' ower the coonter holis bolis,
It's a crusher when a fisher offers twopence
for the dish, or

Afailin' your acceptance sen's the polis.

As the fisher e'es the jumpers, he exclaims—
"Sic jolly thumpers!

They'll save me howkin' bait—noo, don't
say no, sir—

Gosh, I'm thinkin' twopence nobbish for that
dish o' jumpin' rubbish."

Oh, thunder! but it's gran' to be a grocer.

When thae randies, Slope an' Keely, tick a
dizzen cans o' jeely,

An' never pey a maik, the brazen hempies,
There's a calm, religious feelin' ower yer
senses comes astealin'

When they sweetly seek a shullin' for the
empties;

But ye lift the cans asmlin', though yer
haun's ye're grossly fylin'

Wi' a sticky dirt that couldna huddle
closer,

Then ye say, "Ma'ms Slope an' Keely, that's
the cans pey'ed; pey the jelly,

An' ye'll infinitely please this sloppit
grocer."

When that masher, Mrs. Meikle, orders half
a pound of treacle

She mak's us coonter-loupers nimbly can-
ter;

To the boss she'll say, "Now, Skinner, I've
got company to dinner,

And I wish that treacle forwarded in-
stanter;

Very sorry thus to hurry, but my mind's in
such a worry;

Would you kindly send per van, the boy's
so slow, sir;

And, ah, Skinner, for your trouble you may
make the order double."

Oh, thunder, but it's gran' to be a grocer.
Machan, Larkhall. WM. STEWART.

CONSUMPTION OF SUGAR IN U. S.

FIGURES we give to-day show the en-
tire consumption of sugar in the United
States for the year 1893 to have been
2 per cent. in excess of the previous year.
The first half of the year shows a consump-
tion largely in excess of the previous year,
and gave promise of an unusually large year,
but the changed conditions of the last half
of the year have reduced the anticipation to
the above basis, thus making two years in
the United States without a perceptible in-
crease against an average yearly increase of
about 5/8 per cent. heretofore. It is worthy
of note that the consumption of the United
States is now 1,891,911 tons, against 1,522,-
731 tons in 1890, the year preceding the
passage of the free sugar tariff. The total
consumption of 1893 has been 1,891,911 tons
against 1,873,370 tons in 1892, 1,872,400 tons
in 1891, and 1,522,731 tons in 1890. The
consumption of 1893 is made up of 1,357,471
tons of foreign cane sugar, 252,440 tons of
foreign beet sugar, 235,000 tons of domestic
cane sugar, 27,000 tons of maple, sorghum
and beet, and 20,000 tons of domestic made
from foreign molasses. The supplies of
sugar for the consumption show 711,025
tons to have come from Cuba, 280,036 tons
from other West Indies, 179,432 tons from
the East Indies, 75,958 tons from Brazil,
252,440 tons from Europe, and 111,020 tons
from other countries.—Willett & Gray's
Statistical.

LUCIFER MATCHES.

WHO was the inventor of the lucifer
match? At least as many countries
are now disputing the honor of hav-
ing produced the parent of the first friction
match as there were cities claiming to be the
birthplace of the Father of Poetry.

In the opinion of the London Chemist and
Druggist there is no doubt that friction
matches were known in England just after the
close of the first quarter of the century. In
fact, time will probably show that the real
inventor of the lucifer was a Britisher,
though it is very likely that shortly after the
discovery was made in England the secret
was also found independently on the conti-
nent.

The first light-bearing matches, as sold in
England in 1826, were made of strips of
cardboard paper or of flat splints of wood,
tipped first with sulphur and next with a
mixture of chlorate of potash and antimony.
They were lighted by being drawn smartly
through a piece of folded glass paper. Need-
less to say, they were expensive, waste-
ful, offensive to the smell, and unsafe. A
more effective form of match was intro-
duced soon after by the name of "Congreve
light" or "lucifer." It was in England also
that machines for cutting the splints forming
the body of the match were first brought
out, though quite 30 years seem to have
elapsed between the invention of matches

and the advance of the industry to this stage
of machine use.

Naturally the retail sale of matches was at
first mainly in the hands of pharmacists, who
probably were manufacturers themselves in
most instances. One of the day-books of the
late Mr. John Walker, who was in business
as a chemist and druggist at Stockton-on-
Tees, as early as the first quarter of the cen-
tury, for instance, bears numerous entries
relating to the sale of "friction lights." The
first runs as follows:

DIE SATURNI, April 7, 1827.

No. 30.—Mr. Nixon.

Sulphurata, hyper oxygenate, frict.

100 1s. 2d.

Tin case..... ..s. 2d

And from that day onward until September
23, 1829, no fewer than 164 boxes of the
same kind were sold by Mr. Walker, who
made a solemn entry in Latin each time to
record the fact.

In some quarters, in fact, this Mr. Walker
is said to have been the original inventor of
the lucifer match, and it is even stated that
he hit upon the idea of the preparation while
engaged in the manufacture of some chemi-
cal compound in his laboratory, after observ-
ing that a stick which he had used for stir-
ring took fire when accidentally rubbed upon
the hearthstone.

Another claimant for the honor of having
invented the friction match is Sir Isaac
Holden, who is now, at the age of 86, an
active politician and business man. Sir
Isaac, in evidence he gave some years ago
before a parliamentary committee on the
patent act, stated that in October, 1829,
when engaged as a teacher of chemistry at
Reading, he was in the habit of rising at 4
a.m. and of lighting up, as everyone then did,
by means of a flint and steel. He often
thought of the desirability of improving this
cumbersome process, and the idea occurred
to him to place sulphur between a piece of
wood and some chlorate of potash, the ex-
plosive nature of which was well known at
the time. He tried this plan in the class-
room, and one of his pupils, the son of a
London chemist, immediately wrote to his
father about the experiment. Shortly after-
wards Sir Isaac had the satisfaction of hear-
ing that lucifer matches prepared upon his
system were being offered for sale in Lon-
don. He was then urged to apply for a pat-
ent, but he thought that the matter was too
small to trouble about.

It is really wonderful how well read THE
GROCER is and how widely it circulates.
The agents for Ram Lal's tell us or-
ders and enquiries come in from every
part of the Western Continent, and all
refer to THE GROCER. A fortnight ago
these agents advertised in THE GROCER
about selling Ram Lal's during Christmas
holidays. The result is away beyond their
expectations. Any person that has a good
specialty and does not advertise in THE
GROCER is not in the swim.



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

A grocers' journal estimates the world's crop of cloves at 5,000 tons.

An Uxbridge grocer sold 3,000 pounds of candy the night before Christmas.

London, Ont., merchants report the Christmas trade as having been the best in a long time.

Make yourself an honest man, and then you may be sure that there is one rogue less in the world.—Carlyle.

Despite the large number of canneries at present on the Fraser, it is said that several more will be built next spring.

A company is being formed in Vancouver to start a dog-fish oil refinery. They intend to erect premises up the coast in the spring and will go into the business on an extended scale.

One effect of the recent excellent cheese exhibit from this country to the World's Fair is that the leading fashionable American hotels now put "Canadian cheese" on their bill of fare.

John T. Daly, a grocer on Sumach street, Toronto, fell down stairs on Christmas day and fractured his skull. He was taken to the hospital in an insensible condition and is not likely to recover.

A New York despatch says that Mr. Pierpont Morgan has donated \$50,000 to Nathan Strauss' new charity, the grocery store, where articles of food may be purchased at a cheap rate by the poor.

A request from the Hamilton Board of Trade that the Winnipeg Board should join in urging upon the Dominion government the extreme advisability of giving the public a two-cent postal service has been acquiesced in by the latter board.

The revenue of Canada for the past six months of the fiscal year amounted to \$18,315,000, and the expenditure from consolidated fund to \$13,838,000, or a surplus for the half year of over \$4,000,000. The receipts from customs show a decrease of half a million in December.

THE CANADIAN GROCER has been at it again; and, as a result, its Christmas number is a delight to its readers' eyes. Our own individual taste would prevent us from appearing, even during the hilarious days of Christmas, in the blood-coloured, swallow-tail that adorns its cover, but, for all that,

under that cover is one of the best papers, even from that company, that has lately gladdened us. We have gone through this number with scissors in hand, and, coming back to the picture that fronts its editorial page, we say to the CANADIAN GROCER and all that belong to it, "Well, here's to you and many of them.—Tri-State Crocer.

The grocers in Grand Rapids, Tenn., are in earnest about adopting a cash system. Some of them report that they have been gradually weaning their old customers over from credit to cash, taking no new credit customers. One grocer thinks he will begin the new year by painting the front of his store red and calling it the "Red Cash Store."

"Take these goods and pay for them when you sell them," said a drummer to a grocer. The grocer said all right, and in his hurry signed what he supposed was an order, but which proved to be a contract to pay for them in three months, sold or unsold. The goods were not sold, but the grocer was. That trick was worked on several grocers in Boston not long ago. It was a shrewd trick, but a poor way to build up a business. We doubt if the grocers will push the sale of these goods very enthusiastically.—New England Grocer.

The prune-growing industry of California has grown immensely in importance, and the output of that state now aggregates about 4,000 car-loads per annum. The prune is one of the most profitable articles to the fruit grower that he can produce from the fact that the fruit is used almost exclusively dried; can be marketed at most any time, and will keep with reasonable care for a year and even longer in its dried state. Prunes are protected by a duty against the foreign or imported article, and the industry seems to be thriving under the protection given.

Our readers are familiar with the way in which the Pharmaceutical Society of Great Britain are trying to harass grocers and traders by prosecuting them for selling proprietary medicines containing poisons. They are now endeavoring to take another article out of the hands of grocers and oilmen by urging the Privy Council to put carbolic acid within the schedule of the Pharmacy Act. Were that suggestion adopted it would of course prevent that article being sold by any other persons than duly registered pharmaceutical chemists, and the restriction would doubtless be made to apply to preparations in which carbolic acid formed one of the ingredients.—Grocers' Chronicle.

In the Tutelle office during the past year there were registered 969 ordinary partnerships of two or more persons, formed or dissolved; 371 firms composed of one person only, and 72 limited partnerships. During the year 4,987 new writs were issued in the Superior Court, as against 4,055 in 1892. In the Circuit Court there were 11,139 writs, as against 4,814 in the previous year. In the

same court there were 2,707 executions issued in 1893, and 1,336 in 1892. From January 1st, 1893, to the date of its abolition, June 30, the Magistrates' Court issued 4,574 writs. During the year just ended there 217 demands of assignment, while the previous year the number was only 157.—Gazette, Montreal.

NO MAN IS INDISPENSABLE.

"A H, yes," said an old commercial traveler to us the other day, "I've quite conquered the idea that my services are indispensable to my firm. The notion took complete possession of me once, years ago, but the experience resulting from it cured me forever.

"I had a good trade, and, like many other young salesmen, fancied that I owned the house, and made demands that were altogether unreasonable. These not being granted, I threatened to leave the house and go to some other firm, and, to my surprise, was told to go. Smiling in derision at my principal's short-sightedness, and confident that the old concern would fail very quickly without my services, I went out. And then I began to experience other surprises. I applied for other positions in vain. They were all filled. The old house did not recall me, and seemed to run right along as usual. I was put to sore straits, but found a cheap situation at last with a poor commission firm, and was glad to get it. Time passed. Instead of going to the wall the old house appeared to be doing better than ever. It didn't break worth a cent. One day the principal met me on the street and asked me how I was prospering. I told him frankly and acknowledged my fault. He took me back, and I've been with that house ever since. It was a needed lesson and will last me for a lifetime. Many men are valuable, but not indispensable.—Commercial Tribune.

HE HANDLES EVERYTHING.

The typical store in an Irish village contains everything, from second-hand coffins to false teeth. An English contemporary has received some curious bill-heads of Irish storekeepers which emphasize the point. This one is fairly comprehensive:—

Kildorrery.

To P. MAHONY, Dr.

MILL OWNER.

Wholesale and Retail Flour Stores, Bakery and General Drapery; Farm Seeds and Artificial Manures in variety; Grocery, Wine and Spirit Stores; Agent for Beamish and Crawford's Porter, Guinness's XX Stout and Bass's Ale, on draught and in bottle; Window Glass, Oil, Paints, and Dye-stuffs; all size Slits and Deals, and cut to order at own Saw Mills, Rockmills; all sizes of Crown and Common Iron; Nail Rods and Metal Castings, Nails, Bolts, Locks, Hinges, &c., &c. All sold at lowest rates for cash. Post Cars for Hire.

Does This Strike You?

If you have been selling poor Salt the past year

TURN OVER A NEW LEAF

Buy our Diamond Crystal Salt and you will gain trade.

Lucas, Steele & Bristol,

TELEPHONE 447

Wholesale Grocers, HAMILTON

BALFOUR & CO.,

HAMILTON,

Wholesale Grocers.

JAMES TURNER & CO.

. . . HAMILTON . . .



Late Fall Caught Salmon Trout, half barrels.

Genuine Sock Eye British Columbia Salmon,
half barrels.

Genuine Labrador Herrings, half barrels.

Large Fat Shore Herrings, barrels.

Choice Large Mackerel, kits.

Codfish Boned and Skinned, 100 lb. cases.

Codfish, Tub Cured, 100 lb. cases.

Finest New Medium Scaled Herrings.

All Extra Nice Goods at Low Prices.

THE MEN WITH THE PIG.

A FEW days ago two men, who were afterward found to be Detroiters, arrived in town, about 50 miles to the west of Detroit, leading a pig. It was, perhaps, big enough and heavy enough to be called a hog, but they termed it a pig, and as they turned it over to the care of the landlord, at whose inn they proposed to rest for the night, one of the men explained:

"Be awful careful with that pig. He's a daisy—a new breed just from Scotland. We've sold him to a farmer out here for \$50, and we don't want anything to happen to him."

The landlord locked the pig up and then began to think and cogitate and suspect. When the strangers had gone to bed he called in some of the boys and said:

"I've twigged the racket; them two fellows are sharpers, and that's a guessing pig. To-morrow they will give you a chance to guess at his weight at 10 cents a guess, and you'll be cleaned out—only you won't! As the fellows sleep we will weigh their pig and beat their game."

Nobody slept until the pig was taken over to the scales and weighed. He pulled down 170 pounds to a hair, and the villagers went home and hunted up their nickels and dreamed of pigs and scales and sharpers through the remainder of the night.

Next morning the pig was led around in front, and before starting off on his journey one of the owners remarked to the assembled crowd:

"Gentlemen, I'm going to weigh this pig directly. Maybe some of you would like to guess on his weight. I'll take all guesses at 10 cents each, and whoever hits it gets 50 cents."

This provoked a large and selected stock of winks and smiles, but no one walked up until the pig man said that any one person could guess as many times as he cared to, provided a dime accompanied each guess. Then a rush set in. Three or four merchants put up 50 guesses each. A justice of the peace took 30. A lawyer said about 20 would do for him. Before there was any let up in the guessing about 600 had been registered and paid for. Every soul of 'em guessed at 170 pounds. It was curious what unanimity there was in the guessing, but the pig men didn't seem to notice it. When all had been given a chance the pig was led to the scales, and lo! his weight was exactly 174 pounds!

"You see, gentlemen," explained the spokesman, "while this animal only weighs 170 pounds along about 11 o'clock at night, we feed him about five pounds of corn meal in the morning before weighing! You forgot to take this matter into consideration!"

Then somebody kicked the landlord, and he kicked the justice, and the justice kicked a merchant, and when the pig men looked back from a distant hill the whole town was out kicking itself and throwing empty wallets into the river.—Detroit Free Press.

THE FOOD OF THE FUTURE.

BOYS and girls are now living that will see the population of this country increased from 65,000,000 to 150,000,000 souls! The general expectation of young people under twenty is that 50 years yet remain to them. That will mean five decades, in which the census will reveal to them what the increase in the number of people will be by the time they are seventy. Starting with 65,000,000 for the year 1895, and adding less than the ratio of increase of last census, say only 25 per cent. each time for three decades, or 30 years, the result is as follows: In ten years (1905) the population will be 81,000,000; in the second ten years (1915) the population will be 100,000,000, and in the third ten (1925), or at the end of 30 years, the number of inhabitants will have reached 125,000,000! If the ratio of increase should then decline to 15 per cent. for the fourth decade, and to 10 per cent for the succeeding ten years, the five decades will end with a population here of 150,000,000.

Now, the question is, how does this certainty of enormous increase of population affect the chances of success for the boys and girls who are to witness it? There is not a parent but is anxious to provide a competence for the children they leave behind them, and half the lives of the present generation has been given up to a provision for those that are to succeed them. Hence, they must be profoundly interested in this question as to how their children are to be affected by this most momentous and inevitable increase in population. Equally, and indeed, more particularly, does this question affect the future of the young people themselves, of just how many people there are likely to be in this jostling, surging, struggling age in which their lot is cast. Therefore, both old and young are profoundly concerned in this question of increase.

It is clear that the chances of success, in view of such a growth in numbers, reside largely in the domain of food. The added mouths and stomachs will require to be filled, and in that mission will be found the widest range of employment. As we have seen elsewhere, the way to make a living is by helping to keep some one else alive. Our own wants are supplied by supplying the wants of others. If there is to be an almost phenomenal increase in those whose wants are to be thus supplied, it follows that the chances of success are greatly to be affected by an ability to supply these wants, a knowledge of the best localities from which to do it, and a perfect apprehension of the probable necessities and urgency of the question.

At first it must be realized that upon the farmer and the fisherman alone rests the ability to feed the remainder of the population. Hence, with such an increase in the number to be fed in the next thirty years, the question is, are the farmers and the fish-

ermen likely to keep up with the demands upon them? If the farmers were to have in the next thirty years as much land to take up as they settled upon in the last thirty years, there would be an easy answer to that question. But the startling fact is, that the farmers cannot increase in anything like the proportion that the population increases, because very little more land fit for cultivation remains for occupancy. The scenes at the opening of the lands for settlement in the Indian reservations—which, having reverted to the Government, have been offered for sale—are an object lesson of the profoundest significance to the American youth. "The sun rose over the Cherokee Outlet on the morning of the 16th of September, 1893, and disclosed not a single home on the six million acres comprising the reservation. The sun set at night on a hundred thousand home sites, claimed and largely occupied!"

In the history of the greatest agricultural movement the world has ever seen, nothing has been so striking as this event, and, as it is practically the last of the cultivatable land available for Government offering, it closes the chances of success for an increase in farming population in anything like the ratio of growth in the population dependent upon them for food.

A realization of the fact that 44 per cent. of the area of the United States is arid and uncultivable for food supplies, is an important duty for those who think of the future.—Erastus Wiman.

SELLING ADULTERATED HONEY.

A CASE of alleged adulteration of honey recently came up in the Cleveland courts, and the seller of the product was fined. The item reads thus: George G. Willard, of Cleveland, O., has been arrested and fined \$70.85 (including costs) for selling adulterated honey." The court relied for its decision upon the report of a chemical analysis of the honey itself. Mr. Willard claims that he did not adulterate it, but sold it just as it came from the bee-keeper in whose apiary it was produced.

Owing to the unreliability of chemical tests of honey, it behooves every honest honey-producer to carefully mark or label each package of honey he produces and sends out from his apiary. Verily, there are interesting times ahead, if courts in cases of alleged honey adulteration are to base their decisions upon the results of so-called chemical tests. The Bee-Keepers' Union may have to step in and help in these matters.—American Bee Journal.

ABOUT COUNTRY MERCHANTS.

John Tindal, one of the leading merchants of Fergus, died very suddenly last week.

J. Hunter, the leading grocer of Warton, has been re-elected reeve of the town.

B. B. Millar, one of the oldest merchants of Warton, has been elected the first mayor for the baby town.

Aaron Wenger, of Ayton, has been laid up with la grippe for some time. Perhaps he had too much trout fishing last summer.

W. P. Clay, of Galt, has had one of his fingers amputated on account of blood poisoning.

H. P. ECKARDT & Co.

Importers

3 Front Street East,
TORONTO.

and Wholesale Grocers

\$9.²³ is the profit on 10 boxes of

Ammonia Soap

the leading soap in Canada to-day.
It costs \$2.67 net per box—72
bars—delivered free.

⊗ **W. A. BRADSHAW & CO.,**
Toronto, Ont.

**Do You Sell —
BROOMS ?**

We make the best. Our Brands are all Sellers.

-: THE QUEEN BROOM :-

Is the favorite, and has the largest
sale of any Broom made in Canada.

.. THEY GIVE SATISFACTION ..

Taylor, Scott & Co.
TORONTO.

Cream Corn..

Send for Quotations.

Rose & Laflamme

Dominion Agents MONTREAL

VARIOUS TIMELY SUGGESTIONS.

BY H. E. WILTON, SPRINGFIELD.

A LARGE number of small town merchants have an idea that window dressing is a thing quite proper in the larger towns and cities, but in small country places it is time and money thrown away.

Such an idea is absurd.

If it pays to keep attractive windows in the cities; so it does in the small towns and villages, and the merchant who is careless in this respect, neglects a very important part of his business.

An important feature in connection with window dressing, is to make it as simple as possible. That is, do not crowd your window with too many goods. A few articles neatly arranged, with some special "eye catcher" in the centre of the window is all you need. It is not so much what you put in, but the manner in which it is placed, that makes a neat window.

In dressing a small window a few days ago, I had completed both ends, but was at a loss to know what I should use in the centre, when, after a few moments hard thinking, I adopted the following plan: I took a large sheet of colored cardboard, cut perfectly round, thus making a large wheel. I next arranged two uprights in the window, put an axle through the centre of the wheel and fastened it between the uprights. I next secured the works of an old clock, and by connecting it with the wheel by means of a small belt made of ribbon, I had, minus the cars, a miniature "Ferris Wheel." On the wheel I had printed the following words, "Try our famous 25c. tea!" which, as the wheel turned slowly around, could be read from the outside. This was a very simple affair, and took only a short time to arrange; nevertheless it had the desired effect. Every person stopped to look at it, and then told others about it, who, in turn, came also to see. It created a talk in regard to the store, it brought curiosity seekers into the shop, who, as a rule would purchase something, and it made also an extra advertisement for a special brand of 25 cent tea, which was being made a speciality of by the reading matter on the wheel.

The cost of putting in this window was about \$1.00, and the result was an advertisement worth twenty times that amount. This too, in a small town. "Does it pay then to dress windows?" I answer yes.

One very disagreeable feature with which the country merchant has to contend is "shop bums." Every night you will find them gathered around the stove, sitting on the counter; in fact every corner and empty box are occupied, and very few lady customers will venture in. As a rule these loafers spend but little money, and they are sure to drive away a lot of trade. I know of but one way to get rid of this annoyance, and that is to

sit right down on them, so to speak, and have them understand distinctly that you do not allow it. It may offend some of them for a time, but their absence is better than their trade. I remember one amusing case where a professional shop bum was suddenly cured of this bad habit. He had for over a year never failed to occupy the same seat in the same store, much to the disgust of the proprietor. Not that he was particularly in the way, but he was one of these smoking "bums," and he generally managed to make things remarkably blue within several feet of his roosting place by means of a short stem clay pipe filled with black chewing tobacco. The proprietor decided to get rid of him, and took the following plan to do so: He placed near the stove (after removing the chair that usually occupied this place) a small tub of water, and then placed carefully over it the outside covering of a tea box, in such a shape as to present the appearance of a well-filled box or half-chest of tea. The plan worked to perfection. About 8 o'clock the gentleman in question sailed in as big as life, took a look for the customary chair, but failing to find it, dropped himself on to the supposed tea box, when—hocus-pocus—he took a drop! There was a sudden splash, a few words that would not look well in print, and the thing was done. Like McGinty, "he was dressed in his best suit of clothes." He took the hint and never showed up again.

"Do you use different classes of paper for different goods?" It is a good idea to do so. Use, for example, heavy brown bags for dark sugars; light colored, but heavy sacks, for light sugars; small blue sacks for coffee; tinfoil sacks for tea, etc., etc. I have been in stores where this plan was adopted, and it is very nice, the cost being but a trifle more than you would pay for all one class of sacks.

The labels on canned goods will sometimes become dark, and give the impression that the goods are stale. A good way to freshen the appearance of such goods is to get a small brush and a little varnish and you can give them the appearance of new goods by simply varnishing the labels over. Of course if this class of stock be properly handled there is no need of its becoming stale-looking, but such goods are to be found in many stores, and the above remedy will give them a bright new appearance.

In regard to bad butter, which every grocer knows more or less about, I would say this: rather than sell a roll of strong, bad butter to a customer I would prefer taking it to the back door and having the sport of throwing it at some evil-disposed dog. I have known a merchant to lose a customer whose trade amounted to \$10 per week by selling him one roll of bad butter.

And I don't blame the customer either. Every merchant has it in his power to know what class of butter he is selling, and if he sells bad stuff he deserves to lose a customer.

"But," you say, "I have to buy this butter in, and were I to refuse taking it I would lose the trade of a good farmer."

Perhaps you would, but will it pay you to keep the trade of a customer whose produce or butter is likely to be the means of your losing several town customers? With but few exceptions I never knew a good country customer to make bad butter. Poor butter-makers as a rule are poor customers.

One good thing to remember is this Every poor article of goods you sell is a direct injury to your business.

Honesty, close attention to business, and politeness are three very successful roads to success.

A FAITHFUL CLERK'S REWARD.

"JAMES," he began, as the clerk entered the private office, "the new year is close at hand." "Yes, sir."

"How long have you been with us?"

"Twenty years, sir."

"Ah! Twenty years. You came in from the country with all your worldly possessions tied up in a cotton handkerchief."

"I did, sir."

"You left home determined to achieve success?"

"Yes, sir."

"You believed that honesty and integrity would be rewarded, and that faithful service would meet its reward."

"That's the way I reasoned, sir."

"Ah! I remember the morning you applied for a situation. I liked your looks and the way you talked."

"Thanks, sir."

"Now, James, my partner goes out with the new year; I've been thinking of you."

"Y-yes, sir."

"Of your long and faithful service."

"Yes, sir."

"And I'm going to reward you. I'm glad it's in my power to do so. I shall commence the new year alone."

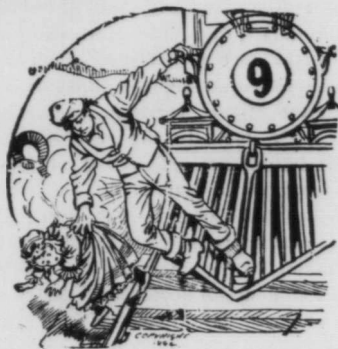
"Exactly."

"With limited capital."

"Ah!"

"And it will, therefore, be necessary to reduce all salaries. On all the others I shall make a cut of 15 per cent. Owing to your long and faithful services I shall make the cut in your case only 10. That's all, James, and I hope you will try and get down half an hour earlier in the morning, and also be a little more economical with the gas and fuel."—Ex.

Ed. Sexsmith, of Bridgewater, president of the cheese factory there, is short \$2,000 to the factory. He has made an assignment.



DANGEROUS PLAYGROUND

Children should never play on or near the railway tracks.

Business men should never handle any but the best goods.

In the Condensed Milk line nothing can surpass the purity and reliability of the famous "Reindeer" brand Condensed Milk and Evaporated Cream.



If you have not handled any yet send us order for one case (4 doz.) as sample.



THE Remarkable Success

and unprecedented sale of Morton's Kipper Herring is due to the very high quality of the goods and the low price at which they can be retailed. Winter and

Summer the demand for these fish keeps up, and every grocer who has not handled them as yet should do so. Write us for sample case.

EBY, BLAIN & CO., Wholesale Grocers, **Toronto, Ont.**

DRY GOODS.

MONTREAL MARKET.

HERE has been no decided change in the business in dry goods since our last report. Travelers are now all out on their first spring-placing trip, but the trade say that it is a little too early yet to gauge what the prospects are. They consider it an encouraging sign, however, that the enquiry and orders for staple lines of spring fabrics, such as cottons, underwear, etc., just prior to the closing of the year, was one of the features of trade, and as a rule prices are firm, although the question of what the Government will do in regard to the tariff creates some uncertainty among buyers. Remittances are not considered as good as they might be.

James Johnston & Co. offer this season extensive lines of trimmings.

Thibeau Bros' travelers started out last week with a full line of staple spring samples.

S. Greenshields, Sons & Co.'s travelers have among their samples this year some fine lines of black dress goods and imported prints that are expected to be first-class sellers.

Matthews, Tower & Co. report that prospects appear to be healthy, in so far as gents' furnishings are concerned. They note enquiry with regard to gentlemen's spring underwear and other lines of haberdashery.

TORONTO MARKET.

The sorting trade does not figure up heavily these days. Spring goods are coming in, and shipments are beginning. Travelers are nearly all out with a full range of samples for the spring trade.

Wyld, Grasett & Darling are showing an excellent range of laces and frillings for the spring trade. Point D'Irlande still leads in laces.

Gordon, Mackay & Co have received, and can give immediate delivery of, wool delaines in cream, navy and black grounds. The patterns and color effects are neat and pleasing, and right in the line of fashion predictions for the coming season.

Caldecott, Burton & Spence are showing large ranges of silks, embroideries, white goods, and dress goods for spring. They have some most taking lines of embroideries, and commence to ship next week.

A clearing line worthy of attention is offered this week by Gordon, Mackay & Co. in the following well-known brands:—"Health," "Hygeian," and "Paragon"—ladies natural wool ribbed vests and drawers. Also several lots of plain wool vests at less than cost.

W. R. Brock & Co have just opened a large shipment of plain and wave braids, now so much in demand for dress trimmings. They are shown in black, navy,

seal, and black and white effects. Anticipating an early demand for laces, they have now in stock the whole of their spring purchase of Irish guipure, in cream and two-tone effects, silks, Chantilly, fancy cotton, and other fancy laces. The demand for them is excellent, considering the early stage of the season. They are showing a special purchase of Cashmere hose, the mill price for which was \$2.75 per doz. In clearing the lot, they are able to offer at a price so that the retailer can sell them at 25 cents per pair.

Printed plush has not been in quite as good demand latterly, but Gordon, Mackay & Co.'s clearing purchase enables them to offer such value as must stimulate trade in this direction. Their 27-inch heavy reversible at 15 cents is worthy of special mention.

A MAMMOTH STORE.

AMONG the many handsome business houses that now line both sides of Broadway none stand out more prominently than that of Messrs. A. & W. Johnston, the enterprising dry goods, hardware and general merchants, on East Broadway, opposite the Paisley house. For some months an army of masons, bricklayers, carpenters, painters and plumbers have been industriously laboring to complete these immense warerooms, and last week the firm took possession of their new premises. For days the large staff of employees were busily engaged removing the vast stock of goods from the stores in the Jackson block, and new goods were being rushed in from the railway sheds. Notwithstanding the immense quantity of merchandise of every description that has been handled everything is now shipshape. The building is 36 feet wide by 132 feet in depth, with a wing in the rear 40x50 feet. The plate glass front extends the full 36 feet, and there are two entrances, one leading into the dress and dry goods departments and the other to the hardware and stove departments, a double line of shelving running down the centre some 80 feet. The west front is devoted to dress goods, and the great plate windows give the purchaser every chance to examine the quality and color of these fine materials. Under large sheets of plate glass set in the counter top are brilliant exhibits of ribbons, rich and rare. Next we come to the notions—gloves, hosiery, corsets, etc.—and then the prints, tweeds and staple goods. On the same side of the main floor the centre shelving is filled with a fine line of footwear—boots, shoes, rubbers and overshoes—from the best makers, and further on a fresh stock of staple groceries fills up the shelving. Here will also be found ladies' fur coats and mantles, caps and muffs; also gents' fur overcoats, in short, every description of fur goods, including robes. Descending to the basement, in the rear we find piles

of ready-made clothing, in solid goods, beautifully finished, from the most reliable manufacturers, and a full line of gents' furnishings, hats, caps, etc. Here also is room for a great stock of crockery, which will be introduced within the next thirty days, and which the Messrs. Johnston propose to go extensively into. In the rear of the dry goods department and at the elevation of four feet from the main floor is the millinery shop and work rooms—24x30 feet. These handsome rooms are in charge of Miss Kerr. Ascending to the upper flat, we reach the carpet and curtain department, and here we find ourselves literally bathed in a flood of sunshine from a skylight 10x40 feet, which illumines the centre of both the ground and upper flats. This room, with its piles of carpets—Moquett, Axminster, Tapestry, Brussels, wools, unions and hems—is luxurious to a degree. Returning to the front of the main floor we find on the east side table and pocket cutlery and plated ware, hall, library and hand lamps, shelf hardware of every description, carpenters' and carriage makers' edge tools, axes and cross-cut saws. A full line of coal and wood heating and cook stoves of all the standard makes, and a big assortment of manufactured tinware. Then we see paints, oils, glass and general builders' and painters' supplies, and shelves stacked up with ready-mixed house and carriage paints. The ready-mixed paints are very convenient. Ascending the elevation we find carriage-makers' and blacksmiths' hardware—springs, axles, etc.; also steam and pipe fittings. In the rear there are two store rooms, 22x50 feet. The lower floor is devoted to heavy goods, such as nails, horse-shoes, horse-nails, wire, and the reserve stock of heavy groceries. It is also used as a general packing, unpacking and shipping room. Upstairs is carriage and wagon-makers' woodwork—hubs, spokes, wheels, cutter and sleigh runners—and a reserve stock of harvest tools, spades, shovels and the like. The upstairs front, 36x60, is at present being used as a general storage room, and it is jammed to the doors with extra stock. The main cellar is 36x80 feet, the flooring is of Portland cement, and the whole is thoroughly drained. Bar iron and steel, iron piping and produce are stored here. The great building is heated by two large furnaces, one coal and one wood. To give some idea of the immense size of A. & W. Johnston's new premises, we may just state that whereas the floor space of the average store is about 1,200 feet, "Cheapside" includes no less than 12,636 feet of floor space, and every inch of this is or soon will be utilized. A. & W. Johnston commenced business in Orangeville about fifteen years ago, and ever since then they have been steadily increasing their trade and branching out into many different lines of trade, which they at present deal so extensively in, and are now gradually drawing the bulk of Orangeville's trade to the east end of the town.—Banner, Orangeville.

FRUITS.

ELEME FIGS, 10 lb. boxes.

HALLOWEE DATES.

MALAGA RAISINS.

New French, Marbot and Grenoble Walnuts.

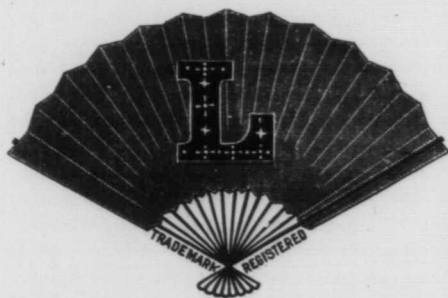
SEND FOR QUOTATIONS.

DAVIDSON & HAY,

36 Yonge Street, TORONTO

Commence the "New Year" well by handling the

"FAN" BRAND OF



Japan, Ceylon,
Congou and
Young Hyson

TEAS

Edward Adams & Co., Established 1844 Wholesale Grocers

LONDON, ONTARIO

Marshall's Choice

SCOTCH

Fresh Herrings
Kippered Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, Etc.

FISH

Warranted SOLELY from the
FAMED ABERDEEN FISHERIES.

ARE THE BEST TO BE HAD

The recognized leading Brand in all
the markets of the world.

SALT HERRINGS, in tins and kegs,
and RED HERRINGS, in tins.
"CROWN" BRAND.

DELICACIES

Specially adapted for family use. No household should be without them.

FOR SALE BY ALL LEADING GROCERS.

Marshall & Co.

Spring Garden Works, ABERDEEN, SCOTLAND.

WALTER R. WONHAM & SONS,

Sole Agents for Canada, MONTREAL,

"A MONSTROUS FISH STORY."

DEAR GROCER,—“Like dad, like son,” they say, or vice versa, or, as the Frenchman puts it, “Just vat you pleeze.” So I add my little flavored story to help make up the quota at this particular season of the year, and in so doing, lay claim to having had some experience with cats, fish, rats, mice, and other vermin. It was my good fortune—or misfortune (which of the two I have yet to discover)—to embark with a ship bound for the haven of Success. We had a goodly cargo on board, and set sail with favorable winds. We had proceeded on our journey but a day or two, when, to our surprise, we discovered that there were dark monsters ahead of us, behind us, and all around us. There were big monsters and little ones, and much smaller ones still. The bigger ones were seen directing and urging the smaller ones on, who seemed delighted in being permitted to show their teeth, and these, in turn, endeavored to excite the still smaller ones to greater energy in showing their hatred, and in becoming ferocious as well as they best knew until the whole body of these monsters became so excited, and exceedingly bold and ferocious, that I, with other travelers on board the ship, became somewhat alarmed at the situation, and doubted whether it would be safe to proceed further on our outward journey. So we sought out the chief officers of the ship, and held a consultation with them, telling them all that we had seen and heard. They, like judicious and wise seamen, listened attentively and coolly to our story, and then told us not to be alarmed at what we had seen and heard, as these monsters were but hideous sharks at their usual pranks when hungry and excited. Having lost their way, they were in sore distress, and were ready to follow anything in the way of bait, and that so long as they kept on the outside of the ship, there was no necessity for fear or danger. “It is,” they said, “the internal part of the ship which concerns us, and not the external, and there is more danger of damage being done from rats and mice within the ship’s hold, among the cargo, than from the lingering sharks. So long as they are merely following the good ship and its cargo they are quite harmless, although their mean actions are annoying. But,” said the chief officers, “we do our duty like true and honest seamen, and we expect every man aboard our ship to do the same. In so doing there can no harm befall us. There will be no time lost in counting beans in the ship’s hold, nor in imitating those land lubbers who are afraid to launch out in moderate weather for fear of meeting hungry sharks or imaginary rocks, because of their lack of experience as seamen. Our vessel is rightly manned upon true seamanship principles. Such being the case, we cannot afford to lose time bothering with ferocious

sharks, either big or little. We prefer keeping the rats and mice from doing any damage, or destroying the ship’s cargo. We must also keep our cats from becoming idle in counting beans, or in blaming the rats for making inroads upon the cargo. We cannot afford time to be boxing o’her ships’ compasses and neglect to box our own.” “What, then,” I asked, “is the cause of these sharks swarming in such numbers around our ship, displaying such ferociousness?” “Oh,” replied the chief officers, “the cause for all this display is because the sharks have, apparently, lost their latitude, and have mistaken the ship; they are, perhaps, suffering from extreme hunger, and if they cannot soon get something substantial to feed upon, they will commence to slaughter one another, and the result will be—as is always the case—the larger fish will swallow the smaller ones.” I felt much relieved from the result of the consultation, and was satisfied that we could proceed in safety, without fear, and in a more lively spirit, on our journey to the haven of Success. More anon.

Yours, etc.,

DAR JU SING.

PERSONAL MENTION.

TF. HOOK, of Markham, was in Toronto this week replenishing his stock. The holiday trade, he says, was the most satisfactory he has had. And there was a reason for it, and to use his own words it was this: “Other years, like nearly everybody else, I used to cut prices. This year I decided that I had had enough of that kind of experience, so I stopped. The result was that I sold more goods, and what was better still, made more money.”

Andrew B. Tufts, of Wm. Tufts & Son, Vancouver, B.C., has been appointed secretary for British Columbia of the Northwest Commercial Travelers’ Association of Canada.

CORDS OF SALT COD.

IMAGINE 4,500 quintals or 504,000 lbs., or 352 tons, or 113 cords, of salted cod and pollock, all piled up in one building, and you will have before you the largest stock of fish in the city of Portland at the present time. It has all been brought from Nova Scotia and Newfoundland since the 10th of October, says an exchange. There is one pile of 14 tons of especially selected codfish. They were big fellows when taken from the water, and weighed then from 40 to 80 pounds each. Now they weigh from 25 to 35 pounds apiece. When they have been stripped of the skin, carefully boned, trimmed into slices of faultless flesh like so much clean, clear bread or cheese, and packed in boxes marked “boneless fish” they will weigh but from 12 to 15 pounds apiece. Such is the shrinkage of an 80-pound cod-

fish into the perfect food product. In the trimming process, about 20 pounds of “scrap” are removed to 100 pounds of the boneless slices. This is, of course, good food-tissue, though it looks decidedly like “leavings.” It is sold for about 8c. a pound. Country fish peddlers buy it, sometimes, in 100 and 150 pound lots, and sell it to farmers and villagers, to make into hash, for about 10c. a pound. The skins are packed in barrels and sent away to Gloucester, Mass., where they are made into glue. They bring about a cent and a half a pound. The bones sell for \$2 or \$3 a ton and are hauled over to Cape Elizabeth to be used as a fertilizer for cabbage.

SAGACIOUS.

AGROCER left his horse and wagon in front of the store on upper Fulton street, Brooklyn, and started along down for the stable, on the right-hand car track. His driver always used this track, into which the wheels fitted, on his trips down town. Trotting along slowly, the horse heard the “ding dong” of the terrible trolley behind him and promptly stepped over to the left-hand track, and, standing stock still, patiently waited. The car did not pass, and he turned his head inquiringly. The car had stopped at the terminal station. The horse seemed to read with full comprehension. He crossed to the right-hand track and struck into a brisk trot down town. Another block was covered, when the car having started again, caught up with him and sounded the warning gong. Again the horse stepped over to the other track and waited for the car, which this time went by. Then he followed behind it down to the stable. The perfect understanding shown by the horse of the habits of the carnivorous trolley was the wonder and admiration of all who saw him.



A Common Error.

Chocolate & Cocoa are by many supposed to be one and the same, only that one is a powder

(hence more easily cooked) and the other is not.

This is wrong—

TAKE the Yolk from the Egg,
TAKE the Oil from the Olive,
What is left?

A Residue. So with COCOA.

In comparison,
COCOA is Skimmed Milk,
CHOCOLATE, Pure Cream.

Ask your Grocer for
**CHOCOLAT
MENIER**
Annual Sales Exceed
33 MILLION POUNDS

If he hasn't it on
sale send his name
and your address to
Menier
Canadian Branch,
12 & 14 St. John
Street, Montreal.

ESTABLISHED 1850.

Our travellers have all started with their Samples for the Spring Trade, including the latest productions of

**China
Crockery
Glassware**

Don't Buy until you get Our Prices.

JAMES A. SKINNER & CO.
TORONTO, ONT. VANCOUVER, B.C.

ESTABLISHED 1851.

WE OFFER

5,500 Boxes Arguimbau
New Valencia Raisins.

Also "G. Marcapoli & Fils" brand.

New Sultana Raisins and new Currants in barrels, half barrels and cases. We guarantee them first quality. Ask our prices and samples before buying elsewhere.

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

MINCE MEAT

IN 5 LB. AND 27 LB. PAILS.

Guaranteed made of the finest materials, and scrupulous care taken in its preparation.

F. W. FEARMAN,
HAMILTON, ONT.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

FULL LINES OF
**Raisins
Currants
Figs and
Pure Spices**

AT LOWEST PRICES.

SLOAN & CROWTHER,
WHOLESALE GROCERS,
Toronto.

JAPANS

Excellent Style and Liquor
10c. and 12c.

JAPAN DUSTS

3c. and 5c.

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

**New Peels
New Dates
New Figs
New Nuts
New Malaga Fruits.**

Full Lines Now in Store.

J. W. LANG & CO.
59, 61, 63 Front St. East, TORONTO

New Fruits.

Dates, Figs
Sphinx Prunes
Sultana Raisins
Black Baskets
London Layers.

Nuts of all kinds.
T. KINNEAR & CO.,
49 Front St. E., TORONTO.

Condensed Mincee 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 Mincee Meat on Earth.

Price reduced to \$12.00 per gross, net.

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

FIGS

Choice Eleme.

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

Clearing Sale of
Eleme & Malaga Figs
AND

London Layers.

PRICES GREATLY REDUCED.



**Smith and
Keighley**
9 Front St. E., Toronto

CANNED
DRIED
CHOPPED

WE BUY
APPLES
STANWAY & BAYLEY
.. TORONTO ..

CORES
EVAPORATED
PEELINGS

5 cents BUYS A CAKE OF

Sweet Home Soap.

- The largest cake.
- The purest soap.
- The nicest wrappers.
- The most popular music.
- The best selling soap in the market.



London Soap Co.

LONDON, ONT.

Grocery, Boot and Shoe Business
FOR SALE IN BRAMPTON.

SEALED TENDERS addressed to the undersigned will be received up to 12 o'clock, noon, of MONDAY, THE 15TH DAY OF JANUARY, INSTANT, for the purchase of the stock of Groceries, Boots and Shoes, Wall Paper, Shop Fixtures, etc., of the late WILLIAM KIRKWOOD, amounting to about \$4,500. Stock and stock list may be examined at the premises, Anderson Block, Brampton, any time previous to above date. Arrangements can be made for a lease of the store premises.

The lowest or any tender not necessarily accepted. References permitted by Messrs. Davidson, Hay & Co., H. P. Eckardt & Co., wholesale grocers, and J. D. King & Co., shoe manufacturers, Toronto. This is a good chance to secure one of the best paying businesses in Brampton.

R. H. PRINGLE,
Brampton,
Solicitor for Executors.

YOU LOSE MORE THAN WE DO BY NOT ADVERTISING IN THIS JOURNAL

1894

L. CHAPUT, FILS & CIE,

.. MONTREAL ..

WHOLESALE GROGERS

Importers of

TEAS, WINES, LIQUORS, FRUIT, Etc., Etc.

Established 1842

WE MAKE THE FINEST—

TEA CADDIES
IN CANADA

Spice, Baking Powder, Tobacco Tins and Tin Signs

LITHOGRAPHED OR JAPANNED.

In 3 and 5lb. Lithographed Tea Caddies we can make an original design for each customer.

Try this plan for increasing sales,

Write our nearest house for Prices and Catalogue.



THE McCLARY M'FG COMPANY

London. Toronto. Montreal. Winnipeg.

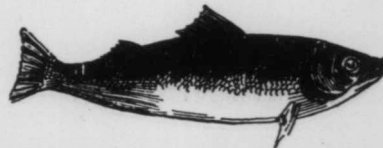
HOLIDAY EDITION

Harry Harman's School of Window Dressing & Decorating

A MONTHLY PUBLICATION.

Special Xmas display for Grocers and all lines of business. 25c. (no stamps) Canadian currency accepted.

1204 Women's Temple, Chicago.



STAR BRAND FINNAN HADDIES

cured from fresh new fish. Best cured haddies in the world. Also dealers in Fresh, Dry, Salt and Pickled Fish, Live Lobsters and Dulce. Send for quotations to D. & O. SPROUL Digby, N.S.



All kinds of Office and Store
Fittings and Furnishings

TODHUNTER, MITCHELL & CO.,

— DIRECT IMPORTERS OF —

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

R. & T. WATSON, Manufacturing Confectioners,

IF you wish to handle the MOST SALABLE CONFECTION in the market, try BALALICORICE. We are Headquarters for Fine Chocolates, Creams, Swiss Fruits and One Cent Goods, Icing Sugar, Cake Ornaments, etc.

SEND FOR PRICE LIST.

75 Front Street East,

KOFF NO MORE.

WATSON'S COUGH DROPS

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

TORONTO.

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.

...re, but the volume of business is small. We hear of a few offers of tomatoes by packers at from 75 to 80c, but no transactions are reported. For the few tomatoes, peas and corn going out the ruling price is still 80 to 85c. Fruits are inactive, and we quote: Peaches, \$3 to \$3.25 for 3's, \$2.10 to \$2.25 for 2's; raspberries and strawberries, \$2 to \$2.10. Salmon quiet and unchanged at \$1.25 to \$1.35 in talls and \$1.50 in flats. Lobster is quiet and unchanged with prices ruling as before, namely, \$1.85 to \$2.10 for talls and \$2.40 to \$2.50 for flats.

COFFEES.

There is no change, demand being fair and prices unchanged. We quote green, in bags, as follows:—Rio, 22 to 23c; East Indian, 27 to 30c; South American, 21 to 23c; Santos, 22 to 23c; Java, 30 to 32c; Mocha, 27 to 28c; Maracaibo, 21 to 23c.

NUTS.

Business quiet and prices unchanged. We quote:—Brazil nuts 13 to 15c. a pound; Sicily shelled almonds, 28 to 32c. a pound; Tarragona almonds, 12½ to 14c.; peanuts, 11 to 12c for roasted and 8 to 10c. for green; cocoa nuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12½ to 15c.; Marbot walnuts 12 to 13c.; Bordeaux walnuts 11½ to 12½c.; filberts, 9¾ to 10¾c.; pecans 13½ to 15c.; nuts, per bushel, hickory, \$2.

RICE.

The usual seasonable quietude prevails, and prices are unchanged. We quote: Ordinary 3¾ to 3¾c., Montreal Japan 5 to 5¾c., imported Japan at 5¾ to 6¾c.

SPICES.

Trade is fair but without special feature to note. We quote: Pure black pepper at 13

dian Pekoes at 18 to 25., while especially good value is being shown in Japan siftings at 7½ to 10c.

Brokers report that the past week has seen a little more activity in tea, and there have been several large transactions made in cases where holders were offering good value. This refers to Japans and greens. Prices have been in buyers' favor. London market is quiet and unchanged, new season's teas not having yet arrived.

DRIED FRUIT.

Bosnia prunes are about the only article in the dried fruit market that is selling with any degree of briskness, and that is accentuated largely by the light supply and dearth of green fruit. We quote: Bosnia prunes at 5½ to 6½c in cases and 4 to 4½c in casks; French, 4 to 4½c in cases and 3¾c in bags. Valencia raisins are quiet and firm. We quote: Off-stalk, 4 to 4½c.; fine off-stalk, 4¾ to 5c.; selected, 5½ to 5¾c.; layers, selected, 5½ to 5¾c. Sultana raisins are quiet and unchanged at 5½ to 9½c. Malaga raisins may be said to be receiving no attention whatever. We quote: London layers, \$2.25; connoisseur clusters, \$3; desert clusters, \$3.75 to \$4; quarter flats Dehesas, \$1.30. Currants are in fair demand for the season at former prices. We quote: Provincials 3¾ to 4c. in brls. and half brls.; Filiatras, 4 to 4½c. in brls., and 4¾ to 4¾c. in half brls.; Patras, 5 to 5½c. in brls., 5¾ to 5¾c. in half brls., 4¾ to 6¾c. in cases; Vosizzas, 6½ to 7½c. in cases, 6¾ to 7¾c. in half cases; Panariti, 9 to 10c. There is an abundance of figs on the market while the demand is not large; 10 to 11c. is the idea as to price for Eleme figs, and 5½ to 6½c. for natural. Dates quiet at 5½ to 6c.

SUCCESS. An active market for Malaga grapes during the week. There are still some enquiries for cranberries, but there has not been much business doing in them. California dried fruit is still quiet. There are a few pine apples on the market, and although the quality is good the demand is poor. Good apples are steady but quiet. Farmers deliveries of apples are freer, and this kind of fruit can be obtained at \$1.50 to \$2, but well-packed and assorted apples, as found in the hands of regular dealers, are much higher in price, as subjoined quotations show. We quote: Oranges—Floridas, \$2.50 to \$3. Mandarines and Tangarines, \$2 to \$2.25 half box. Lemons, Messinas, \$5.25 to \$6 for 300's, \$5.25 to \$6 for 360's; bananas, \$1.25 to \$2; California pears, \$2.50 to \$3 per box; Catawba grapes, 3½ to 4c. per lb.; Malaga grapes, \$4.50 to \$6 per keg. Cranberries, New Jersey, \$7 per bbl.; Canadian, \$5 to \$6 per barrel; boxes, \$2 to \$2.15. Apples, good to choice, \$3 to \$4.50; second quality, \$2.25 to \$3. California dried fruit—Apricots, 17½c. per lb.; peaches, 14c. per lb.; nectarines, 15c.

HOGS AND PROVISIONS.

Offerings of dressed hogs are liberal, but packers are not much disposed to make purchases, and \$6.50 to \$6.75 is the idea as to price with them. For light butchers' weights 10c. more than the outside figure is being paid. A few enquiries are heard for lumbermen's long clear and barrel pork, but they have not led to much business.

BACON—Long clear, 8¾ to 9c.; smoked backs, 11 to 11½c.; bellies, 12½ to 13c.; rolls, 9¾ to 9¾c.

HAMS—Unchanged, at 12 to 12½c. for smoked, and at 11c. for pickled.

LARD—Pure Canadian 10¾c. in tubs,

MARKETS—Continued

11c. in pails and 10c. in tierces. Compound $8\frac{1}{2}$ to $8\frac{3}{4}$ c.

BARREL PORK—Canadian heavy mess \$16.50, Canadian short cut \$17 to \$17.50, shoulder mess \$15.

DRESSED MEATS—Beef fores, 5c., hind-quarters $6\frac{1}{2}$ to 8c., mutton 5 to 6c., lamb, 6 to 8c., veal $7\frac{1}{2}$ to 9c.

COUNTRY PRODUCE.

BEANS—Much as before. Jobbers are getting \$1.35 to \$1.40 ordinarily and \$1.50 for choice hand-picked.

DRIED APPLES—Not a great deal doing and prices seem rather easier, purchases having been made at 5c., outside points. The jobbing price is unchanged at $5\frac{1}{4}$ to 6c., the outside figure being for single barrel lots.

EVAPORATED APPLES—Some holders are asking little higher prices, but all willing to take 10c. can find purchasers. Jobbers are getting $10\frac{1}{4}$ to $10\frac{1}{2}$ c. for lots and 11c. for quantities.

EGGS—Market quiet and prices easier. Held fresh stock is quoted at 16 to 17c. and pickled at 15c. Jobbers are taking strictly fresh new laid eggs from farmers in small lots at 25 to 27c., and they are selling them at 30c.

POTATOES—Much as before. Holders are asking 56c. on track, but dealers are not inclined to give more than 50c., being able to buy farmers' waggon loads at the price asked for car lots on track; for out of store dealers are asking 55 to 60c.

POULTRY—The market is quiet and firmer. We quote: Turkeys, 11 to 12c. per lb.; geese, 8 to 9c.; chickens, 40 to \$1 per pair; ducks, 50 to 75c. per pair.

HONEY—Dull and unchanged at 8 to 9c. for extracted white clover in tins; 14 to 15c. for white in sections, and 9 to 10c. for dark in sections.

ONIONS—Quiet and steady. We quote Canadian growth a little higher, the stock being repacked: Spanish, 75 to 85c. per crate; Canadian, \$1.10 to \$1.20 per bag.

HOPS—Market quiet and unchanged at 18 to 20c. for new and 11 to $12\frac{1}{2}$ c. for 92's.

SEEDS.

The feature of the seed trade is the dullness and weakness assumed by alsike during the week in consequence of a falling off in the foreign demand. In red clover the movement is slow only, while there has not been enough doing in timothy to tell how the market does stand. We quote: Alsike, \$5.75 to \$6.25 for good to prime seed, and \$6.50 to \$6.80 for choice to fancy. Red clover, \$5.50 to \$5.75 ordinarily, and \$5.75 to \$6 for prime choice; extra choice to fancy, \$6.10 to \$6.20. Timothy, \$1 to \$1.25 for inferior, \$1.50 to \$1.60 for prime; choice to fancy, \$1.80 to \$2.

HIDES, SKINS, WOOL, TALLOW

HIDES—There is practically nothing doing in hides yet, the trade not being thoroughly opened up. But dealers are looking forward to an improvement in the near future. Prices remain unchanged at last week's quotations: Cowhides—No. 1, $3\frac{3}{4}$ c.; No. 2, $2\frac{3}{4}$ c. Steers, 60 lbs. and up, are $\frac{1}{2}$ c. in advance of the above quotations.

SKINS—Prices have advanced 5c. during the week. Trade is good and the supply fair. We quote first-class sheep at 80c.

WOOL—Rules rather quiet at present, owing to the mills closing during the holiday season. A few lots have been moving at

prices varying from 17 to 21c., according to quality. Dealers are paying for standard wools a price which they think should cause a more active move in the market. We quote good pulled wool at 19c., fine combing at 17 to 18c.

TALLOW—Trade continues good and prices much as before. Dealers are offering 5 to $5\frac{1}{4}$ c. for select quality and 2c. for rough.

FISH.

There is a decided improvement in the fish trade. Salt water fish is coming in more freely, and trout and white fish are likewise ample. A car load of sea herrings is expected the beginning of the week. Prices are unchanged. We quote:—British Columbia is quoted at 16c. and Restigouche salmon 17c.; fresh seasalmon, 17 to 19c.; skinned and boned codfish, $6\frac{1}{2}$ c.; Labrador herring, \$4.50 per barrel; shore herring, \$2.75 per bbl.; Digby herring, 13 to 15c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$2 to \$2.25 per hundred and 4c. per lb.; blue pickerel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, $7\frac{1}{2}$ c.; oysters in bulk, \$1.20 to \$1.25 for standard and \$1.75 selected; kippered cisco, $2\frac{1}{2}$ to 4c. each; ciscoes, \$1.22 per 100; salt mackerel in bulk, 10c. per lb.; pike, 6 to $6\frac{1}{2}$ c. per lb.; black bass, 10c. per lb.; haddock and cod, $5\frac{1}{2}$ c. per lb.; steak cod, 7 to 8c.; chicken halibut, 10 to 12c.

SALT.

A good trade is reported to be doing in this article, both in car and job lots. Several large sales have been made during the past week, and numerous inquiries have been entertained. Prices are unchanged. We quote barrel 95c.; dairy, \$1.25; sacks, coarse 58c.; fine 75c.; rock, \$10 per ton.

PETROLEUM.

The Petrolia Advertiser, in its weekly report, says: "There is nothing of moment to report; the price of both crude and refined remains firm. The production of 1893 exceeds that of 1892 by 52,126 barrels." It quotes: Crude oil, \$1.01 per brl.; refined, $6\frac{1}{4}$ to $6\frac{1}{2}$ c. in bulk, or 9 to $9\frac{1}{4}$ c. in barrels in car lots f. o. b. here.

Trade continues brisk on the Toronto market at unchanged prices. We quote: 5 to 10 barrel lots, imperial gallon, Toronto—Canadian, 12 to $12\frac{1}{2}$ c.; carbon safety, $15\frac{1}{2}$ to 16c.; American water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

Pure apples are selling at 25 to 30c. each.

It is said that no more choicest Casilina currants are to be had at Patras.

Warren Bros. & Boomer are offering a couple of lines of Japan teas at 10 to 12c per pound.

Smith & Keighley are selling attractive 5c. packages of cocoanut. It is put up by Schepp.

Dawson & Co. held a large auction sale of oranges, lemons, grapes, etc., yesterday (Thursday).

Eby, Blain & Co. are offering what they claim to be splendid value in black and Japan teas at 12c.

Dawson & Co. shipped two carloads of apples to the English market this week. The English market is a little weaker on account of larger arrivals, but dealers now

shipping are hoping that prices will stiffen by the time their consignments reach there.

Davidson & Hay report that Kurma and Mazawattee teas, for which they are agents, are moving off nicely.

As high as \$1 per pair was paid on the Toronto market this week for chickens, but they weighed $1\frac{1}{2}$ pounds to the pair.

Davidson & Hay have a fine line of Young Hyson teas arriving, and orders for it are coming in freely.

W. H. Gillard & Co. have been appointed by Nelson, Morris & Co. of Chicago, wholesale agents for Hamilton for their extracts of beef.

Smith & Keighley report that they are clearing out their stock of old currants in barrels, half barrels and cases at extremely low prices.

Clemes Bros. are this week in receipt of one carload of Mikado lemons, and have due two cars of Uncas brand Florida oranges and one car of bananas.

"Our special brand of teas, advertised on another page are rapidly moving out and giving universal satisfaction," write W. H. Gillard & Co.

McLaren's cheese in pots, three sizes, may be procured from Lucas, Steele & Bristol. This firm also offer some Roquefort cheese in prime condition.

The Pure Gold Manufacturing Co. are putting a new coffee on the market. It is to be known as "German Dandelion, and is held to be ante-bilious.

Lucas, Steele & Bristol are in receipt of new bloaters and medium scaled herrings. Morton's fresh herrings, kippered herrings and preserved bloaters are also in store.

"I would advise people to buy Indian teas now," remarked a jobber. "Mark my words, well bought Indian teas will be good stock within the next few months."

W. H. Gillard & Co. have just received a large consignment of Halloween dates of splendid quality, and are prepared, they claim, to give their customers extra value.

White & Co., wholesale fruit and produce, 70 Colborne street, Toronto, announce that they want choice winter apples by the carload or otherwise; also, 100 bags of Denver onions.

The Toronto Biscuit & Confectionery Co. received more orders for biscuits on Tuesday and Wednesday following New Year's Day than they were able to fill, and they are still behind with their orders.

Another invoice of Red Hillwatee Tea is in store with Lucas, Steele & Bristol. This tea is packed in half-chests, pounds, halves, pounds and halves, or pounds, halves and quarters. Samples on application.

The compilation of the world's visible supply of coffee, as perfected by the exchange, shows 2,433,248 bags, against 2,510,437 last

Butter in good demand; large rolls, pails, crocks, and best store-packed tub selling 19 to 20c.; choice dairy tub, 20 to 22c. no stock on hand. Eggs, 16½ to 17c. We charge five per cent., and prompt returns by registered letter.

JOHN HAWLEY, Provisions and Commission
88 FRONT ST. EAST.

Established 1870. Egg Trade a Specialty

WHITE & CO.

70 Colborne St., Toronto.

HAVE IN STOCK AND ARRIVING DAILY

Florida and Jamaica Oranges, Messina and Florida Lemons, Grapes, Nuts, Cranberries, Figs, Dates, Etc.

Also solicit consignments of Butter, Eggs, Lard, Honey, Poultry, White Beans or any farm produce.

Apples a Specialty. Telephone 867

ESTABLISHED 1874.

JAMES E. BAILLIE
PORK PACKER

AND WHOLESALE PROVISION MERCHANT
88 Front St. East, Toronto.

Mess Pork, Bacon, Hams, Lard, Cheese.
Cold Storage for Butter and Eggs.

Country Consignments Solicited.
Prompt Returns Made.

WILLIAM RYAN,
PORK PACKER

Toronto, Ont.

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

ALL
FIGS SIZES

WRITE US FOR SPECIAL PRICES

CLEMES BROS.,
TORONTO

Dawson & Co.

FRUIT
PRODUCE

and **COMMISSION MERCHANTS**

32 WEST MARKET STREET,

Consignments Solicited
TORONTO.

month, a decrease of 77,189 bags, and compares with 3,106,271 bags same time last year.

The grocery, boot and shoe, and wall paper business of the late Wm. Kirkwood, Brampton, is offered for sale. This business is an old established one, and has a select trade. This is a first-class opening in every way. See advertisement elsewhere for particulars of sale.

MONTREAL MARKETS.

MONTREAL, Jan. 14, 1893.

GROCERIES.

The volume of trade in groceries has shown some increase on this market since our last report, but it cannot actually be said yet that there is any general activity in the grocery market. The specially new feature since our last has been a drop in the price of sugar of ½ to 3-16, which was announced on Thursday evening last. Advices which were received on Saturday and Monday, however, from New York are interpreted by some dealers to mean that the decline will be only momentary. It is claimed by these that refiners in New York have been rigging the market to enable them to procure stocks of raws at a more profitable figure. At any rate Monday's advices cited an advance in New York, and the salesmen for the refiners here proclaim that prices are apt to recover here shortly also. The raw sugar market, however, fails to reflect any great activity, and remarks made specially in last week's issue in regard to it apply quite as much at the time of this writing as they did then. There has been some cargo business in raws reported on Halifax account, but Montreal refiners expect to get more favorable terms by holding off. Tea, coffee and spices are about as last quoted, and molasses, dried fruit and canned goods are unchanged, values being the same as those quoted a week ago.

SUGAR.

This market has furnished the chief features of the week, and at the time of writing presents a very unsettled position. On Thursday last in consequence of a sharp decline in the United States where the price on refined was down to the lowest point, local refiners marked down prices ½ to 3-16c., the prices at the refinery now being 4¼ on granulated and 3-16 to 3¾c. on dark and 3¾ to 3¾c. in bright yellows. This decline led to some increase in the demand and since Thursday the movement of sugar has been rather more active. On Monday however advices of an advance in New York of ¼c. unsettled the market, and at the time of writing refiners' salesmen are not urging business, claiming that a recovery in price is not at all unlikely this week.

MOLASSES.

Molasses exhibits a steady feeling, the weakness of the raw and refined sugar markets having had no appreciable effect on it here. In 25 puncheon lots there have been sales of it at 30c, but for ordinary jobbing business prices are steady at 33 to 34c. The

. POTATOES .

We are always open to buy or sell car lots of potatoes.

WM. HANNAH & CO.

78 Colborne St., Toronto

Commission Merchants. Correspondence Solicited

J. HUNTER WHITE

Manufacturers' Agent, Broker and Commission Merchant

Dealer in all kinds of produce, fruits, etc. Also purchasing and forwarding agent. Consignments solicited. Personal attention given to correspondence. References by permission: The Bank of New Brunswick Messrs. Turnbull & Co., Geo. Robertson, Esq., President Board of Trade.

61 Dock St., ST. JOHN, N. B.

THE

Winnipeg Produce and Commission Co. Ltd.

WINNIPEG, MANITOBA.

We handle Grocers' Specialties, etc. Can we sell anything for "you" in this market? Write us. Good connection with Wholesale and Retail trade.

W. M. BOWIE, 34 Yonge St., Toronto.

Grocery Broker

Agent for

Armour Packing Co., Kansas City,
Canned Meats and Soups.

LAURENCE GIBB
Provision Merchant,

83 COLBORNE STREET, TORONTO

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

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

Fancy Florida Oranges,
Messina Lemons and
Malaga Grapes for New Year's

HUGH WALKER & SON

Send for quotations. GUELPH, ONT.

HUNTER & CO.

24 FRONT ST. EAST,

Toronto and Western Agents for

CHRIST'ER JAMES & CO., London, Eng.

PICKLES SAUCES, JAMS AND MARMALADES

Ask your wholesaler for them.

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

JAS. PARK & SON
TORONTO.

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

Write for Price List.

MONTREAL MARKETS—Continued.

supply is not heavy either on spot or at other points, according to reports recently received from travelers.

SYRUPS.

The syrup market is heavy in tone, but there is no quotable change in prices. Round lots of low grade American have changed hands at 17½c., but we quote the rough up to 23c. for higher grades of stock. There is a moderate demand for Canadian syrup, sales being noted at 1⅝ to 1¾c., and we quote 1⅝ to 2c., according to quality.

TEA.

There has been a little better movement in tea during the week, but the improvement is not of a marked or definite character. Several lots of new crop Japans have changed hands at 12 to 15c. Enquiry is noted for Ceylon. We quote: Japans, common, 12 to 13c.; medium, 15 to 17c.; fine, 18 to 21½c., and finest 23 to 30c.

COFFEE.

There has been very little doing in coffees during the week, with few sales of round lots to mention. We quote prices as follows: Jamaica, 17 to 19c.; Maracaibo, 19 to 21c.; Porto Cabello, 18 to 20c.; Rio, 19 to 21c.; Java, 24 to 30c., and Mocha, 25 to 30c.

SPICES.

There is no activity to note in spices, the only business in a round way since our last being in nutmegs on the basis of 60 to 65c., and some pimento at 6¼c. We quote Jamaica ginger, 16 to 18c. for common, and 18 to 20c. for finer qualities; black pepper, 6 to 7c.; pimento, 6 to 7c.; and nutmegs, 52½ to 70c. to \$1.

RICE.

The movement in rice is small at the moment, wholesale grocers being apparently well supplied. We quote: Standard Japan, \$3.75 to \$4; "B," \$3.50; Crystal, \$4.25 to \$4.50; Patna, \$4.25 to \$5.50; Carolina, \$6.50 to \$7.

DRIED FRUIT.

There are few features to note in dried fruits since our last report. The fact that supplies of raisins are in very small compass has been noted before and imparts a very firm tone to values, which are strong at 4 to 4¼c. for off-stalk in round lots and fine ditto 4½ to 4¾c., while straight lots of layers have changed hands at 5¼c. For the jobbing business we quote as follows: Ordinary Valencia off-stalk, 4½ to 5c., according to brand; fine, 5¼c.; selected, very scarce at 6c., and layers at 6 to 6¼c., according to quality. There is no material change in currants, our report of last week applying to the market quite aptly. There have been sales of round lots at 3½c. in barrels, and cases 3¼ to 4c. We quote jobbing prices: Provincials at 3½ to 4¼c.; Filiatras, 4¼ to 5c., and Vostizzas, 6 to 7½c., according to quality. Dates remain as quoted last week under a quiet business, at 4¼ to 5¼c., and figs are rather firmer under a fair demand at 10½c. Prunes rule firm at 5¼ to 5½c.

NUTS.

The market is quiet and prices rule unchanged. We quote: Grenoble walnuts, 11 to 13c.; pecans, 8½ to 12c.; peanuts, 8 to 11c. per lb., and cocoanuts, \$3.75 to \$4 per 100; Terragona almonds, 11½ to 12c.; and shelled almonds, 23 to 45c.; filberts, 9½ to 10c.; walnuts, 12 to 13c.

CANNED GOODS.

The canned goods market is quiet. Wholesalers are well supplied and grocers are

only filling actual wants at present. We quote: Tomatoes, 75 to 80c., corn 75 to 80c., peas 90 to 95c., strawberries \$2.75 per doz., raspberries \$1.80, salmon \$1.25 to \$1.30 for best brands and \$1.05 to \$1.10 for cohoes, lobsters \$1.60 to \$1.75, mackerel \$1 to \$1.05.

GREEN FRUIT.

The green fruit market is quiet, and the offerings this week at the Exchange will be larger than usual. Receipts at present advised comprised three cars of oranges and lemons, which will be sold during the week, and a big lot of oranges, peanuts, apples, dates, figs, grapes, and onions. Apples are scarce and firm at \$2.50 to \$5; grapes, \$4 to \$5.50 per keg; oranges, Floridas, \$2.50 to \$3.25; Valencias, \$4 to \$5; lemons, \$4 to \$5 per box, and pears \$1.50 to \$2 per box.

FISH.

Business in fish has been poor since the beginning of the year and stocks are very large, green cod especially being plentiful. Dealers say that business has been very good to date, but there are complaints of the poor condition of some of the offerings. We quote: No. 1 C. B. herring, \$5.50; No. 1 Newfoundland do., \$5; Labrador salmon, \$12.50 to \$14; B. C. do., \$11.50; No. 2 mackerel, \$12; Finnan haddies, 7 to 8c.; Yarmouth bloaters, \$1.10 to \$1.50 per box; kippered herring, \$1.50 per box; haddock, 3½ to 4c.; cod, 4 to 4½c.; boneless cod, 6½ to 7c.; hand picked Malpeque oysters, \$4.50 to \$5; No. 1 green cod, \$5; No. 1 large, \$5.50 to \$6; No. 2 do. \$4.

COUNTRY PRODUCE.

The egg market is quiet and unchanged, the range ruling at 15 to 22c. according to grade. Honey is quiet, dark buckwheat comb 9 to 12c., and fine white clover 12 to 13½c.; extracted, 7 to 8½c. for new and 5 to 6c. for old. Maple syrup ranges from 50 to 65c. per can as to quality, and maple sugar 6 to 7c. for dark. Hops are quiet at 17 to 19c. Beans range from \$1.40 to \$1.60 for hand-picked, and ordinary \$1 to \$1.25. Potatoes are firm at 60 to 62½c. in round lots on the track, with 10c. extra for smaller quantities. Onions sell slowly at \$2.25 per barrel for red and yellow.

PROVISIONS.

The movement in pork on spot is small at the moment, but the market holds steady. Canadian short cut, per brl., \$17.50 to \$18.50; mess pork, western, new, per brl., \$17 to \$17.50; hams city cured, per lb., 12 to 13c.; lard, Canadian, in pails, 11¼ to 12¼c.; bacon, per lb., 11½ to 12½c.; lard, com. refined, per lb. 8¼ to 8½c.

CHEESE.

The cheese market continues quiet and firm. There is little new business passing, as holders are not urging business at all. They all talk full figures, and say they are content to wait until they get them. Figures to hand show that cheese is being steadily moved from the country, although the shipments from here since those given last week have not been large. Advices from west of Toronto state that the shipments from that section last week were unusually heavy for the season of the year. One firm alone, whose headquarters are at Stratford, had engaged space for no less than 10,000 boxes. The shipments last week via the American seaboard were 12,025 boxes to Liverpool and 3,694 to London. This makes the total to date since the close of navigation 103,654 boxes. Actual spot prices are as difficult to get as ever in the absence of any general movement, but 11¼ to 11½c. is a fair nominal quotation.

BUTTER.

The butter market remains firm, but quiet. The advance of the season only emphasizes the fact of the unusual scarcity of both creamery and dairy butter all over the country. This had another illustration the other day, in the presence of a Toronto buyer on the market, who was hunting around for creamery, and offering pretty full figures for it. It was not learned whether he had succeeded in obtaining any, but if he did, it meant that he paid a pretty full figure, as we know that 25 cents was asked. Montreal buyers were also in the country, looking after some odd lots yet remaining in first hands. We quote prices very firm, as follows: Finest fall creamery, 24 cents to 24½ cents, finest Townships dairy, 22 cents to 23 cents; finest Western dairy, 19½ cents to 20 cents; Kamouraska, 19½ cents to 20 cents; roll stock, 19½ cents to 20 cents.

MONTREAL TRADE NOTES.

Sales of Congou tea are noted here on English account at 8½d, cost and freights.

W. R. Wonham & Sons say that the demand for Marshall & Co.'s delicacies is constantly increasing.

C. A. Chouillion received, this week, a choice consignment of Smyrna figs in layers, which the trade will find first-class value.

Rose & Laflamme have filled some good-sized orders for "cream cocoa" during the week. The sale of the article is constantly increasing.

Vipond, McBride & Co. expect this week a round lot of 800 packages Bosnia prunes. This is only the second large lot received so far this season.

Travelers for M. Lefebvre & Co. are leaving this week for the west, and will offer fresh lines of the firm's well-known jams, pickles and vinegar.

Stewart, Munn & Co.'s advices state that general supplies of fish are lighter than last year. Fresh herring is apt to be very firm, and the same is to note in the case of soft herring.

A scarcity of prunes is one of the features of the dried fruit market. There is only one large lot aside from what is held in second hands nearly enough to be calculated upon.

W. R. Wonham & Sons have just to hand Marshall & Co.'s monthly circular for January. Prices are unchanged, except some slight reduction in the case of some lines of the firm's potted meats.

The only business, so far reported, in cargo lots of raw cane sugar, has been on behalf of Halifax refiners, which were not made through brokers in the city, so that the exact basis is not known.

The beet sugar factory of M. Lefebvre & Co. at Berthier is getting ready for the next season's operations. Over 3,000 acres have been contracted for with the farmers for the raising of sugar beets this spring.

Stewart, Munn & Co. expect an increased demand for fish shortly, as Lent is coming on. They note a brisk demand for their

CAFFAROMA

Makes the fine-t cup of coffee in the world. Sold in 1 and 2 lb tins only For sale by all wholesale and retail grocers throughout the Dominion.

C. A. LIFFITON & CO., Montreal
Proprietors of the original patent Caffaroma

RUTHERFORD & HARRISON,

Wholesale Produce & Commission Merchants
76 FRONT ST. EAST, - - - TORONTO,

DEALERS IN
Butter, Eggs, Cheese, Poultry, Lard,
Cottolene, Dried Apples, Honey,
Hams, Bacon, etc.

Correspondence invited. Consignments solicited. Egg Carriers supplied.

Liberal Advances Made on Consignment

GEORGE McWILLIAM. FRANK EVERIST
TELEPHONE 645.

McWILLIAM & EVERIST

GENERAL . . . **FRUIT**
Commission Merchants

25 and 27 Church street,
TORONTO, ONT.

Consignments of FRUIT and PRODUCE SOLICITED. Ample Storage.
All orders will receive our best attention.

BUCHANAN & GORDON,

Brokers and Commission Merchants and
Manufacturers' Agents.

WINNIPEG

Representing in Manitoba and the
North-West Territories:

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

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

CORRESPONDENCE SOLICITED.

FOR DAIRY

BUTTER

OR DRESSED

POULTRY

Write or Wire
PARSONS
PRODUCE CO.

WINNIPEG—MANITOBA

boneless cod, which is gradually superseding the ordinary stock with the general run of consumers.

Advices to sugar brokers here state that Canadian refiners have been purchasing some moderate quantities of raw sugars on the New York market during the week, on the basis of 2 13-16ths for 96test centrifugals.

L. Chaput, Fils & Co. say that trade is beginning to pick up, and that the position on the whole is healthy. Payments might be better, but on the whole their experience in th's respect is better at present than for the same time last year, despite the fact that farmers are disposed to hang on to their money.

Wholesale grocers here are complaining that the statement that the old tobacco list has been suspended, and that all orders are open in the last week's issue, is misleading. They claim that this is not the case, but that tobaccos are being sold by grocers at present at the usual advance on the reduced basis of price announced by the manufacturers.

Frank Magor & Co., Montreal, are carrying full lines of Edward's desiccated soups, specially useful for cold winter weather. These soups were awarded gold medal and highest award at the World's Fair.

Special attention is called to the awards granted at Chicago to Keen, Robinson & Co., of London, Eng., the well-known manufacturers of Keen's mustard, Oxford blue, mixed spices, Robinson's patent barley and groats, etc., they having received five gold medals for superior quality.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Jan. 11.

It is too early in the year to speak of the prospects of the year's business, but one thing we know and that is that the close of 1893 was not as good as was hoped for from the activity shown in business during its early month. The excitement of the week has been molasses, it being claimed by some members of the Board of Trade that a grade of molasses coming here from New York was not pure goods, but the broker assures me he has the guarantee of the shippers that the molasses is absolutely pure, and that he is prepared to prove the same.

CANNED GOODS, ETC.—The market is very quiet, and there is no change in prices of canned goods: Corn, 90c.; peas, 90c.; tomatoes, 95c. to \$1; salmon, \$1.40 to \$1.45; lobsters, \$1.50 to \$2; oysters, \$2.15 to \$2.30; Canadian canned beef, \$2.50; American do., \$2.60.

TOBACCOS—These goods have been sold for some time by St. John merchants at a set figure of so much above the cost. At a meeting held on Friday it was decided on account of a change in McDonald's terms and price to make the following reduction in prices here: Crown 1 1/2c., Prince of Wales 2 1/2c., Index 3c., Napoleon 3c., Pilot 3c., Laurel 74c. It is understood McDonald is

(Continued on page 32.)

LAWSON BROS.

Manufacturers
of . . .

Rolled Oats, Rolled Wheat, Flake Peas, Flake Hominy, Flake Barley, Wheatlets, Etc Put up in bulk, boxes, barrels, and packages.

The Best Goods in the Dominion.

The College Grounds,
Adelaide St. West, Toronto, Ont.



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

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:—
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal

EPPS'S COCOA

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

C. E. Colson, Montreal

COWAN'S
COCOAS AND
CHOCOLATES

Are Standard, and sold by
all grocers.

S. K. MOYER,

Commission Merchant,

76 COLBORNE ST.,
TORONTO, ONT.

DEALER IN

Oysters, Oyster Carriers, Fresh and Salt
Fish, Oranges, Lemons, Dates,
Figs, etc.

Orders Solicited.

MUNN'S
BONELESS CODFISH.

NEW ARRIVALS.

Send in your orders. Full stock on
hand of Assorted Boxes, 5 lb., 10 lb.,
20 lb. and 40 lb. boxes; also

SKINLESS CODFISH in 100 lb. Cases.

The Munn Brand, after a most severe
test, gained the only medal awarded
at the World's Fair this summer,
which speaks highly for the merits of
this article.

Stewart Munn & Co.,
MONTREAL.

FLOUR AND FEED

WHY is flour so cheap and pork so dear? Is it a rule, as some think, that when flour is elevated the hog is in the mud, and when pork is away up in the nineties nobody has enough faith in flour to think it ever low enough. Just now flour is on its back without a friend in the world to say a good word for it. Pork has been in the same plight and recovered. Some day we shall look back to the time flour was \$3 a barrel or lower, as it is now, and wonder why we didn't make an effort to beg, borrow or "come by" money enough to load up with it and make our fortunes on the advance.

Flour dealers of experience do not expect much demand during the first half of January. The good things provided for Christmas times last well on into January, to the injury of the trade of the flour dealer and the bread baker as well.

A local miller who was asked if he had received his Chicago medal yet, replied: "Medal! No, I haven't received my flour exhibits back yet. The medal and diploma are to come when the Committee of Awards get it ready and give satisfactory explanation of their delay, but why the transportation department should be months after the close of the Fair in re-shipping the exhibits is one of the things 'no fellow can understand.'"

THE MARKETS.

TORONTO.

A stronger feeling has been developing since our last. Although stocks of grain are large they are decreasing, whereas a year ago they were slightly larger than now, and still increasing. This, coupled with the extraordinarily low prices now prevailing, is having a good effect on prices, although flour is not yet quotably higher. The low grades are in better demand on account of the high price of feed. Family flours held more firmly.

FLOUR—Manitoba patents, \$3.70 to \$3.80; strong bakers', \$3.50; white wheat patents, \$3.25 to \$3.40; straight roller, \$2.80 to \$2.95; Ontario family, \$2.85 to \$3.10; low grades, \$2.10 to \$2.25. These prices are in round lots delivered here.

MEAL—(Car-lots) rolled oats, \$3.80 to \$3.85; granulated and standard oatmeal, \$3.75 per brl.; cornmeal, common, \$3.10; gold dust, \$3.25 to \$3.30.

FEED—Bran is scarce and higher, city mills selling at \$15 per ton; delivered (on track) \$15. Shorts higher at \$17 per ton in small lots; delivered on track, \$16 per ton.

In oats the feeling is towards a little higher prices, cars on track selling at 32½ to 33c. per bus. Market prices are 34 to 34½c. per bus.; feed corn, 48 to 50c. per bus.

BARLEY—Farmers' loads are selling at 45 to 49c. per bus., according to quality.

HAY—Prices are steady, with a feeling towards higher values, choice farmers' loads selling from \$9 to \$10 per ton. Pressed on track, \$9.50 to \$9.75.

STRAW—Offerings light with a good demand, pressed on track selling at \$6. Market prices are \$7 to \$8 for sheaf, with loose nominal at \$4.50 per ton.

PEAS—Steady, with sales on the market at 57 to 58c.

MONTREAL.

Flour is in fair demand at steady prices, but there is no large movement at the moment. Winter wheat, \$3.60 to \$3.80; Manitoba patents, best brands, \$3.70 to \$3.80; straight rollers, \$3 to \$3.10; extra, \$2.90 to \$3; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.40 to \$3.60; Manitoba strong bakers', best brands, \$3.50 to \$3.55.

Oatmeal is moving slowly at steady prices. Stocks are small at the moment. Standard, bags, \$1.90 to \$2; do. brls., \$3.80 to \$4.10; granulated, bags, \$2 to \$2.05; do. brls., \$4.20 to \$4.30; rolled cats, bags, \$2; do., brls., \$4.20 to \$4.25.

Bran and shorts are in good demand, and the supply being small and insufficient to meet the requirements, prices are firm. Bran, \$15.50 to \$16.50; shorts, \$16 to \$18; Moullie, \$22.

ST. JOHN, N. B.

Owing to the change of rate of freight the price of flour delivered here was advanced 5c during the week. There is very little moving, and the one desire seems to be to sell. Oats keep very low, and hay has been offered more freely. Advices from the other side show that there is but little inducement to ship to the English market. And as there are yet large quantities to come forward

Why Bother with Selling Substitutes or Imitations, when

- SAPOLIO -

Has stood the test of between 30 and 40 years, and is sold throughout the civilized world as

THE GREAT SCOURING SOAP

It retails at 10 cents, leaving you a fair profit. **GROCERS** not having been supplied with iron signs nor advertising matter yet, will please ask their jobbers to have these enclosed with their next shipment of goods, as we gladly furnish same.

Depots at:
Toronto, Ont.
Montreal, Que.
St. John, N.B.

Emil Pollwka & Co.

38 Front St. East, Toronto, Ont.
Canadian Agents.

lower prices are looked for. Manitoba flour, \$4.50; Ontario, best, \$3.60 to \$4.00; medium patents, \$3.50 to \$3.60; oatmeal, \$4.35 to \$4.40; cornmeal, \$2.60 to \$2.65; middlings and bran show a stronger tendency, and prices are advancing. Middlings are quoted at \$20 on track here. Bran, of which there is but a small quantity here, is jobbing at \$21. Hand-picked beans, \$1.45; prime, \$1.35; hay, \$13 to \$13.25 on track.

SITUATIONS VACANT.

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

WANTED—FOR A COUNTRY GENERAL STORE a first-class clerk; must understand dry goods and bookkeeping. Permanent sit. for the right man. Address A. E. Howse, Nicola Lake, B.C.

SITUATION WANTED.

YOUNG MARRIED MAN DESIRES POSITION as clerk in first-class retail or wholesale grocery. Have had a life experience in the grocery business. Good stock-keeper and window-dresser—also good advertisement writer. Will be open for engagement 1st of Feb., '94. First-class references. Address H. E. Wilton, Box 106, Springfield, Ont.

BUSINESS CHANCE.

FOR SALE—A STOCK OF GENERAL MERCHANDISE, store, dwelling, and stable, with half acre of land. One hundred yards from Edgar's Station, on the Amherstburg Branch of the M. C. R. R. Fair business and can be increased. Postoffice in connection with the above. Advancing years only cause of disposing of the same. Also cottage and one-fifth acre of land adjoining the above. Address R. Cudmore, Edgar's Mills, P. O. (4)

NOTICE.

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

VANCOUVER, B.C.

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

Besides their regular brands of Ground Coffee, now so favorably known, they quote:

Blend No. 1 at 35c., either ground or whole roasted
" 2 at 30c. " " "
" 3 at 30c. " " "

Their Flavoring Extracts are of the choicest quality.

There is hardly another Food Cereal in the market which can be used for so many purposes as

CRYSTAL RICE.

CRYSTAL RICE FOR SOUP.
CRYSTAL RICE FOR BREAD, BISCUITS, ETC.
CRYSTAL RICE FOR PUDDINGS, MUSH, ETC.
CRYSTAL RICE FOR OYSTERS.
CRYSTAL RICE FOR OMELETTES, ETC.

Send for sample and Receipt Book. If you prefer order through your jobber. Crystal Rice is now handled by the wholesale: ade and in all the provinces.

CANADIAN SPECIALTY CO.,

38 Front St. East, Toronto, Ont.,
Dominion Agents

There are 100,000 Qualities of Flour

The Flour Dealer or Grocer who would like a trade that will **STICK TO HIM** must push the **BEST**.

For all purposes

“QUEEN”

IS THE BEST.

M. McLAUGHLIN & CO.

Royal Dominion Mills, TORONTO.

Fancy Creamery and Dairy

BUTTER

A Choice Article, put up in
TUBS or ROLLS.

ANNADALE FARM

E. D. TILLSON, - - Tilsonburg, Ont.

Embro
Oatmeal
Mills

D. R. ROSS, - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

Ireland's
Desiccated

OF EXCELLENT QUALITY
IN ATTRACTIVE PACKAGES.
IT SELLS ITSELF.

3LB. PACKAGES.
1 DOZ. PER CASE.

Rolled Wheat

The Finest Breakfast Cereal Food in the World. Many competitors but not an equal. It's saying a great deal, but it's the truth. Write us for particulars.

The Ireland National Food Co. Ltd., Toronto, Can.

OPERATING The LARGEST and MOST COMPLETE BREAKFAST CEREAL FOOD MILLS in the Dominion

MARKETS.—Continued

feeling a competition which is new to him, at least in late years. Prices now: Crown 44c., Napoleon 49c., Index 45c., Pilot 46c.

SALT—Barrels of 10-lb. bags, \$3 10; in 5-lb. bags, \$3 25; factory filled, \$1.10; coarse, 50c.

DRIED FRUIT AND NUTS—There are no changes to report except that advices from the other side show a slight advance in Valencias. The California prunes which are now on the market are very fine, and though coming higher than is usual for prunes are worth the difference. Prices are: Valencia raisins, $4\frac{1}{2}$ to $4\frac{3}{4}$ c.; layers, $5\frac{1}{2}$ to $5\frac{3}{4}$ c.; London layers, \$2 to \$2 25; currants in barrels, $3\frac{1}{4}$ to $3\frac{1}{2}$ c.; in cases, $3\frac{3}{4}$ to 4c.; cleaned, in 1-lb. cartons, 8 to 9c.; dates, $5\frac{1}{2}$ to 6c.; prunes, $7\frac{1}{4}$ c.; California prunes, $12\frac{1}{2}$ c.; figs, 10 to 12c.; Grenoble walnuts, 13 to 15c.; French walnuts, 11 to 12c.; Brazils, 15 to 16c.; peanuts, roasted, 10 to 11c.; almonds, 13 to 14c.; dried apples, $6\frac{1}{2}$ c.; evaporated, old, 10c.; new, 11c.

SUGAR—Market is quiet and firm in sympathy with the American market. Granulated, $4\frac{5}{8}$ to $4\frac{3}{4}$ c.; yellows, $3\frac{5}{8}$ to $3\frac{3}{4}$ c.

MOLASSES—Market is firm and demand continues good. Your correspondent has called on those handling the Porto Rico which has given rise to so much mere paper talk, and finds they are perfectly satisfied with its quality, and have had the best reports from those to whom they have shipped it. There is no reason for any scare in this matter. And it should also be born in mind that it is only as to that grade of Porto Rico molasses called Porto Rico 2 that there has been any discussion, which is but a very small part of the molasses held in stock here. Barbadoes, 31 to 32c.; Porto Rico, 31 to 35c.; 45 gal. brls., 31 to 32c.; syrup, 30 to 35c.; Antigua, 29 to 30c.

DAIRY PRODUCTS—The market is very firm, demand for butter being most active though a good quality is still demanded. Eggs, 18 to 20c.; butter, 20 to 23c.; cheese, 11c.

PROVISIONS—The market in this line is very quiet just at present, in fact in all lines there is so little doing just now it is almost impossible to get up a weekly report. Prices are as last week: Clean mess pork, \$20 to \$21; American mess, \$18 to \$19; P. E. I. mess, \$18 to \$19; plate beef, \$13 50 to \$14; extra plate, \$14 25 to \$14 50; pure lard, 12 to $12\frac{1}{2}$ c. compound, $9\frac{1}{2}$ to 10c.

FISH—Receipts for the new year are small. Demand is light. Some frozen fish are to hand this week. The great trouble in frozen fish is to get enough. Fishermen are getting ready for the lobster season. In shipping fish to the West Indies, which has been largely carried on here, it is found that the charges figure up about one-half receipts. Frozen codfish, 4c. per lb.; large, dried, \$4 25; medium, \$3 50; pollock, \$1 90 to \$2; bay herring, brls., \$3 25 to \$3 50; half-brls., \$1 75 to \$1 85; Shelburn herring, brls., \$4 to \$4 25; half-brls., \$2 25 to \$2 50; medium smoked herring, 12c.; lengthwise, 9c.

WILLIAM ARCHER, Carpenter and Store Fitter

VALUATOR,

STORE, OFFICE AND SHOW ROOM FITTER. All classes of Store Fittings, Exhibition Cases, Show Cases, etc., from the Cheapest to the Most Elaborate, made well, quick, and at Reasonable Charges. Alterations, Repairs. Estimates Free. Post cards promptly attended to.

114 SPADINA AVENUE,
Cor. of Adelaide St., Toronto.

IT'S A SPECULATION.

“THE sardine industry is without question the greatest piece of speculation known in the east,” remarks a correspondent of the Calais News, “or, to be more plain, is famine or feast. A poor fisherman, who probably hasn't seen a dollar for months, arises early in the morning, pays a visit to his weir near by, and finds in it from one to 100 hhds. of little fishes, commonly called sardines, while his neighbor, having a weir less than a mile distant, does not catch one. Next day the fortunes are reversed. Then the prices paid are sometimes enormous. At one time recently they sold for \$24 a hhd., while soon afterward they fell to \$1, and even were given away to make into oil or pomace. This season's packing will not average as much as last year's, but there is a large supply now on hand. We hear that \$3.50 a case was recently refused in hopes that it would soon increase. One owner of the weir near by says he has cleared \$3,000 during the past summer.”

CODFISH FROM THE PACIFIC.

CODFISHING in Pacific waters has not, until the last two or three years, assumed the proportions of a great business enterprise. Since it began, however, it has grown so rapidly that it seems likely soon to become a formidable rival to the fishing and packing industry of the Atlantic coast. Indeed, salt codfish from California is already in competition with the eastern product in St. Louis, Chicago, and other great cities of the middle West, and its progress is steadily towards the Atlantic.

The Pacific coast fisheries extend from the Okhotsk sea, on the shores of Kamshatka, to the Shumagin Islands, off the line of Alaska. The supply of codfish in these waters is practically inexhaustible. They can be caught wherever soundings can be made, and the fleets engaged in business are invariably successful in their work.

At Pescada, ten miles from San Francisco, an extensive curing establishment has been located, and is doing an enormous business. It is fitted up with the most approved appliances for preparing the fish for market, and is operated in connection with a fleet of six seagoing vessels, which cruise and fish along the coast of Alaska. These vessels go out about the beginning of April, and return in October, sending their “catches” in the meantime to San Francisco by a ship specially devoted to that part of the work.

Experts prefer the Pacific codfish to its Atlantic kindred. They say it is finer, firmer, and possessed of a better flavor than the fish from the Grand Banks. Nevertheless there is, even in San Francisco, a strong feeling in favor of the New England codfish. Of the two thousand grocery stores in that city not more than a dozen sell the Pacific codfish, and efforts to introduce it into general

use have made little headway. The fish packers declare that it is only the narrowest sort of prejudice that prevents the native product from crowding the eastern article out of the market. They insist that it is better, more nutritious, and in every way superior.

The Pacific codfish is, nevertheless, traveling eastward. Three or four car-loads are shipped every week to St. Louis, Chicago and St. Paul, where it finds a ready sale at profitable prices. The shippers even declare that they send quantities right into Gloucester and other packing points in New England, where it is repacked, marked with new labels, and sent west again to be sold as “first choice Massachusetts codfish.” It may be, however, that this latter statement is only a sample Californian fish story.—New York Herald.

CLAIMS FOR LOST FREIGHT.

ONE of the annoying circumstances that merchants have to complain of is the delay in the adjustment and payment of claims for freight lost in transit. Losses of this kind will occur with greater or lesser frequency, but the transportation companies take their own time in looking them up and settling them. A merchant receives advices that certain goods have been shipped to him on a given date. He waits patiently for the arrival of his goods. He needs them, and by not having them disappoints his customers and loses trade. By-and-bye perhaps a part of the consignment comes to hand, but a package or two is short. He waits fearing to duplicate the part of the order that is short, thinking the missing goods will come, but he is disappointed. He then files claim for the amount. He is required to send with the claim the purchase bill, bill of lading, freight receipt, and what not. In due course he is advised that the claim has been received and recorded and numbered. He waits a month or two, thinks that time enough has elapsed for the adjustment of so simple a claim, and writes to the claim agent, calling attention to his claim. He is advised that the matter is in course of investigation, and will be decided upon in due time. He waits another month or two and writes again. After several months he is advised that the claim has been allowed, and that voucher for the amount has been ordered. He thinks surely now that he will soon get his money, but another month or two goes by, and still the claim is not paid. He is now thoroughly out of patience, and writes the claim agent a pretty sharp letter, intimating that he will appeal to the courts if the claim is not settled at once, and after another delay of greater or lesser length receives his voucher.

I do not know whether all merchants have such experiences or not, but the writer has had several of them, and it seems to be

BUY RELIABLE GOODS

.. Quality Is Our Aim ..

VEGETABLES:

Tomatoes, Corn, Peas, Etc.

FRUITS:

Pears, Peaches, Strawberries, Etc.

Lakeport Preserving Co.
LAKEPORT, ONT.

"Kent" Bottled Pickles

Are honestly put up in full measure—20 oz.—bottles, from Carefully SELECTED Stock. Prepared in the best vinegar, with the purest and best spices procurable. Your trade requires, and will appreciate the BEST. You get it when you order "Kent" bottled Pickles. Don't allow substitution. There are plenty CHEAPER brands on the market but NONE BETTER.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

Bay of Quinte Canning Factories.

PICTON and DEMORESTVILLE

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

X. L. C. R. SOAP

\$2.25 per 1/2 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,
The College Grounds, Adelaide St. West,
TORONTO, ONT

TRY _____

PHOENIX BRAND

CANNED CORN PEAS TOMATOES.

Factory, Welland, Ont.
W. E. HARDISON, Manager.

SOME PEOPLE BOAST OF THEIR

Imported Pickles and Jams

But if you want a first-class article for less money, try

T. HOSKIN, 535-537 King St. West . . **TORONTO**

"Jersey Brand" Condensed Milk



It is guaranteed Pure and Unskimmed.

An excellent Food for Infants

Buy only the **Jersey Brand** for all purposes. Sold by Grocers. Outfitters and others.

— MANUFACTURED BY —

FORREST CANNING CO.,

HALIFAX, N. S.

F. W. HUDSON & CO., Agents, Toronto.

Keep your

EYE

on the

and your mind on the fact, that every can of goods put up

by us, has printed in large letters the name describing the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class.

Yours truly,

DELHI CANNING CO.



TRADE MARK

the rule with the transportation company that he is principally dependent upon to haul his goods. The only remedy is for merchants, when they have occasion to make claim for losses, to bring suit at once. This practice, if generally adopted, might induce transportation companies to pay more promptly.—J. C. Watkins, in Trade.

THE EIGHTH WONDER OF THE WORLD.

ATENTION is called to the illustration of the computing scale on another page of this issue. "What is a computing scale?" is often asked. A computing scale is a scale that weighs in dollars and cents; that is, it at once gives you the value of the article being weighed, at a given price per pound. For instance, you want to weigh a piece of cheese which you sell at 14 cents per pound. Set your scale at 14c., place cheese on scale, and run out poise, and it gives the exact value in dollars and cents, thus avoiding loss of time and any possibility of error in making calculation after having first ascertained the weight in pounds and ounces, as is the case with ordinary scales. How does it differ from ordinary scales? In appearance and manner of operating it does not differ, but is quite different as to result obtained, for with ordinary scales the article is first weighed to ascertain the number of pounds and ounces it contains, and this being multiplied by the price per pound of the article, you obtain the value, while with the computing scale the value of the article is at once obtained and shown on the weights and beam; that is, the weights and beam show the exact value of the article in dollars and cents, just as the old style scales show the weight in pounds and ounces only. Merchants and clerks benefit by the use of our scale in making calculations in order to obtain the value of an article after having weighed it, thus saving time. The computing scale gives the correct value at once, making a single calculation. Mistakes frequently occur in errors in overweight and in computing, when fractional parts of pounds enter into the weight and fractions in price per pound. This saving will pay for a computing scale several times a year, and that when the clerks think they never make mistakes. A test will prove this to any retail dealer. The cost of scale is practically nothing, for it will pay for itself several times a year in any retail store where goods are sold by weight. These items of loss are much greater than most dealers know or will care to admit, but any careful business man who will care to investigate will find that the matter is "under," rather than over-estimated. The losses arising from careless weighing, errors in calculation and guessing, in many kinds of merchandise sold at close profit mean selling goods at a loss instead of a profit. The computing scales are

SURPRISE SOAP

For the benefit of your customers. For your own profit.
ALL JOBBERS SELL IT.

THE ST. CROIX SOAP MFG. CO.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.

adapted to any class of retail business, some for heavy weighing and for goods at a low price per pound, and others for lighter weighing, for goods at a higher price per pound, all being made suitable for use on the counters for which they are intended. These scales are as simple as ordinary scales; in fact the only difference between them and ordinary scales is that you set the scale at the price per pound and read scale in dollars and cents instead of pounds and ounces, the operation of which can be learned in a few minutes, and practice makes perfect. They are the most substantial scales made and considered the handsomest on the market. "We use what is termed diamond point bearings, the hardest wearing metal known, for the wearing parts," write the manufacturers; "in fact, there is but one substance that is harder, and that is the genuine diamond. As to their accuracy, merchants are referred to those using the scale. We guarantee that our scale will indicate accurately the value of any article weighed upon it at any price within its capacity, which, in our Standard Counter Scale (illustration of which appears in this journal), is from three to sixty cents, and from half an ounce to one hundred pounds. Our tea and butter scales weigh and compute at the same time with a capacity from a quarter of an ounce to 16 pounds, and compute from 5c. to \$100. Merchants will find it to their advantage to send for price list and catalogue, which will be furnished on application."

FLAVOR OF EGGS.

GROCERS are often puzzled why their customers complain of tainted eggs when they try to get the best the market affords. The following clipping will probably explain it:

"The flavor of eggs depends very much on the kind of food given to the poultry. When hens are fed largely or almost exclu-

sively on milk, the yolk is lighter in color, the white has a milky look, and the whole egg is watery and less firm in texture than those laid by grain-fed hens. The taste of the egg is also affected, being insipid and unsatisfactory when boiled or poached, and less fine for ordinary cooking purposes even. There is no use in saying that the idea of the quality of the eggs being influenced by the food of the hens is a mere whim, since it is a well-known fact that the eggs of fowls kept in the neighborhood of the sea and fed almost entirely upon fish—taken as they come, embracing the strong and oily as well as the more delicate sorts—have an 'ancient and fish-like' taste, if not 'smell,' and eggs coming from those regions sell for less in the market in some instances than those coming from districts further inland. The reasons why hens fed on 's'ops' of milk, etc., are able to give no better eggs to their owners is because the 'old, old story,' is repeated in their case. You demand the 'tale of brick' of your servants, but you give them no straw to make them with. Curd hardly comes under the head of milk, and there is little danger of having it in large quantities to offer to your fowls. It contains all the best and most nutritious portions of the milk without its objectionable watery qualities. But the true feed for laying fowls is one third, or one quarter, of Indian corn, ground or otherwise, and oats or wheat, together with milk or whatever scraps from the house are obtainable, and as much green vegetable food as they will eat, and with these combined, and fed properly, your eggs will be of the true gold and silver stamp when the cook's fire has refined and prepared them as a relish for your breakfast table."—Town and Country Journal.

Your Trade Wants the Best



PETTIJOHN'S
CALIFORNIA BREAKFAST
... FOOD

Will satisfy you.

WRIGHT & COPP, Dominion Agents, TORONTO

Labor Savers

Because they sell themselves.

MacLaren's
Imperial Cheese



WRIGHT & COPP, Dominion Agents, TORONTO

TRADE GETTERS

Because consumers will patronize the dealers who handle them.



Batty's Crown Pickles
" Nabob Pickles
" " Sauce
" Marmalade, Jams, & Jellies

WRIGHT & COPP, Dominion Agents, TORONTO

Profit Earners . . .

Because the people will pay full value
for the list.

HIGHLAND EVAPORATED CREAM



Wright & Copp, Dominion Agents Toronto

Nothing on earth will polish your stove like **Matchless Stove Polish**



Manufactured by
Robt. Ralston & Co.
HAMILTON ONT.

Our Patrons

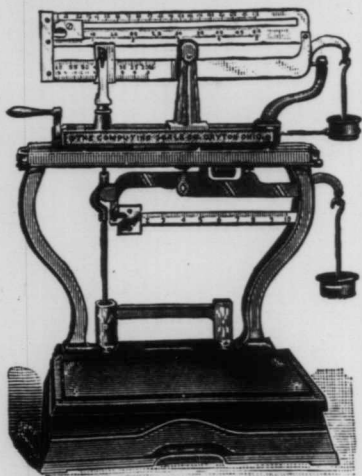
Will understand that as usual we will meet them liberally in sorting for Xmas trade in what they may run short and order by express.

THE **SNOW DRIFT CO.**
BRANTFORD

Medal Awarded at Industrial Exhibition, Toronto, 1893

THE COMPUTING SCALE

THE EIGHTH WONDER OF THE WORLD!



IT HAS BRAINS, AND ALL BUT TALKS

CAPACITY, ½ oz. to 100 lb.
COMPUTES FROM 3c. to 60c.

Fry & Trask, 34 Yonge St., Toronto
Canadian Agents for
COMPUTING SCALE GO.
Dayton, Ohio, U. S. A.

GEO. ROSSITER,

Brush Manufacturer,
10 to 14 Pape Avenue, TORONTO
Machine Brushes Made to Order
SEND FOR PRICE LISTS

HONEY

Well Ripened Alsike Clover Honey, in 60 and 65 pound cans, at 6½ cts. per pound.
Also, Buckwheat Honey at 5 cts.
Samples by mail.

R. F. WHITESIDE, Little Britain, Ont.

Order your White Spruce

❖ **BUTTER TUBS**

For delivery in April, ❖ **NOW** ❖ Right Prices.
May or June. . . . Best Goods.

WALTER WOODS & CO.,
HAMILTON, ONT.



Retailers

Why not brighten your customers' faces these hard times by selling them

BUTTERMILK TOILET SOAP

Best thing in the world for the COMPLEXION.

CONSOLIDATED FLAVORING POWDERS



A PERFECT FLAVORING that is not lost in Baking or Cooking like Liquid Extracts.

Results not only the BEST, but secured at ONE THIRD of the usual expense, giving satisfaction to the DEALER, in handling, and CONSUMER in using. Done up in beautiful screw top bottles, so every one can be tested. NO DETERIORATION WHILE IN STOCK. NOT sold to the wholesale trade.

RETAIL TRADE SOLICITED

TARBOX BROS., Sales Agents,
73 Adelaide St. West, - - - TORONTO, ONT.

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

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

.. ODART'S SPECIALTIES ..

- HIGH CLASS - - GREAT NOVELTY - - GOOD PROFIT -


ODART'S PICKLE - AND - ODART'S SAUCE

ODART & CO., PARIS, FRANCE, AND LONDON, ENG.

McAlpin Tobacco Co.

TORONTO

MANUFACTURERS

 **D**ID anything drop? Thought we heard a noise. Oh, Black Tobaccos are down, are they? **Beaver Plug** still seems to keep up and look pretty healthy, don't it? You never dreamed there were so many critical chewers in Canada, did you? Well, the woods are full of them and they are coming out pretty fast. History is repeating itself.

The consumption of tobacco in the United States in 1870 showed 75 per cent. Black and 35 per cent. Bright Plug. To-day it stands 97 per cent. Bright and 3 per cent. Black. Canadians are quite as refined as the Americans, but until recently they have had no choice in the matter.

Beaver Plug has changed all this. It is now on sale in every town in Canada, and gentlemen of refined taste are finding it out and as a matter of course are using it, hence the "slump" in Black Tobaccos.

Canada, a few years ago, had no Bright Chewing Plug worth speaking of. To-day, it has the best chew of standard Bright Tobacco in the world.

Beaver Tobacco is tougher, has a more delicate flavor and is made of better stock than any Bright goods, of similar price, manufactured in America. We therefore feel justified in asking you to buy and offer it to your best trade, the "gentlemen chewers." We will send samples for free distribution with each 12 lb. butt.

McALPIN TOBACCO CO.

SOMERVILLE'S



"MEXICAN FRUIT"



"Regular Line"
"Pepsin" and
"Cough"



"WE ALL USE IT!"

Do you keep them in stock?

The . . .

PRINCE
of

Chewing Gums

C. R. SOMERVILLE, London, Ont.



GERMAN DANDELION COFFEE

A PERFECTLY

ANTI-BILIOUS

- COFFEE -

PACKED IN ½ AND 1 LB. TINS.

SAMPLES SENT FREE.

**PURE GOLD MANFG. CO.
TORONTO.**

**Adam's
Horehound
Tutti Frutti**

Send for
Elegant
Advertising
Matter.

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



Sold by the
Wholesale
Grocery
Trade and
the
Manufacturers,

**THE HAMILTON
COFFEE AND
SPICE CO.**

Sales
Increase
Yearly
It Holds Trade

Toronto Salt Works,

128 Adelaide East,
TORONTO

Dealers in Table, Dairy, Meat Curing
Barrel, Rock Lump, and Land Salts.

Higgin's Eureka and Ashton's English
Dairy Salts. Land Plaster.

**DUNN'S
BAKING
POWDER**
THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.



BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

D. DAGENAIS, Jr., boots and shoes, Arnprior, are offering to compromise at 15c. on the dollar.

James A. Crooks, grocer, Halifax, has assigned.

Robert McLaren, grocer, Mitchell, has assigned to John Hessie.

Bush & Read, boots and shoes, Montreal, have assigned to John Hyde.

Hugh McLaren, cheese maker, Norwood, has assigned to W. A. Campbell.

Greenway & Richards, general merchants, Crystal City, Man., have assigned.

W. P. Lavoie, tobacconist, Ottawa, has assigned to J. H. De La Salle Gravelle.

Mrs. M. Ringrose, general merchant, Renfrew, has assigned to Arthur Grenville.

J. T. Hurley, manufacturer of boots and shoes, St. John, N.B., is offering to compromise at 25c. on the dollar.

The Smith Bros. Co. of Toronto, limited, wholesale and retail fruits, are in difficulties, and George Edwards has been appointed provisional liquidator.

SALES MADE OR PENDING.

Thomas Clarkson, grocer, Toronto, is advertising business for sale.

The stock of T. W. James, druggist, has been sold for 55c. on the dollar.

Mrs. F. H. Clayton, grocer, Esquimalt, B.C., is advertising business for sale.

The stock of the Brandon Boot and Shoe Co. is advertised for sale by the sheriff.

The plant, etc., of Ellis & Keighley, the insolvent spice manufacturers, has been sold to Todhunter, Mitchell & Co. for \$2,700.

PARTNERSHIPS MADE AND DISSOLVED.

Black Bros., grocers, Ambert, N.B., have dissolved.

Roth & Keller, wholesale and retail oysters, fish, etc., Stratford, have dissolved. Walter Roth continues.

Simon Leiser, wholesale grocer, Victoria, B.C., has admitted E. Bloomingdale as partner; style is now Simon, Leiser & Co.

L. K. Payzant has been admitted partner in the firm of Payzant & King, wholesale and retail grocers, Halifax; firm name unchanged.

Joseph Daignault and E. Daignault have registered a partnership in Montreal to carry on business as grocers under the firm name of Daignault & Frere.

CHANGES.

R. H. Coalfleet & Co., groceries and mill, Windsor, N.S., have sold out.

Mrs. D. McKay, general store, Craighurst, is giving up business and is advertising stock for sale.

Hazell & Son, grocers, Hamilton, have purchased the business of W. H. Woodhouse.

Sherman & Hinchcliffe, general merchants, Portguichon, B.C., have been succeeded by the Fisherman's Canning Co. (Ltd).

FIRES.

The Cow Bay co-operative store, Cow Bay, N.S., has been burned out.

The loss by fire at Wood's general store at Forest Station, Man., Sunday, was \$4,500.

Fire at Sault Ste. Marie, Ont., Monday morning totally destroyed McQuarrie's grocery, Thomas' stationery store and Stark's shoe store. Loss \$10,000; partially covered by insurance.

There have been burned out at Miami, Man.: S. A. Cowan, hotel, insurance \$5,000; Collins & Munro, general merchants, insurance \$5,250; G. T. Homberger, harness, insurance \$1,500; Lawrence & Campbell, hardware, stoves, etc., insurance \$2,000 on stock and \$1,000 on building.

DEATHS.

P. Cahill, liquors, Halifax, is dead.

John McDonagh of McDonagh & Shea, brewers, Winnipeg, is dead.

J. Graham, of J. Graham & Son, general merchants, Miami, Man., is dead.

Henry W. Sewell, a well-known Hamilton grocer, died last week. He had been ill for some weeks with pneumonia.

GROCERS' ARITHMETIC.

FIRST in class Grocers' Arithmetic, take the line, please—How long can a young man who earns \$20 a month, with expenses of \$40 a month, keep it up before he begins to use the cash in the drawer?

How long ought a man be allowed to sell 3 pounds 4 ounces of sugar for 3½ pounds?

When granulated sugar costs 5 cents and you sell 3½ pounds for 16 cents, how much do you make?

How long can any grocer keep up selling goods at cost before he fails?

How big a fool is the grocer who lost money last year because he gave credit to all who asked for it?

How much do you take in after 8 p. m., and does it pay for your gas?

How much would you lose if you closed at 8 p. m., and did not open Sundays?

How many meetings of the Grocers' Association did you attend last year?

How many times did you tell your wife you were going, but went to the variety show or bowled instead?

If a clerk gives 18 ounces of butter to a pound, and a peck and a half for a peck, how much wages ought he get?

What percentage of profit do you add to the prices of your goods?

Have you made or lost money last year?

Gentle reader, put on your thinking cap and figure these problems to your own satisfaction. They are within your reach and are of an every-day occurrence. You won't need pencil and paper, a little mental work is all that is necessary.—Retail Grocers' Advertiser.

Get
aTAYLOR
SAFEand
be
relieved
from
anxiety
as
to
the
safety
of
your
papers.

Mr. G. Finnegan, grocer, London west, had a strange experience with a would be burglar the other night. At 3 o'clock the other morning the proprietor was awakened by a strange noise in the shop. Dressing himself hurriedly he descended and found a man trying to force an entrance. Aiming low, Mr. Finnegan fired his revolver, and the discharge was immediately followed by a howl of pain from his dog, which had been lying in wait inside the door. The man outside ran off. Mr. Finnegan followed and on coming up to him found him to be a well-known resident of the village. He denied the charge at first, but confessed next morning. The dog was shot in front of the hip and lingered until night, when it was shot to end its misery.

DUST

The housekeeper's enemy, cannot always be found with the old-make Broom.

Our Broom has peculiar qualities which enable it to collect the dust and dirt better than anything we have seen in our 30 years' experience.

Values Guaranteed.

Write for Sample order and prices.

The Windsor Patent Brush Co., Ltd.,
SANDWICH, ONTARIO

Young & Smylie's Licorice Leads.

The increasing consumption of Pure Licorice in the Dominion, proves that a good thing is always quickly recognized. Don't forget Y. & S. when getting your Fall supplies.

SEE QUOTATIONS.

THE BEST IS THE CHEAPEST . USE.



MORSES
BEST
SOAP
MFG'D ONLY BY
JOHN TAYLOR & CO.
Toronto

PRITHEE PRETTY MAIDEN, PRITHEE TELL ME WHY
ON WASHING DAY SO LAUGHING SHINES THINE EYE?
MY SECRET GENTLE READER MOST EASILY IS GUESSED,
THE ONLY SOAP I USE, IS "MORSES BEST."

Sold
by ..
all ..
Dealers
every-
where.



Silver Star . . Stove Polish

Has No Equal.

Is put up in two sizes of fancy tin boxes, packed in 2 gross cases, making a handsome package. The sale of it is on the increase. Where once tried, always used. This polish saves labor. It makes neither dust nor dirt. It gives a beautiful bright black polish. No mixing required. Always ready for use. Ask your wholesale or hardware house for it; they all keep it.

The F. F. Dalley Co.
of Hamilton, Limited.

We also make a polish for stove mounter's use; put up in bulk only.

LION "L" BRAND



REGISTERED
TRADE
MARK.

PURE GOODS.
JAMS,
JELLIES,
VINEGARS,
PICKLES.

The largest
factory of the
kind in the Do-
minion.

DIPLOMA
AND MEDAL
Toronto Exhi-
bition, 1893.

MICHEL LEFEBVRE & CO., Montreal & Toronto.
Beet Sugar Factory at Berthierville, P. Q.



Samples to be seen at
T. G. WILLIAMSON & CO., TORONTO.

E. BROWN & SON'S,

7 Garrick St., London,
England, and
26 Rue Bergere, Paris.

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

Messrs. SALOMON & PHILLIPS, 33 Spruce St., New York, Sole agents for Canada and U. S. A

**The British Columbia
Commercial Journal**

Is the universally recognized leading trade and commercial paper west of Toronto. As an advertising medium to reach the B. C. trade it cannot be surpassed.

The Commercial Journal is devoted to the Lumbering, Mining, Shipping, Commercial and Industrial Interests of British Columbia. It is found on the counter in nearly every retail store in the Province. To reach the retailer you must advertise in The Commercial Journal.

SUBSCRIPTION \$2.00 PER YEAR.

Advertising Rates made known on Application.

77 JOHNSON ST., VICTORIA, B.C.



ASK FOR
MOTT'S

OTHER SPECIALTIES.
NOUGAT
RAHAT LAKUHM
ALMOND ROCK
EL MAHNA



MEDALS AND DIPLOMAS.
PARIS
SYDNEY
MELBOURNE

ST. JOHN'S WORKS, LONDON, W.C., ENGLAND.

SPECIAL APPOINTMENT, (ROYAL ARMS), TO H. M. THE QUEEN.

ASK FOR, INSIST ON GETTING & USE ONLY
"CLEANLINESS"
**NIXEY'S
BLACK LEAD**
LARGEST MANUFACTURER IN THE WORLD.

THE BEST !!!

GOES THE FARTHEST

By Royal warrant, manufacturers to Her Majesty, the Queen.

Highest Exhibition Honors.
Prize Medal, Chicago, 1893.

The "Most Popular"
BLACK LEAD
The "Most Remarkable"
POLISH

Canadian Representatives:
MR. W. MATTHEWS, MR. CHAS. GYDE,
7 Richmond St. East, 33 St. Nicholas St.,
Toronto, Montreal.

TRIUMPH AT WORLD'S FAIR CHICAGO!

FIVE HIGHEST AWARDS

FOR (Equivalent to GOLD MEDALS).

KEEN'S MUSTARD

ROBINSON'S PATENT GROATS

ROBINSON'S PATENT BARLEY

&c., &c., &c.

STOCK THEM FOR NEW YEAR TRADE.

KEEN, ROBINSON & CO., Ltd., LONDON.

CURRENT MARKET QUOTATIONS

TORONTO, Jan. 11, 1894

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

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

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

BAKING POWDER.

PURE GOLD. per doz	5 lb. cans, 1 doz. in case.	19 80
	4 lb. cans, 1 doz. in case.	16 00
	3 1/2 lb. cans, 1 and 3 doz. in case.	10 50
	16 oz. cans, 1, 2 and 4 doz. in case.	4 60
	12 oz. cans, 2 and 4 doz. in case.	3 70
	8 oz. cans, 2 and 4 doz. in case.	2 40
	6 oz. cans, 2 and 4 doz. in case.	1 90
	4 oz. cans, 4 and 6 doz. in case.	1 25
	Dunn's No. 1, in tins.	2 00
	" " 2	75
Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.		\$3 40
" " 10, in 4 doz. boxes.		2 10
" " 2, in 6 " "		80
" " 3, in 6 " "		70
" " 3, in 4 " "		45
Found tins, 3 doz. in case.		3 00
12 oz. tins, 3 doz. in case.		2 40
9 oz. tins, 4 " "		1 10



5 lb. tins, 1/2 doz. in case.	14 00
Ocean Wave, 1/2 lb., 4 doz. cases	75
OCEAN WAVE	
1/2 lb., 4 " "	1 30
No. 1, 2 " "	2 20
1 lb., 2 " "	2 20
5 lb., 1/2 " "	9 60
DIAMOND—1 lb. tins, 4 doz. cases.	0 67 1/2
" " 1 lb. " 3 " "	1 17
" " 1 lb. " 2 " "	1 98

BISCUITS.

TORONTO BISCUIT & CONFECTIONERY CO.	
Abernethy	8 1/2
Arrowroot	10 1/2
Butter	6
" 3 lbs.	20
Cabin	7 1/2
Cottage	8 1/2
Digestive	8
Daisy Wafer	16
Garibaldi	9
Gingerbread	10
Ginger Nuts	10
Graham Wafer	09
Lemon	10
Milk	9
Nic Nac	12
Oyster	6 1/2
People's Mixed	10
Pic Nic	09 1/2
Prairie	8
Rich Mixed	14
School Cake	11
Soda	6
" 3 lb.	20
Sultana	10
Tea	10
Tid Bits	9
Variety	12
Village	7 1/2
Wine	8 1/2

BLACKING.

Spanish, No. 3.	4 50
" " 5.	8 00
" " 10.	9 00
Japanese, No. 3.	4 50
" " 5.	7 50
Jaquot's French No. 2.	3 00
" " 3.	4 50
" " 4.	6 00
" " 5.	9 00
1-gross Cabinets, asst.	7 50
Egyptian, No. 1.	9 00
" " 2.	4 50
P. G. FRENCH BLACKING. per gross	
1/4 No. 4.	\$4 00
1/4 No. 6.	4 50
1/4 No. 8.	7 25
1/4 No. 10.	25
P. G. FRENCH DRESSING. per doz.	
No. 7, 1 or 2 doz. in box.	\$2 00
No. 4.	1 25

BLACK LEAD.

NIXEY'S	
Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d \$2 25
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes).	4s 3d 9 00
Silver Moonlight, Plumbago Stove Polish (12 1/2 lb. boxes).	
6 1/2 lb. in large 1d. pkts, 1 gross.	4s 3d 1 50
13 lb. in large 1d. pkts, 2 gross.	8s 6d 3 00
13 lb. in large 1d. pkts, 1 gross.	7s 6d 2 50
13 lb. in large 3d. pkts, 1 gross.	7s 6d 2 50
Reckitt's Black Lead, per box.	1 15
Each box contains either 1 gro., 1 oz.; 1 gro., 2 oz., or 1 gro., 4 oz.	
Silver Star Stove Paste	9 00

BLUE.

NIXEY'S	
"Soho Squar" in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
"Soho Squar" in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25
"Cervus" bag blue, 1 size.	2 10
" " "	1 25
Reckitt's Pure Blue, per gross	2 10
KEEN'S OXFORD. per lb	
1 lb packets	0 17
1/2 lb	0 17

KNIFE POLISH.

NIXEY'S	
"Cervus" boxes of 1 doz. 6d.	London 3s., Canada, \$1 15
"Cervus" boxes of 1 doz. 1s.	London 6s., Canada, \$2 30
For 5 gross and upward.	

CORN BROOMS.

CHAS. BOECKH & SONS. per doz	
Carpet Brooms—	net.
"Imperial," ex. fine, 8, 4 strings.	\$3 65
Do. do. 7, 4 strings.	3 45
Do. do. 6, 3 strings.	3 25
"Victoria," fine, No. 8, 4 strings.	3 30
Do. do. 7, 4 strings.	3 10
Do. do. 6, 3 strings.	2 90
"Standard," select, 8, 4 strings.	2 90
Do. do. 7, 4 strings.	2 75
Do. do. 6, 3 strings.	2 60
Do. do. 5, 3 strings.	2 40

CANNED GOODS.

Apples, 3's.	\$0 95 \$1 00
" " gallons.	2 10 2 20
Blackberries, 2's.	1 75 2 00
Blueberries, 2's.	1 00 1 10
Beans, 2's.	0 85 0 95
Corn, 2's.	0 80 0 85
" " Epicure	1 15
" " Special Brands.	1 40 1 50
Cherries, red pitted, 2's.	1 85 1 90
Peas, 2's.	0 90 1 00
" " Sifted select.	1 40
Pears, Bartlett, 2's.	1 75
" " Sugar, 2's.	1 50
Pineapple, 2's.	2 25 2 75
Plums, 2's.	1 85 2 10
" " 3's.	2 85 3 00
" " Pie, 3's.	1 85 2 00
Plums, Gr Gages, 2's.	1 50 1 60
" " Lombard, 2's.	1 50 1 60
" " Damson Blue.	0 90 1 00
Pumpkins, 3's.	2 10 2 25
" " gallons.	1 75 1 85
Raspberries, 2's.	1 80 1 90
Strawberries, choice 2's.	1 40
Succotash, 2's.	0 80 0 85
Tomatoes, 2's.	1 40 1 50
"Thistle" Finnan haddies	1 40 1 50
Lobster, Glover Leaf, flat.	2 00
" " Star (tall).	2 00
" " Impr'l Crown flat	1 90 2 00
" " Other brands.	1 80 2 00
Mackerel	1 00 1 10
Salmon, tails.	1 20 1 50
" " flats.	1 50 1 60

LYTLE'S PICKLES



ARE THE BEST.
 Try them and be convinced.
 Once used, will have no other.
T. A. LYTLE & CO.,
 Vinegar and Pickle Manufacturers,
TORONTO.

Nelson's Gelatine

IN 1-OZ. PACKAGES
 IS THE BEST ON EARTH.
Delicious Jelly Tablets
 SUPERIOR TO ALL OTHERS.

The Trade Supplied by **FRANK MAGOR & CO.**

Robinson's Pat. Barley

AND
Robinson's Pat. Groats
 ARE UNEQUALLED FOR
 YOUNG AND OLD.

16 St. John Street, MONTREAL.

Prices Current Continued—

Sardines Albert, 1/2's tins	13
" " 1/4's " "	20
" Sportsmen, 1/2 genu- ine French high grade, key opener	12 1/2
Sardines, key opener, 1/2's	10 1/2
" Exq. fine Fr'ch, k.op. 1/2's	11 1/2
" " " " 1/2's	1 1/2 11
" " " " 1/2's	18 1/2 19
" Other brands, 3/4's	11 16 17
" P & C, 1/2's tins	23 25
" " " " 1/2's	33 36
Sardines Amer 1/2's	6 1/2 8
" " " " 1/2's	9 11
" Mustard, 1/2 size, cases	11 00
50 tins, per 100	11 00

CANNED MEATS.

CANADIAN	
Comp. Corn Beef 1 lb cans	\$1 50 \$1 60
" " " " 2 "	2 60 2 65
" " " " 4 "	4 80 5 00
" " " " 6 "	7 50 7 75
" " " " 14 "	17 25 17 50
Minced Collops, 2 lb cans	2 60 2 65
" " " " 2 "	8 50
Par Ox Tongue, 2 1/2 "	3 40 3 50
" Ox Tongue, 1 "	6 90
Lurch Tongue, 1 "	2 75 2 80
English Brawn, 2 "	2 50
Camb. Sausage, 1 "	4 00
" " " " 2 "	1 50
Soups, assorted, 1 "	2 25
" " " " 2 "	1 80
Soups & Bouilli, 2 "	4 50
Potted Chicken, Turkey, or Game, 6 oz cans	1 60
Potted Ham, Tongue or Beef, 6 oz cans	1 35
Deville Tongue or Ham, 1/2 lb cans	1 40
Deville Chicken or Turkey, 1/2 lb cans	2 25
Sandwich Ham or Tongue, 1/2 lb cans	1 50
Ham, Chicken and Tongue, 1/2 lb cans	1 25

CHEWING GUM.

ADAMS & SONS CO.	
To Retailers	
Tutti Frutti, 36 5c bars	\$1 20
Pepsin Tutti Frutti, 23 5c. packets	0 75
Nerve Food Tablet, 36-5c. bars	1 20
Orange Blossom, 150 pieces	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Flirtation Gum (115 pieces)	0 65
Monte Cristo, 180 pieces	1 30
(with brilliant stone ring)	
Mexican Fruit, 36 5c. bars	1 20
Sappota, 150 pieces	0 90
Sweet Fern, 230 "	0 75
Black Jack, 115 "	0 75
Red Rose, 115 pieces	0 75
Black Jack, 115 "	0 75
Red Rose, 115 "	0 75
Magie Trick, 115 "	0 75
Oolah, 115 "	0 75
Puzzle Gum, 115 pieces	0 75
Bo-Key, 150 "	0 90
Red Spruce Chico 200 "	1 00
Automatic	
Tutti Frutti Girl, } 800 pieces. 6 00	
Sign Box (new), }	
Tutti Frutti cash box 800 "	6 00
Glass Jar with Pepsin Tutti Frutti, 115-5c. pkgs, per jar	3 75

C. R. SOMERVILLE.	
Mexican Fruit, 36-5c. Bars	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane, 150 pieces	1 00
Celery, 100 "	0 70
Lalla Rookh (all flavors) 100 "	1 00
Jingle Bell, 150 "	1 00
Cracker, 144 "	1 00
O-Dont-O, 144 "	1 00
Little Jap, 100 "	0 70
Dude Prize, 144 "	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.)	3 75
La Rosa (20-10c. pieces)	1 40
Baby (100-1c. pieces)	0 65
Alphabet (100-1c. pieces)	0 65
Keno Prize (14-1c. pieces)	1 00
Love Talk (100-1c. pieces)	0 70

CHOCOLATES & COCOAS.

CADBURY'S.	
Cocoa essence, 3 oz. pkgs	Per doz \$1 55
" " " "	per lb 8 50
Mexican chocolate, 1/2 & 1 lb pkgs	0 40
Rock chocolate, loose	0 37 1/2
" " " " 1 lb tins	0 40
Cocoa nibs, 11 lb. tins	0 35
TAYLOR BROS.' CHOCOLATE & CHICORY	
Per lb	
Soluble chocolate, 1/2 lb packets	0 30
Granulated chicory	0 10
Powdered " "	10 1/2 to 11
TODHUNTER, MITCHELL & CO'S	
Per lb	
Chocolate—	
French, 1/2's, 6 and 12 lbs.	0 30
Caraccas, 1/2's, 6 and 12 lbs.	0 35
Premium, 1/2's, 6 and 12 lbs.	0 30
Sante, 1/2's, 6 and 12 lbs.	0 26
Diamond, 1/2's, 6 and 12 lbs.	0 22
Sticks, gross boxes, each	0 00
Cocoa, Homopatic, 1/2's, 8 & 14 lbs	30
" Pearl " " " "	25
" London Pearl 1/2 & 18 "	22
" Rock " " " "	30
" Bulk, in bxs	18
EPP'S.	
Cocoa—	per lb
Case of 112 lbs each	0 35
Smaller quantities	0 37 1/2

BENSCHDORF'S ROYAL DUTCH COCOA.

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

FRY'S

(A. P. Tippet & Co., Agents)	
Chocolate—	
Carracas, 1/2's, 6 lb. boxes	per lb 0 40
Vanilla, 1/2's, " "	0 40
"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unsweetened, 1/2's, 6 lb bxs.	0 40
"Fry's" Diamond 1/2's, 6 lb bxs.	0 26
"Fry's" Monogram, 1/2, 6 lb bxs.	0 26
Cocoa—	per doz
Concentrated, 1/2's, 1 doz in box	2 40
" " " " 1 lb, " "	4 50
" " " " 1 lb, " "	8 75
Homopatic, 1/2's, 14 lb boxes	0 34
" " " " 1/2 lbs, 12 lb boxes	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma	per lb \$0 30
Mott's Prepared Cocoa	28
Mott's Homopatic Cocoa (1/2's)	32
Mott's Breakfast Cocoa	45
Mott's Breakf. Cocoa (in tins)	45
Mott's No. 1 Chocolate	30
Mott's Breakfast Chocolate	28
Mott's Caraccas Chocolate	40
Mott's Diamond Chocolate	23
Mott's French-Can Chocolate	26-27
Mott's Navy or Cooking Choc	35
Mott's Cocoa Nibs	5
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick	22 & 24
Mott's Confec Chocolate	23c-43
Mott's Sweet Choc. Liquors	18c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic Cocoa in 1 lb. tins, 12	per doz 7 25
24 and 36 lbs in box	
Hygienic Cocoa in 1/2 lb tins, 12	3 75
24 and 36 lbs in box	
Hygienic Cocoa in 1/4 lb tins, 12	2 25
24 and 36 lbs in box	
Cocoa Essence, pkgs, 2 and 4 doz in box	1 40

WALTER BAKER & CO'S

Chocolate—	
Premium No. 1, bxs 12 lbs each	45
Baker's Vanilla in bxs 12 lbs each	55
Caraccas Sweet bxs 6 lbs each	40
Best Sweet in bxs, 6 lbs. each	30
Vanilla Tablets, 416 in box, 24 bxs in case, per box	4 00
German Sweet Chocolate—	
Grocers' Style, in bxs 12 lbs each	30
Grocers' Style, in boxes 6 lbs each	30
8 Cakes to the lb., in bxs, 6 lbs ea.	31
Soluble Chocolate—	
In canisters, 1 lb., 4 lb., and 10 lb.	56
Breakfast Cocoa—	
In bxs 6 & 12 lbs., each, 1/2 lb., tins	48

MENIER FABRICANT DE CHODOLAT.

Paris et Noisiel.	
Per 120 lb. Per 12 lb.	
case lot. per lb.	per lb.
Yellow wrapper	\$0 34 \$0 36
Chamois	0 43 0 48
Pink	0 50 0 56
Blue	0 58 0 66
Green	0 50 0 56
Lilac	0 58 0 66
Bronze	0 65 0 74
White Glace	0 73 0 83
Premium	0 38 0 42

Fancy Chocolates.

Fingers—	
40 in a box... per box	\$0 36 \$0 40
" " " " " "	
Croquettes—	
Yellow wrap. " "	2 70 3 00
Pink " " "	3 75 4 20
Green " " "	

Croquettes are packed 12 lb. pack-
ages in a box, and 8 boxes in a case.

Pastilles—	
Yellow wrapper per lb	\$0 40 \$0 45
Pink " " "	0 55 0 60
Green " " "	
Each case contains 54 1 lb packages or 108 1/2 lb packages.	



Highland Brand
 Evaporated
 Cream, per
 case 7 25
 doz 1 lb tins.

CLOTHES PINS.

5 gross, single & 10 box lots	0 60 0 65
Star, 4 doz. in package	0 85
" " " " " "	1 25
" " " " " "	0 90
" " " " " "	
" " " " " "	

COFFEE.

GREEN	
c per lb	
Mocha	28, 33
Old Government Java	25, 35
Rio	21 22
Plantation Ceylon	29, 31
Porto Rico	24, 26
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26
Caffaroma, 1 & 2 lb. tins asstd	36

TODHUNTER, MITCHELL & CO'S

Excelsior Blend	34
Our Own " "	32
Jersey " "	30
Laguayra " "	28
Mocha and Java " "	35
Old Government Java	30 32 36
Arabian Mocha	35
Maracaibo	30
Santos	27 28

DRUGS AND CHEMICALS.

Alum	lb \$0 02 \$0 03
Blue Vitriol	0 06 0 07
Brimstone	0 08 0 09
Borax	0 12 0 14
Camphor	0 65 0 70
Carbolic Acid	0 30 0 50
Castor Oil	0 07 0 08
Cream Tartar	0 25 0 28
Epsom Salts	0 02 0 02 1/2
Paris Green	0 16 0 17
Extract Logwood, bulk	0 13 0 14
" " boxes	0 15 0 17
Gentian	0 10 0 13
Glycerin, per lb.	0 17 0 20
Hellebore	0 16 0 17
Iodine	0 50 0 60
Insect Powder	0 26 0 30
Salpêtre	0 08 0 09
Soda Bicarb, per keg	2 50
Sal Soda	1 18 1 25
Madder	0 12 1/2

RECKITT'S Blue and Black Lead

ALWAYS GIVE YOUR
 CUSTOMERS SATISFACTION.

MAPLE SYRUP.

In Bottles. In 1/2-Gal. Tins
In 1-Gal. Tins. In 5-Gal. Tins.

PACKED IN CRATES.

New, Fine Flavored, Clear and Pure.

Toronto Biscuit & Confectionery Co., 7 Front St. East, Toronto

TEL. 528.

HENRY C. FORTIER.

CHARLES J. PETER.

Prices current, continued—

EXTRACTS.

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

FLUID BEEF.

JOHNSTON'S, MONTREAL.

Fluid Beef—No. 1, 2 oz tins	per doz \$2 70
No. 2, 4 oz tins	4 50
No. 3, 8 oz tins	7 88
No. 4, 1 lb tins	12 83
No 5, 2 lb tins	24 30
Staminal—2 oz bottles	2 55
4 oz "	5 10
8 oz "	7 65
16 oz "	12 75
Fluid Beef Cordial—30 oz. bottles	10 00
Milk Granules in cases 4 doz	5 10
Milk Granules with Cereals— in cases 4 doz	4 25

FRUITS.

FOREIGN.	c. per lb
Currants, Provincial, bbls.	3 4
" Filiatras, bbls.	4 4
" " " " bbls.	4 4
Currants, Patras, bbls.	5 5
" " " " bbls.	5 5
" " " " cases.	5 6
" Vostizzas, cases.	6 7
" " " " cases.	6 7
" 5-crown Excelsior (cases)	8 8
" " " " 4 case.	8 8
" Panarita (finer than Vos.)	9 10
Dates, Persian, boxes.	5 6
Figs, Klernes, 14oz., per box	...
Gold medal washed Turkey, bgs abt cils., finest grade grown	10 11
Prunes, dosnia, casks	4 4
" " " " cases.	5 7
Bordeaux, casks.	5 5 1/2
Raisins, Valencia, off-stalk	5 5 1/2
Selected "	5 5 1/2
Layers "	5 5 1/2
Raisins, Sultanias "	5 5 1/2
" Elome "	...
Malaga:	...
London layers.	2 25
Imperial cabinets.	2 25
Royal clusters.	...
Fancy Vega boxes.	...
Black baskets.	...
Blue "	...
Dehesas "	1 30
Lemons.	4 00
Oranges, Jamaica.	2 75
Valencias.	4 50
Floridas.	3 00

DOMESTIC

Apples, Dried, per lb.	6 1/2
do Evaporated.	10 1/2
FISH.	
Oysters, per gallon	\$1 25
select, per gallon	1 75
Pike "	0 06
White Fish "	0 07
Salmon Trout "	0 07
Lake herring, p. 100	2 00
Pickled and Salt Fish:	
Labrador herring, p. bbl	5 00
Salmon trout, per 1/2 bbl	6 00
White Fish, 1/2 bbl.	...

Smoked Fish:	
Finnan Haddies, per lb	0 06 1/2
Bloaters " per box	1 00
Digby herring " "	0 12
Sea Fish: Haddock per lb	0 05
Cod " "	0 05
B.C. salmon " "	0 13
Frozen Sea Herrings	2 65



FOOD—BREAKFAST.

PETTICORN'S
Per case, 3 doz. 2 lb pkg in case \$1 40
Freight allowed on 2-case lots.

FOOD—NATIONAL.



Cases contain 1 doz packages	
Dessicated Wheat, per case	2 25
" Rolled Oats "	2 25
" Rolled Wheat "	2 00
Snowflake Barley	2 25
Buckwheat Flour, S.E.	2 25
Breakfast Hominy	2 00
Prepared Pea Flour	2 00
Farinose or Germ Meal	2 35
Pearl Barley (xxx)	1 40
Farina	1 40
Gluten Flour	3 00
Gluten Biscuits, per lb	12 1/2
Whole Wheat Flour	3

FOOD

ROBINSON'S BARLEY AND GROATS.	
Patent barley, 1/2 lb. tins	\$1 25
" " " " "	2 25
Patent groats, 1/2 lb. tins	1 25
" " " " "	2 25

GRAIN.

Wheat, White	0 57
" Red Winter	0 57
" Goose	0 54
Wheat, Spring, No 2	0 57
" Man Hard No 1	0 72
" " No 2	0 70
" " No 3	0 66
Oats, No 2, per 34 lbs	28 1/2
Barley, No 1, per 48 lbs.	40 41
" No 2	40 41
" No 3	...
Peas	51
Corn	...

HAY & STRAW.

Hay, Pressed, "on track	9 50
Straw Pressed.	0 00

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto	
50 to 60 dy basis	2 30
40 dy	2 35

30 dy	2 45
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 90

HORSE NAILS:
Canadian, dis. 65 to 70

HORSE SHOES:
From Toronto, per keg ... 3 65

SCREWS: Wood—
Flat head iron 7 1/2 p.c. dis
Round " " 7 1/2 p.c. dis
Flat head brass 7 1/2 p.c. dis
Round head brass 70 p.c.

WINDOW GLASS: [To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]
1st break (25 in and under) ... 1 25
2nd " (26 to 40 inches) ... 1 40
3rd " (41 to 50 ") ... 3 10
4th " (51 to 60 ") ... 3 40
5th " (61 to 70 ") ... 3 70

ROPE: Manila ... 0 10
New Zealand ... 0 08
AXES: Per box, \$6 to \$12 ... 0 08 1/2

SHOT: Canadian, dis. 12 1/2 per cent.
HINGES: Heavy T and strap ... 0 4 1/2
" Screw, hook & strap ... 0 3 1/2

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

25 lb. irons	per lb ... 5
No. 1	4 1/2
No. 2	4 1/2
No. 3	4 1/2
TURPENTINE Selected packages, per gal	0 44
LINSEED OIL per gal, raw	0 60
Boiled, per gal.	0 63
GLUE: Common, per lb	0 10

INDURATED FIBRE WARE.

1/2 pail, 6 qt.	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" " "	13 25
" " "	11 00
Fibre Butter Tubs (30 lbs)	4 50
Nests of 3	3 40
Keelers No. 1	10 00
" " "	9 00
" " "	8 00
" " "	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" " round "	3 50
Handy dish	3 50
Water Closet Tanks	18 00

JAMS AND JELLIES.

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

TORONTO BISCUIT & CONFECTIONERY CO

Jams, absolutely pure—apple	Per 11 \$0 06
Family	0 07
Black and Red currant, Raspberry, Strawberry, Peach and Gooseberry per lb.	0 12
Plum	0 10

Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 25 lb. pails.	
Marmalade—orange	0 12

SOUTHWELL'S GOODS

Clear jelly marmalades	per doz. \$2 40
Whole fruit jams	2 40
Other	2 10
Black currant jelly	3 20
Red	3 20
All the above in 1 lb. clear glass pots	

LICORICE.

YOUNG & SMYTHE'S LIST.	
5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25
" Ringed" 5 lb boxes, per lb	0 40
" Acme" Pellets, 5 lb cans, per can	2 00
" Acme" Pellets, Fancy boxes (30s) per box	1 50
" Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges, 5 lb cans	1 50
Purity Licorice, 300 sticks	1 45
" " 100 "	0 75
Imitation Calabria, 5 lb bxs p lb	0 20

MINCE MEAT.

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

KEEN'S.	
Square tins—	per lb
D.S.F., 1 lb. tins	\$0 40
" " "	0 40
" " "	0 44
Round tins—	
F.D. 1/2 lb. tins	0 25
" " "	0 27 1/2
" 4 lb. jars, per jar	0 75
" " "	0 25
" 4 lb. tins, decorated, pr. tin	0 80

CHEERY'S LATHS

Pure in 1 lb. tins	0 40
Pure in 1/2 lb. tins	0 42
Pure in 1/4 lb. tins	0 44

NUTS.

Almonds, Ivica	per lb
" Tarragona	12 1/2
" Fornigetta	...
Almonds, Shelled Valencias	25 30
" " Jordan	40 45
" " Canary	24 27
Brazil	12 1/2
Cocanuts, per 100	\$4 50
Filberts, Sicily	94 10 1/2
Pecans, roasted	13 15
" green	11 12
Walnuts, Grenoble	13 14
" Bordeaux	11 12
" Naples, cases	...
" Marbots	11 12

PETROLEUM.

5 to 10 bbl lots, Toronto.	Imp. gal
Canadian	0 12
Carbon Safety	0 15 1/2
Canadian Water White	0 19
Amer n Water White	0 19
Photogene	0 90
(For prices at Petrolia see Marke Report.)	

50 CENTS . .
per hundred

Will buy the best and most economical
of transferable

Trade Due Bills
1c., 5c., 10c., 25c., 50c., and \$1
Denominations.

How many shall we send you?
Will wear like money and quite as handy.

J. K. CRANSTON, GALT.

YOU WILL FIND

**Boeckh's
Brushes
& Brooms**

In almost every town from OCEAN to
OCEAN. They are sold in all first-
class stores, as goods bearing this
brand are always reliable and as repre-
sented.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

The Imperial Rubber Stamp Works
Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly at-
tended to.
102 ADELAIDE ST. WEST - - - TORONTO.

The Hilliard House
RAT PORTAGE, ONT.

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

TETLEY'S TEAS.



TETLEY'S CELEBRATED DELIVERY WAGGON.

LADIES Appreciate Tetley's **TEAS.**
Do you keep them?

JOSEPH TETLEY & CO. 469 St. Paul Street, MONTREAL.
30 Front Street East, TORONTO.

Prices current, continued.

PICKLES, SAUCES, SOUPS.

Wright & Copp, Agents, Toronto.

Snider's Tomato Catsup, per doz	5 50
" " " pts	3 50
" " " 1/2 pts	2 00
" Chili Sauce " pts	4 50
" " " 1/2 pts	3 25
Snider's Soups (in 3 lb cans).	
Tomato	3 50
Chicken, Mock Turtle, Cream of Pea, Cream of Asparagus, Cream of Celery, Cream of Corn, Oxtail.	4 50
Chicken Gumbo, Mulligatawny, Mutton Broth, Beef, Vegetable, Printanier, Julienne, Vermicelli, Noodle.	4 25
Assorted—Consomme, Bouillon, Pea.	4 00

Worcester Sauce, 1/2 pts.	\$3 60	\$3 75
" " pints	6 25	6 50
Pickles, all kinds, pints	3 25	
" " quarts	6 00	
Harvey Sauce—genuine—1/2 pts	3 25	
Mushroom Catsup " "	2 25	
Anchovy Sauce " "	3 25	

PRODUCE.

Butter, creamery, tubs	\$0 24	\$0 26
" dairy, tubs, choice	0 20	0 22
" " medium	0 17	0 19
" low grades to com	0 15	0 16
Butter, pound rolls	0 24	0 25
" large rolls	0 19	0 20
" store crocks	0 17	0 19
Cheese	0 10	0 11 1/2
Eggs, fresh, per doz	0 17 1/2	0 18
" limed	0 15 1/2	0 16
Beans	1 25	1 50
Onions, per bag	1 00	0 00
Potatoes, per bag	50	0 60
Hops, 1892 crop	0 12	0 13
" 1893	0 18	0 20
Honey, extracted	0 05	0 08
" section	0 14	0 15

PROVISIONS.

Bacon, long clear, p lb	0 09 1/2	0 09 1/2
Pork, shortcut, p. bbl.	18 00	18 50

Hams, smoked, per lb	0 12	0 12 1/2
" pickled	0 11	0 11
Bellies	0 12 1/2	0 13
Rolls	0 09 1/2	0 10
Backs	0 11	0 11 1/2
Lard, pure, per lb	0 10	0 11
Compound	0 08 1/2	0 08 1/2
Tallow, refined, per lb	0 05	0 05 1/2
" rough	0 02	0 02

RICE, ETC. Per lb

Rice, Aracan	3 1/2	3 65
" Patna	4 1/2	4 1/2
" Japan	5	5
" Imperial Secta	5 1/2	5 1/2
" extra Burmah	6 1/2	6 1/2
" Java extra	6 1/2	6 1/2
" Genuine Carolina	9 1/2	10
Grand Duke	6 1/2	6 1/2
Sago	4 1/2	4 1/2
Tapioca	4 1/2	4 1/2
Goathead (finest imported)	6 1/2	6 1/2
Crystal, 25 lb sacks	\$1 35	
" 50 " bags	2 60	

SAPOLIO.

In 1/2 for grs. boxes, per gross	\$11 30
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ROOT BEER.

Hire's (Liquid) per doz	\$2 25
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SPICES.

GROUND Per lb.

Pepper, black, pure	\$0 14	\$0 16
" fine to superior	10	15
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African	16	16
Jassia, fine to pure	18	25
Cloves	14	25
Allspice, choice to pure	13	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	32

KEEN'S MIXED

1 oz. tins, 2 lb boxes, per box	1 00
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STARCH.

BRITISH AMERICA STARCH CO

1st Quality White Laundry—3 lb. cartons, boxes, 36 lbs.	5 1/2
Ditto " " bbls., 175 "	5
Ditto " " kegs, 100 "	5

Canada Laundry, boxes, 40 lbs.	4 1/2
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.	7 1/2
Lily White Gloss, kegs, 100 lbs.	6 1/2
1 lb. fancy cartons, cases, 36 lbs.	7
6 lb. draw-lid boxes, 5 in o'to, 48 lbs.	7
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases, 36 lbs.	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.	7 1/2
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.	7

KINGSFORDS OSWEGO STARCH.

Pure Starch—

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

ST. LAWRENCE STARCH CO'S

Culinary Starches—

St. Lawrence corn starch	7
Durham corn starch	7 1/2

Laundry Starches—

No. 1, White, 4 lb. Cartons	5 1/2
" " Bbls.	5
" " Kegs	5

Canada Laundry

Ivory Gloss, six 6 lb. boxes, sliding covers	7
Ivory Gloss, fancy picture, 1 lb packs	7
Patent Starch, fancy picture, 1 lb. cartons	7 1/2
Ivory Starch in cases of 40 packages	\$3 00

SUGAR. c. per lb

Granulated	4 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
" 50 lb. boxes	5 1/2
Extra Ground, bbls 100 lbs	5 1/2
" " less than a bbl	5 1/2

Powdered, bbls	4 1/2	4 1/2
" less than a bbl	4	4
Extra bright refined	4 1/2	4 1/2
Bright Yellow	4 1/2	4 1/2
Medium	3 1/2	3 1/2
Brown	3 1/2	3 1/2
Dark yellow	3 1/2	3 1/2
Raw, bri	3 1/2	3 1/2

SALT.

Bbl salt, car lots	0 90
Coarse, car lots, F.O.B.	0 60
" small lots	0 75
Dairy, car lots, F.O.B.	1 25
" small lots	1 50
" quarter-sacks	0 88
Common, fine car lots	0 70
" small lots	0 85
Rock salt, per ton	10 00
Liverpool coarse	0 75

SYRUPS AND MOLASSES.

SYRUPS. Per gal

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	2 1/2
Crown	3 3/4

MOLASSES. Per gal

Trinidad, in puncheons	0 82	0 85
" bbls	0 86	0 87
" 1/2 bbls	0 40	0 40
New Orleans, in bbls	0 30	0 52
Porto Rico, hdds	0 38	0 40
" barrels	0 42	0 44
" 1/2 barrels	0 44	0 46

SOAP.

Ivory Bar, 1 lb. bars	per lb	6
Do. 2, 6-16 and 3 lb bars	"	5 1/2
Primrose, 12 oz. cske, per doz		45

MORSE'S

Per box—in 2 box lots

100 bars	\$5 25
50 bars	3 25
Chicago Water Electric	2 50
Eclipse, 3 lbs	3 30
Everyday, 12 oz.	4 50
Morse's Best, 12 oz.	4 50
Queen City, 14 oz.	3 60
Detroit, 12 oz.	2 40

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

NO BLUEING Material whatsoever is used in the
 Manufacture of OUR GRANULATED

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

MANUFACTURERS OF REFINED SUGARS OF THE WELL-KNOWN BRAND

Redpath

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

Lump Sugar, in 50 and 100 lb. boxes.
"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.
"Cream" Sugars, (not dried.)
Yellow Sugars of all Grades and Standards.
Syrups of all Grades in Barrels and Half Barrels.
Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

THE CANADIAN GROCER

Business College

TORONTO AND STRATFORD.

Canada's Greatest Business Schools.

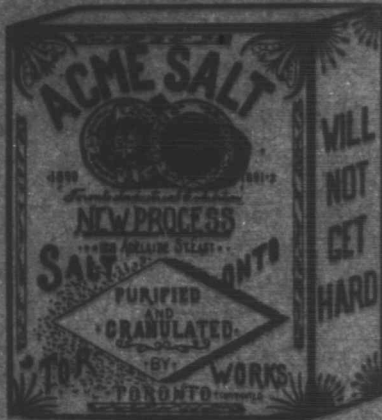
FORTY DOLLARS invested in a first-class business education will produce highly satisfactory results.

Others have found it a paying investment. Why don't you try it?

Write for catalogues.

BHAW & ELLIOTT, Principals.

FAO SIMILE OF PACKAGE.



WALTER BAKER & CO.



The Largest Manufacturers of
Cocoa and Chocolate
IN THIS COUNTRY,
have received from the Judges
of the

World's
Columbian
Exposition

The Highest Awards
(Medals and Diplomas)

on each of the following articles, namely:

**BREAKFAST COCOA,
PREMIUM NO. 1 CHOCOLATE,
GERMAN SWEET CHOCOLATE,
VANILLA CHOCOLATE,
COCOA BUTTER,**

For "purity of material," "excellent flavor," and "uniform even composition."

SOLD BY GROCERS EVERYWHERE.

W. BAKER & CO., Dorchester, Mass. U.S.A.

Branch House, 8 Hospital St., Montreal.

The way to build up a permanent business on a solid basis, is to sell goods the public want and are sure to appreciate.

SUCH ARE THE FOLLOWING:

**JOHNSTON'S
FLUID BEEF**

STAMINAL

MILK GRANULES

—AND—

Milk Granules with Cereals

Prepared by

**The Johnston Fluid Beef Co.
MONTREAL.**



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.

We are also packers of the well and favorably known brands of BEAVER, COLUMBIA and TIGER, all guaranteed prime Red fish.

ALL LIVE GROCERS KEEP THEM.

J. H. TODD & SON,

Victoria, B.C., Owners.

AGENTS—Stanway & Bayley, Toronto, Agents for Ontario.

W. S. Goodhugh & Co., Montreal.

Tees & Perse, Winnipeg.

CHARLES F. CLARK, EDW. F. RANDOLPH
PRESIDENT, TREASURER.

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
Executive Offices, PROPRIETORS.

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