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VOL. V.

TORONTO, AUGUST 21, 1891.

No. 34

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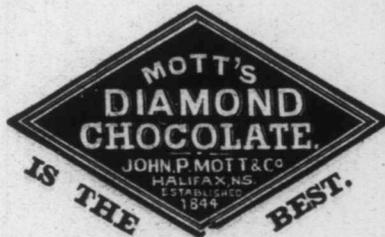
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**THE CANADIAN GROCER**  
**& GENERAL STOREKEEPER**

PUBLISHED WEEKLY.  
 \$2.00 PER YEAR

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

Vol. V.

TORONTO, AUGUST 21, 1891.

No. 34

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

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

HEAD OFFICE: 8 Wellington West, Toronto.

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

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

**SPECIAL TO OUR READERS.**

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

In an address read before the convention of the National Editorial Association, held recently in St. Paul, Minn., Mr. A. Frank Richardson drew the attention of the press and the public to the large business in substitute goods that is carried on by druggists. These traders are accused of using their influence as salesmen to foist upon purchasers unknown or inferior preparations, in lieu of goods that have risen through their own excellence and the enterprise of their proprietors to a commanding place in popular esteem. The demand for such well-known goods is ready-made and is an extensive one. Any cheaper substitute for one of them is sure to put money in the pocket of him who can invent it, and there accordingly plenty of compounders prepared to offer an equivalent for the articles in most common request. Even if there were any originality about those so-called equivalents, it is certain that very few of them would ever be submitted for sale, were it not for the existence of the articles they strive to displace. When a preparation has a world-wide or national name and has fully explored the resources of the demand, then imitators come to put their wares in the avenues opened up by

their forerunner. The imitators, having a demand created beforehand, require no enterprise to put their stuff on the market. They must not claim for it any original merit; otherwise they will have to make good their claim. All they do is to say the article is like some other that is in conspicuous demand. They do not presume to be the originators of any volume of demand, they aim to steal what has been originated.

This evil is not confined to the drug trade. There are counterfeiters who use the grocery trade for the circulation of their false or inferior wares. Such men do not invent anything that begets demand. They see some proprietary article receiving large attention, they wait till it has established its network of capillaries through the whole consuming body, and then they make something that is just the same according to their representations. They do not pretend that their article has any individuality. If they did it might probably have no rival, but it certainly would have no prototype. That is what such an invention wants. It requires to start under fraudulent auspices, and as it would be a criminal act to forge the brand of the prototype, the thing has to be represented as having the same qualities but not the same name. What merit and extensive advertising have done for the reputable article is sought to be turned to the advantage of the spurious article. The fraudulent brands under which certain domestic pickles were sold here, and to which THE GROCER referred some time ago, illustrate this. Liberal advertising, undoubted worth and long standing had made a certain brand a guarantee of sale nearly anywhere. This brand the domestic pickle makers in question made their model, and under a modified form of it and an untruthful statement upon the label, they sold where they would never have otherwise sold. There are vinegar-bottlers of whom the same fraud has been alleged.

And there are many lines that would not have been if the great success of some eminent predecessor had not called them into existence.

\* \* \* \* \*

The trade should be chary about lending itself to the purposes of adventurous imitators. The men who have the faith in their specialty to launch it out in quest of a demand which had never been offered the like before, deserve some protection. When their specialty becomes a staple it is sure to have many imitations clinging to its skirts which should be brushed off before being dragged into prominence. Wherever there is any attempt to float an article upon anything but its intrinsic merits or the enterprise of its promoters, the trade should refuse to be a party to it. The articles that are standard now in their respective spheres did not get into their prominence by virtue of unscrupulous attempts to seize the trade of something they were made after. Their individuality, not their likeness to something else, was what they were pushed upon. It is always a suspicious argument to say that some new thing is like some old one in its usefulness, and is usually a fair test upon which to decide the trader to let the thing alone.

\* \* \* \* \*

It is not always desirable that the trader should be neutral between the claims of two articles for the buyer's favor. The trader has the consideration of relative profit to bias him one way or the other, but he ought to take a broad view of that aspect of the matter, and compare the articles not by units but by the respective volumes sold of each in a year. By that means he will arrive at a true verdict as to which is the more profitable. Sometimes, too, the trader is driven to prefer the unworthier of two articles by the selfishness of the manufacturers or proprietors, who cut profits down too low on the retailer. The natural effect of this works against the proprietors' interests, and it is just that it should.

### "TRAVELER" AND WHOLESALING RETAILERS.

In another column "Traveler" has something to say about the extent of the trade that is carried on directly between wholesalers and consumers, about the causes of it, and about a remedy for it. He agrees with THE GROCER in deprecating the evil, but appears to think that THE GROCER does not go far enough or does not sufficiently grasp the question. His views, however, differ from those expressed in this paper more in degree than in substance, and would probably undergo some amendment under the influence of wider observation.

In the first place, the action of such wholesalers as have sold to consumers does not furnish grounds for a general onslaught upon the wholesale trade. If there are some members of it whose travelers sell to consumers, that fact does not warrant us in saying that a traveler goes out among consumers to look for trade when he finds he can sell nothing to traders. It only warrants us in saying that such is the procedure of certain houses. It appears that there are several of such houses, but those who do no such business not only outcount, but outweigh those who do. An exaggerated idea of the evil is more likely to retard than to accelerate reform, as, if there is a feeling that such practice is common, some who never countenanced it might resort to it, out of a belief that it is necessary in order to hold their own.

As to the cause of the evil, it is unlikely that it originated in the necessity felt by travelers to find a substitute for retailers' custom, and to fill in time that the retail demand offered no occupation for. Travelers as a rule want no such undignified work as that. The cause of the practice lies in the greed and smallness of the principals who are guilty of it. The travelers have no right to be made the scapegoats. And it is not done by houses that have an assured place in the respect of the trade.

"Traveler" fails to find any remedy proposed by correspondents who have written upon this question in its various acute spells during the last several years. Nor do editorials make any suggestions. But he does. He brings forward the original idea that local organizations shall be formed everywhere, and that all shall be leagued together into a national or provincial body. Surely this notion has been made familiar to him by the numerous references that have been made to it from time to time in this paper. Perhaps there would be faults in trade even after such an association would be perfected, and specific evils would still call for specific treatment. The best remedy is the obvious one: Confine your trade to those who will not sell to consumers. It does not need organization to do this. The sum of individual withdrawals will soon sink an erring house into the obscurity it deserves.

### WHOLESALE TRANSGRESSORS.

In the Kingston Whig's Yarker correspondence of the 5th inst., wholesale grocers of Kingston and Napanee are accused of doing a large amount of direct trading with consumers. The writer of the paragraph in which that statement is made ventures the opinion that the Wholesale Grocers' Guild must be in a very weak condition. If the thing alleged is a fact, there can be no question about the justice of the comment. The Guild must be weak, if its power to enforce one of its cardinal principles is so far wanting that violation of that principle becomes the rule rather than the exception on the part of an important local division of the Guild. The wholesalers of Kingston have frequently been complained of before as the systematic competitors of their patrons. The Guild closes its doors to all retail grocers, and its accepted definition of what constitutes a retailer leaves no loophole for the admission of any who are not strictly and solely wholesalers. The retribution that is in the hands of retailers themselves generally evens up things in the end. If certain wholesalers ignore the retailers in the distributive system, the retailers can in turn ignore those wholesalers, and the latter will find their tendency to level down into retail rank is irresistible. The trade alone can maintain any large jobbing house. When it has not the support of the trade its largeness must gradually modify and fade away. There were days when the retailing jobber made money, but his jobbing was a stage in his progress towards full wholesale standing, and was not because of decadence from wholesale standing. The present practice is a downhill one, the old one was an uphill one.

It is an open secret that the Guild is becoming more alive to the fact that to certain of its members some of its fundamental laws are a dead letter. The restriction of trade to retailers is not the only one of its objects whose general realization is hindered by the practice of members. There are artful ways of evading regulations, and if artifice is wanting direct violation is not. Instances of tobacco being sold at standard quotations, but with the inducement of freight thrown in, have come under its notice, and though the freight concession is, in defence, alleged to be an authorized act of travellers and a means taken by them to do business entirely at their own expense, there has been a demand made by some members that \$500 shall be deposited as a guarantee that every rule of the Guild shall be carried out by every member of it. This is right. It is as much due to retailers as to conscientious wholesalers, that there shall be no infraction of sound business principles that have once been adopted by the general body of wholesalers.

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

### LOBSTER CANNING.

Last year in addition to supplying the home demand, the lobster canning industry in the Dominion exported 8,001,353 lbs. of tinned lobsters, valued at \$967,654. Of this quantity the great republic received nearly one-half and Great Britain nearly as much, with Germany and France as much smaller purchasers. It will surprise some readers to learn that official statistics show that this industry gives employment during the season to 28,818 men, women and boys. There are in the Dominion 364 factories, and last year over half a million traps were in use to supply them with lobsters. The lobster fishery on the coast of Maine has been greatly exhausted by the taking of the young and but partly grown shell-fish, and there is too much reason to believe that our own fishery suffer, in the same way, from lax administration and persistent violation of the law. In the meantime the demand has been increasing, and will be further strengthened by the closing of some six British factories on the Newfoundland coast pending the settlement of the French shore question. Prices are reported to be advancing, and the season promises to be a successful one to those engaged in the canning industry.—St. John, N.B., Telegraph.

### BARGAINS.

Do bargain sales pay? is a problem with which every merchant has struggled. Profit is a peculiar thing, and some of the most costly errors of a retailer's experience are committed in dealing with this delusive factor. Any move which redounds to the good of the promoter may consistently be declared profitable, although the single transaction may result in actual loss of money. If the loss of five cents entails a profit of ten cents it is manifestly wise to lose the five. Profit is an effect, rather than a mere difference between cost and selling price in separate transactions, and we know of no rule whereby profits may be computed save as a general result. Every merchant knows that he cannot mark all goods upon a basis of 20 or 25 per cent. profit, for not every line will admit of it, while many will yield 50 per cent. Considering, therefore, the bargain sale in its relation to net profits as we have defined that broad term, we must consider the effect of the bargain sale upon general trade in order to determine whether the slight losses incurred result in profit. The store which is continually offering bargains soon becomes very popular, the general opinion of all shoppers being to the effect that the proprietors are very close buyers, and are, beside, content with small profits. People become accustomed to going to the store, finding that aside from special offerings they can purchase all goods as cheap or cheaper than anywhere else. It unquestionably increases the volume of trade largely, and while the percentage may be somewhat lowered the net profits are considerably larger. Any system enabling a merchant to turn stocks quickly admits of a large business on moderate capital. But if the system of bargain sales entailed an actual loss, it is now so firmly fixed in the minds of purchasers that it cannot be done away with.—Ex.



### WISH TO BECOME A SUBSCRIBER.

CANADIAN GROCER.

Enclosed you will please find subscription price for THE CANADIAN GROCER, as I wish to become a subscriber to your valuable paper. I was well pleased with the sample copy you sent me.

Remaining truly,

C. RYAN & Co.,

Macleod, Alberta, N. W. T.

### WHOLESALE TRADE WITH CONSUMERS.

August 17, 1891.

To the Editor CANADIAN GROCER.

DEAR SIR,—The communication in last week's GROCER signed "Country Merchants," and your article on the same calls to my mind a rumor I heard while in Toronto some little time back, and which comes more forcibly to the front, as it now seems to be corroborated. The rumor was to the effect that the gentleman named in Country Merchants' letter was starting into the wholesale grocery business for the express purpose of taking up the customers (consumers) who had been dropped by the party whom you style "an old offender." If this is so it accounts for the circulars being distributed among the customers of said old offender. The question of wholesalers supplying consumers is not quite a dead issue, although no really wholesale house will acknowledge the supplying of consumers. It is a noteworthy fact that upon visiting wholesale houses in Toronto you are almost invariably confronted with the sign "Wholesale only" or "The trade only supplied," giving you due warning that the house recognizes the principle laid down by wholesale and retail dealers alike, that the legitimate business of the wholesale grocer is the supplying of the retail trade. There is also another phase to this question. In your issue of April 10th, of the current volume, over the signature of the secretary of the Wholesale Grocers' Guild, is a statement of this very same principle, the rule being laid down by the Guild "That any house selling goods directly to the consumer is a retail house, no matter if, in addition to such trade, it also does some wholesale business."

Now, Sir, this being the rule, it would be interesting to ascertain from the secretary of the Wholesale Grocers' Guild whether Mr. Humphrey is a member of that body or not. If he is, the course is clear. Country merchants need only forward the evidence to the secretary of the Guild, and he will most likely be called down. If he is not a

member of the Guild, then the various retail grocers' associations can attend to his case by instructing their members that they have no use for a house which, after selling to the retailer, proceeds to poach upon upon his preserves by supplying his customers. In conclusion, Mr. Editor, I may say that I made enquiries from the secretary of the T.R.G.A. as to the gentleman's membership in that body, as I had heard that he was a member. The secretary, however, informed me that his membership fee was paid up to the end of 1890, but had not been collected for the present year.

I remain yours,  
STOREKEEPER.

### WHOLESALE TRADING TO CONSUMERS.

To the Editor CANADIAN GROCER.

SIR,—I have read many letters in the CANADIAN GROCER from country merchants in regard to wholesalers selling to consumers, and I notice your editorial on the subject in last issue. Now, I fancy if there was but one or two or three or ten wholesale merchants that would or did sell to consumers, it would be an easy matter for the publishers to take them in hand for this breach of trade courtesy; for that is just what it amounts to, and nothing more. But I fancy again that the per cent. of wholesalers who break packages and sell to consumers is greater than those who do not, and as a traveler for a wholesale house put it to me the other day, "they all do it," and just here I will give his reasons for their doing it. He said wholesale men put out their travelers, and they go to a town, canvass the trade, all of whom was getting goods from their particular house, and had no reason to change. Consequently, if the travelers got no orders and having time on their hands, they canvass some of the large consumers, and if they do not get a customer, they take his address for future operations, to mail them circulars and bait them for a nibble, and in time they will bite. There are instances where a wholesale house has filled orders of their travelers' sold to the trade and the consumer at the same time, by the same train. The carter had both on the same truck for delivery. This was in the paint trade. I think that firm has since failed, but it would take too much space of your valuable paper to publish all the proofs that could be furnished of cases where wholesale houses sell to consumers to the injury of the retail trade. But I fancy again what the retailer is most interested in is the remedy. I have failed to see any remedy suggested by any of your writers' and even editorials have been very meagre on that point, and that I may not be accused of not having an "opinion" on the subject I will give one, which is that the whole solution of the question lies in the organization of local Associations throughout the Dominion, under a general head or Grand Association, which shall be representative of all the local associations in the Dominion. Until this is done no suc-

cessful resistance can be made against the evil in question, as well as many others. It will be asked how are associations to deal successfully with this one issue? I will explain this. A and B are wholesale men. B has the trade in Gravenhurst. A comes along, can't sell any goods to the trade, so he takes two or three consumers' orders at wholesale prices. Then he goes to Orillia where he has a good trade custom and books his orders, and is well satisfied to leave the consumers alone, and so one house follows the other perhaps in the same way, all to the detriment of the retailer. Now if the merchants organized into an association in Gravenhurst and Orillia, and the Gravenhurst association reported to Orillia that A had sold to consumers in Gravenhurst because he had no customers there, A's customers in Orillia would be bound to give him the "cold shoulder," and when he found his operations were reported ahead of him in every town his vocation as a "wholesale man" would be gone. Now these are questions and practices of vital importance to all retailers, and all associations should be formed with these vital issues in view. The black list is as important between towns and cities as between local dealers. There will always be kickers in associations of any kind, but merchants should not allow a kicker on some minor question such as "early closing" and "holidays" break up an organization born for more important issues than that.

Yours,  
TRAVELLER.

### THE ART OF SELLING.

To the student of human nature probably no greater field to study odd and peculiar characters presents itself than in several departments of a large retail house. A few days spent at one of these houses will bring one in contact with more quaint and curious people than one would encounter in a long journey. The machinery of a salesman's life does not revolve as smoothly as one would suppose, judging by a superficial glance.

It is generally supposed that a salesman's duties consist merely in showing his goods and having them wrapped up. A more mistaken idea could not be imagined; for, if this were all, selling would be a pastime. The successful salesman must be a close observer to enable him to "size up" his customer at a glance and know how to approach him. He must be cool, cautious, determined and possess an almost inexhaustible supply of patience.

In nearly all houses there is a rule that if a salesman fails to effect a sale he must transfer his customer to another salesman. The sales made by these transfers are numerous, proving conclusively one or two things—either the first salesman, through some reason or other, failed to make the proper impression, or the customer was such a peculiar character that the manner and language, combined with the different tactics of the second salesman, happened to catch his fancy. No one without the personal experience can realize the tremendous strain and tax to which a salesman's patience is subjected. He must be prepared to meet all sorts of statements and arguments and be able to disprove them promptly and in a genial manner. Under no circumstances must he lose his temper; if he does he is lost, no matter how much time and labor he has spent or mental worry he has suffered.—Am. Storekeeper.

## A STUDY IN DETAILS.

Little did we expect or dream to find on the frontier a demonstration of the theory often advanced and advocated in the American Grocer, that it was practicable and of value to so systematize the workings of a retail store as to bring clearly and constantly to view all of the details of the business. We feel assured that our grocers will be glad of an account of the workings of an Arizona general store doing a trade in miscellaneous merchandize of \$160,000 per annum, and yet so perfect is the system that the owners know exactly the relation which every article in the stock bears to the total business. The details are simple and cannot be considered as adding to the expenses of management, but rather as contributing to increased profits and perfection of service.

First—There is a very thorough system regarding the receipt of goods. It is a rule to request shippers of goods to note on invoices, weights, classification and rates of freight. Whether this is done or not every invoice of merchandise when received is thoroughly examined, all of the goods weighed, the date of their receipt noted upon the packages, and examination made as to whether the classification is correct and the rate of freight is right or not. It has been found by experience that errors are very numerous in this direction and a very large saving is effected by this thorough inspection of goods purchased and received. Every article in stock is marked so that there will be no blunders or errors in the sale of goods. There is also a system of "Want" books, upon which the clerks are requested to note goods which are likely to be needed within a short time.

At this distant point, Flagstaff, Arizona, freights are so high that the cost adds an average of 30 per cent. to the invoice price of the goods, and yet we find that many articles, particularly those purchased on the Pacific coast, are retailed quite as cheaply as in the larger cities of the East.

The stock is varied and includes all the general lines of groceries, dry goods, boots and shoes, hardware, crockery, glassware, drugs, Yankee notions, Indian supplies, such as are needed by the traders and the Indians direct.

In the department of dry goods an interesting feature is the receipt and sale of Bayeta cloth, brilliant red in color, manufactured and dyed in Spain, and which is purchased almost exclusively by the Indians, who unravel it and use it in manufacturing blankets, etc.

We find in the line of food, table delicacies such as are usually found only in first-class city stores, such as goods put up by Alexis Godillot, Jr., Richardson & Robbins, Gordon & Dilworth, and other first class preservers. We were quite surprised to find, for instance,

Philippe & Canaud's sardines, the finest brands of olive oil and the choicer imported delicacies.

There is a very large business done with the Indians, who bring in their blankets, baskets, etc., and exchange for supplies. This gives this store a stock of Indian blankets and curios for which a ready market is found in Texas, New Mexico, California and other points. Eastern people are not apt to appreciate the value, for instance, of Navajo blankets, which run in price from \$2 or \$4 to some for which \$125 have been refused.

Second—In this store an account is kept so thoroughly with each of 1,170 lines, which represent from 1,500 to 3,000 articles in stock, that at a glance the sales of every article for each day, month and year, whether it be of axle grease, emery paper, barley, sugar, flour, or any other article in infrequent or constant request. Let us follow the plan as it covers the grocery department, and we shall have an illustration of how every other department is kept. A record is made of every sale, whether for cash or credit, this being obligatory in any retail business, especially as regards a record of every credit sale. In this Arizona store the salesman uses a blank, the head of which serves for a stub, it being separated from the main part of the blank by a perforation; this blank is as shown:

## RIORDAN MERCANTILE CO.

Salesman.....Date.....Amt.....  
Sold to.....No.....  
.....

## RIORDAN MERCANTILE CO. No.....

Salesman.....Terms.....Date.....  
Sold to.....Shipped by.....

The blanks of each day are used for making bills for each purchaser; which bills are copied by a letter press in a large invoice or copying book. These blanks are filed while the posting is made directly to the ledger from the invoice book. The originals are preserved, after being carefully checked. These blanks are then passed to a young woman, who goes over every item and posts the sales of each article on sheets, each sheet representing one article. These sheets are arranged alphabetically so that familiarity with them enables the clerk to refer to the account of every article with dispatch. On the reverse side of the sheet the different purchases of each article are noted. Thus we have on one sheet a complete record which shows at a glance the daily sales of every item, and also the sales to date from the beginning of each month and from the commencement of each year. The total sales of each article for the month is posted to a miniature ledger or sheet on which is an account of each article, each sheet affording space for half a dozen or more articles. At the top of each account is noted the total sales and receipts of that article for the preceding year and the average per month, and

also the value of the stock on hand as shown by the inventory at the commencement of the year. The purchases are also entered and the sales for each month, for the quarter and year, in a form like the following:

Name of article.  
Sales during previous year.  
Average per month.  
Amount on hand at inventory.

## RECEIPTS.

January.  
February.  
March.  
Total receipts first quarter.  
April.  
May.  
June.  
Total receipts second quarter.  
July.  
August.  
September.  
Total receipts third quarter.  
October.  
November.  
December.  
Total receipts fourth quarter.  
Total of inventory receipts.

## SALES.

January.  
February.  
March.  
Total sales first quarter.  
April.  
May.  
June.  
Total sales second quarter.  
July.  
August.  
September.  
Total sales third quarter.  
October.  
November.  
December.  
Total sales fourth quarter.  
Total sales for year.  
Balance as per records.  
Balance as per inventory.

The system used checks itself, for the total of the blanks must agree with the total of the invoice book, and these in turn with the total of the sales of each article. These tests are made daily or weekly and any errors promptly noted and hunted out.

This system furnishes a complete guide in purchasing goods and for the adjustment and averaging of profits. Before adopted it was found that the tendency was to over-stock, there being on hand at the last stock-taking, nearly 500 articles valued at \$6,000, and for which there was a very small demand, and yet it was necessary to keep some of them in stock, for instance, the sale of emery paper was only \$2 or \$3 per month, and yet it had to be kept; but it often happened that purchases were made of too large a quantity and thus a supply was secured that would last for several years, when there was no necessity of purchasing beyond the requirements of two or three months. It

will readily be seen that this system affords a complete check upon any such transactions. The aggregate of over-purchases makes a serious expense account for any store, subjects goods to deterioration, and which must be sold at a sacrifice, to say nothing of the extra labor which an over-stock involves.

An analysis is also made of the sales or the character of each day's business. The owners of the store are interested in a large lumber industry, and a railway and thus it happens that goods are bought to be used in these enterprises, as well as for the use of men in the logging camp. A statement is prepared each day showing the nature of the sales. This is kept upon a blank  $8\frac{1}{2} \times 11$  inches, ruled in fourteen, double columns, bearing these headings: Manufacturing Plant; Working Appliances and Departments; Real Estate and Buildings; Lumber Expenses; Income Expenses; Contingent Income; Contractors; Employees, all of which refer to the Lumber Company. These subdivisions are followed by a column headed: Total A. L. & T. Co., wherein the total purchases of the day of these various interests are footed. Then comes columns headed: Merchandise Expenses; Store Employees; Merchandise Credits; Merchandise Debits; Grand Total. Here at a glance the manager of the store can tell the amount of sales each day, whether to men in the logging camp, or their contractors, store employees or other class of buyers.

A like system is carried on in large hotels, by railway companies and other corporations employing many men. If such institutions can master details and do it in a thorough manner, it is certain a retail grocer, dealing in food products only, can keep a complete record of his business. How many keep an account with the goods that go out of their store? Are the various articles taken for store use charged to store expenses; the brooms used for sweeping, the oil in lighting, the brushes kept for dusting, etc.? If there is no account kept with all these items, there can be no thorough knowledge of the business.

The system adopted in Arizona does not add materially to the expense account. In this case one woman occupies about one-half of her time in this special work. The system makes the proprietor master of details, and therefore a master of his business. We are pleased to find this illustration of a theory often advocated, and which we have never seen in practice except in the case of a large Broadway jewelry store, which keeps an account with every item in the stock. We are pleased to note this practical demonstration of the theory advocated and especially as it relates to a general country store, which is probably the severest test to which it could be applied.

With such examples before us, is there any excuse for grocers not mastering the details of their business and thus guarding themselves against contingencies which, if not provided for, are sure to lead to bankruptcy?—American Grocer.

### FARMERS' SUPPLY PURCHASING IDEA.

It is not, as many seem to suppose, an entirely new scheme, says an exchange, the proposition for a greater degree of co-operation among farmers. For instance it is claimed that they might effect a large saving by purchasing and owning agricultural implements and farm machinery in common, and the advocates of this plan, among which is found the Chicago Tribune, urged the present opportunity for farmers to study up the benefits of co-operation through their granges and alliances and to put in practice this system of joint ownership of farming tools.

The singular feature of this proposition is that it should be hailed as in any sense a new one. It has been tried among farmers in various parts of the West several times, and nearly always with ill success. There is a gentleman in St. Louis, still engaged in handling farm machinery, who supplied such merchandize to a number of farmers associated together in the purchase and ownership of working implements, some years ago, and the experience was mutually satisfactory. Aside from the trouble over collecting for the goods which the salemen experienced farmers themselves indulged in more controversy over the use of the implements than the ownership and keeping up of a joint fence would ordinarily occasion. If Farmer A wanted the mower, Farmer B was either using it or it was down in the farthest corner of Farmer C's lot, ten chances to one it being also out of repair. If Farmer C wanted the reaper jointly owned between them, Farmer B was almost certain to have broken a cog wheel in it while using it the day before. With a surplus of owners, there was a deficit of room in which to store the machinery when not in use and it soon went to rack and ruin. But not until the families of the numerous owners had shared in the controversies arising over the implements and the whole neighborhood was torn up into fractions. It was like the historical case of farmer Horace Greely who owned a prize bull, but had accommodatingly loaned it to a neighbor, who had permitted it to disappear and so the use of the animal Uncle Horace never could have.

Co-operation is one thing and community is another. There have been farmers, as others, who lived in association with property common to all, as, for instance, the Oneida community. They jointly carried on agricultural pursuits, and with more than ordinary success, but their fellowship was something entirely different from the mere voluntary association of farmers, not bound by ties of consanguinity or religious sect or craft. The Shakers form an agricultural community, and own property in common, and they have been successful. But their body has a stronger tie than a mere economic alliance

of farmers to endeavor to purchase goods cheaply by purchasing jointly. So it may be said that while in exceptional instances under strong fraternal ties or bonds, a community of zealots may be a success, co-operation is a far different matter, so far as the farmer is concerned, and may prove as delusive in general practice, if attempted, as have been the few instances of neighborhood co-operation and the like attempted some years ago under Grange auspices. Anyway co-operation is not new, neither is community. But they are not alike, and it is astonishing that the papers now discussing the question should confound the two. They have nothing in common unless it be that the joint ownership of some property is the desire or theory of one, while the common ownership of all property is the essential tenet of the other.

### CLEANLINESS PAYS.

Dirty shops abound everywhere. It is not unusual to see the proprietor or assistants reading a newspaper or standing in the door when customers are few, while plenty of work could be found within. Dirty windows and counters, scraps of meat lying about, bits of paper and twine on the floor, rusty hooks, tarnished brass-work of scales, gas-fittings, etc., indicate the Paddy-go-Easy trader whose creditors will in time suffer for his laziness. Even if a shop is small and the stock meagre the best possible appearance should be put on everything. A neat, carefully-kept place attracts custom. The public appreciate cleanliness where articles of food are handled, and shun the antiquated establishments which are content to jog along in a style that might suit half-a-century back. Dirt, in the past, was considered a token of stability. Shopkeepers looked upon the dust and cobwebs of years as a soldier would upon a torn and bullet-riddled flag—as something to be proud of; and, evidently, this race is not extinct. Cleanliness pays, and the grocer or provision merchant who is not careful on this point runs the risk of having neither shop nor business to attend to ere he awakens to the importance of adopting modern business methods.—Irish Provision Merchant and Grocery Record.

Burglars visited Teeswater on the night of the 11th inst. The safe in the store of W. H. Carter, general merchant, was blown open and \$77 stolen. The safe was drilled from the top, and the explosive blew the door completely off, scattering the books and papers on the floor. There was a cold chamber in the safe, but this the rascals did not meddle with. It is supposed that glycerine was the explosive used. The burglars also visited the post office, entering through the front door. They captured \$1 in specie and opened one registered letter, taking the contents consisting of three negotiable cheques drawn by J. K. McLean, the chairman of the License Commissioners, in favor of Mr. Hewart, the license inspector, on the Bank of Commerce, Walkerton.

### BENEFITS OF ASSOCIATION.

"A pleasant answer turneth away wrath, but a pleasant grocer wins trade. Could one have photographed the hearts of the grocers of Minneapolis fourteen months ago you would have found them full of disappointment, discouraged and many almost ready to give up. To-day, could we take another impression, we would find him full of hope and energy. The reason for this, he is getting his rights, which an unrestricted competition had before deprived him of. He has been doing right by his fellow-men, and is growing to believe that the future is bright, and he hopes by dint of energy and fair dealing some time in the near future to be in a position where he can relieve himself of the great strain of body and mind he has been under in consequence of this relentless competition. To say that I am glad to meet so many of you here to-night but feebly expresses my sentiment. You have not come here groping in the dark as you did formerly, knowing that something ought to be done, and with a sort of blind faith that the way to do it would be discovered. One year ago last month what did we find? We found about 350 grocermen pulling 350 different ways. You were working like heroes from morning to night, week in and week out, without any visible signs of gain, but hoping that by your industry and sacrificing your whole time and comfort to the business, that you might succeed. Energy such as grocermen possess will conquer anything on earth that can be conquered with good management your efforts will be fruitless. Harmony is the basis of your actions, your business is one of the most exacting. You cannot give a \$15 service for \$14 and make money. There is nothing that will bring success like co-operation. We have had a little of that in the past year, and I want to ask you if there is a man in this hall to-night that wants to go back to the old way. In the past year you have raised the value of every grocery stock in the city, you have raised yourself in the estimation of each other as gentlemen, and to-day are in shape to carry out any needed reform. There are plenty of errors in the grocery business yet to be corrected, and we trust that each of you will assist heartily in supporting every movement that may be made in the future in that direction. Let your aim be to take good care of the confidence reposed in you by your customers: when they leave an open order with you see that it is filled conscientiously with the best you have, remembering that you are catering to the palate, and if you please that your success is assured. Away with the idea of cheapness; encourage those that you buy goods of to handle the best goods, by buying the best goods of them, and strive to lead your customers to know the truth, that quality not

quantity is the best for them. Low grade goods are always used as leaders, and while they may in some instances yield you a temporary profit, it is a questionable one, as you cannot compute the injury to your reputation in handling such goods, while fine goods are satisfactory and make a walking advertiser of each of your customers."

The reference to the wisdom of handling good goods is especially deserving of the attention of retail grocers, whether members of an association or not, because the temptation to introduce inferior articles for the sake of a higher profit is always present and often very hard to resist when competitors succumb to it and succeed in enticing away one's customers, who, however, generally quickly return after a single trial of the cheaper goods.—Northwest Trade.

### THE INCH AND THE OUNCE.

Apropos to the discussion of a system of new weights and measures, some few points in relation to the derivation of the old standards of measurement might not be out of place. As the Jews had a mystical reverence for seven, the ancient Welsh and Celts for three, and the Greeks a perfect philosophy constructed out of the harmonies of all sorts of numbers, so the Romans fell back upon a scale of—or, more properly, upon a scale with—a base of six. According, as they divided the pound into twelve unciae, so they also divided the foot, which was the standard of lineal measure, into twelve sections, and they called these sections unciae, too. But how did they get the inch originally? Rather how did they get at the pound? For that, and not the inch, is the unit. There seems to be no precise information. They would divide any unit into twelfths, and a prevailing notion was at one time that the lineal uncia was really the original, and was then transferred as a name to a weight. This, though plausible, is hardly the case. Sometimes, especially in old books written when philology was not what it is now, it was the fashion to derive the uncia from the same word in the Greek, because after the revival of letters in Europe the admiration of the Greek became so great that whenever similar words were found in it and some other language, it was always said that the other language borrowed them from the Greek. This is very far from being always so, and in the present instance the very reverse appears to have occurred. The ounce is literally the 12th, and thus we see at once the sense of speaking of an ounce of land and an inch of milk, just as of an inch of a man's will or an inch of interest for money on loan. It was always the 12th of a unit; 12th of an hour; 12th of a jugerum, that half acre which the two oxen ploughed in a day; 12th of a sextarius, or equivalent to our pint; 12th of the entire hereditus; 12th of the principal lent or hire, when it was money, as usury, that is, over six per cent. It is

accordingly as much of a mistake to say that the primary meaning of the word is lineal, which is to say that it comes straight from the Greek into the Latin, and thence on to us. The riddle is plain enough when we get to the true origin of the word—a 12th. Once, indeed, it used to be said that the true origin was that the word meant a thumb-breadth, because its equivalent, pollex, in lineal measure, was often used in its place. But this is not the case. Some of the old Latins themselves, moreover, thought it meant literally the unit; but even this will not hold beside the proper signification of the 12th. The pound weight was really never divided by inches or ounces; it was divided by 12ths, by halves, by thirds, by fourths, and by sixths. And here, again, we see what a convenient base a system of 12ths is for division compared with a system of 10ths, which could only be divided in two ways—by two and five. For seven ounces they use the literal seven-twelfths; for eight ounces they said two parts, that is, two-thirds; for nine, wanting a fourth, which with us reads like a roundabout way of expressing three-quarters; for ten, wanting a sixth; for eleven, a 12th. It will thus be seen that ounce is derived from the Latin uncia, which is put for unica, that is, one part of any whole; and hence an ounce—an inch; which are different forms and applications of the same word.—Northern Counties Grocers' Review.

### ADVERTISING AS AN ART.

Advertising, as an art that is passing through its several stages of development, only needs to be undertaken with intelligence and carried on with courage all the way through. Beyond this, there is no more mystery about it than there is about many other evolutions of our marvellous modern life.

It is true that some people regard it as they do a lottery, but continued experience soon instructs them that the luck is always on their side. When it is found profitable to advertise certain lines of trade, and not a few callings to the extent of fully two-thirds of the capital invested, the case is taken out of the court of discussion and decided to be settled for good and all.

If it can be shown, as it can be, over and over again, that intelligent and resolute advertising will fully warrant such an outlay, then it must be allowed that advertising, as one of the life-giving elements of business, has gone beyond the experimental stage altogether.

The sole and only secret of its operation is that it shall be continuous and systematic; and by system we mean a deliberate and comprehensive plan of operation to start with, and the sagacious selection of the most effective agencies to carry it out. If even haphazard advertising work yields such surprising results to the impulsive experimenter, there can be no mistake in entering upon it after becoming familiar with its reliable rules and understanding its unvariable conditions.

Once having mastered these, the advertiser may securely conclude that his coveted fortune is wholly in his own hands. He may safely repose in the strengthening thought that he is henceforth the master of the situation and the architect of his future. He has but to maintain his supply of resources at their highest standard, and steady and unflinching advertising will take care of the rest.—Weekly Journalist, Boston.

# TEAS.

We are now receiving some fine values in "New Crop" goods. Many such are not of first-class quality, really choice being in limited supply, consequently would advise "dealers" who want good grades to buy at once. No better values have been imported this season than those we offer.

LUCAS, PARK & CO.,

73 McNab St. North, Hamilton, Ont.

Agents for Diamond Crystal Salt and Hillwatee Teas.

## Special Notice to Grocers.

GENTLEMEN :—

We are now preparing goods for Fall grinding and would ask our Grocer friends who want pure clean Spices to send their orders direct to us, or hold until our traveller calls. Our "Motto" is, serve the public well and you will well serve yourself.

Very respectfully yours,

The Snow-Drift Baking Powder Co.,  
BRANTFORD.

## Chivers' Carpet Soap

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

## Chivers' Disinfectant Cloth Soap

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

J. H. WALKER,  
Alma, Ont.

## DURABLE PAILS AND TUBS.

TRY



THEM

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

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

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

## LOCKERBY BROS., WHOLESALE GROCERS,

75 ST. PETER STREET,  
MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS. { Barbadoes  
TEAS. { and  
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

## HUDON, HEBERT & CIE.,

WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

304, 306 St. Paul St.

148, 145 Commissioners St.

**MONTREAL.**

## Seasonable Goods for Camping and Picnic Purposes.

CUNNINGHAM & DE FOURIER CHOICE CANNED GOODS :

Camp Pies. Wild Boars' Head.  
Irish Sausages. Potted Meats and Game.  
Sardine, Anchovy and Bloater Paste.

Every first-class Grocer should have the above goods in stock.

CAVERHILL, ROSE, HUGHES & CO., Montreal.

BEST GOODS IN THE MARKET.

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

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





**"EMPIRE" TOBACCO.**

### ALL'S WELL THAT ENDS WELL.

John Goodmurphy of Gore Bay, undertook to make a dazzling flank movement on his creditors a few days ago. John ran a general store at the above named place, and for two years had been carried by his compassionate creditors. He had a lot of lumber he was waiting for an opportunity to dispose of, and his creditors kindly bided the time along with him. But a short time ago a buyer turned up, John expeditiously transferred the lumber to him and pocketed \$3,300 for it. He then repaired to this city, where he made the following proposal to the house that was his leading creditor: He would deliver up the \$3,300 and would give his own notes for \$1,500 more, to be paid in three equal instalments, coming due in ten, twenty and thirty months. This was to liquidate a total indebtedness of \$9,000, divided among several creditors. The offer was thus equivalent to about 50c. on the dollar. His proposal was submitted to a meeting of the creditors, and before that meeting he held to his position. The advantage he clearly believed to be on his side, but he was unaware that a detective was shadowing him all the time. He had brazenly acknowledged that the \$3,300 was in his pocket, and that he recognized the legal powerlessness of his creditors to get it out. Besides the \$3,300 of cash, he had the following assets: Stock \$2,500, real estate \$3,100, book debts \$600, or a total of \$9,500. The answer made by his creditors was like unto his proposal: it was of the nature of a bluff. He was told that he had to deliver over the cash. That they would make him pay. He was promised that he would be reasonably dealt with. An important advantage in the hands of his creditors was a power of attorney possessed by one of them, which had been conceded two years ago when Goodmurphy needed an extension. This put it in the power of that creditor to assign all Goodmurphy's belongings, and that step would have been taken if the debtor had not yielded to the terms of the creditors. These were, that he surrender the \$3,300 and sign three notes for \$833 $\frac{1}{3}$  each, to be due at the intervals named in his proposal. Thus \$1000 more was got one of him, and he was let go. He will return to business, though his idea was to depart if he could not get his offer accepted.

The creditors had either to lose a little or be a party to this man's resuming business. It is a pity they had not any legal means of attaching the debtor's money when he is capable of making so shameless an avowal of intention to defraud. If his creditors had rejected his overtures, or had refused to treat with him, they could not have got a hold of the cash. They could not force him to assign it, and they felt no doubt that they had to be content with the best they could do and get the cash. But they ought not to assist such a man back into business with a capital of

\$4,000, which was all their due. They thus bestow a bonus upon a man who openly declared he was not honest, and he will be the opponent of honest men. His brother-in-law, Alexander Hall, from the same place got away two years ago with a lot of his creditors' money.

### AN EXPENSIVE ASSIGNMENT.

Some ten or twelve days ago, Wm. K. Fisher, a Bathurst St. grocer, assigned. The business was continued six days by the assignee after the property had been put in his charge. At the end of that time the creditors authorized their colleague who had the largest interest in the estate to take it over and pay the professional assignee whatever reasonable charges he had against it. He put in a bill of some \$67, of which \$5 a day for his services was one of the most picturesque items. First, out of the \$270 was the landlord's bill for \$50. Since the assignee's bill came in he has sent another for the six intervening days at \$5 a day, and notifies the creditors that that shall be the rate until he is paid. Thus are the assets being gradually eaten up by the assignee. Of course there is redress if the charges are excessive. The charges can be regulated by the county judge, but where are the resources to pay the expenses of the judge's intervention? The estate is too small to afford them, and the creditors are at the mercy of the assignee.

The insolvent had evidently been advised to go to a professional assignee. He did so. He could easily have chosen one who would have settled his affairs at less cost to his creditors, or if he could not, he could have had it done by his principal creditor much more economically. Economy ought to be considered by all traders who are about to assign. Whatever is left of their estate is the property of their creditors, and men who are accustomed to stand often between creditors and suspended traders do not make unreasonable charges.

### A WHISKEY "AD." RESTRAINED.

The interposing hand of a job printer brought about a rather comical contretemps the other day. Mr. J. W. Lang gave orders to a local printing firm to get him up a neat blotting pad of several pages, wherein to advertise a Scotch whiskey for which he is agent here. He wished the printer to have some suitable cut designed for the pad. The tablet was got up and bore the impression of a Highlander in the national guise. The pads were distributed in large numbers. The other day a man called upon Mr. Lang and asked him to circulate no more, as the cut was his property. He had sent it to the printing house in question to be used in a certain piece of work, and it had been put into Mr. Lang's service without the consent of the owner. The owner objected, not because any injury had been done to him through the use of the cut by another, but because he would not permit anything of his to be applied to furthering the sale of whiskey. He is a very strong temperance man.

ALL GROCERS SHOULD SELL  
THE  
**Royal  
Dandelion  
Coffee**

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

**M. LEFEBVRE & CO.**  
Established 1849.  
**GOLD, SILVER**  
—AND—  
**BRONZE MEDALS**  
20 1st prizes.  
Reg. Trade Mark.  
**MICHEL LEFEBVRE & CO'Y**  
Manufacturers of  
**Lion--L--Brand**  
Pure Vinegars, Mixed Pickles, Jellies, Jams,  
Preserves.  
**Montreal, P.Q.**



**P. DOTY & SON,**  
(Successors to W. B. Chisholm)  
MANUFACTURERS OF



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

**SOMETHING NEW!  
A GREAT TREAT.**

Fresh Cod  
**TONGUES**

In 1 lb. Tins.  
This is the Delicacy of the Season.  
Pronounced by connoisseurs far ahead of oysters.

**A GREAT LUXURY.**  
Apply to  
EBY, BLAIN & CO., Toronto.  
STEWART MUNN & CO., Montreal.  
JAS. TURNER & CO., } Hamilton.  
LUCAS, PARK & CO., }  
Send for Samples.



**E. Lazenby & Sons,**  
18 Trinity St., London, S.E.

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

Our goods can be obtained from :—

CAVERHILL, ROSE & CO. GEO. CHILDS & CO. Montreal.	BALFOUR & CO. Hamilton.	PERKINS, INCE & CO. J. W. LANG & CO. Toronto.
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**STUART,  
HARVEY & Co.,**  
Importers and

**WHOLESALE GROCERS**

A Large and Well-Assorted Stock of  
**Teas, Sugars and General Groceries**

**HAMILTON, ONT.**

FOR THE  
HOME, PICNIC,  
CRUISE, or CAMP

The "STAR BRAND" delicious  
**HAMS & BACON**

CAN BE HAD FROM ALL THE  
BEST GROCERS  
**F. W. FEARMAN,**  
Hamilton, Ont.

**JAMES TURNER & CO.,**  
-- Wholesale --  
-- Grocers --  
**Hamilton, Ontario.**



The merchants of Oswego, Ont., have formed a protective association.

Mr. Wm. Fretts has opened a grocery store on West Dundas street, Deseronto, Ont.

Donald Somerville, Odessa, Ont., has sold out his stock of groceries to J. A. Pomeroy, of Marlbank.

Ex-Mayor M. A. MacLean, of Vancouver, has begun business in that city as a commission merchant.

Mr. John Templeton, is about to open a fine grocery store, on the corner of Bell and Emily streets, Ottawa.

John McMillan has entered into partnership with D. J. Jamieson general storekeeper, Vankleek Hill, Ont., and they are busy taking stock.

M. J. F. Morish, successor to Equi the Yonge St. grocer, is now away on his wedding trip, having been married a few days ago to Miss Farewell.

Mr. J. G. Stacy Frankville, Ont., is selling out his stock of goods, previous to his removal to Manitoba whither he goes on account of his health.

D. Cantelon, the well known apple buyer, is credited with the estimate that there will be 20,000 barrels of apples shipped from Bruce county this fall.

Mr. Robert Shaw, of the well-known grocery firm of Shaw Bros., Cornwall, Ont., is now in Kingston, where he will spend a couple of weeks holidays.

Messrs. C. F. and W. G. Richards have rented the store at present occupied by Mr. J. G. Tracey Frankville, Ont., and will open shortly with a general stock of merchandise.

William Wilson, the wealthy and highly respected general store keeper of Cumberland, Ont., died last week aged 76 years. His eldest son George succeeds his late father's extensive business.

Large quantities of barrels daily come in by trains from the Napanee Cement Works, at Napanee Mills, for shipment to Prince Edward county. About seven thousand are stored in the dock warehouse.

Mr. George Hadrill, the secretary of the Montreal Board of Trade, was married in London, England, on Tuesday, August 11, to Miss Emeline Copeland, second daughter of Mr. Albert E. Copeland, of Belleford Chelmsford, Eng.

Messrs. Cameron & McDonald, Cornwall, Ont., have a pair of huge cats, that besides destroying mice, rats, and such small quadrupeds, keep the store clear of dogs. The

moment a strange canine makes his appearance, inside the shop, he is the object of their combined attack, and the dog generally comes out second best.

The grocers' of the North end St. John, N. B., at a meeting, the other night, passed a resolution, unanimously, to close their stores every evening, at 7 o'clock, excepting Saturday evenings, those of Christmas week and evening before holidays.

The store of James Higgins on Front st., Sarnia, was broken into the other night and plundered to the extent of \$50. Charles Higgins, brother of the owner, was arrested in Port Huron next day on suspicion. He will not submit to be taken back to Sarnia, and consequently until extradition papers are got ready will remain in custody of the Sheriff.

A few days ago Messrs. A. Meighen & Bros. made a shipment of cheese from the Riverside (Perth) factory to Yokohama, Japan, and Hong Kong and Shanghai, China. This is the second shipment made from the Perth factory. This lot was specially made to fill an order for the Japan and Chinese market and consisted of 300 cheeses, and it is expected will lead to further orders from Eastern Asia.

Mr. Arthur P. Tippet, was in Toronto, en route to Winnipeg, on Friday last, in the interest of the firms represented by his house. His office, in this city, is at 1 Wellington st. east, and in charge of Mr. Joseph H. Tippet. Mr. Tippet reports business in all lines, represented by his firm as good, notwithstanding that general trade has been below the average. The high class of goods they sell no doubt accounts for this.

The Commercial Travelers' Circle of the Hamilton Y.M.C.A. had a pleasant outing on Saturday, at Grimsby Park. While some listened to a lecture from Rev. Mr. Wills on Evolution, others engaged in a baseball match between the Toronto and Hamilton travelers, which the former won by three runs. At 5 o'clock they assembled in the Temple, where R. M. Stuart took the chair, and a programme of songs and five-minute addresses was entered on. The songs were furnished by J. C. Taylor, W. W. Main and Miss Lowes, and the addresses by J. R. Cox, H. W. Matthews, G. W. Armstrong, G. A. Black, G. Coleman, J. R. Webb, Thomas Gain, Noah Phelps and J. Madill. A pleasant time was spent.

While all are entitled to credit who contributed to make the Canadian display a grand success at the recent Jamaica Exhibition, we may specially mention the exhibit of the enterprising firm of F. F. Dalley & Co., which was large and tastefully arranged. For their Spanish Blacking, Elm City Harness Soap and Oils, they received, besides a certificate of honor, the gold medal, which is the highest award possible. They were also successful in carrying off a certificate of honor for their specialties, consisting of Herst's Pain Exterminator, Dalley's Family Salve, Dalley's Cholera Mixture, May Apple Blood Syrup, Dalley's Eye Salve, Horehound and Elecampane, and their celebrated Silver Cream Baking Powder. Referring to their exhibit as a whole, Mr. Adam Brown, the Commissioner, says, that it was most creditable and a chief feature of the exhibition, and feels satisfied that through it they have laid the foundation of a large and profitable trade with the West Indies.

## LICORICE PRODUCTION AND TRADE.

The British Consul at Bussorah, in an interesting report on the growth of the liquorice plant on the banks of the Tigris and Euphrates, says that these great rivers in the part where the root is found flow through flat, treeless praries of uncultivated and nearly uninhabited land. For three months of the year hot winds blow, and the temperature reaches 104 degrees. For six months the climate is moderate and salubrious, and for three months bleak and wintry, the thermometer going down to 30 degrees at night. The liquorice plant is a small shrub, with light foliage, growing to about three feet high, where its root can reach the water. It grows without any cultivation. No lands are leased for the purpose, and no objection is made to its being collected. It is found in abundance from Ctesiphon, ten miles from Bagdad, down to Kut-ul-Anara, half-way between Bussorah and Bagdad. It grows on red-earth soil, and also on light, almost sandy soil, where the wood is best, provided it has plenty of water, and the ground is not more than fifty yards from the actual river or stream. Only one firm works it in Bagdad, and it is well known that the business is a prosperous one. The wood, after being once dug up and cut, grows again better afterwards. The time of collecting is, generally speaking, during the winter, but it is possible all the year round. The root when dug is full of water, and must be allowed to dry, a process which takes the best part of a year, especially in hot weather. It is then sawn or cut into small pieces six inches to a foot long. The good and sound pieces are kept, and the rotten ones are used for firewood. It is then shipped in native river boats to Bussorah, whence it is shipped in pressed bales to London, and again from there to America, where it is used largely in the manufacture of tobacco. The Consul thinks the trade is capable of expansion. The demand in America is great, and shipments are easily disposed of. After sorting there still remains some useless wood in the bales, perhaps 7 per cent. From figures supplied by the Bagdad firm engaged in the business, it seems that the total net cost of a ton of liquorice root laid down in London is about £4.

## STORAGE FREE AND IN BOND.

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

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

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

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

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

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

**ORIENT MILLS.**  
**SINCLAIR, HOOD & CO.,**  
 (SUCCESSORS TO W. A. BRADSHAW & CO.)  
 Importers and Manufacturers of  
 Coffees,  
 Spices,  
 Mustards,  
 CREAM OF TARTAR, BAKING POWDERS,  
 FLAVORING EXTRACTS, ETC.  
 48-50 Lombard Street, Toronto.

**JOHN PETERS & CO.,**  
 General Commission Merchants  
 and Brokers,  
 Halifax, N. S. and  
 Kingston, Jamaica, W.I.  
 Agents for **The E. B. EDDY MFG CO.,**  
 HULL, P. Q.

We are open to accept one or two more Agencies of first-class houses, either at Halifax or Kingston. We have a good connection and splendid storage facilities.  
 References: The Merchants Bank of Halifax.  
 The E. B. Eddy Mfg Co., Hull, P.Q.  
 The Mercantile Agencies.

**JAMES E. BAILLIE,**  
**PORK PACKER, TORONTO.**  
 Hams, Breakfast Bacon Rolls.



**GANONG BROS.,**  
 ST. STEPHEN, N.B.  
 MANUFACTURERS OF THE  
**C. B.**  
**CHOCOLATES.**

**N. K. FAIRBANK & CO.,**  
 COMPOUND  REFINED LARD.  
**185 WELLINGTON ST., MONTREAL.**  
 CHICAGO. ST. LOUIS. NEW YORK.

**Condensed Mince Meat.**

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



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

Packed in ¼ and ½ gross cases.

Ask your wholesale grocer for it.

Sole manufacturer for Canada.

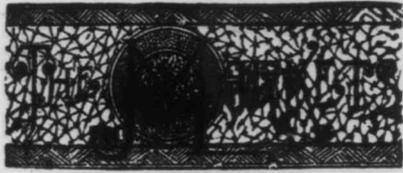
J. H. WETHEY, St. Catharines, Ont.

**GEO. MATTHEWS**  
 -PACKER and CURER.-



**PURE LEAF LARD A SPECIALTY.**

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



## TORONTO MARKETS.

TORONTO, August 20, 1891.  
GROCERIES.

The market records of the last three weeks might almost all be struck from one copy. The respects in which they differ are minor and unessential. The outlines of the situation reappear as if they were set and could not farther be modified. The dulness with which the month opened deepens as it advances, and now Diogenes and his lantern in quest of an honest man is nothing to the reporter and his notebook in quest of something new on the market. The season is like the lull between the going out and coming in of the tide, like the eleven minutes of equilibrium when there is no movement either way. The fall prospects have, however, a very roseate hue. Crops continue on their way to the granary without mishap of frost or wet weather, and a liberal yield appears to be a certainty all over the country. Payments are prompt, the largest being of course for sugar.

## CANNED GOODS.

All the canners have peas upon the market now. The selling price is steady at \$1.12½. Retailers' orders are fairly numerous, but probably not more so than before the pack became an element in the situation that could be weighed and measured. Corn and tomatoes for fall delivery are attracting some attention, and have perhaps increased rather than otherwise in market interest. The price is unchanged at \$1.05 to \$1.10, with the latter figure for the best brands. What is in store for the salmon market is not yet known. Coast reports are not materially different in their tenor now from what they were a week ago. All Horseshoe pack that the proprietors will so far undertake to furnish on this market has been contracted for by local jobbers, and the same remarks may be made of some other brands. Notwithstanding this jobbers are rather reticent with quotations. One or two houses talk of \$1.40 to \$1.45, but most of them prefer to look upon stock as still a bird in the bush, and not to be calculated on with certainty. Moreover, there is not likely to be anything lost by waiting, if the estimates of the shortage be true. Spot salmon is in very active demand at \$1.55 to \$1.60. Spot tomatoes are almost an abstraction. A very few cases comprise the resources of the market. It requires \$1.55 to \$1.60 to buy any. The canners are offering fruits now, strawberries and raspberries for immediate, and plums and pears for future delivery, at from 5 to 10c. below last year's opening prices on account of the difference in the cost of sugar. Another advance in Albert sardines is looked for. There has been scarcely any fishing in France.

## COFFEE.

An average week's trade has been transacted without any effect upon prices, which are fairly firm at unchanged quotations. Fine grades are rather scarce, but the staple qualities are plentiful.

## DRIED FRUIT.

The quantity of Valencia raisins sold this year is very much larger than the average. Probably twice as many off stalks have been handled as were handled a year ago. The low prices that have ruled since spring were the cause of this. These prices are as low as ever, the range of quotations being from 4 to 6½c. The output of stock keeps up, and the new crop supplies will have less to cope with in the way of a surplus from the crop of '90 than appeared probable some time ago. Advices from Patras upon the subject of the new crop currants say that shipments will begin about 15th or 18th of the present month. The weather has been exceedingly favorable and the quality of the fruit exceptionally fine. Trade in spot currants is moderately active at firm prices. The market for Sultanias has opened with prices somewhat easier than usual, and the probability that prices will rule low throughout the active trading season appears warranted by the outlook.

## NUTS.

A light demand is all that continues to be felt. It is quite equal, if it keeps up, to the task of taking all the stock off the market before supplies are in.

## RICE AND SPICES.

Japan rice is slow to arrive. There is not a bag now in stock here. The direct shipment reported a fortnight ago went out with remarkable celerity. Ordinary grades are selling well at long standing prices. In spices there will be no special activity until fall pickling and kindred household processes begin. There is no change in prices now.

## SUGAR.

A very good demand for granulated is about all that remains of the big sugar flurry. Fruit operations are still going on but are far at their ebb now, and activity will not revive till peaches, pears, plums, etc., are ready. Granulated quotes yet at 5c. in quantities of 15 barrels and over, and at 5½c. in smaller quantities. Yellow sugar is easier as a consequence of large stocks and lack of demand, both granulated and raws this year encroaching upon the part of the demand which was formerly the province of yellow. There is a small quantity of a very dark yellow selling at 3¾c. but the next grade above this quotes at 3¾c. Raw sugars are plentiful. Trinidad is 3.60c., Barbados 3¾c. Demeraras 4¾ to 4½c.

Willet and Gray, in their last weekly statistical report, say:

The demand through the week has been good, resulting in an advance of 1-16c. per lb. at which the market remains quiet and firm, but with little disposition to do business either by buyers or sellers. The European markets have been steady through the week, and the quotations for beet sugars remains unchanged. Raws—An effort has been made this week to recover the ground lost during the preceding week. Competition came to an end with sales at 4c. for granulated by the Spreckels refinery alone, and at 4 1-16c. by all other refiners. The Spreckels refinery, having thereby been enabled to dispose of their accumulated surplus, advanced prices, and, joining hands with the other Philadelphia refiners, continued the advance to 4 3-16c. for granulated, and gave the opportunity to the New York refiners to take the trade at 1-16 per lb. less—say at 4½c. for western buyers, or 4¼c. for eastern buyers. This fact seems to show that an understanding, expressed or implied, exists between the opposition refiners as to the

supplying of the demand without further competition in prices for the present at least; but the demoralization of the preceding week can scarcely be considered as without present effect, and the trade of the country has dropped again into a hand-to-mouth basis, and there are no signs of any further improvement during the present week. One notable fact seems to have been brought out by the recent course of the refined sugar market, and that is that whenever the Spreckels refinery have accumulated a large surplus of production, the other Philadelphia refiners must stand aside until it is disposed of at a cut of 1-16c. under the market, or else suffer the consequences of a sharp decline in prices. The American Sugar Refining Company therefore appears to be a supporter of the Spreckels Company, although evidently under some peculiar arrangement, which is very difficult to explain intelligently. Another notable fact in connection with the refined market since the 1st of April is that the grocers of the country have repeatedly been free buyers of sugars whenever the price was near 4c. per lb., and that whenever it rises much above that level they abstain from buying to the best of their ability, and wait for something to happen which shall again reduce prices to their views. This is what appears to be taking place at the present moment, but a large and increasing demand for the fruit canning season would delay any downward reaction probably until that demand was well supplied.

## SYRUPS AND MOLASSES.

Not much has been done in either product. Prices are steady. Syrups are wanted chiefly in dark grades, which are not to be had, while molasses is scarcely wanted at all.

## TEAS.

Business continues to grow more active in teas. A good many Indians and Ceylons are on the market, and all but the lowest grades of Japans. On Monday, Perkins, Ince & Co., received ex s. s. Parthia, a direct shipment of Young Hysons, the first that has reached this market this year. There is nothing new to report from London concerning Indian and Ceylon. Shipments from

## CLEMES BROS. :-

California Fruits,  
Bananas,  
Melons, Etc.

Personal attention.  
Prompt shipment.

Phone 1766.

### NEW SEASON'S JAPANS

Excellent value.  
Samples on application.

P. C. LARKIN & Co.,  
WHOLESALE GROCERS,  
25 FRONT ST. E.

St. Leon at the top of the Tree at Last.



We have at last obtained for St. Leon the praiseworthy title of being the best Mineral Water known for Uric Acid, Diathesis, Gout, Rheumatism and diseases of the kidneys, including Diabetes, Melitus, and Bright's Disease of the kidneys, when freely used.

The Hotel in connection with the springs opened on Monday, June 15th, with a full and well-equipped staff of waiters, etc., managed by Mr. M. A. Thomas.

Take a trip down to the Springs this summer, and enjoy yourself for a month and return home recuperated and feeling like a new person.

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

ALL GROCERS SHOULD SELL  
THE

**ROYAL  
DANDELION  
COFFEE**

Manufactured by

ELLIS & KEIGHLEY,  
TORONTO.

**TO GROCERS.**

**SIMCOE CANNING COY'S**

Goods are warranted first-class.

**PUSH THEM.**

Order through your wholesale  
House.

**IS A BOOK**

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

Which will secure an increasing trade,

**ANY USE TO YOU ?**

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

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

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

PRICE 1.00.

TORONTO.

REFERENCE : The Wholesale Grocery Trade of Toronto.

GOLD

MEDAL

AWARDED



**DELHI CANNING CO.,**

Jamaica Exhibition.

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

**Delhi Fruit and Vegetable Co.,**

FACTORIES : DELHI AND NIAGARA.

**James Lumbers**

Wholesale Grocer,

67 FRONT STREET EAST,

**TORONTO, ONT.**

## MARKETS—Continued.

Galcutta, to 31st July, were 18,830,000 lbs. against 14,540,000 lbs. for the same period last season.

According to McMeekin & Co.'s notes on Indian and Ceylon teas for the month of July, 1891, the offerings of Indian were 48,000 packages, against 28,000 packages in the same month of 1890. Only a small proportion of this quantity was old season's tea. Although not inferior to the average of early arrivals, the new season's were mostly thin and lacking in quality. There were among them very few teas with attractive liquors, but towards the close of the month several good invoices from Assam and the Dooars were offered. In the depressed state of the market, most of the offerings had a bad reception in public sale, and quotations are now considerably lower than those recently current. The quality of the tea to arrive for sale in August show a decided improvement from several districts, but there will be a very large preponderance of poor liquoring sorts. The quantity plucked up till latest telegraphic advices from the gardens is still little in excess of last season's at the same date. The average of public sale prices for the month was about 9¼d. per lb.

The offerings of Ceylon were 64,000 packages, against 61,000 packages in the same month of 1890. A large proportion of this quantity was poor and unattractive in character, which was freely taken, but at a very low level of price. There was spirited competition throughout the month for all full-flavored teas, anything really good fetching high prices. On such a considerable advance must be quoted. From Colombo the shipments have during the month been on a more moderate scale than recently, and it is reported that teas of better quality are coming forward. The average of public sale prices for the month was about 9d. per lb. against about 10½d. per lb. for the corresponding month last year.

The first of the new season's China teas were offered on the 3rd July, but did not attract much attention from the home trade. The quality was considered better than for several years past, and prices ranged from 7½d. to 3s. per lb. Only small and unattractive offerings of Javas have been made during the month.

## PETROLEUM.

This market remains steady at prices for sometime current. The upward movement in the United States market has so far been without influence here. Business is but moderate.

The Petrolia Advertiser reports: Petrolia crude 1.34 1-2 per bbl. Oil Springs crude \$1.34 1-2 per bbl. No change has taken place since our last issue in either crude or refined, nor do we expect any during this month. Oil matters are more quiet than dull, and in the month of September a lively business is expected. Very few transactions in crude have taken place during the past week, but the price remains firm at \$1.34 1-2 to \$1.35.



# A Crown Jewel

Of the first water—**Surprise Soap**—made from the best material—guaranteed to give the best satisfaction to your customers. Surprise Soap really fills that need of a first-class laundry soap at a moderate price.

One cent will send us a postal card.

The St. Croix Soap Mf'g Co.,  
St. Stephen, N. B.

## Branches :

**MONTREAL : 17 St. Nicholas St.**

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

Refined is still selling at 12 1-2 cents in car lots, f. o. b. here, at sixty days or two per cent off for cash.

## DRUGS AND CHEMICALS.

A mild midsummer demand is all that the market has to respond to, and that does not create excitement in anything. The price list is unchanged throughout.

## BUTTER AND CHEESE.

There is no movement of large lots. Not often is there any transaction involving 25 tubs. There was one on Monday. The price was 13c. There is less stiffness apparently on the part of country holders, as they are offering quite freely in lots of 100 and 120 tubs at prices slightly below those going for trade lots, but the commission men have no use for stock at the proffered figures, as they are too high for the markets to which they look for purchasers. A dealer who had an offer of 14c. some weeks ago for a 100-tub lot, and who thought fit to refuse it at the time, has been on the market this week seeking in vain to get the same offer again. The prices ruling to-day are those which have held for weeks, and are based on the supposition that only ordinary trade lots are moving. They are 14 and 15c. There is no movement of creamery tub.

Cheese is fairly active at 9½c.

## COUNTRY PRODUCE.

BEANS—There have been some 50 bag lots handled at \$1.70, and only medium stock at that. Demand and supply are both low.

DRIED APPLES—Are nominal at 8½ to 9c.

EVAPORATED APPLES—Lifeless and nominal at 13½ to 14c.

EGGS—Are still exceedingly dull at 12 to 13c. Further concessions would be made if sales would follow. Hot weather and declined consumption made the holding of stock undesirable.

HAY—Is abundant at \$11.50 to \$12 for either old or new timothy. There is no inquiry for clover.

HIDES—Are steady at 5 to 5½c. for No. 1 green. Cured are 6¼c. two cars having sold at that price since our last report.

HONEY—Receives little attention on account of the abundance of fruit. Prices are 7 to 10c. for clear and 14 to 16c. for comb.

HOPS—There has been little change in prices. What stock remains on hand goes out at 33c. in four and five bale lots. There is not much activity, however.

POTATOES—Are in a very weak state. Barrels are 75c. to \$1.

SKINS—Pelts and lambskins are now sufficiently wooled to rank as sheepskins, as which they are now classed at 55c.

STRAW—Is wanted at \$6 to \$7 for oat.

WOOL—Is very dull at 18 to 19c.

## FISH.

The fish trade languishes through its off-spell. Business will be dull until the beginning, at least, of September. The prices quoted last week hold now. They are 6½ to 7c. for white fish, salmon trout and pickarel, and \$1.75 to \$2 for lake herring.

## GREEN FRUIT.

The week's trade has been fairly satisfactory, the demand having improved perceptibly under the fine weather. Stocks have kept pretty much in the same state as a

WE ARE BUYING  
**Dried Apples.**  
SEND SAMPLES  
AND QUOTATIONS.

ESTABLISHED 1860.  
**STANWAY & BAYLEY.**  
BROKERS  
AND  
GENERAL COMMISSION MERCHANTS.  
44 FRONT ST. EAST. TORONTO.

WE ARE BUYING  
**Evaporated Apples**  
SEND SAMPLES  
AND QUOTATIONS.

ALL GROCERS SHOULD SELL  
THE

**Royal  
Dandelion  
Coffee**

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

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

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

Consignments solicited and business transacted  
for Eastern Canada Merchants.  
Established 1886.

**VANCOUVER, B.C.**

References: Bank of British Columbia.

**WILLIAM RYAN,**  
Produce and Commission Merchant,  
72 FRONT ST. EAST, Toronto, Ont.

**WANTED,  
CHOICE DAIRY BUTTER**

Correspondence Solicited.



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

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

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

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

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

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

FANCY CALIFORNIA EVAPORATED AND  
GREEN FRUITS A SPECIALTY.

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

29 Church St., Toronto  
TELEPHONE 806.

ESTABLISHED 1841.

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

**Hams, Breakfast  
and Roll Bacon,**  
New curing, now ready.  
For Choice full flavor goods send us a  
Sample order.

**Jas. Park & Son,**  
Toronto, Ontario.

**The Ontario Produce Co'y.**  
Produce Brokers and Commission Agents,  
70 COLBORNE STREET, TORONTO.

**WANTED!**  
**CHOICE DAIRY TUB BUTTER.**

Apples and Potatoes.

TELEPHONE 2557.

**KING, GRAINGER & CO.**  
81 Front St. E.  
Produce and Commission Merchants.  
**BUTTER, EGGS,**  
and Country Produce.

Correspondence Solicited. Prompt Returns Mad  
TELEPHONE 2237.

**JNO. A. MOIR,**  
GENERAL AGENT.  
Consignments Solicited.  
SPECIALTIES: Canned Goods, Dried  
Apples, Evaporated Apples, Codfish.  
Quotations and samples sent on applica-  
tion. A trial solicited.  
41 St. Francois Xavier Sts., Montreal.

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

**JAS. DICKSON & CO.**  
26 WEST MARKET STREET,  
Provision and Commission Merchants.  
Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried  
Apples, Finnan Haddies, Dried Cod Fish, bought  
or sold on commission. Agents for all lines of  
Canned Corned Beef. Egg Carriers supplied.

**Reesor & Rogers,**  
Produce and Commission Merchants  
Solicit consignments of Country Produce  
from Storekeepers.  
71 Colborne St., Toronto.  
Telephone 2291.

Established 1874.  
**W. H. SMITH,**  
Wholesale Produce  
Commission Merchant  
186 KING ST. EAST, TORONTO.

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

McLAREN'S



Is Honest Goods and just  
the Thing on Which to  
make or Extend a Busi-  
ness.

The Best Grocers Make  
a point of Keeping it al-  
ways in Stock.

## MARKETS—Continued.

week ago, the output being attended by only moderate replenishment from time to time. There are a few Valencias, brought here from the New York market, to sell at \$6.50. Jamaica's will not be brought in until the small fruit excitement is over. Sorrento oranges are unchanged, and the chief line on the market, at \$4.50. Lemons are locally unchanged at \$4.50 for Palermos, and \$4.75 for Messinas. Bananas are \$1.25 to \$1.50.

## SMALL FRUITS, ETC.

California plums are \$2.25. Clingstone peaches are 75c. a basket, California peaches \$1.75, Delaware freestones \$1.50 per half bushel basket. Bartlett pears are \$3.50 in cases and kegs. Tomatoes are 75c. a basket. Apples are \$1 to \$1.50 per barrel, and are a drug on the market. Lawton berries are 10c.

## PROVISIONS.

The market has lost none of the tone that operations up to the end of last week had communicated to it. There is a large space to fill in the demand during the next two months, and that circumstance, rather than instant needs, is priming prices. Movement in carlots has been a less marked feature of this than of last week, but the jobbing trade has increased. There is said to be an unusual proportion of then hogs in the country this year.

**BACON**—Is 8½ to 8¾c. for long clear, the latter price for very small quantities. A car was sold on Monday morning on private terms, but there was no concession on prices formerly taken. Bellies are 10½ to 11c. backs 11c., rolls 9c.

**HAMS**—Are 12½ to 13c. for smoked, which are in small compass and very firm. Pickled are 11c.

**LARD**—Pure is very scarce at 10¼c. in tubs and 10¾c. in pails, while compound is 8½ to 9c.

**MESS PORK**—There is no Canadian heavy. A carload of United States has been received this week to sell at \$15. Canadian short cut is \$16.50 to \$17.

## SALT.

Salt goes into trade at about the average pace at this season. There is no change in car prices, which are: 70c. for sacks, \$1.25 for dairy, \$1.20 for barrels.

## DRY GOODS.

The trade is looking up. The business of the moment does not call for special comment unless to say that it is rather slow, but reports from the country indicate a latent demand that will become very active in a few weeks.

## MONTREAL MARKETS.

MONTREAL, Aug 20, 1891.

There has been no change in the position since a week ago, and the activity in sugar, excepted, matters generally are quiet. Indications, though, are favorable on the whole, and with the continuation of favorable reports regarding the crops a generally hopeful feeling prevails.

## SUGAR AND SYRUP.

There are but little signs of let up in the demand for sugar, which goes to show that stocks must have run down, extraordinarily low, or this continued call would not have been possible. Refineries are quoting granulated at 4½ to 4¾c. and yellows 3¾ to 4¾c. There are no raws here to speak of, the supplies to which we referred in our last having been cleared off, round lots going at 3¾ to 4c., which basis was only possible for

## British Markets.

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

## Canadian Produce

in British Markets.

We have a large trade in

Cheese, Eggs, Butter,

and Apples, also

Canned and Evaporated Goods,

Honey, etc., etc.

Liberal advances made on suitable goods.

Correspondence Solicited.

## IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

large quantities. Some more are expected to arrive shortly, but the quantity is not considerable. For smaller quantities we quote 4 to 4¼c.

Offerings of syrup are light but the demand is small, so that they are ample. We quote 2¾ to 3¼c. as the range.

## MOLASSES.

A fair jobbing movement is noted in molasses, recent cutting having induced a better demand. Barbadoes move at 37 to 37½ in 50 barrel lots.

## COFFEES AND SPICES.

Coffee continues in good enquiry and values rule firm under light stocks. A shipment of Rio is on the way between here and New York, the enquiry for which is brisk. For what business there has been done here 20½ to 21c. is the idea, Jamaica ruling about the same. Spices continue dull and there is little business to note. The only sale we heard of was a round lot of pepper on West-ern account at 9½c.

## RICE.

A fair movement is to note in rice and business is of an average character. We quote prices the same. Patna \$4.50 to \$5, choice \$4.25 to \$4.50, Standard, \$3.90 and off grades \$3.50 in car lots.

## DRIED FRUIT.

There has been little doing in the way of actual business in dried fruit. Raisins have been quiet with but little demand for old stock, prices ruling unchanged for what business there is doing at 4 to 4¼c. The first shipments of new fruit on Montreal account from Denia are expected in the course of a few days, and cannot possibly be here for three or four weeks. Business for fall shipment has been done, but the terms as yet are kept private. Currants are, if anything,

a little easier in New York for round lots, but our market has not shown much change. Stocks here are still comparatively light, and we report our quotations of a week ago, viz., 5½ to 6¼c.

## CANNED GOODS.

There is only a small local demand for canned goods, buyers preferring to operate only for immediate wants in anticipation of the new pack, some lines of which are offering.

## GREEN FRUIT.

In staple lines of green fruit business is quiet, with business mostly directed to fresh arrivals of new stock which are referred to elsewhere. Lemons rule at \$3.50 to \$4, and oranges \$3.50 to \$4.50 per box.

## NEW GREEN FRUIT.

The feature of the market recently has been the free receipt of apples, especially so to-day, and prices in consequence are easier all round. Red Astrachan move readily at \$1 to \$1.40 and Duchess \$1.50 to \$1.75. Bartlett pears sell at \$5 to \$8 the barrel and \$1.50 to \$2 in half barrels. Peaches are easy at 85 to \$1 California fruit are unchanged, receipts to-day fair. Pears sell at \$2.25 to \$3.25, peaches \$1.75 to \$3 and plums \$1.75 to \$2.

## HOPS.

There is nothing to say about the local market for the simple reason that no business is doing at all. Only a few small lots of 1890 are offering here, and they would be sold at 20c. if such a bid could be had.

## PROVISIONS.

The demand for provisions has been of a quiet sort, and as compared with the position a week ago, there is no change in prices. Canadian short cut, per barrel is quoted at \$17.25 to \$17.50; mess pork, western, per barrel \$15.25 to \$15.75; short cut, western, per bbl \$17.25 to \$17.50; hams, city cured, per pound 10½ to 11¼c.; hams, can- vassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 8¾ to 9c.; bacon, per pound, 9 to 10c.; lard, com., refined, per lb, 7¾ to 8c.

## EGGS.

Reports from the country state that offerings are freer, but so far there has been no appreciable change here except a somewhat easier feeling and we now quote fine caudled 13c. and ordinary 12¼ to 12½c.

## BUTTER.

There is little to say of the butter market and the position is just as it was. High figures have been paid in the country for both creamery and dairy stock which were not warranted by the general run of report enquiry, and limits on this connection still do not leave buyers a decent margin on which to operate. Shipments to date are larger than last year, but cheap American stock in bond make up considerable in this item. Creamery 18½ to 19½c., Townships dairy 16 to 18c., Morrisburg and Brockville 16 to 17c., Western dairy 14 to 15c.

## CHEESE.

Speculative buying in the west by two leading firms who generally engineer a deal in July stock, has given the market a rather sharp hoist, higher in fact than the natural movement of business warrants. In consequence of this there is a regular flurry for cheese, and prices are almost 1c. higher than they were a week ago, owing to the fact that everyone is afraid of being left in the matter of supplies. It remains to be seen whether the figures paid will result profitably, in fact it is simply a question between the holder on this side and the British buyer on the other. If the latter can't do without the cheese he will have to pay for it if not the reverse. The

**Dont' Fail to Get**

—A BOX OF—

**Adams' Monte Cristo  
CHEWING GUM.**

Each box contains a brilliant ring which is set in the latest Parisian style.  
Be sure to ask your Jobber for it.

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

**PICKLING VINEGAR.**



**T. A. LYTLE & CO.,**

Bonded Manufacturers,

124--128 RICHMOND ST. W.,  
**TORONTO.**



**"KENT BRAND"**

Canned Goods  
and  
Fine Mixed Pickles

—ARE—  
The Standard Goods.

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

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

**Brantford New Mills.**

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

**J. & R. ROBSON,**  
Brantford, Ont.

**Dominion Mills,  
LONDON, ONT.**

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**OATMEAL**

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

Write for Samples and Prices.

**CARTLEY & THOMSON,**  
303 to 311 Talbot St.

**GOLDEN BRAND**

CANNED

**FINNAN HADDIE**

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

AGENTS,

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

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AYTON, ONT.**

**- - MILLERS - -**  
(Hungarian Process)

BRANDS :  
**KLEBER, MAY BLOSSOM.**

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Roller Millers.

**FLOUR**

Manufactured "Hulgarian" System.  
Our brands are

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

Heavy dealers in

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

Quotations by wire.

Address, **STRATFORD, ONT.**

**EMBRO  
OATMEAL  
MILLS.**

D. R. ROSS, - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

**Oatmeal**

IN BARRELS, HALF BARRELS OR BAGS.

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

**IMPORTANT FACTS  
ABOUT NOURISHING FOODS.**

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

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



## MONTREAL Markets Continued.

gentlemen who have every reason to be happy are the factory men who have pursued the wise course of selling as soon as there stock is marketable, so that they will make money anyhow, and the country be benefitted thereby. They have been getting top prices all along too. Finest Julys 9 to 9½c.; fine Julys 9 to 9¼c.; medium 8¾ to 8½c.; poorer grades 8 to 8½c.; cable 44s. 6d.

## GRAIN.

The grain market has exhibited no particular change, the flurry in the West having no effect on our market. Peas are somewhat lower. The stocks in store in Montreal compared with those of a week ago show an increase of 16,850 bushels of wheat, and a decrease of 31,387 bushels of peas, 14,601 bushels of oats, 944 bushels of barley. Compared with a year ago there is an increase of 146,739 bushels of wheat and a decrease of 66,842 bushels of corn, 59,922 bushels of peas, 11,949 bushels of oats, 18,179 bushels of barley. We quote:—No. 2 hard Manitoba, \$1.05; to \$1.07; No. 3 do., 97c; No. 2 Northern, 96 to 97; feed do., 70c; peas 87c. per 66 pounds in store; 88c. afloat; Manitoba oats; 37c. Upper Canada do., 42c. per 34 pounds; corn, 75 to 80c. duty paid; feed barley, 55c.; good malting do., nominal.

## FLOUR AND MEAL

There is no change in flour, the local demand being of a small hand to mouth character, while we note nothing particular on export account. There is a decrease of 843 brls. in stock as compared with a week ago, and 4,548 as compared with a year ago. Patent spring \$5.25 to \$5.50; patent winter \$5.25 to \$5.45; straight roller \$4.80 to \$4.90; extra \$4.50 to \$4.60; superfine \$4.00 to \$4.10; city strong bakers' \$5.25 to \$6.00; strong bakers' \$5.00 to \$5.20.

There is nothing new to note concerning meal, the demand being small. Stocks in store have increased 75 barrels compared with a week ago and decreased 129 with a year ago. Standard \$2.80 to \$2.90; granulated \$2.80 to \$2.90; rolled \$2.80 to \$2.90.

## FEED.

Feed of all kinds is in good demand and prices are shady. We quote shorts \$19 to \$21, bran \$15 to \$16, middlings \$22 to \$25 and moultrie \$22 to \$28.

## SIGN YOUR NAME PLAINLY.

Why make it so small that it requires unusual care and keen eyesight to read it? Why make it so complicated that no human being but its maker can decipher it? Why sprawl it all over a check or letter sheet? The writing of a signature is not a small matter with those whose correspondence reaches thousands of letters daily. We have frequently seen all the force in an office spend half an hour to decipher a signature which should have been so written as to be read at a glance. Some foolishly entertain the idea that an intricate signature is less easily forged, when the truth is that one that is plain and bold is extremely hard to copy. As examples of what a signature should be, study those of George Washington, John Hancock, Hon. Hamilton Fish. If you want to be eccentric take Horace Greely's signature for a model, but spare, oh, spare us your ideas of sprawl, complexity, novelty under the mistaken no-

tion that it ensures safety. It robs others of time and patience and is a nuisance to every one who handles it, unless thoroughly conversant with your abnormal sign manual. These remarks are prompted by the receipt of a signature measuring five-sixteenths of an inch, although it is composed of nine letters, and should occupy not less than one and one half inches, and better if two.—American Grocer.

## DON'T DO THINGS BY HALVES.

The most successful men that we have seen either in our time or in history have been those who have not done things by halves. There have been hundreds of men who would have proved themselves successful beyond question, if they had had the capacity to put their entire soul, body and energy into the work in which they were engaged. Truly speaking it is the man who does not do things by halves that succeeds. He succeeds in a most emphatic manner, or if perchance he does not succeed he fails with a promptitude that would put an astronomical calculation into disgrace. There never was in the history of the world a successful general who went into battle with a half-heartedness, or a disposition to suspect defeat. It is exactly the same in business as in war. The individual who enters into any undertaking with doubt, cannot possibly expect to succeed. The will power has a great deal to do with success; so also has conviction. There have been many arguments successfully contended simply because, one of the contestants has really believed in the absolute superiority of his position and the views he had undertaken to defend. Business is unquestionably built on the same lines, and the business man who really enters into the competition of life with a determination to force matters is bound to succeed. It is the half-hearted, unappreciative individual, who does not desire to defend his judgment, or to rely upon his own conviction, who ultimately fails.

There is not at the present time a single general of note who will dispute the fact that many battles have been won simply from the inherent conviction of their superiority, not only physically, but also from a strictly strategical standpoint. We might almost say that faith not in superstition, but faith in one's own ability conquers where merit sometimes fails.

Napoleon the great, and he is justly designated, is the authority for the expression, "There is no such word as can't." He did not believe that the vocabulary of the world contained such a word. And the Iron Duke, who was his only real competitor and ultimate conqueror, was unquestionably of the same opinion. Any one who came to him with the apology that he "could not do what was set him to do" was unworthy of the profession he followed and the sooner he was hanged the better. It is

surprising what a man could do if he only has the capacity not to "do things by halves." Suppose that you had some great undertaking and that you had decided to go into this undertaking with the object of making money. It would be perfectly ridiculous if you were to go into it feeling that there was a great possibility that you would not succeed. This is doing things by halves, and you cannot possibly conduct a successful business upon these lines.

Energy many times counts for more than discretion. How many men in battle have succeeded in obtaining recognition and advancement not because they had displayed a large amount of discretion, but because they have displayed an utter contempt for conventionalities. It was not the observance of cautiousness or hesitancy that caused Napoleon to make Ney a Marshal of the French army. On the contrary, it was his absolute recklessness, putting it in a mild form, that caused his promotion. Timidity is by no means a very valuable friend. It may be of value amongst a lot of men who do not aspire more than the brain of mediocrity, but where genius is wanted it utterly fails.

Don't do things by halves. Whether it is the sweeping of your store or the purchase of a million dollars' worth of goods. Don't do things by halves, whether it is the collection of outstanding accounts or the full attention to a small fad that a customer may desire to have shown to him. Don't do things by halves, whether it is writing a letter to a disagreeable customer or acknowledging the receipt fully by a member of the firm of a small item which may be remitted; Don't do things by halves, whether the engagement of an office boy at \$2 a week or a salesman at \$10,000 a year. Life is made up of those who regard it as a reality. They are those who unquestionably get the most out of it. They do not live the longest, but they "get there just the same." There never was nor never will be a confirmed success of those who do things by halves. The improvements in machinery and in the methods of conducting business are such that those who refuse to come into the circle will realize that it is the patient, energetic individual who insists upon everything being done in its completeness who will succeed.

We commenced by saying, "Don't do things by halves," and we are absolutely convinced that those who follow the old cautiousness of the past will get miserably left. Our advice to the young and to the old is explicit and emphatic: "Don't do things by halves," particularly with regard to those who cannot pay their bills when they are due. In short, the man who does set out in this life to do things by halves and to thoroughly succeed will find himself unquestionably "in the soup." We would say to all our readers, big and little, of great experience and small experience, and of every other degree of mercantile pursuits. "Don't do things by halves." You will then be much happier and infinitely more contented with this world's gifts.—National Grocer.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar  
Manufacturing Co.,  
79 and 81 Jarvis St., Toronto  
Highest award, Toronto Exhibition.

**DAVIDSON & HAY**

**Wholesale Grocers,  
86 Yonge Street,  
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**NEW CANNED PEAS.**

Now arriving the undermentioned very choice brands, "Aylmer" "Simcoe" "Boulter's" "Miller's" and "Lakeport." Quality guaranteed. Early purchasers likely to do best. Orders filled promptly.

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**WHOLESALE GROCERS,  
59, 61 and 63 Front St. E.,  
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**-RAW SUGARS-**

Grainy and good color.

SAMPLES ON APPLICATION.

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**Wholesale Grocers and Importers of  
TEAS,  
SUGARS,  
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AGENTS FOR

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

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

**47 Front St. E., - TORONTO.**

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**35 and 37 Front St. East,**

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**SUGARS, COFFEES AND TEAS,  
SPECIALTIES.**

**EDWARD**

**ADAMS & CO.**

ESTABLISHED 1846.

**Wholesale Grocers and Importers of**

**TEAS,  
SUGARS,  
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TOBACCOS.**

**95 & 97 Dundas St., London, Ont.**

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**WHOLESALE GROCERS,**

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

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

**SMITH & KEIGHLEY**

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**SUGARS,**

**and General Groceries.**

Canned peas, 1891 pack now in stock, first of the season. Write for quotations. Letter orders promptly attended to.

**9 Front St. E., Toronto**

**Rice and Valencia Raisins.**

**To the Trade.**

We offer

1000 Boxes Valencia Raisins,  
2300 Sacks of Rice.

Write for quotations.

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**WHOLESALE GROCERS,**

**274 St. Paul Street,  
MONTREAL.**

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**Wholesale Grocers,**

**33 Front St. East,**

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**PERKINS, INCE & Co.,**

**41 and 43 Front St., Toronto.**

HAVE RECEIVED

**New Season's**

**YOUNG HYSONS**

**ex S.S. Parthia.**

J. F. EBY.

HUGH BLAIN.

**PICKLING SPICE.**

Whole Mixed.

**FRESH GOODS FINELY BLENDED**

—FOR—

**Pickling Purposes.**

ORDER EARLY.

**EBY, BLAIN & Co.,**

**Wholesale Grocers,**

**FRONT AND SCOTT STS. TORONTO.**

## BUYER AND SELLER.

Perhaps in no department of trade is there unity of opinion, says the Canadian Trade Review, regarding the relative merits and worth of the commercial buyer and seller. It is a point upon which it is probable that there will always be differences of opinion. To A. T. Stewart, the American merchant prince, is credited the statement that a salesman is not very hard to find; that, if not readily found, it would be easy to train one; but that a buyer—that is, of course, a good buyer—is, like the poet, born, not made. Yet even this experienced judgment can hardly be said to apply in all cases. It may be that the buyer is of supreme importance in his own department, but his relations to the public and even to the trade, are limited. We agree with a contemporary in its statement that the buyer of raw material for the manufacturer is not generally known outside of a comparatively small circle handling raw products. Even the buyer for the jobber, or purchasing agent as he is more generally termed, operates within a comparatively small circle of manufacturers or importers, although his dealings are of immense magnitude, larger by far than those of any salesman of like experience and standing. He is a factor in the market, yet in a limited sense and not as the purchaser who is himself a seller that directs and deals directly with the consumer. Necessarily, buyers are not so numerous as salesmen and for that reason alone are not so well known through all the ramifications of trade and commerce down to the consumer. Yet no one would underrate the importance of the seller to the trade at large nor deny that the successful salesman has acquired an art of as great value to himself and his employer as the buyer could possibly attain. To the student of human nature the salesman is a greater and more interesting study than the buyer, and this is true whether the art of selling is represented by the man behind the counter, in the store, or by the commercial traveler whose life is spent on the road. The successful salesman must himself be a student of human nature and a close observer of persons especially, the better to enable him to deal with his customer. Patience, caution, and determination are also elements in the make up of a good salesman. It is difficult to realize the tax to which these characteristics are often subjected, especially the trait of patience. Customers are naturally unsympathetic and sometimes imagine it a special privilege to exact for themselves more than ordinary deference. But the salesman must take no umbrage—nor could a buyer under like circumstances—that's what he is there for, to sell if he can, but at all events not to antagonize the customer. The latter is especially true in retailing, and the storekeeper who is his own salesman, finds it especially incumbent on him to restrain himself, as so many have learned by unpleasant experience.

GURD'S

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



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

ALL GROCERS SHOULD SELL  
THE

## ROYAL DANDELION COFFEE

Manufactured by  
ELLIS & KEIGHLEY,  
TORONTO.

## TO THE TRADE —IN— Canned Goods.

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

Faithfully yours,

D. W. DOUGLAS,  
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## Queen's Hotel, WINNIPEG, MAN.

First-class in every respect.

JAS. O'CONNOR, Prop. FRED. SPRADO, Mgr.

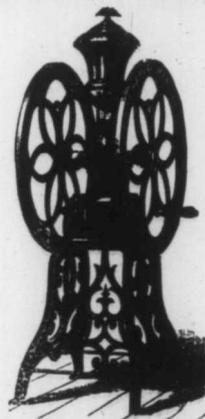
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Is the Registered Trade Mark of the  
**PURE INDIAN TEA**  
That has become such a favorite.

These Teas have had a Three Year's Test.  
New Season's Teas are now arriving.

Particulars on application to  
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## COFFEE MILLS



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

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

## BENS DORP'S ROYAL DUTCH COCOA.



(Manufactured at Amsterdam, Holland).

Is Absolutely Pure and Soluble. Very delicate in flavor and of Great Strength. It will please more of your customers than any other Cocoa on the market. Order a case at once and prove the above to be correct. Packed 12 lbs. Cocoa in a case.

Price,  $\frac{1}{4}$  lb. cans, \$2.40 per doz.  
 $\frac{1}{2}$  " " \$4.50 " "  
1 " " \$8.50 " "

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# IT CANNOT BE BEAT !!!

This is the secret of the great success of "Barm" Yeast, and it is now accepted as a recognized fact by almost every Grocer that for honest quality and rapid selling **IT HAS NO EQUAL.**

Try a box at once and make your customers happy.

## THE BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto.

### Cowan's Soluble Cocoa

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

The Cowan Cocoa and Chocolate Co. L'd, Toronto  
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Samples free. Correspondence Solicited.

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Established 1834.

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

Goods from First and Best Markets. Quality warranted. Full assortment. New Crop Japan Teas have arrived in quantity. Fine assortment and quality desirable. Orders carefully and promptly attended to.

Have claimed, and do claim, freedom to buy and sell anywhere without interference or hindrance from any quarter. No commercial or personal slavery.

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Importers, Manufacturers' Agents.

Grocers' Specialties, Etc.

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### THE GAIL BORDEN Eagle Brand Condensed Milk

Has maintained its high reputation for ABSOLUTE PURITY for over a QUARTER OF A CENTURY.

AS A FOOD FOR INFANTS IT HAS NO EQUAL.  
FOR SALE BY  
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### M. J. Woodward & Co., PRODUCERS OF CRUDE,

Manufacturers of

Illuminating Oils,  
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and Wax, &c.

PETROLIA, - ONTARIO.

### JACQUAND FRENCH BLACKING



#### PRICES

In cases of 6 gross each, assorted if necessary.

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

5 per cent. discount cash.

DAVID REA & CO., - 30 Hospital St.  
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### The Norton Manufacturing Co.,

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## TIN CANS

By Automatic Machinery.

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

### CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

**DO YOU SELL**

"Peerless" Washing Compound. There is nothing equal to it. It will pay you a handsome profit. Your customers will like it. Address

Pure Gold Manufacturing Co.,  
31 Front Street East, Toronto.

## Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

### HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXOELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

:: TORONTO.

## ELLIOTT, MARR & CO., IMPORTERS OF TEAS,

—AND—

Wholesale Grocers, LONDON, ONT.

We are now reducing our surplus stock in order to make room for FALL GOODS.

We beg to offer a BIG REDUCTION IN PRICES to our RETAIL FRIENDS. Customers visiting Toronto, during the Exhibition, will find it to their interests to call and inspect stock before placing their fall orders.

## R. TEW & CO.,

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

10 FRONT ST. East,

(Adjoining Board of Trade Building.)



SALES MADE OR PENDING.

J. M. Roberts, general store, Dungannon, has sold out to R. B. Holland.

Mrs. Margaret H. Young, groceries and provisions, Toronto, sold out by auction.

McQueen, J. A. & Co., general store, Point de Bute, advertise closing business.

J. F. Galbraith, Japanese and Chinese goods, Vancouver, advertises his business for sale.

Halfpenny & Washburn, general store, North Bay, stock, etc., advertised to be sold by auction on the 25th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Ferguson & Co., grocers, Winnipeg, stock sold.

Cummings, A. & Co., groceries, etc., Winnipeg, dissolved partnership.

Chipman, Morgan & Co., commission agents, Vancouver, C. E. Morgan retires.

Brackman & Ker, flour and feed, Victoria, incorporated as the Brackman & Ker Milling Co.

FIRES.

Cavin Lutz, drugs and stationery, Exeter, burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

S. S. Young, Wholesale grocer Trenton, Ont., suspended.

J. Goodmurphy, general store, Gore Bay, is offering to compromise.

Douglas & Haines, roofers, Ottawa, Joseph Douglas, chattel mortgage.

C. J. Lenentine, dry goods and groceries, Springfield, assigned in trust.

John Simons, general store, Arthur, has assigned to J. A. Browne, Toronto.

R. J. Thomas, grocer, Brantford, has assigned to John R. Mason, Toronto.

W. J. Brett, grocer, Amherstburg, has assigned to R. R. Brett, Amherstburg.

E. S. Platt, grocer, flour and feed, Campbellford, has assigned to Henry Palmer, Campbellford.

## TOO BUSY TO DO BUSINESS.

There are merchants who, if they repeated declarations may be taken as true, are too busy to do business. Traveling men meet them every day, and are rebuffed by them. They ask but five minutes, or ten minutes, to show their lines of goods, but the merchant is too busy to grant the time. In most cases this excuse for turning the salesman away without a hearing is a petty fabrication, and where it is not, there is something radically wrong with the machinery of the concern. To be able to buy well is quite as important as to sell well. Indeed, it is doubtful if goods badly bought can be sold well. Therefore the firm whose buyer has not time to examine the goods that are in the market is placed at a disadvantage, and needs to employ more buyers. The retailer who has no time to examine samples loses many an opportunity for profit. And what is true in this particular, as it relates to salesmen, is also true in regard to everything that pertains to business. The merchant should have time for everything that pertains to business, and every man who calls upon matters of this sort should be accorded a hearing. The merchant who is "too busy" to investigate matters pertaining to his business is not going to win the largest success.—Ex.

The retail grocers of Minneapolis recently organized a grand parade to celebrate the Early Closing Movement. There were a large number of mottoes displayed on banners and transparencies and carried in the procession, among which were the following:

- "We are slaves no longer."
- "Hurrah for the families who patronize us."
- "Now we can visit our girls once in a while."
- "Give the grocer clerks a rest."
- "Your grocer is humane; let him close at 7."
- "No longer do we work 16 hours per day."
- "We are not Chinese."
- "Grocers and their clerks are not night-hawks."
- "Close at 11—That is tough! Close at 7—Good enough!"
- "We will have a chance to get acquainted with our families."
- "The back door is closed at 7 o'clock too."
- "If you expect to go to Heaven, buy your groceries before 7."
- "The Nights of labor are a thing of the past."
- "Go court your wives anew."
- "We are always with you."
- "We warrant all goods before 7 P.M."
- "We are in it. Who kicks? Nobody but cranks."

## STAR FIRE LIGHTER.

I tried a square of your Fire Lighter, and found it burned 1½ minutes, long enough I think to light any fire without coal oil or kindling.

W. FULTON, Grocer, Woodstock.

See our prices.

STAR MFG. CO., London.

## BUSINESS CHANCE.

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

## A. HAAZ & CO.,

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider

VINEGARS.

74 Bagot Street, - Kingston, Ont.

## TULLOCH & CO.,

Manufacturers' Agents  
and  
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

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

CONSIGNMENTS OF PRODUCE SOLICITED.

60W



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

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

THE DRY GOODS REVIEW, TORONTO  
THE J.B. McLEAN CO. (LTD) PUBLISHERS.

# EDDY'S STANDARD MATCHES

Telegraphs and  
Telephones.

**SURE! SAFE! SWEET!**

Every stick a match,  
Every match a lighter.

**NO FOUL SMELL! NO SULPHUR DROPPING.**

Sold everywhere. Accept no others.

FACTORIES AT HULL, CANADA.

ESTABLISHED 1851.

TORONTO BRANCH: 29 Front West.

**MAKE A NOTE OF IT.**

When preparing for Picnics, Summer Excursions  
or Camping-out always procure some of

Johnston's



Fluid Beef.

It is compact, convenient, always ready for use. It makes delicious  
Sandwiches, and strengthening Beef Tea.

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

AGENTS FOR

The St. Lawrence Sugar Ref'g Co., Montreal.

The British America Starch Co., Brantford.

## LEONARD BROS.,

Wholesale Fish Dealers,

Are now prepared to fill all orders for their

**Celebrated Boneless Codfish**  
(from new fish)

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

SEND FOR QUOTATIONS.

ST. JOHN, N.B. MONTREAL, P.Q.

**Robertson, Thompson & Co.,**

GRAIN, FLOUR,

Produce and General Commission,

185 NOTRE DAME ST., EAST,

P.O. Box 615, WINNIPEG.

Correspondence solicited from Merchants  
and Manufacturers desirous of introducing  
their goods in Manitoba and the Northwest  
Territories.

## "THE GENUINE CHIMNEY"

A FULL LEAD

Glass Chimney.



Cannot be Beaten

for Design

or Workmanship.

NICELY WRAPPED AND LABELLED

Done up in

One-Half Gross Cases.

Write for Prices.

**GOWANS, KENT & CO.,**

Crockery, Glass and Lamp Goods Dealers,

Toronto and Winnipeg.

**PURE ROCK SALT**

For  
Cattle and Horses.

TORONTO SALT WORKS,

128 Adelaide Street East

Sole Agents for  
**RETSON MINING COMPANY.**

Write for Quotations.





Prices Current, Continued—

Black Jack, 115 pieces	0 85
Red Rose, 115 "	0 85
Sweet Fern, 280 "	0 85
Adams' N.Y. Gum, 800 "	0 50
Caramel Tolu, 72 "	0 40
New Fruit Asst., 115 "	new 0 75
Puzzle Gum, 115 "	0 75
Oolach, 115 "	0 75

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO. S.

Chocolate—	Per lb.
French, 1/4's, 6 and 12 lbs.	0 30
Caracas, 1/4's, 6 and 12 lbs.	0 35
Premium, 1/4's, 6 and 12 lbs.	0 30
Sante, 1/4's, 6 and 12 lbs.	0 26
Diamond, 1/4's, 6 and 12 lbs.	0 24
Sticks, gross boxes, each.	1 00

Cocoa, Homopate, 1/4's, 8 & 14 lbs	30
" Pearl " " "	25
" London Pearl 12 & 18 "	22
" Rock " " "	30
" Bulk, in bxs. ....	18

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto	30
Mott's Bromo, per lb	30
Mott's Prepared Cocoa	28
Mott's Homopate Cocoa (1/4's)	32
Mott's Breakfast Cocoa	40
Mott's Breakfast Cocoa (in tins)	40
Mott's No. 1 Chocolate	35
Mott's Caracas Chocolate	38
Mott's Caracas Chocolate	40
Mott's Diamond Chocolate	32
Mott's French-Can. Chocolate	30
Mott's Navy or Cooking Choc.	26
Mott's Cocoa Nibs	30
Mott's Cocoa Shells	5
Mott's Vanilla Chocolate stick	22 24
Mott's Pure Confection Chocolate	22 38
Mott's Sweet Confection Choc.	22 30

GOWAN COCOA AND CHOCOLATE CO.

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

WALTER, BAKER & CO.'S

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

48 Fingers to the lb., in cases 24 bxs 6 lbs each	25
Cocoa—	
Pure Prepared boxes, 12 lbs each	40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers	32
Cracked, in bxs, 12 lbs., each, 1/2 lb. papers	32
Cracked, in bags, 6, 10 & 25 lbs each	32
Cocoa and shells, 12s and 25s	30

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



GIBSON & GIBSON'S

Sydney Gibson's Cocoa, 1/4	0 30
Dr. Clarke's Cocoa, 1/4's and 1/2's tins	0 45
Soluble Cocoa bulk in boxes	0 18
Prepared do " "	0 22
Sydney Gibson's Chocolate, 1/4	0 30
and 1/2 " " "	0 28
Gibson's Bock do " "	0 30
Dr. Clarke's do " "	0 30
Confectioners' Pure Chocolate	0 30
10 lb. blocks	1 00
Vanilla choc. sticks, per gross	1 00
Gibson's Ioina, 1/2 doz. in case	1 25
Gibson's Ioina, 1 lb 2 " "	2 25

COFFEE.

GREEN	
Mocha, o. per lb.	32, 35
Old Government Java	30, 33
Rio	21, 22 1/2
Plantation Ceylon	29, 31
Porto Rico	24, 28
Guatemala	24, 26
Jamaica	22, 23
Maracaibo	24, 26
WHOLE ROASTED OR PURE GROUND.	
ELLIS & KEIGHLEY'S.	
Java, o. per lb.	33, 34
Java and Mocha	34, 36
Plantation Ceylon	35
Arabian Mocha	37
Santos	28, 28
English Breakfast	16, 24
Royal Dandelion in 1 lb tins	26

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend	33
Our Own	31
Laguayra	29
Mocha and Java	32, 33
Java, Standard	33
" Old Government	30, 32
Arabian Mocha	36
Santos	28
J. W. COWAN & CO.	
Standard Java in sealed tins, 25 and 50 lbs.	30
Standard Imperial in sealed tins, 25 and 50 lbs.	32
Standard Blend in sealed tins, 25 and 50 lbs.	33
Ground, in tins, 5, 10, 15 and 25 lbs.	20, 30
Say's Parisien, in 1/2 and 1 lb tins	30

EXTRACTS.

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

FLOUR AND MEAL.

Flour, Manitoba Patent	5 55	5 65
" Ontario patents	4 75	5 25
" Straight Roller	4 40	4 50
" Extra	3 85	3 90
" Low grades	2 00	3 75
" Strong bakers'	5 25	5 55
Oatmeal, standard, bbls	5 10	
" granulated, "	5 25	
" rolled " "	5 25	
Rolled Oats	5 25	
Bran, per ton	15 75	17 00
Shorts	19 00	20 00
Cornmeal	4 00	4 40

FLUID BEEF.

JOHNSTON'S, MONTREAL.

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

FRUITS.

FOREIGN.	
Currants, Provincial, bbls	6 1/2, 6 3/4
" " " bbls	6 1/2, 6 3/4
" " " cases	6 1/2, 6 3/4
" Filatras, bbls	6 1/2, 6 3/4
" " " bbls	6 1/2, 6 3/4
" " " cases	6 1/2, 6 3/4
" Patras, bbls	6 1/2, 7
" " " bbls	7, 7 1/2
" " " cases	7 1/2, 7 3/4
" Vostizzas, cases	8, 9 1/2
" " " cases	8 1/2, 9 1/2
" 5-crown Excelsior (cases)	9 1/2, 10
" " " cases	9 1/2, 9 3/4
Dates, Persian, boxes	5 1/2, 6
Figs, Eleme, 14 oz., per box	10
" 10 lb boxes	12 1/2, 13
" 20-lb " "	15 1/2, 16
" Seven-Crown	18
Prunes, Bosnia, bags	6 1/2, 7 1/2
" cases, " "	7, 8

Raisins, Valencia, off stalk	4 1/2, 6
" Selected	7 1/2, 8
Layers	8 1/2, 9
Raisins, Sultanias	16, 18
" Eleme	7 1/2, 8
" Malaga:	
London layers	2 70, 3 00
Loose muscatels	2 35, 2 75
Imperial cabinets	3 25, 3 50
" " qrs., flat.	1 00
Connoisseur clusters	4 00, 4 25
Extra dessert " " qrs.	4 75, 5 00
" " " qrs.	1 50, 1 50
Royal clusters	6 00, 6 50
Fancy Vega cartoons	2 75
Black baskets	4 00, 4 25
" " qrs.	1 30, 1 35
Blue " " qrs.	4 75, 5 00
" " " qrs.	1 50, 1 60
Fine Dehesas	7 00, 7 25
" " " qrs.	2 00, 2 25
Lemons, Palermos	4 50
" Messina	4 75
Oranges, Floridas	7 50
" Rodis	4 50
" Sorrentos	4 50

DOMESTIC.

Apples, Dried, per lb	0 08 1/2, 0 09
do Evaporated	0 13 1/2, 0 14

GLASSWARE.

TAYLOR, SCOTT & CO.

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

GRAIN.

Wheat, Fall, No. 2	1 02	1 03
" Red Winter, No. 2	1 02	1 03
" Spring, No. 2	0 97	0 98
" Man Hard, No. 1	1 00	1 00
" " No. 2	1 06	1 06
Oats, No. 2, per 34 lbs.	37	40
Barley, No. 2, per 48 lbs.	50	51
" No. 3, extra	55	56
" No. 3	48	55
Rye	80	81
Peas	70	75
Corn	70	70

HAY & STRAW.

Hay, Pressed, "on track 11 50	12 00
Straw Pressed, " "	5 00, 7 00

LARD.

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

MUSTARD.

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

COLLMAN'S AND KEEN'S	
In 4 lb jars	75
In 1 lb jars	25
D. S. F., in tins, per lb	41
" " in 1/2 lb tins, per lb	42
" " in 1/4 lb tins, per lb	44
D. F. in 1/2 lb tins, per lb	36
" " " " "	28

NUTS.

Almonds, Ivica	14	15
" Tarragona	15	16
" Fornigetta	...	...
Almonds, Shelled Valencias	...	...
" Jordan	45	55
Brazil	12	13
Cocoanuts, per 100	...	6 00
Filberts, Sicily	...	11
Filberts, Oblong	11	11 1/2
Peanuts, roasted	12	13
" green	9	10
Walnuts, Grenoble	17	18
" Bordeaux	12	13
" Naples, cases	...	...
" Marbots	...	13 1/2
" Chilis	12	13

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S TORONTO PICKLES.	
John Bull, mixed, in bulk	\$0 45
" Chow Pic's, in bulk	0 50
" m'xed & Chow Chow	1 30
" Mixed & Chow-Chow pts	2 15
" Mixed & Chow-Chow qts	3 40
" " " " "	16 g, 1 90
Horse Radish, bottles, per doz	2 25

**JAMS** THE TORONTO BISCUIT AND CONFECTIONERY CO., 7 Front St. E., Toronto, have decided to put up only positively pure jams. We are convinced the public will appreciate this and be willing to pay a trifle more for pure than adulterated goods. Send Sample Order and note quality. Put up in 1 lb. glass jars, 5 and 10 lb. tins and pails.

Prices current, continued—

SAUCES.

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

CROSSE & BLACKWELL'S.

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

LAZENBY & SONS.

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

PRODUCE.

DAIRY.

Butter, creamery, rolls	\$0 21 \$0 22
" tub...	0 19 0 21
" dairy, tubs, choice	0 14 0 15
" medium	0 10 0 12
" low grades to com.	
Butter, pound rolls.	0 15 0 16
" large rolls.	0 12 0 14
" store crocks	0 12 0 14
Cheese	0 09 1/2 0 09 1/2

COUNTRY.

Eggs, fresh, per doz.	0 12 0 13
" lired	
Beans	1 70 1 80
Onions, per bbl.	
Potatoes, per bbl.	0 75 1 00
Hops, 1889 crop	0 15 0 18
" 1890 "	0 33 0 35
Honey, extracted	0 08 0 10
" section	0 14 0 16

PROVISIONS.

Bacon, long clear, p. lb.	0 08 1/2 0 08 3/4
Pork, mess, p. bbl.	15 00 17 00
Hams, smoked, per lb.	0 12 1/2 0 13
" pickled	0 10 0 11

Bellies	0 10 1/2 0 11
Rolls	0 09
Backs	0 11
Lard, Canadian, per lb	0 10 1/2 0 10 3/4
Hogs	
Tallow, refined, per lb.	0 05 0 05 1/2
" rough,	0 02

RICE, ETC.

Rice, Aracan	Per lb 3 1/2 40
" Patna	4 1/2 5 1/2
" Japan	5 1/2
" extra Burmah	3 1/2 4
Grand Duke	6 1/2 7 1/2
Sago	4 1/2 5 1/2
Tapioca,	5 1/2 6 1/2

SPICES.

GROUND.

Pepper, black, pure.	Per lb \$0 18 \$0 20
" fine to superior	12 18
" white, pure	32 35
" fine to choice	25 30
Ginger, Jamaica, pure.	25 27
" African,	18
Cassia, fine to pure	18 25
Cloves,	14 25
Allspice, choice to pure.	12 15
Cayenne, "	30 35
Nutmegs, "	1 00 1 25
Mace, "	1 00 1 25
Mixed Spice, choice to pure.	30 35
Cream of Tartar, fine to pure	25 37

STARCH.

EDWARDSBURG STARCH CO. LIMITED, MONTREAL.

No. 1 White, 4 lb cartoons.	5 1/2 c. per lb.
Canada Laundry	4 1/2
Silver Gloss, crates	6 1/2
Silver Gloss, 1 lb chromos	6 1/2
Satin, Starch 1 lb chromos	7 1/2
No 1 White, barrels & halves	4 1/2
Benson's Canada Prepared Corn	7 1/2
Canada Corn	6 1/2
Rice Starch, 1 lb	9

BRITISH AMERICA STARCH CO. BRANTFORD.

1st quality white, 3 lb. cartoons.	5 1/2
Lily White gloss, crates.	6 1/2
Brantford gloss, 1 lb	7 1/2
Lily White gloss, 1 lb chromo.	6 1/2
Canada Laundry, Boxes	4 1/2
Pure Prepared corn	7 1/2
Challenge Corn	6 1/2
Rice Starch, fancy cartoons	9
" cubes	7 1/2

KINGSFORDS OSWEGO STARCH.

Pure Starch—

40-lb boxes, 1, 2, and 4 lb. pack'g's	8
36-lb boxes, 3 lb. packages	8
12-lb "	8 1/2
38 to 45-lb boxes	8

Silver Gloss Starch—

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

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

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

SUGAR.

c. per lb.

Granulated, 15 bbls or over	5
" less than 15 bbls	5 1/2
Paris Lump, bbls and 100 lb. bxs	5 1/2
" 50 lb. boxes	5 1/2
Extra Ground, bbls	5 1/2
" less than a bbl.	6 1/2
Powdered, bbls	5 1/2
" less than a bbl.	5 1/2
Extra bright refined	4 1/2
Bright Yellow	4 1/2
Medium "	4 1/2
Brown "	3 1/2
Raw	3.60 4 1/2

SYRUPS AND MOLASSES.

SYRUPS.

D	2 1/2
M	2 1/2
B	2 1/2
V.B.	3
E.V.B	3 1/2
E.S.V.B	3 1/2
XX	3 1/2
XXX	3 1/2

MOLASSES.

Trinidad, in puncheons	Per gal. 0 38 0 40
" bbls	0 40 0 42
" 1/2 bbls	0 42 0 44
New Orleans, in bbls.	0 43 0 45
Porto Rico, hbls.	0 38 0 40
" barrels	0 42 0 47
" 1/2 barrels	0 44 0 49

TEAS.

GREENS.

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

Young Hyson—Moyunes

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

JAPAN.

Half Chests—

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

CONGOTS.

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

SCENTED ORANGE PEKOE

Boxes, Foochow and Canton	28 60
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OOLONG.

Half chests Formosa	34 50
Caddies	36 55

ASSAMS.

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

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



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CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

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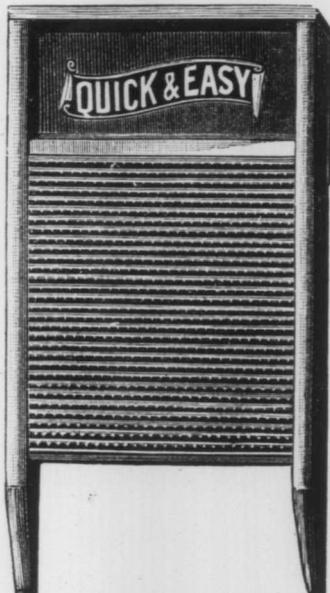
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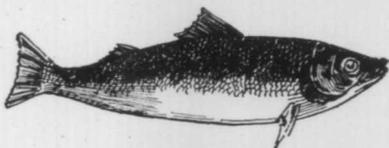
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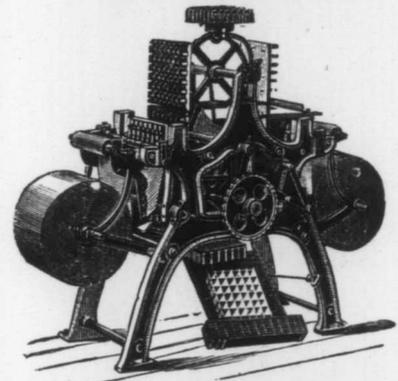
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