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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED
WEEKLY
\$200 PER YEAR

VOL. VII.

TORONTO, APRIL 7, 1893.

No. 14

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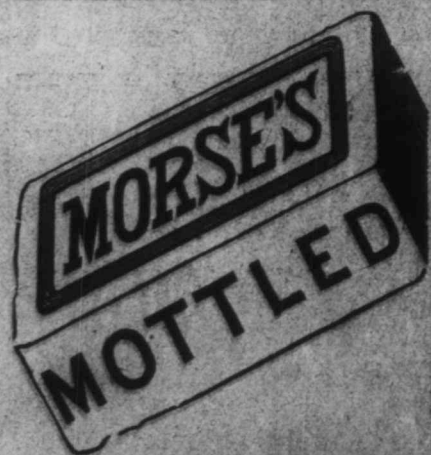
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J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
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Unpromising indeed is the outlook for the currant growers of Greece. And a variety of influences seem to be working together to make certain what is almost assured. On the Island of Zante the conditions are particularly unfavorable. Last season the terrible little insect peronosporo, played sad havoc with the currant crop, and most of the 15,000 tons or thereabouts that now remain is of poor quality. To still further increase the misery of the inhabitants the island has been visited by earthquakes that are estimated to have damaged property to the extent of some two and a half million dollars, one half the towns being destroyed. It is now a question whether growers will be able to find men enough to cultivate their vineyards for the coming season. The condition on the mainland can scarcely be said to be any better than it is on the islands. There it is expected that the attack of the peronosporo will be renewed, and that the crop will turn out worse than even last year. Now the country is also passing through a financial crisis, and banks and capitalists are not disposed to make advances to currant growers, and on the mainland, as on some of the islands, it looks as if not a few of the vineyards

will be left to take care of themselves. Unfortunately it takes a much longer period to undo than to do the damage caused by the peronosporo. A gentleman who is somewhat of an authority on such matters informs THE GROCER that it will take some years, it being, as a rule, necessary to graft on new shoots. It is the general opinion among the trade that currants are at the moment pretty good property.

Some retail grocers seem to have lost sight of the fact that they are in business to make money. In the race for patronage they fix their eyes on the customer just as the runner does his on the tape measure which he is striving to breast first. It is a storekeeper's duty to get all the customers he can, but it is possible to pay too dearly for them as well as for experience. When there is too much eagerness to obtain the patronage of this and that consumer there is a tendency to overlook two important things. When a man goes into business for himself it is with the purpose of making a living. And in order to make a living he must have profit. This is one of the things that sometimes seems to be forgotten. A grocer should try to make a profit on everything he sells. Of course there are times when with certain goods of a perishable nature it may be necessary to sell them at a sacrifice in order to prevent incurring a total loss. But the same plea will not suffice to justify the selling of soap, sugar, and other such staple lines at or even below cost. Not only does it demoralize trade, but the practice is unjust both to himself and to his creditors. The other thing often lost sight of is in regard to discriminating as to who shall and who shall not be given credit. It is better to have a small and profitable business than a large and unprofitable one, and

to have one good paying than half a dozen bad paying customers.

The action of the Toronto City Council in referring back to the Property Committee the report recommending a two-thirds decrease in the license fee, and removing restrictions as to street limitations necessitates the work being gone over afresh. And the Property Committee resumed its share of the burden last week. But the report it will recommend to the Executive is changed, and that materially, from that previously submitted. In the first report the Council was asked to make the fee on one-horse rigs \$10 instead of \$30 as at present, and to disallow the restrictions preventing hawking in the centre of the city. Now they propose to make the fee \$20 and to allow the restrictions to remain in force. Since the committee conceived the idea of reducing pedlars' licenses some of its members have apparently received a little education regarding the subject, it having taken no less than eight divisions to carry the motion favoring a reduction in the fee. Why the fee should be interfered with at all is not plain. The privileges secured for \$30 are cheap from more points than one, and the pedlars, if they only knew it, are injuring themselves by advocating lower fees. The Council will probably deal with the matter on Monday night.

The condition of the hotels in some rural districts is anything but satisfactory. And commercial travellers, more than any other class of the travelling public, know it to their sorrow. In one the sample-room accommodation is inadequate; in another the lavatory probably consists of nothing better than a pump, a dirty pail, and a towel as black as coal. In others the sanitary condition is bad by reason of the filth that

abounds. Here and there the food supplied the table is bad, and the sleeping accommodation on a par with it. The bar, it is almost needless to say, is usually well supplied. The responsibility for this condition of affairs lies largely with the license inspectors. The Government regulations call for certain conveniences to the travelling public in order to secure a license, but that these seldom obtain is evident to everyone who has occasion to "put up" at a rural hotel. Even "in towns and villages of respectable size there is often a lack of proper accommodation. Patience has long ceased to be a virtue with the commercial travellers. Some time ago the Commercial Travellers' Association of Canada took the matter up and decided to lay their case before the Ontario Government. In pursuance of this plan a deputation waited upon the Provincial Treasurer, Hon. Mr. Harcourt, a few weeks ago, and how well it presented its case may be gathered from the fact that last week instructions were sent out to all license inspectors to more rigidly enforce the regulations. The commercial travellers may just as well, however, disabuse their minds of any idea they may have that there will be anything more than an isolated improvement here and there. Experience teaches this. Now that the Government has stirred up the inspectors, the "commercials" should see that the inspectors stir up the hotel-keepers and specify instances where they do not. They now seem to have got the ear of the Government, and they should not hesitate to make good use of it.

• • •

Toronto needs a fruit market. Long before it became the fruit centre that it now is was the want felt. More than once have the fruit men started an agitation for one, and more than once have they been on the point of securing the desideratum. Another of these periodical agitations has again materialized, and one day last week a deputation representing wholesalers and growers waited on the Property Committee of the City Council asking for the establishment of a fruit market. What is desired is a market that would be both adjacent to the railways and to the steamboats, and it seems that the fruit men have in view such a site just west of the foot of Yonge street. It is owned by the city, and is no doubt the best obtainable for the purpose, and there

would be no need of curtailing the space for there is room enough and to spare.

The Patrons of Industry are extending their operations in the Province of Quebec. The Grand Trustee was in Montreal a few days ago negotiating with salt dealers for the supply of Liverpool salt to all the associations of Eastern Ontario. How easily some people can be gulled may be gathered from the fact that the Patrons around Belleville alone recently contracted to take 5,000 barrels of salt a year for three years!

ADVANCE IN STARCH.

An all round advance of about one cent per pound is announced in starch. An agreement between the manufacturers seems to be the cause. Something like a year ago the understanding between the three manufacturers in the Dominion fell through on account of one of the parties to it selling direct to retailers instead of through the wholesale houses as formerly. From then until the present each was for himself. Now they appear to be acting in unison again. At any rate the notice issued Thursday of last week withdrawing quotations was signed by the three manufacturers, and all were of one mind in regard to announcing an advance.

"There has been a loss on almost all lines of starch made by the Canadian factories since the agreement fell through last year," said a Front street man to THE GROCER, "and they found it absolutely necessary to recover this. Today's prices are not higher than those charged prior to the break in the agreement," he concluded.

These are the manufacturers concerned in the agreement: The British America Starch Company, Brantford; Edwardsburg Starch Company, Montreal, and the St. Lawrence Starch Company, Port Credit. The list just issued is subject to change without notice, and freight is prepaid on ten-box lots assorted.

CHATS WITH BUSINESS MEN.

"Yes," said E. G. Williams, of Warren Bros. & Boomer, to me Saturday as he tucked away his samples, "the roads are still in a terrible condition. Yesterday I was driving in four feet of snow, and sometimes the wheels would be right down to the hubs in the ruts. Occasionally you'll strike a place where you'll find a little sleighing, but it's rare I can tell you. How do I find trade? Oh, not so bad. One thing I know, and that is that a good many who were careless about buying sugar a few weeks ago are now getting anxious," he concluded as he closed his valise with a click and placed it on a stool with a thud as if to emphasize what he said.

"I was just thinking," said a coffee man to me Saturday as he emerged from

his lavatory, towel in hand, "of the peculiarities of the coffee consumers of this country. Now up among the German population of Waterloo and Berlin, and in the Mennonite and Icelandic settlements in the North-west Brazilian coffees are most used. They like strong coffee, and I can tell you they know how to make it. They buy their coffee green, and do their own roasting and grinding. In the cities the people go in more for mixtures and the milder grades of coffees. They won't go to the trouble of roasting and grinding. Oh, pshaw, city folks don't know what good coffee is," he added, giving his hands a vigorous rub and throwing the towel over his shoulder.

• • •

Saturday I ran against a gentleman who is interested in the Lakeport Preserving Company. "I might tell you," said he in answer to a query, "that our manager, H. J. Matthews, has just returned from a trip down through the Eastern and Maritime Provinces, and he says that dealers generally are pretty well cleaned out of canned goods, and that"—

"What kind of canned goods? All kinds?" I interposed.

"Just such kinds as these," he replied, as he adjusted his specs, drew a sheet of paper from a drawer, and ran his finger down the list. "Tomatoes, peas, corn, apples, and so forth and so forth. And he says the prospects are favorable for good prices."

• • •

"I hear a good deal of complaint these these days from people who have recently started into business regarding seizures of tobacco," remarked a city traveller to me a few days ago. "For trivial, and often unintentional, infractions of the regulations, they have had their tobacco taken from them, and some of those who raised opposition were fined in addition. Of course the regulations must be enforced, but there is a right as well as a wrong way of doing so. What I claim is that with regulations so complicated the Inland Revenue Department should issue instructions more frequently than it does regarding them to those selling tobacco, cigars, etc."

• • •

"Do you know," said a grocer who had been denouncing pedlars to me, "that we can frequently buy oranges, lemons, bananas, and such like cheaper from the Italian pedlars than from the wholesale houses? I have done it myself, and have seen others do it. How is it?"

"I don't know. But I suppose you are aware that they sometimes club together and bring in a carload themselves," I remarked.

"By Jove, that's so. I had forgotten that. And I guess that's how they do it," he resumed, the perplexed look vanishing from his face.

BYSTANDER.

CANNED GOODS GOSSIP.

Some brokers intimate that local buyers are endeavoring to bear the market for canned tomatoes, but in one or more instances buyers claimed that bids were solicited for good-sized lots at prices slightly below current quotations.—N.Y. Bulletin.

The organization of a company for the purpose of establishing a canning factory at Natchez, Miss., is about perfected. A factory with a capacity of 20,000 cans daily will be build in time for doing some work this season in vegetables.

A. W. Habersham & Co., Baltimore, Md., writes as follows regarding the market for canned tomatoes: "A sharp advance is threatened; the near future may find them scarce at any price. For ten days we have been paying alternately 1.10 less the discount and 1.10 net. At this moment can offer a choice brand at 1.10 sixty days, or cash less 1-2 per cent f.o.b. country."

Those cheap lines of standard canned tomatoes, about which there have been whisperings latterly, have failed to materialize on the market thus far. To all accounts \$1.15 is still bottom price for sull standard goods.—N.Y. Bulletin.

The Columbia River salmon fishermen have combined on \$1.15 per fish. The canners have not combined. At \$1.15 per fish the cost of the canned article will be on ordinary calculations about 45c. per case higher than it was last year.

A London report, date of March 18th, says: "California canned fruits are now experiencing a flat market, and apricots in ordinary standards, which is the kind most dealt in where business is concluded, can be had at 6s. to 6s. 3d. per dozen without attracting many buyers, while pears are offering at 7s. 6d. to 8s. 3d., and peaches at the latter price."

The Alaska Packers' Association is still busy getting vessels off loaded with supplies for the salmon canneries.

A new canning factory is soon to be started at Leonardsville, N. Y. A company has been formed with a capital of \$10,000, and the stock has all been taken. A building will be erected 30x80 feet, with two stories above a basement. The building will be located near the U. V. railroad depot. Two hundred acres of corn are called for by the company for this season, after which they will begin canning fruits, vegetables, etc.

Opening prices for Clover Leaf brand Columbia River salmon, 1893 season pack, have been fixed by Delafield, McGovern & Co. at \$1.40 f.o.b. Astoria for tall tins and \$1.55 for flats in car load or larger lots. One-half of the probable pack under the Clover Leaf label has already been placed, with the guarantee of protection to buyers in the event of any decline in price of the brand. The

limited selling prices heretofore prescribed continue in force. Cheaper rates of freight permit the salmon to be delivered in the East at last year's cost, although the f.o.b. cost prices are somewhat higher. A new and elegant Clover Leaf label will be used this year, and the contents of the cans will be of as high class as the label. Orders will be taken for the goods with key opening attachment at 5c. per dozen advance on the prices above quoted.—N. Y. Bulletin.

Most reports are to the effect that orders for 1893 season pack Columbia River salmon have largely run on flat tins thus far, and the surface indications are that tardy buyers will likely be inconvenienced later on.—N.Y. Bulletin.

The Alaska Packers' Association have fixed opening prices for 1893 season pack salmon at \$1.05 f.o.b. San Francisco for prime red fish. At present rate of rail freight that price is equivalent to \$1.13 3-4 landed here. On spot stock, however, \$1.15 is the popular quotation.—N.Y. Bulletin.

Some of the Maine papers mention the opening of half a dozen new sardine factories along the coast, and suggest that sardines will be likely to be low. Information received here indicate the new concerns are small affairs and not capable of committing a great deal of mischief.

At least 2,000 cases of gallon canned apples, Maine and New York packs, have been picked up during the past few days, and, to present appearances, there is nothing in the way of desirable stock on offer at less than \$2.70 to \$2.75. Some authorities intimated the supply is now closely concentrated.—N.Y. Bulletin.

The N.Y. Bulletin says: "There was some evidence of a little awakening on coming season pack of canned tomatoes. In any event a number of orders for ordinary standard goods were placed at 90c., and some for fancy stock at \$1 per dozen, delivered.

San Francisco papers at hand by latest mails confirm previous reports of failure of the attempt to combine the salmon packers on the Columbia River. Private accounts and the newspaper reports are in accord. In the natural course of events the failure to combine is likely to lead to what may be termed an enlargement of spleen, which, on the Pacific Coast, is paramount to vindictiveness on the part of aggressive canners, and opportunity for fishermen to exact fancy prices for raw stock that is almost certain to be made the most of. Hence the cost of new pack Columbia River salmon is shrouded in more than ordinary uncertainty, with the probabilities that nothing short of heavy run of fish will prevent an advance on last season's cost. The Alaska canners, unless they deviate from plans already laid out, will pack no greater quantity than was distributed

last year. The British Columbia canners have also decided upon a limited pack. In short, there seems to be a nice opening for the Columbia River people, since spot stocks are low, and the restrictions upon packing in Alaska and on the Frazer River sufficient to divert more attention to Columbia River fish. Thus far, opening prices are about the same as those that ruled at the beginning of the 1892 season.—N.Y. Bulletin.

The Baltimore Trade, in its weekly review, says: "This year it seems as if there would be wisdom in any jobber buying at reduced prices on present quotations, for there is a real scarcity of canned goods in nearly every line, and retail prices will certainly hold for all that they can secure. The desire of the packer to sell out at this time is natural, and is altogether different from such a desire in the fall. It is the chance for the dealer, for, as we have said, sacrifices are often made at this time to clear out for new season, even when there is steady call for the goods. We believe it would be a good thing if there could be about this time auction sales to dispose of all goods of previous season in packers' hands. It would let the country know just how much was on hand; it would compel the jobber to take what he wanted, and know he could not get them cheaper before new packing began; and if an excess of goods was developed it would tend to prevent overpacking in the line that was excessive. The trouble is that packers will always believe that they can get a better price through keeping the public ignorant, than by giving the people full information. But, somehow the packers do not get this advantage from ignorance; the only privilege they have is to learn that an excess will not prevent prices breaking from weight of supply—this comes inevitably, sooner or later, and the jobbers make nothing by waiting till confidence is quite gone from the supply. The only articles which can be sacrificed this season would be some fruits, and few of those, with many months of good request before they will be in market in the form of fresh fruits. Any break in the price of vegetables is negated by the lack of goods."

The last Havana mail reported as follows upon the tobacco market: "A quieter tone has been prevailing since the American buyers have now completely retired from the market, leaving our stores pretty nearly empty of both Remedios and Partidos leaf, only some few lots of these descriptions remain unsold. Of Vueltas stocks are still plentiful; however, of such tobacco to suit buyers there is not much to be met with; fine good burning fillers are in demand at prices ranging from \$35 to \$45 qtl., according to quality and size. No change can be reported so far in regard to the new crop; some rain would come apropos for the filler part of the yield still uncut on the fields."

PINE-TREE SUGAR.

The monograph by Dr. Wiley on Pine-Tree Sugar, was printed in October, 1891, in the Journal of the American Chemical Society. The Sugar Beet says: "The *Pinus lambertiana*, from which sugar has been obtained, occurs in the Oregon Cascade and coast ranges, also near the Mackenzie River and the valley of the Rogue river. The question of pine-tree sugar had been examined by Berthelot in 1856. Considerable difference between the rotatory power of the product called Pinite by Berthelot and the pine-tree sugar analyzed by Dr. Wiley, determined the latter to make further investigations. In the meantime a paper was written in France under title of 'A New Sugar with an Aromatic Nucleus.' The product called Beta Pinate melts at 186 to 187 deg. F., and when purified by a second crystallization from weak alcohol, melts at 246 deg. Dr. Wiley says that the product called Beta Pinite should be known as Pinite. A very interesting fact relating to this sugar has been pointed out by Girard, i.e., that from Madagascar Caoutchouc a sugar may be extracted which is identical with the several pine-tree sugars above mentioned. The subject is so interesting that further original research is to be made by the chief chemist of the Agricultural Department at Washington."

THE KIND OF CLERK HE WANTED.

A Minneapolis merchant says that he never allows a clerk to say, "Anything more this morning, madam?" giving as a reason, that it is a stereotyped phrase which has become wearisomely familiar and a bore, adding, "I don't want a clerk to make himself interesting to my customers; I want him to make my goods interesting, and if he can't do that, I have no place for him. There are scores of clerks in this town in demand, because it is believed they carry trade with them. In many cases there is too much of the aroma of the 'masher' in the atmosphere around them young men. If I ever get one of these on my pay-roll, he either reforms (and reformation in such cases is as rare as a thunder storm in midwinter) or he goes—quick. The best clerks I have ever had are men whose chief interest lies not in themselves, but in the goods they sell; men who inform themselves about the stock and can give the customer not merely the points of value in the goods, but the reasons why they are points of value; men who talk the goods as if they believed in them and loved them, and men who can, therefore, interest a customer, because they themselves have the unction and the influence that come from enthusiasm in their business."

THE DRUMMER'S STORY.

The drummer had heard several very interesting stories, and finally someone suggested that he tell one himself.

"I'll do it," he said, "and one of my own experience some years ago in New Mexico, and I want to say here that I have an affidavit that goes with this story if anyone disbelieves it. We were going along in the stage one day when out popped two masked men from the chapparal, and in a minute or two we tumbled out of the stage and stood along in a row with our hands up. There's no need to go into particulars, as these fellows went into our pockets; suffice it that in a few minutes a transfer of property had taken place; we were hustled back into the stage, and the driver ordered to get along fast. We were all congratulating ourselves that we had got off with our lives, and in some instances that a few dollars had been overlooked by the highwaymen, when dashing after us came the robbers, and we were stopped again, and this time we were badly frightened. As soon as the stage stopped one of the men rode up, and, pointing his gun at me, asked me to step outside a minute. To say that I was scared doesn't half express it. I wouldn't have insured my life for \$50,000 for a cent less than \$49,999.75 premium, but I stepped out. I was one in the party to whom a few dollars had been left. In fact, there was \$250 there in my sock, and about \$25 in a small pocket in the lining of my coat. The robber was polite.

"I am sorry to trouble you," he said, "but I believe I got this paper from you," and he handed me a note for \$200 at four months, which one of my customers had given me in part payment.

"Yes," I said, "you did. Is there anything the matter with it?"

"No," he replied, "I think we can collect it, but you will observe that it has four months to run. The interest for that time at 10 per cent., our usual rate out here, is \$6.66 2-3, and if you can kindly fish out of your clothes, say \$6.65, I don't care about the change, you will do me a favor. I am sure in the hurry a few minutes ago we left you something, or, perhaps, you can borrow it from some of your friends who were not thoroughly searched. Be in a hurry, please."

"And wasn't I in a hurry? I went through the crowd myself, and gathered together small change enough to make \$6.70, which I handed over, and the robber thanked me and rode off, and that evening, when we reached our destination, I blew in that \$25 in my inside pocket on the crowd."

"Let me see the affidavit you said goes with the story," remarked the hotel clerk, as the drummer finished, and he brought forth a paper that was so soiled and worn it could scarcely hold up its own weight.—Detroit Free Press.

GLAD WE LIVE TO-DAY.

"Recall," said a speaker the other day in Philadelphia, "the raw sugar with which our forefathers were obliged to be content, and in the grinding of which the poor grocer's apprentice was permitted to meditate upon his sad lot, and prove to his own satisfaction the percentage of sand in the sugar. Compare this old combination of questionable ingredients with the beautiful white crystals of pure granulated sugar of to-day, and which, like the product of the great flour mills, is turned out at the rate of thousands of barrels per day, and is cheap enough to be used by the poor. Glance at the table of Americans of to-day, and we see, in the very heart of winter, delicious fruit, wholesome vegetables and nutritious meat and fish, many of which were unknown a century ago to even the wealthy, but which, because of the skill and the cheapness of the canner's art, have become a part of the daily bill of fare of the American mechanic."

PALERMO ORANGE CROP.

A correspondent of the San Francisco Bulletin, writing from Butte County, Cal., says: "The greater portion of the Palermo orange crop has been picked and shipped. In Mr. Braselton's small orchard, consisting in part of olive trees, peach and prunes, there are a half dozen or more orange trees well decorated yet with the golden fruit swinging in the wind and in the rain. Many of the orange trees hold on to their golden fruit with as strong a grip as the miser does his gold. You can see the ripe and the green fruit, as well as the white scented blossoms at the same time, dwelling in harmony under the same green roof. The owners of the groves here are well satisfied with the yield of their young trees this year. There will be some new groves set out this year. Preparations are now being made, and a few trees are already planted. The rains will necessarily delay work. Rain commenced falling early to-day, and has been steadily coming down. The workmen are not at all amiable when it rains, although well-housed, and they wait anxiously 'till the clouds roll by.'"

In the House one day last week Dr. Borden said that the Maritime Provinces imported their coal oil in bulk by water and not by rail, so that they would not be benefited by the change in the duty on coal oil to the same extent as the other provinces. Indeed, the change was a discrimination against the Maritime Provinces. The people imported very much more coal oil per head in the Maritime Provinces than in Ontario, and it was unfair that they should not have the full benefits of the change. He would like to know what relaxations the Government intended to make to remedy what he pointed out.

SUCCESS IN BUSINESS.

A very small percentage of all who enter upon a business life succeed. The end comes soon after the beginning in most cases. Moreover, most successful business men fail finally. These unchallenged statements suggest the need of a careful enquiry as to the possibility of learning the principals on which success depends. It is certain that to some men success seems easy of achievement, while to others it is apparently unattainable.

If there are men who by natural inaptitude are disqualified for business life, who by organization are foredoomed to failure, it would benefit humanity to so accurately describe them that all such might easily recognize themselves; or that they might be known by their friends and by them prevented from useless effort. How much suffering would be saved the unhappy subjects of experiments predestined to be abortive! Insanity often results. How beneficent a study that would prevent such a dreadful effect of an endeavor that, in the nature of the case, could have had no other conclusion! Many men unable to endure the pain of discomfiture rashly terminate life by suicide. What woe results to all connected with them! If men whose success is impossible could be designated by a commission or taught to discover in themselves the sure prophecy of failure, their lives in many cases would be saved from wreck, and all connected with them from untold anguish. For this reason such journals as Trade should be read and carefully studied by all young people, and their lessons conscientiously learned. The columns of magazines of this character should be filled with the best thought of men qualified by endowment and experience to write for their fellows truths practical and helpful.

It is a common enough remark among business men that there are men in all the professions who are by nature disqualified for the work they have undertaken. A business man, who, at the time of which we speak, was proprietor of a large foundry, but who soon afterwards made a disastrous failure from which no effort could rescue him, once said of a young candidate for a prominent place: "He knows about as much of the business as a beast knows of preaching." The remark was true, and failure was inevitable. All the world knows that there are lawyers and physicians whom all the angels could not make successful. But it seems to be believed that anyone who can get money can succeed in mercantile or manufacturing life. This is a mistake. Success in a small way, indeed, may be won by many whose endowments are moderate. But for eminent success most men, as at present trained, are not prepared. To hold one's own in the arena

of business life was never as difficult as now; and it is becoming more difficult every year. Business is practically an intellectual game. It is a conflict on a large scale where giants contend. For the majority of men to go into this arena is simply to become food for powder; or, to change the figures, it is to go as lambs among wolves. That it ought not to be so is as certain as that it is so now and likely to remain so for some time to come.

To those who lack the capacity, it is useless to say more than the emphatic word "Don't!" when they propose to undertake some business venture. Better far to be industrious and economical and save their earnings, investing them on good bond and mortgage, so as to have something ready for a rainy day. They will surely lose all they venture in business enterprises, and inflict untold sufferings on themselves and their friends.

There are many men who have, naturally, qualities which would make great success possible, were they properly trained. Many such will fail, because they depend too much on their native sharpness. Conscious of power, they are over-confident, and rush into the thick of the fight only to fall easy victims before the prowess of those who have more science or skill. To this class it is necessary to speak words of counsel and instruction, concerning the need of adequate preparation.

Preparation for success in any and all lines of business is both general and special. Either of these alone is inadequate to secure the highest measure of success. A foreign writer has recently said, that "the women of America are better informed than the men." He adds that "the men are so intent on making money that they have no time for reading, while the women, having leisure, profit thereby to store their minds with knowledge." The remark has too much foundation in fact. It has too long been thought unnecessary for a man intending to devote his life to "business" to acquire a good general education. Of what use, it is asked by young men, would a college training be to me? I propose simply to be a manufacturer, or a merchant, what need will I ever have for culture? It is supposed that knowledge of the special business about to be undertaken is all-sufficient. But that this conclusion is a fatal mistake many have discovered when too late. Business, we have said, is largely an intellectual rivalry; he that is best trained intellectually always has the advantage where other things are equal. The brightest mind, quickest and most reliable in all its processes, is the best fitted for business.

Education is a process of brightening the student's mind. It is a skillful process of evolving latent forces and freeing them from embarrassment. The well-edu-

cated man is a mental gymnast, and has all the superiority implied in such a significant fact. When the New York Seventh Regiment went southward at the outbreak of the rebellion they came to a place where the railroad had been torn up. Those citizen-soldiers, all unused to hardships, were compelled to descend from the train and make a forced march in the hot sun. A participant told the writer that many were overcome and fell swooning to the ground. But a number of the boys were gymnasts. They had faithfully trained their muscles for years. To these there was no hardship in the exposure and in the unexpected demand upon their resources. They were not even discomfited. This suggestive incident illustrates an important truth. To the business man there will come many a forced march, many an emergency when, for a time, he must work up to the top of his bent without flagging, and always doing accurate work until the crises is past. To do this he will need a development such as may be most easily secured at college, and more cheaply as well.

It is not forgotten that many young men cannot secure this more elaborate preparation. Nor is it denied that in the hustling of boyhood and youth, a very good training of the mental powers is often obtained. Some of the grandest of men have had no other chance; easily holding their own at the head of the moving columns of successful men, they are a most encouraging illustration of the possibilities within the reach of men rightly constituted. It is admitted also that some of the saddest failures are of men who have enjoyed first-class advantages. One of the most conspicuously successful business men of Philadelphia can scarcely do more than write his name. It is said that he never wrote a letter and never read a book. He looks somewhat like a ward boss, but he is at the head of a great business built up by himself, and utilizes the education of subordinates, whose energies his money commands. The writer knew of a man in the southern part of the city of Philadelphia, who could neither read nor write, nor make figures, but who did an immense business in a general produce line, and whom no man could ever cheat in accounts. He always knew every account. On the other hand many college men are employed as street-car drivers or conductors, and others are wholly unable to make a livelihood in any way. But these exceptions do not prove the rule. It remains true that the best outfit for success in any calling of life is a thoroughly developed and finely trained mind; and that the easiest and cheapest way is to secure this outfit at school, under competent teachers. Perhaps this article will reach more parents than youths. If so, well. Parents are generally responsible for the mistakes made by their boys. The opinions of the

young folks on practical matters are but the reflex of opinions expressed by the head of the family. Every man who is responsible for the bringing up of sons should accustom his offspring to these truths. He should begin early to impress their minds with the fact that the coming business man will be an educated man with all his faculties sharpened by the best training under the best teachers. He must get his boys to see clearly that to compete on such a field with such antagonists, they will need all that the most painstaking drill can do for them. They will need acute perceptive and accurate reasoning faculties, besides which they will need power to endure fatigue; to bear great strain without exhaustion. This is a sober truth, and happy is the boy whose father recognizes and acts upon it.

An important part of a good general preparation for a successful business life is a knowledge of the history of business. Such a review of the past would be an education in itself. No thoughtful man could inform himself on the history of manufactures, commerce, finance, without filling his mind with seed thoughts from which would spring a harvest of profitable ideas. He would learn the futility of many an undertaking on which men in successive generations waste energy which otherwise applied would render valuable returns. Many a secret of success hidden from careless eyes would be made clear to them. It is pitiful to see men possessed of some energy exhibiting a good deal of force in attempts to do what a little wisdom would enable them to see could never be done. A common example is the poor fellow who is sure he will yet produce a "perpetual motion." Another is the man who hopes to navigate the air with an ordinary balloon as the basis of his air-ship. Flying machines, perhaps there may be; navigable balloons, not till water runs up-hill.

Another essential element of success in business, is a knowledge of the principles of business. Of these a few geniuses seem to have had intuitional knowledge. Knowledge worth millions comes to them in their dreams. They see things without instruction that are fundamental, and that some men never can be taught. In all callings there are illustrations of this fact. Patrick Henry was eloquent by a kind of instinct. He could not have told how he produced his effects, at least he could not have told how he knew what would be effective in speech. Tennyson never was taught to be a poet but by Nature. Summerfield was born eloquent. There are kings of finance to whom come by Nature the intuitions on which their success depends. McClellan could never have learned the art of winning battles, though he knew far more than Grant. The latter did not at West Point the art of winning on the

bloody field. The eternal principles of victory were as clear to his mind as the multiplication table. Some men have been almost born physicians, and could hardly tell how they proceeded in diagnosis of disease, while others are merely well educated quacks who work in the dark all their lives. If the patient gets well, it is by Nature's power he is healed. Edison was a born inventor. No school can claim him.

Most men, however, must proceed patiently to discover the laws on which depends the success they covet. Without a knowledge of such principles they will never achieve permanent success. This knowledge ought to be secured early in life. As a rule, it may be obtained by all who work for it. Much of it lies on the surface within easy reach. Much may be learned from the experience of others. There is a philosophy of success to be learned. It is true that circumstances must be taken into account. Under some conditions no man could achieve what under other other circumstances would be of easy accomplishment. Still it is the case that under all conditions those who work in harmony with fundamental laws of business life will win the highest measure of true success. This being the case, it is certain that wisdom urges to constant study of principles.—By George K. Morris in Trade.

PERMANENCY OF LOCATION.

It is but seldom that any advantage is gained by moving from one location to the other or by selling out your business at one place with the purpose of commencing business elsewhere. Permanency of location is as much a gain to a young merchant as is the profit he makes on the goods. With some young men it has become second nature to be ever dissatisfied with the location in which they are engaged in business. They are either looking for a place to start a new store or else they are looking for a purchaser for the one they already have. In this manner, they constantly continue until their money is gone, and then they find themselves without either store or credit, as even the wholesale merchants who have formerly supplied them with goods lose faith in their stability and consider it too great a risk to extend credit to them.

In proof of the injury that a constant moving about is to a storekeeper, one needs only to follow up some of those who practise it. Men who were formerly in the grocery business may be found in every walk of life, but when one is found who is poor, very few questions will have to be asked before it will be ascertained that he belonged to the class that believed in frequent changes of location while he was in the grocery business. Those who have made a success of the retail business will generally be found

to have started business in a certain location and remained there until they amassed sufficient wealth to either go into the wholesale business or else retire altogether and live upon the fruits of their early labors.

Though at the first start the receipts may be small, and business may even continue slow for some time, as is generally the case when a business is first commenced, it is far better for a young man to remain in the one place and do the best he can in the way of gaining the good will of neighbors and probable customers than to be always changing stores, thereby lessening his chances of ever establishing a permanent trade and ruining his prospects of eventually obtaining the confidence of wholesale merchants, without which no retailer can ever expect to become successful in his business.—Retail Grocers' Journal.

CALIFORNIA CANNED FRUIT.

Some California papers, it is observed, persist in misrepresenting the statistical position of canned fruit in Eastern centres of distribution. They assert that the supply here is small, and go so far as to venture the statement that stocks will be worked down to a very low point before fruit of the coming season's pack is ready for delivery. On the latter point their statements may be questioned, but the allegation that stocks are moderate in the East is without the slightest foundation. The plain fact is that supplies here are very heavy, and that round lots can be placed only at more or less sacrifice in prices. In addition to the large stocks on the spot there are about 50,000 cases afloat on sail vessels destined for this port, no small portion of which is unsold. As some of our California friends claim, the Coast may be well cleaned up, but it would require nothing more than reference to private letters to discover proof that there are still a few more left at the primary points. As a matter of fact, there is a superabundance of California canned fruit, and not a little stock, the aggregate of which is, in the estimation of well informed handlers of the goods, more than sufficient to supply a full average demand during the next few months. That ruling prices are low is the fact, and it may be admitted that a heavy western consumption of green fruit may inconvenience canners to greater or less extent. Still it is a matter of record that there was a great hue and cry last year about insufficient supply of green fruit for canning purposes, and later records make it plain that the canners put up more goods than they have been able to sell up to the present time.—N.Y. Bulletin.

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

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

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| Diamond Crystal Salt, | Sunshine Scouring Soap, |
| L. P. & Co's Pure Spices, | Ontario Tomato Catsup (glass), |
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SAMPLES AND FIGURES SENT ON APPLICATION . . .

A steadily increasing Trade is the best evidence that our Standard Lines of Teas

Mallawalla, Dalukola Give entire satisfaction
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Mallawalla is packed in ½ and 1 lb. packages, 50 lb. cases. Dalukola and Imperial Congou and Russian Congou are bulk (not package) teas, and put up in 80 and 100 lb. metal lined cases.

If you are desirous of extending your Tea trade order a sample package and watch the result. We have a perfect system of advertising and guarantee satisfaction. Try it and be convinced.

We are offering Tomatoes, 3's, Ontario and Simcoe, which are known to be first-class brands, at very low prices. Write for particulars.

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Have posted through Ontario an Illustrated Booklet showing how the tea is grown, how prepared, and how packed. The public appreciate such valuable information, and the Grocers are selling this great Tea like hot cakes. Send in your orders quickly, as our stock in store and afloat is clearing out rapidly.

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Irish Mustard

Cherry's Dublin Mustard is guaranteed absolutely Pure, and sold cheaper than the compound. Send for Prices.

WILL RETAILERS EVER AGREE?

The above query, though only composed of a few words, means considerable to the grocery trade in general, and the longer a merchant revolves the same in his mind the more will he become convinced that the retailers ought to agree much better than they have done for years past. There was a time when the downfall of one or the other merchant was regarded by his neighbors as a blessing to them, inasmuch as they expected to gain some of the patronage he had enjoyed. That envious feeling does not at the present time exist so generally, and instead of pitying the unfortunate merchant after his failure, incidents have happened where one merchant has given the other substantial financial aid, so that the dreaded calamity might be avoided.

Such favors, however, will never be extended to those who conduct their affairs on the "dog eat dog" principle, nor should such be done. This class of merchants are possessed of a selfish nature, and imagine that their business can only be extended through the failing of others. What a fallacious idea for men of business to build upon. Every failure brings into the field a healthier and at times much more dangerous rival, who will stop at nothing to gain trade from his opponents, so that he might not have to close his doors as others have done before him. Perhaps this time the formerly victorious storekeeper gives way to the new comer, and so it continues from one to another, until now many of the grocers, with capital invested and working long hours are barely able to meet current expenses.

This state of affairs does not exist because there are too many grocers engaged in the business, but is the result of this constant desire on the part of a few to be contrary and unwilling to join with their brethren in elevating the standard of the grocery trade, instead of bearing it down as they are invariably doing. They is no difference between men engaged in other trades. In mental ability as much is required of the grocer as is of other men engaged in any line of commerce, and about the only difference there is at all noticeable is that it requires more grocers to serve the needs of a community than other lines of business. This, however, ought not to bring about the intense antagonism that exists among them.

Would it not be an advantage to many storekeepers if their entire volume of business was reduced by at least one-third, and that they should receive a profit on the two-thirds remaining? As it now reminds one of the story where a merchant informed a purchaser that the goods were sold below cost, and on being asked how he could afford to sell at a loss he blandly answered, "I sell

so much, you know." The storekeeper who figures to make up in quantity of sales at cost the profit that he ought to make will not be in business for any length of time, but still he will be there long enough to injure the trade. Retailers can agree if they choose. Those who claim the contrary are too weak-kneed to be engaged in the business, and are a detriment to those who believe that the laborer is worthy of his hire.—Retail Grocers' Journal.

A BUSINESS MAN'S CREED.

Blessed are the merciful.

Blessed are the pure in heart.

Rejoice and be exceedingly glad, for great is your reward in Heaven.—St. Mathew, v., 7, 8, 12.

The average clergyman and the average business man have very different views of what is necessary in order to get to heaven. The secular mind, disciplined and trained by practical experiences, underestimates the theological dogmas which the church deems so important. The church responds by appraising the qualities which underlie all commercial transactions at something less than their intrinsic value.

Business and religion are not en rapport, don't pull together, are not on intimate terms, and haven't entire confidence in each other. The business man spends his time in trying to make money and the pulpit tells him every Sunday that money making imperils his soul. So religion and business bow to each other with polite courtesy, maintain an outward attitude of mutual respect, but never to go arm in arm up the broad aisle or down the street.

While the man of affairs is tugging to draw his loaded sled up hill, the minister remarks that this world ought not to occupy his attention. The reply is that he has boys to send to college, girls to fit for a position in life and a family to support. Whether or no money is the root of all evil he and his loved ones will have a rough time unless he gets some of it. There is an element of sarcasm in his added statement that the very man who denounces money making requires a large salary to meet his personal and domestic wants. You have, therefore, this curious anomaly—that the church was built with money, that it is maintained with money, that the occupant of the pulpit is constantly calling for money to support charities and missions, and yet the sermon warns the givers of these gifts not to devote their years to making money, because it can't be carried into the next world.

Hence it happens that the church has a creed which the merchant regards as of minor importance, and the merchant has a creed which the church looks upon with more or less disfavor. What the former is has been made known by

the various conventions where heresy has been discussed; what the latter is may be told in a very few words. If you were to ask a thoughtful business man what he thinks necessary to salvation he would tell you in a trice as follows:

First, commercial integrity. It is the rankest kind of heterodoxy to believe that trickery in the acquisition of wealth will pay in the long run. The man who grabs at everything will probably be buried by contributions. There is such a thing as a business conscience, and it is possible to conduct business on the principles which conscience lays down. Thievery is not a short cut to success, neither is it necessary that someone should be made poor in order that you may become rich. The strongest firms are those in which the business world has confidence, and whose word is the equivalent of a bond. Commercial deviltry ruins your credit, and if you kept it up for twenty years you will be poorer than when you started. There is nothing so much to be prized as sterling honesty in your various transactions, and if the goods you ship are not like the sample, you may think yourself smart, but you are a fool. The best kind of religion is that which makes you a square man and then keeps you square.

Second, a recognition of your duties to your fellows. If you have something you ought to give something. There are many institutions, such as charities, hospitals, retreats, asylums, which the State cannot be reasonably asked to support. They are absolutely necessary in a self-respecting community, but they must depend upon the generosity of the rich. If fate or good fortune has singled you out and given you much instead of little you are under certain serious obligations whom the Master spoke of as your "neighbors." The welfare of society depends partly upon you, and if you are niggardly suffering will be increased, because it will not be allayed. Riches and duties run side by side in double harness. The man who is rich and mean is a heretic, and should be consigned to the stocks to be jeered at and pelted. The man who has money and gives it is the ideal citizen, the thoroughly orthodox citizen, whose creed is true blue.

There are other details which we might mention, but if you start out with the determination to be rich, honest and charitable, you will have all you can attend to for some time to come. With these qualities of character forged in the hot fires of competition, and shaped by the hammer of persistent struggle, you need have no fear of what may happen in the next world. There isn't an honest man in hell and there isn't a sneak thief in heaven. These two facts form the basis of ethical philosophy. If you will accept them you will begin right, and if you govern yourself accordingly you will keep right to the end.

That is the business man's creed and it is worth thinking about.—New York Herald.

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Full Assortment of General Groceries
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TRADE MARK.

To meet a growing demand for Pure Ceylon Tea
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THE

"Monsoon Ceylon"

These Teas are packed in the same well-known
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We have a large and varied stock of Indian and
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 packed for us in half chests, and shipped direct from
 the country of growth, arrive in splendid condition
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EXCITEMENT IN SUGAR AT MONTREAL.

The sugar market, both for the raw product as well as the finished article, has been decidedly interesting of late, and the Montreal market has been no exception. A short time ago, to the surprise of a good many, considering the steady upward trend shown by the raw sugar markets all over the world, Montreal refiners marked down their prices 1-16c. It transpired immediately, however, that this was only a move on their part to induce some demand, but they were only moderately successful, and now it looks as though the over cautious buyers who declined to take advantage of the concession had been over prudent, for the Montreal refiners have marked up their prices three different times, and all within the space of a fortnight. First they announced about a week ago that the cut of 1-16c. above mentioned had been withdrawn, and this was followed quickly on Thursday last by the announcement that prices were 1/4c. higher, and finally this was supplemented on Monday with the news that another 1-16c. had been tacked on, making a clear gain of 4-16c. from the low-

est level. This sharp gain has naturally alarmed buyers and the result is an increased business at the advance, especially as all the indications point to a still higher level of values, and this has led, in addition to the regular demand, to considerable speculative purchasing.

The chief reason for the strength of the market is the news that the crop in Cuba will be 15,000 to 200,000 tons short, which, coupled with the position at other primary markets, has placed refiners everywhere on the qui vive about supplies, and the fact has led to a sensible stiffening in values. In New York centrifugals have advanced to 3 9-16c. and the Trust are said to have taken over 150,000 bags at these figures. Beet root sugar in Germany, which on the 1st of March stood at 14s. is now quoted at 15s. 7 1/2d. for immediate shipment and 15s. 10 1/2d. for May. In Cuba naturally the advance has fully kept pace with the foregoing. London advices quote Java firsts at 17s. 1 1/2d., while fair refining has advanced 3d. to 15s., and latest instructions from Iloilo quote £12 to £12 5s. 3d. for steamer cargoes and £11 16s. for sailing cargoes, quotations being subject to approval. In fact, from all

over the world the conditions indicate remarkably strong values in sugar, and buyers both in Montreal and in the West, by their actions this week, seem to realize the fact.

THE AMERICAN SUGAR TRUST.

The N. Y. World of Monday last devoted five columns to an attack upon the sugar trust. It accuses that monopoly of robbing the people of \$15,000,000 a year, and calls on the new attorney-general, Richard Olney, to make it his first duty to "smash this trust." It quotes the portions of the Democratic platform and of Mr. Cleveland's inaugural address in relation to trusts and monopolies, and the text of the trust law passed by Congress in 1890. It gives a history of the sugar trust, and seeks to demonstrate that the law has been constantly violated.

W. F. Buchanan, Winnipeg, who has a number of good agencies has taken B. Gordon, Victoria, B. C., at one time Hudson Bay Co.'s buyer at Winnipeg, into partnership. With Mr. Gordon's through knowledge of the grocery and wine trade and his energy the firm expect to do a largely increase business. They are open for consignments and have excellent bond and free storage. The new firm will be known as Buchanan & Gordon.

BIG JUMP IN RUBBER GOODS.

The Boston Transcript says: "Prices on rubber goods have been advanced from 20 to 30 per cent. by the gigantic trust that controls that industry. It is called the United States Rubber Company, and is incorporated under the laws of New Jersey. The principal rubber companies that are still under a separate management are the Boston Rubber Shoe Company, whose factories are at Malden, and the Woonsocket Rubber Company, the former concern having a capital and surplus of \$5,000,000, and the latter a capital of \$1,250,000 or thereabouts. The jobbers in any relation with the manufacturers have all along been bound by a strict contract, which every jobber has to sign before he can purchase any goods. This binds him not to sell goods any lower than the price list furnished him by the manufacturer, nor to furnish goods to any other jobber without the consent of the manufacturer. The trust has now cut off the big retailers from their old privilege of buying at factory prices. Under the first head the average raise in the price of rubber goods is 30 per cent. Under the latter the three big rubber companies have pledged themselves to sell no goods to any retailer, no matter how big a customer he may be, so that the great firms who have been buying rubber boots and shoes in lots of one thousand and two thousand cases at a time from the manufacturers at the same prices paid by the jobbers, will now have to buy of the jobbers and pay the same price with the humble country retailer who buys six pairs of shoes a year. It is on sandals that the greatest advance has been made, amounting in some grades to 40 per cent. On boots the advance has been in most cases 20 per cent., and on the whole the increase will average up to 30 per cent."



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PROFITABLE and a QUICK SELLER.
Thousands testify to its PURITY and Wonderful washing qualities in HARD or SOFT WATER.

TRY IT. ROYAL SOAP CO.,
Winnipeg, Man.

MONEY SAVING.

Some men have the money getting, others the money-saving faculty; few have both. Those endowed with the former in its plenitude, and who exercise it to the utmost, often become rich while indulging in all expensive luxuries which sumptuous taste can suggest; but the colossal figure of finance, the giants of the "bank-note world," by whose side the half million and million fellows are merely respectable dwarfs, are generally rigid economists in their expenditures, and some people are discourteous enough to call them "screws."

Upon the whole, it is much easier to make money than to save it, and although we would not advise any one to be miserly, it is certainly the part of wisdom and prudence to set aside a considerable portion of a large income as a provision for the future, and so to invest this reserve fund as to place it, if possible, beyond the reach of all the ordinary contingencies of business. It is a pleasant thing, during one of these financial cyclones, which every now and then make shipwreck of innumerable fortunes, to feel that one has an anchor to windward that will not drag. Therefore, while you are making money save it, and as you save it put it where no monetary convulsion can bring yur "nobles to nimpence."—New York Ledger.

SHOW UP YOUR STOCK.

Everybody eats groceries.

Most everybody you sell to would eat the best grade of goods, if they understood that it is true economy to do so.

Do you display your stock in such a way as to attract the eye, make the mouth water, make the tongue order, and make the hand proffer the cash?

Good goods temptingly displayed often need no salesman.

Dry goods and notion stores have discovered this fact and are profiting by it.

Human nature is the same—at least the feminine side of it with which you have most to do—whether it is buying dry goods or groceries.

There is no excuse for not taking advantage of the fact. Attractive packages are abundant and varied in the grocery trade. You can visit and look around the stores that cater only to fine trade and learn the art of displaying both package and bulk goods.

Don't rely on fancy labels though. A flashy label may cover a multitude of unsaleable trash.

Have high-grade goods.

Show them up well.

Keep your assortments full.

Give good service.

Share profits with those who help you make them.

See your trade grow.—Commercial Enquirer.

SOCIETY IN BUSINESS LIFE.

A correspondent wants to know whether or not it pays a business man to go into "society" and what proportion of successful men take delight in going out evenings. We believe the census returns give very little light on the subject as far as statistics are concerned, but from casual observation and a slight experience we would advise a man interested in business to let society alone. In a small town it is necessary for a merchant to buy a ticket to every church fair or ten cent social that is given, to lend a hand in the lodge blow-outs and do whatever he consistently can to advance the happiness of the people on whom he depends for support. But this by no means signifies that he must lose his head over the social events of the place. He should give careful attention to business and keep constantly before him the business man's ethics of good behavior, which are, a friendly thought for everyone and a countenance that carries with it a sincerity of purpose. Don't be imposed upon, and don't impose on others. Merchants who follow these ethics, as a rule, are successful. In large cities the percentage of society business men is always larger, but in the end either business or society claims the ownership of the man.—Journal of Commerce.

THE REWARD OF ECONOMY

Someone has defined genius as "conscientious thoroughness." No key to business success is more reliable than such thoroughness and it is within the easy reach of all. We remember hearing the following story which illustrates this truth: It seems that a merchant had made up his mind to take a young man as partner in his growing business. While looking for the right man he chanced to overhear a conversation between two clerks somewhat as follows:

"Have you thoroughly cleaned the floor behind those barrels?"

"Yes; with the exception of a few corks which are of no consequence."

"That won't do. You must not waste even corks. Pick them all up."

That reply of the senior clerk made for him a fortune. The merchant made him an offer of partnership and a career of continued success followed closed only a few weeks ago by his death.—Ex

An Irishman accosted an Italian pushcart banana merchant. "Phat do yer be afther axin fer the loiks o' thim?" "Nice-a banan eight a cent a dozen." "Eighty cints a doozan is it? Be-gob! I wouldn't give slivnty-love cints fer yer hull cart load." "No a, no a. Irisher no a speak Italayon. Five a six a seven a eight a cent a dozen. Cheap a banan. Nice a ripe a banan." Pat let the day go by without any bananas.

A SNAP IN JAPAN TEA.

250 HALF CHESTS JAPAN TEA, GOOD
STYLE AND CUP QUALITY AT 12c.

SEE SAMPLES WITH OUR TRAVELLERS,
OR WRITE US.

H. P. Eckardt & Co., Toronto

WHOLESALE GROCERS,

**FOOD
FOR
BABIES**



STERILIZED.

Pronounced by Physicians to be

**Free
From
Disease Germs**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by

JAMES TURNER & CO
Hamilton, Ont.

1000 cases Tomatoes
2000 cases Corn
1000 cases Apples One Gallon Cans.
ALL CHOICE BRANDS

TO ARRIVE IN MAY

1000 punchons Choice New Crop Barbadoes Molasses

L. CHAPUT, FILS & CIE, WHOLESALE GROCERS Montreal

STERLING CORN

FANGY--
--PAGK.

Best Flavored Corn Packed in Canada.

\$1.40 per dozen. Retails at 15c.

SEND FOR SAMPLE CASE.

CAVERHILL, ROSE, HUGHES & CO.
.. MONTREAL ..

JUST RECEIVED:

Finest "Namunas" (Indian Green) in
half chests, unequalled for blending with
Black Tea.

REGAN, WHITE & CO. - - - - Montreal

The pure INDIAN TEA of
KEMBLE & CO.,
Calcutta, India,

Is "Second to None" for Purity, Strength,
and Flavor. TRY IT.

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

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.



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

The first cargo of salt for the season arrived at St. John, N. B., Monday.

The death is announced of Mr. McMann, father of L. McMann of Thorold. It took place last week and after a very painful illness.

The bankrupt stock of James Porteous of Galt, valued at \$8,644, was sold by auction Monday to J. Howden, Galt, at 62½ cents on the dollar.

Four hundred tons of sugar for the Moncton refinery arrived at St. John, N. B., Monday from Barbadoes, also 50 puncheons of molasses for a city firm.

A. Whitelaw of Brandon, Man., has given Joseph Whitelaw and M. S. Festing an interest in his business. The firm will hereafter be known as the Whitelaw Trading Company. A. Whitelaw retains the management.

The regular meeting of the Toronto Retail Grocers' Association will be held Monday night in Richmond hall.

Joseph Shields, grocer, of Broadview avenue and Elliott street, this city, wants \$5,000 for damage to his buildings by the great flood of June, 1892, and a writ has been issued against the city on his behalf.

Thos. Ballantyne & Sons, of Stratford, are having plans prepared for the erection of a cheese and butter factory at Black Creek during the coming summer. It will be used for a cheese factory in the summer and a butter factory in the winter. It is to be ready for the butter-making season next fall.

The wine manufacturers of Essex are jubilant over the decision of the Government that the treaty with France will be withdrawn, so that the admission of French wines for the present will be under the old duty. They are confident that when it again comes up in the House the clause admitting French wines free will be eradicated.

H. & A. Allan, of the well known steamship company of that name, are looking forward hopefully to the opening of navigation. Ice permitting, the Mongolian will be the first vessel to sail from the St. Lawrence on Wednesday, the 8th May, followed by the Sardinian on the 6th. The Parisian has sailed from Liverpool with 1,000 emigrants to be landed at Halifax and Portland. These

are all British and Scandinavians. No continental emigrants will be booked this season.

A cheese factory is being established at Aurora, with William Reynolds, president; A. G. Nicol, vice-president, and A. Lve, secretary. A substantial brick building has been secured, and the work is progressing as fast as possible. The present intention is to continue work throughout the year, making butter during the winter.

When the item to meet the expenses under the Adulteration of Food Act was reached in the House last week Sir Richard Cartwright suggested that in view of a possible invasion of cholera skilled officers be instructed to inspect samples of water throughout the country. The Controller of Inland Revenue said he would be glad to act upon Sir Richard's hint.

The National Provisioner says: "A beef famine is coming, at least prices are going to be higher for years, if the opinion of a very intelligent cattle buyer who travels Ohio, West Virginia, Kentucky and Indiana is worth anything. In addition to a personal knowledge of the stock on hand in those States the gentleman has an extensive list of correspondents in other States. He says that for five or six years the price of cattle has been so low that all the small farmers have ceased to raise them, and devoted their attention to other products. The result is that thousands of farmers who sold from 10 to 100 each year have now not a hoof. It is the discovery of this which has already sent up the price of beef. Unlike the hog crop the stock cannot be renewed in a few months, and therefore the price of cattle will advance a long time yet."

The London Grocer has the following: "The duties payable in gold which the Greek Government can offer as security for the service of the proposed loan are expected, according to the budget estimate for this year, to yield a sum of 8,610,556 drachmas. The principal item is the tax on exported currants, which is expected to produce nearly four million drachmas. The currant export trade has suffered from a partial paralysis during the last few months. The exports during last November shows a falling off of two and a half million drachmas as compared with the same month in the previous year. That a certain amount of distress exists among the currant growers is shown by the fact that the Government has authorized the National Bank to make advances to them amounting to two million drachmas, in order to assist them in procuring the requisite extra labor for the spring work in the vineyards. The prospects of the currant vintage, however, depend principally on the state of the weather in July and August, and there is no reason to apprehend a diminution of the demand."

A TRAVELERS' GLEANINGS.

"I detected a very smart trick," said a grocer to me the other day, "one of the cutest and most unprincipled tricks I ever saw or heard tell of. I could never get one of my customer's books to correspond with the ledger, and for a long time make it out. At last I began to get suspicious and to take particular note. Several times I had my wife to watch. We both kept track, and found out that she was in the habit of rubbing one or two articles each time out of the book. Next time she came in I accused her of it. She denied it for a while, but when I showed her the proofs of her own guilt she finally confessed. I suppose she must have gone through me for about \$50 before my suspicions were aroused."

"I came upon a strange thing the other day," said one grocer to another. "A bar of soap, in fact two bars, supposed to be three pounds weight, were five ounces short. Each bar was put up by a different manufacturer."

BOARD OF TRADE TALK.

The Brandon town council voted \$800 to aid the Board of Trade of that place. This the mayor vetoed. At the last meeting of the council another attempt was made to order the granting of the money but it failed.

Comfortable and extremely neat in appearance is what the new building of the St. John, N.B., Board of Trade is reported to be.

The Regina Board of Trade has resolved to submit United States silver to the following discounts on dollar, halves, quarters and dimes respectively, viz., 75 cents, 40 cents, 20 cents, and 5 cents; nickels to be refused altogether.

Secretary Nelles of the London Board of Trade has been instructed to confer with the McCormick Harvesting Co., with a view to getting them to establish a branch in the Forest City.

A. Rolfe, Thos. Gillean, A. A. Campbell, W. A. Young, G. McLean and L. G. Fitzgerald have been elected members of the London Board of Trade.



"CAIRN'S"

HOME-MADE MARMALADE

New Season's Make now Ready
for Shipment

Blaklock Bros. GENERAL AGENTS
MONTREAL
WRIGHT & COPP, Toronto Agents

J. F. EBY

HUGH BLAIN

The _____

“Reindeer”

BRAND GOODS

LEAD



Condensed Milk

Is unsurpassed for purity, flavor, richness and keeping qualities. A splendid food for infants and invalids.

Condensed Coffees

A combination of pure coffees cream and granulated sugar.

For best value and best results use “Reindeer” Goods. They are reliable and pay you a good profit.

WRITE US FOR A TRIAL CASE

Quality and Uniformity

ARE BOUND TO WIN
HEY HAVE WON

AND



Chase & Sanborn's

Coffees

Are sold by all progressive and wide-awake merchants, and are the standard of the Coffee Trade. **Are you handling Them?**

If not, an experimental order will establish a reputation for good Coffees for you.

FOR SALE BY

EBY, BLAIN & CO.,

WHOLESALE GROCERS, TORONTO



Canadian Grocers

Attention

We can meet your needs with a first-class article of

Tobacco

The best grocers all over the Dominion are selling our goods, send for sample caddies of different brands.

EMPIRE
TOBACCO
Co.

MONTREAL

DRY GOODS.

The latter half of last week was a dull time for some of the houses. This week promises better, as the brighter weather always causes a rush of placing orders from small dealers, and of repeat and sorting orders from the large retailers. Money is not very active, but, nevertheless, dealers are buying freely, considering the circumstances. There are no evidences of fear on the part of the retailers that they will not be able to meet all their engagements.

Letter orders are advancing strongly in mercantile favor. Cottons, prints, flannelles, and other staples are receiving strong attention from rural dealers. Samples to no end are being sent out by mail, and orders received in this way show an adequate return. Carpets are being ordered in this way to a considerable extent.

Among the special lines which are receiving attention is a line of delainettes mentioned below.

Lustres, shot lustres, delaines, muslins and other midsummer goods are receiving considerable attention by those buyers who are always first on the market, and who always get the best of the assortment.

Spool cotton has advanced a few points. Clark's Anchor is now \$3.40 and Brooks' \$3.20 for 200-yard 6-cord. The former prices were \$3.20 and \$3. This would seem to indicate an increased demand for these brands.

Silks are away up, and the retailer who comes on to the market to buy silks after the next two weeks will find a decided change. The advance is abrupt and decided, and the man who is carrying heavy stocks of good seasonable silks will make a wide margin, if he is shrewd enough to grasp the opportunity.

Velveteens are in good demand from all classes of dealers. This fabric is being extensively used for skirt and sleeve trimmings.

NOTES

A special line of lace curtains is being offered by John Macdonald & Co. This is a three and a half yard curtain which can be retailed at a popular price.

Alexander & Anderson have received a large shipment of fast black German cotton hosiery. These are special value. Black, tan and cardinal cashmere hosiery are also in stock, and they are prepared to meet the strong demand for these goods. Gloves, embroideries, parasols, ribbons, laces, etc., are also re-stocked, and the latest novelties are shown.

W. R. Brock & Co. have just opened out three lines of job embroideries, in case lots. There are lines which their travellers have found in strong demand, and which unfortunately were on board the overdue steamer Sarnia. Back or-

ders have now been filled, and only a few cases of the stock remains.

In their woollen department John Macdonald & Co. are showing some mantling novelties in box cloths, fancy brocades, diagonals and serges. Fawns and drabs are the leading shades for spring mantlings. That peculiar drab called tan is also in strong favor. In men's woollens such as black fancy worsteds and serges they are showing some very neat lines.

W. R. Brock & Co. are placing on the market two special lines of ladies' kid gloves that can be retailed at a dollar per pair. One line has the dome fasteners, the other is a lace and hook glove. Samples of these are now in the hands of their travellers, and stock will be to hand before the middle of the month.

Delainette is a new material which is a substitute for prints. The particular beauty of the cloth is the manner in which it drapes suitable for blouses and many other uses. The colors are fast and washable. A full range is carried by Caldecott, Burton & Spence, in spots, florals and stripes. It is about equal in price to prints, retailing at 12 1-2 cents with a fair profit.

Cottons are moving freely with John Macdonald & Co. They report an extra heavy demand for their lines of grey and bleached. Cotton shirtings are in strong demand in all classes. Letter orders to this house contain numerous orders for these goods, as they make a specialty of sending samples of cottons, prints, etc., to those desiring to order by letter.

Venetians and whipcords are selling well for spring overcoatings. Wyld, Grasett & Darling have found these in strong demand, so that they have been obliged to repeat several times in order to maintain their stock. Their range in all spring overcoatings is very extensive, and seems to have found favor with the bulk of buyers.

W. R. Brock & Co. have certain lines of black worsted trouserings which are always in strong demand. The weight of these lines are suitable for all seasons of the year, and scarcely a week passes but they are receiving additions to their stock. The prices are popular, and every Canadian dealer who has handled their trouserings knows that this range is unexcelled. This is a well known special feature of their woollen department.

Alexander & Anderson have received a heavy repeat in prints, including dark grounds, navys, cardinal grounds, with spots and small figures. They have also received a large shipment of black and cream ground French printed delaines. These goods are choice and still in very strong demand. Some special lines in 6-quarter dress materials in low and medium prices are to hand. These are desirable lines for the midsummer trade. American challies and prints have been re-stocked, and their range is very attractive for the benefit of stocking season.

W. R. Brock & Co. have a novelty in the way of a wooden stand for showing parasols. It will show 25 parasols or umbrellas, and in such a way that every handle is shown distinctly. It is made of solid wood and is inexpensive, but does the work of a more expensive holder. Such novelties are invaluable in displaying goods; they pay for themselves five-fold in a week.

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

55-60 E. Howard Street, GLASGOW.
Agent, W. S. KENNEDY,
463 St. Paul St., MONTREAL.

**FOR DAIRY . . .
BUTTER
OR DRESSED . . .
POULTRY**

Write or Wire

**PARSONS
PRODUCE CO.**

WINNIPEG — MANITOBA

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

REPRESENTING:

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

Warehouses on C. P. R. Track.

EXCISE, CUSTOMS AND FREE,
AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

NOTICE.

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

VANCOUVER, B.C.

Having largely increased their capacity. We ad-
vise all dealers to see their price list before plac-
ing their orders for Jams, Jellies, Canned Fruits,
and Canned Vegetables.

Besides their regular brands of Ground Coffee,
now so favorably known, they quote:
Blend No. 1 at 35c., either ground or whole roasted
" 2 at 33c., " " "
" 3 at 30c., " " "

Their Flavoring Extracts are of the choicest
quality.

EPPS'S COCOA

¼ lb. packets, 14 lb. boxes secured in tin
Special Agent for the Dominion:

C. E. Colson, 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.

Megloughlin, Marshall & Co.,

Wholesale Provision Merchants,
3 and 4 Corn Exchange,

Manchester,

Also at
Liverpool and Glasgow. England.

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

**Joseph Carman Commission and
Manufacturer's Agent.
WINNIPEG, MAN.**

REPRESENTING:—Peck Bros. & Co., London,
Eng., Teas, Coffees, Spices; Kilburn & Co., Cal-
cutta, India, Teas, Jute Sacks, etc.; Lever Bros.,
Liverpool England, Sunlight Soap; Ireland Na-
tural Food Co., Toronto, Ont., Breakfast Cereals;
Leonard Bros., St. John, N. B., and Montreal,
Boneless Fish; Wright & Copp, Toronto, Ont.,
Imperial Cheese and Snider's Soupes, etc.

We are open for a few more good agencies.
Correspondence solicited. Refer to any of the
above.

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.

Eggs Are 13½ to 14c.; Butter,
scarce and in demand at
21 to 24c.; Dried Apples, 4½ to 5c.; Green
Apples, \$1.50 to \$2.50 per bbl.; Potatoes,
85c. to \$1.00; Beans, \$1.30 to \$1.50 per bush.;
Hay, \$9.50 to \$10.00; Honey; Buckwheat,
5c.; Clover, 8c. per lb.

Consignments of Above
Solicited.

J. F. Young & Co.

Produce Commission.

74 FRONT ST., EAST

April 5, '93

.. TORONTO ..

PARK, BLACKWELL & CO.

(Limited.)

— SUCCESSORS TO —

**JAS. PARK & SON.
TORONTO.**

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

Write for Price List.

**PUT
TEXAS BALSAM
IN STOCK**

The Great Healer for all kinds of wounds on
Horses and Cattle. \$3.00 worth only costs you
\$1.50. Express prepaid. Cash with order.

C. F. SEGSWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

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

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

SPECIALTIES DURING LENT

Oysters, Manitoba White
Fish, Salmon Trout, Had-
dock, Steak Cod, Market Cod.
Sea Herring, Finnan Haddie
and Labrador Herring.

ORDERS SOLICITED

76 Colborne St., Toronto, Ont.



GEORGE McWILLIAM.

FRANK EVERIST.

McWILLIAM & EVERIST

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

FIGS, DATES, NUTS,

ALMERIA GRAPES, ETC.,

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

J. CLEGHORN & SON

94 Yonge Street, Toronto.

California Riverside Navels
" Riverside Seedlings Oranges.

Our First Car just arrived, good color, juicy
and sweet, better stock than we have ever had.
Messina Lemons, Figs, Dates, Nuts, Almeria
Grapes, Bananas, Pines, etc., in stock. Full line
Fish and Oysters during Lent.

**WILLIAM RYAN,
PORK PACKER**

Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.

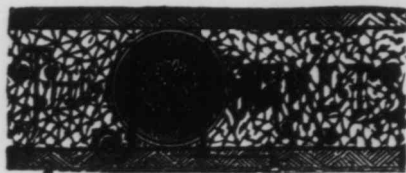
WRITE FOR PRICES.

McLAREN'S



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

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



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

TORONTO MARKETS.

TORONTO, April 6, 1893.

GROCERIES.

The country roads are still in bad condition. In some districts they are practically impassible. Trade is decidedly quiet in consequence, and were it not for the excitement in the sugar market it would be lifeless. During the week the refiners have announced no less than three advances, and it looks as if the end is not yet. Coffees remain much about the same—quiet and unchanged, and devoid of any special feature. In dried fruits currants are about the only commodity for which the demand may be said to be good, although there is a fair business being done in prunes, while Sultana raisins are a little higher. Rice is in little better demand and spices are in fair request. There is a fair movement in syrups and molasses, and there is a fair business doing in medium and low grade Japan teas. A fair sorting-up business is being done in canned vegetables, and canned salmon continues firm with demand improving. Quiet as is general business at the moment, another ten days or two weeks will probably see a great difference. The country is rather bare of goods, and with better roads will doubtless come more activity. Payments, as with trade, are not as satisfactory as desirable.

COFFEES.

There has been no material change in the situation. The higher prices still continue to check consumption somewhat, and prices asked here have been up to the top of the outside market, but higher prices will have to be paid for goods now in transit. We quote as before: Rios 21 to 22c., East Indian 27 to 30c., South American 21 to 23c., Mocha 26 to 30c., Santos 21 to 22c. Demand is principally for Rios, except for grinding purposes, when South American and Santos are the most enquired after.

DRIED FRUIT.

No very marked features have developed during the week. Taking dried fruits all round, they are quiet, an active demand for currants being about the only exception. The demand for Valencia raisins is light at steady and unchanged prices. Layers as a rule sell at from 6 $\frac{3}{4}$ to 7 $\frac{1}{2}$ c. according to quality, and fine off-stalk at 5 $\frac{1}{4}$ to 5 $\frac{1}{2}$ c. Sultana raisins are getting higher. They have advanced about 2s. in Smyrna, and they are a little dearer here in consequence. We quote 6 $\frac{1}{2}$ to 10c. Currants are in active demand. Prices range from 5 $\frac{1}{2}$ c. for provincials up to 10c. for Vostzas; fine filiatras are selling at from 6 to 6 $\frac{1}{2}$ c. Prunes are firm

and in good demand for the season. Bosnias are quoted at 7 $\frac{3}{4}$ to 9c., and Atlas brand from 7 $\frac{1}{2}$ to 8 $\frac{1}{2}$ c. Dates are quiet and unchanged at 5 $\frac{1}{2}$ to 5 $\frac{3}{4}$ c. for Persian in boxes. Nuts are quiet and unchanged.

RICE AND SPICES.

Rice is beginning to meet with more enquiry as the season advances, and prices as before range all the way from 3 $\frac{1}{2}$ c. for Ardcan to 10c. for Carolina.

Spices are moving fairly well without change in prices. Whole ginger is high, 20c. being asked, while ground is worth 20 to 25c.

SUGAR.

No less than three distinct advances, making in all a gain of $\frac{1}{2}$ c. here been announced by the refiners during the week, while wholesalers are holding granulated at 5 to 5 $\frac{1}{2}$ c., the inside figure being for the Nova Scotia article. On Tuesday the refiners advanced prices $\frac{1}{4}$ c. on yellows and 1-16 on refined and some of the local houses immediately wired their travellers to accept nothing less than 5 $\frac{1}{2}$ c. for granulated and 4c. for yellows, and prohibiting them from contracting for large orders. The feeling is strong and everybody anticipates further advances. The advances already from the lowest point are from $\frac{1}{2}$ to $\frac{3}{8}$ c. One refinery withdrew prices on Tuesday and others instructed their agents to limit their sales. Yellows are held here at from 3 $\frac{3}{4}$ to 4 $\frac{1}{2}$ c. The position of the market is strong. Stocks of sugar in New York on April 1 were 118,183 bags against 210,142 bags and 812 hhds. same date in 1892 and 162,041 bags March, 1893. The demand on the spot is not at the moment heavy and purchases of any size are confined to those who are fairly well supplied with capital.

SYRUPS AND MOLASSES.

Syrups are steady and unchanged at 3 $\frac{1}{4}$ to 3 $\frac{3}{4}$ c. a pound. A fair quantity is selling and supplies are not large. Molasses are in fair demand and unchanged at 32 to 37 $\frac{1}{4}$ c. per imperial gallon.

TEA.

There is really no new feature. Demand is fair particularly for low grade and medium Japans. With improved roads there would likely be a brisk demand, as stocks are not by any means large in the country. Demand is also fair for Indian and Ceylon teas and the consumption is increasing rapidly.

BUTTER AND CHEESE.

The butter market still rules firm, with all grades scarce, and more so than is usual at this time of the year. Creamery is in fair demand and unchanged, tubs selling at 23 to 25c. and pound prints at 25 to 26c.; offerings are not large, and demand is principally for pound rolls. Good dairy large rolls sell at from 18 to 20c. and tubs at 20 to 22c., but it must be something nice to obtain the outside figure. Pastry butter continues scarce and wanted at from 15 to 18c. a pound.

The demand for cheese is nearly altogether of a local character, and prices are easy at 11 $\frac{1}{2}$ to 11 $\frac{3}{4}$ c.

COUNTRY PRODUCE.

BEANS—A few small lots are moving at \$1.40 to \$1.45. Bushel lots sell at \$1.50.

DRIED APPLES—Market quiet and prices easy. Purchases have been made during the week by jobbers at 4 $\frac{3}{4}$ c. Selling prices are from 5 $\frac{1}{4}$ to 5 $\frac{1}{2}$ c.

EVAPORATED APPLES—Market steady and demand fair at 8c. for large lots. Selling price ranges from 8 $\frac{1}{4}$ to 8 $\frac{1}{2}$ c., and half a car load of good quality sold at outside figure.

EGGS—Demand is fair and there is plenty to supply it, although there is no accumulation; prices easy at 13 $\frac{1}{2}$ to 14c.

HONEY—Dull and easy. Dark is quoted in sections at 8 to 9c. White is quoted at 8c. in 50-lb tins and at 15c. in sections.

POULTRY—Young chickens of good size are wanted at from 60 to 75c. a pair, turkeys 13 to 14c. a pound and geese at 8 to 10c. There are no geese offering.

POTATOES—Demand is moderate only and lower prices will rule with the advent of more liberal offerings. Sales are reported at 83 and 85c. on track, while 95 appears to be the ruling price for store lots.

ONIONS—Quiet and unchanged. The range of price is varied being all the way from \$1.50 to \$2.50.

HOPS—Continue to rule quiet, demand being light and offerings small; '92's are quoted as before at 18 to 20c. and yearlings at 15 to 16c.

HOGS AND PROVISIONS.

The market for dressed hogs is still tending downwards. A few market hogs were taken at \$7.50, but packers say they would not give more than \$7 for carlots. Offerings are however not so liberal as a week ago and all that come in are taken care of. Bacon is quiet at the moment but the demand is good for smoked meats.

BACON—Long clear 10 $\frac{1}{2}$ c. Smoked backs are 12 $\frac{1}{2}$ to 13c., bellies 14c., rolls 10 $\frac{1}{2}$ to 10 $\frac{3}{4}$ c.

HAMS—In good demand and firm at 13 to 13 $\frac{1}{2}$ c.

LARD—Pure Canadian is 13 $\frac{1}{4}$ to 13 $\frac{3}{4}$ c. in tubs, 13 $\frac{1}{2}$ c. in pails and 13c. in tierces. Compound 10 $\frac{1}{2}$ to 11c.

BARREL PORK—Canadian heavy mess \$20.50, Canadian short cut \$21.50.

DRESSED MEATS—Beef fores are 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ c., hindquarters 7 to 8 $\frac{1}{4}$ c., veal 6 $\frac{1}{2}$ to 8c. mutton 7 to 8c., lamb 8 to 8 $\frac{1}{2}$ c.

MAPLE SYRUP.

New maple syrup is now arriving every day. Receipts are however light yet, and all offered finds a ready sale at from 80 to 90c. according to size of tin. Maple sugar sells at from 8 to 9c. a pound.

GREEN FRUIT.

The spring-like weather is having its effect on this line of trade, there being quite a brisk trade doing, particularly for bananas, which are coming in freely. There is also a good demand for oranges. Lemons are dearer, but are held to be still good buying for the next month or six weeks. In New York there has been an advance of from 50c. to 75c. Florida oranges are getting scarce and higher. California oranges are beginning to arrive, and the quality is better than last season, the weight running heavier. Messina oranges are also beginning to arrive. There is not much doing in apples. There is no improvement in the English market, and the United States rules weak. We quote: Oranges—Valencias \$6.00 to \$6.50 per case; Floridas \$3 to \$4 per box; Messinas and Palermos \$3 to \$3.50 per box; California seedlings, \$3 to \$3.25 per box; ditto Navals, \$3.50 to \$4; lemons, \$3.25 to \$4; bananas, \$1.40 to \$2.50; pineapples, 20 to 30c.; apples, \$1 to \$1.50 for market stock and \$2 to \$3 for good to fancy.

FISH AND OYSTERS.

The demand for salt water fish, such as haddock, cod, flounders and herring, is over for the season. About the only kind of frozen white fish on hand is about four tons of Manitoba. The principal demand now is

(Continued on page 20.)



**"KENT"
Bottled
Pickles**

Are packed only in 20 oz. bottles—full measure—in cases of 2 Dozen. Half-Barrels of 3 Dozen, and Barrels of 5 Dozen, always carefully packed. Quality never varies. They are trade winners. Sold through the whole-sale trade.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

Bay of Quinte
Canning Factories.
PICTON and DEMORESTVILLE.
W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

Fish Wholesale lots only.

FRESH, CURED AND FROZEN fish, of all kinds, from first hands, LOWEST PRICES.
L. H. DOBBIN, - MONTREAL.

Lytle's Pickles

THE BEAVER BRAND



PICKLES are in great demand. Sales increased last year 79 per cent. Three months this year, 121 per cent. No grocer should be without them. Order from our Travellers, or write to

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

The **Lakeport Preserving Co.**

Have sold out their large pack of Tomatoes, Corn, Peas, Beans, Apples and Pumpkins,

And which is good evidence of the quality of goods they pack, taking into consideration that they are one of the largest packers in Canada.

FACTORIES AT LAKEPORT AND TRENTON, ONT.

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils, Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

**SITUATION WANTED.
MARATIME PROVINCES.**

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

MAPLE PRODUCTS.

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

Address

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

Boy
Brand
Corn



DAILEY'S

Please try them.

Can be obtained at all Leading Wholesale Houses.

Kingsville
Preserving Co.,
(LIMITED.)
KINGSVILLE, ONT.

No Bleaching used.

Boy
Brand
Tomatoes



HAVE YOU TRIED OUR

Epicure Corn and Sifted Select Peas

If not, send for Sample Order.

Leading Grocers

Say there is nothing like them in the market. We are busy duplicating orders every day, they sell themselves.

Send for our Book—20 Receipts for preparing Epicure Corn—Mailed Free.



THE DELHI CANNING CO.

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

CANNED GOODS.

TORONTO.

There have been no specially new developments in this line during the week. There is a moderately good business doing and the tone continues healthy, with prices steady. Tomatoes have been moving out fairly well, principally in sorting-up lots; in fact, no movements at all are heard of in large lots; 90c. to \$1 seem to be still the ruling figures, although a fairly good article is offered by some houses at 85c. Prices remain steady. Practically the same remarks apply to peas as to tomatoes, the demand being good for sorting-up lots, at 90c. to \$1 for ordinary quality and at \$1.45 for fine sifted peas. The demand for corn is less active than a week ago, but there is still a good business doing nevertheless. Prices unchanged at 90c. to \$1.25, the outside figure being for fancy. A slightly improved demand has developed for salmon during the past week and prices continue firm with stocks light. The ruling price is \$1.50 for tall and \$1.80 to \$1.85 for flats. A good spring salmon, pale in color, can be obtained at \$1.30. Lobster continues in fair demand for the better grades, with prices firm at \$2 to \$2.10 for tall and \$2.50 for flats. Sardines are unchanged and in limited demand. Peaches are in good demand and stocks are getting low; \$2.10 to \$2.25 for 2's and \$3.25 to \$3.75 for 3's is the idea. Apples are meeting with better demand as the season advances. Prices range from 85c. to \$1 for 3's and \$2 to \$2.25 for gallons. Other fruits are in fair demand at unchanged prices.

MONTREAL.

The local demand for canned goods is slow and what business is being done is generally on a cash basis or at a very small margin of profit. The stocks of tomatoes are large and indications point to an unsatisfactory season.

MARKETS—Continued

for fresh caught pike, bass, perch and suckers. Oysters dull and easy. We quote:—Manitoba whitefish, 7½c.; fresh salmon, 20c.; haddock, 6c.; skinned and boned codfish, 6½c.; Labrador herring, \$3 per half bbl.; shore herring, \$2.75 per bbl.; Digby herring, 11 to 12½c.; boneless fish, 4c.; boneless cod, 7 to 8c.; pike, 7c.; pickerel, 7c.; ciscoes \$1.50 to \$1.75 a hundred, black bass 9 to 11c. a pound; finnan haddie, 9c.; perch, 3 to 4c., as to size; suckers, \$3 per cwt.; oysters, \$1.20 to \$1.25 for stds., and \$1.75 selects.

SURPRISE SOAP

While the best for all household use, has peculiar qualities for easy and quick washing of clothes.

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

The St. Croix Soap Mfg Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Nothing specially new to note. Demand is fair and supply rather light. Car lots of cured have been moving as before at 5¼c. No. 1 cows' is unchanged at 4¼c.

SKINS—Calfskins are quiet and prices are 1c. higher at 9c. There are not many sheepskins coming in and prices are higher at \$1.25 to \$1.50.

WOOL—There are moderate enquiries from the factories for some grades of wool. Fleeces dull and prices nominal. Pulled wools are only in light demand at 21 to 21½c. for supers and at 26 to 27c. for extras.

TALLOW—Is lower, dealers paying 6¼c. and selling at 7 to 7¼c. There is considerable offering, but buyers are not caring much about it.

SEEDS

Orders for red clover, alsike and timothy are numerous but small individually, buyers still pursuing a cautious course. Prime red clover is quoted at \$8.85 to \$8.94 and extra choice at \$9. to \$9.15. Alsike runs all the way from \$7.05 for good to \$8.40 for fancy. Timothy sells at \$2.52 to \$2.57 for prime to choice, and \$2.59 to \$2.64 per bushel for choice.

MARKET NOTES.

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

The Rio News of February 27 says: "The average receipts this month will be nearly 9,500 bags per day, against the estimate

made early in the month of 7,500 bags; the high quotations sent from Rio have undoubtedly had a good deal of influence on planters, but whether receipts for the current crop year of 2,500,000 bags, with four months still before us, should lead to an expectation of an export of 3,000,000 bags is as yet a doubtful question."

Some of the New York grocery jobbing houses have reduced prices for desiccated codfish, owing to reduced cost of whole fish in the primary market.

The close of the week found a very unsettled market in New York for evaporated California peaches, but apricots looked firm and apples rather better than they were a short time ago.

"There has been no advance in refined sugars equal to the jump in raws, and it is reasonable to expect that refined will advance more in proportion to that of raw," was the way a broker put it Tuesday.

Eby, Blain & Co. report that their sales of Indian and Ceylon teas have increased 100 per cent. in twelve months.

The California oranges arriving on the Toronto market this season are of much better quality than last year, being heavier. The packers have also adopted a system of grading according to size, which is well-pleasing to the trade. Heretofore California

TORONTO, Feb. 17, '88.

WE—PAYING—ARE

5c.

FOR F. O. B.
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE ARE

BUYING

DRIED APPLES

Address

STANWAY & BAYLEY

FRONT ST., EAST, TORONTO.

--TERMS--

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

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

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

Oranges
Lemons
Bananas } Just Received Full Lines.

LARGE LOTS A SPECIALTY.

CLEMES BROS.

Phone. 1788

TORONTO



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

CANNING FACTORY OUTFITTERS.

GENERAL AGENTS FOR

SPRAGUE MFG. CO., FARNHAM, N. Y.

CANNING MACHINERY OF ALL KINDS.

W. A. McClean & Co.

OWEN SOUND.

PORK PACKERS

CURERS OF THE

Diamond A Hams

FOR SALE—LONG CLEAR BACON,
HAMS, BACKS, BELLIES and SPICED
ROLLS.

Write for Quotations.

The Norton Manufacturing Co.

E. P. Breckenridge, President.
Edwin Norton, Vice-Pres.
C. O. Warren, Secretary.
W. C. Breckenridge, Mgr. & Treas.

MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

HAMILTON, - ONT.

**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

SEEDS - Everything for the Farm and Garden

Red, Alsike, White, Lucerne and other
Clovers, Timothy Seed, Grasses, Flax
Seed and Meal, Oil Cake, Etc.

Trade Lists and quotations on application,
Country Merchants having anything in our line
to sell, will please send samples and advices.

Correspondence Solicited.

**THE STEELE, BRIGGS, MARGON
SEED CO., LTD.** TORONTO, ONT.

WANTED—Choice Dutch Setts and Shallot Onions

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

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

GILLARD'S Specialties

High Class, English Made,

"NEW" Pickles and "NEW" Sauce.
GILLARD & CO., WALLHAMSTOW, LONDON, ENG., and of
Wholesale Grocers in the Dominion.

"JERSEY BRAND" CONDENSED MILK.



It is guaranteed Pure and Unskimmed,
An excellent food for Infants.

We make only the one quality—**THE BEST.**
Buy only the **JERSEY BRAND** for all pur-
poses. Sold by Grocers, Outfitters and others.

MANUFACTURED BY

FORREST CANNING CO'Y,
HALIFAX, N.S.

STANWAY & BAYLEY, Agents, Toronto.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

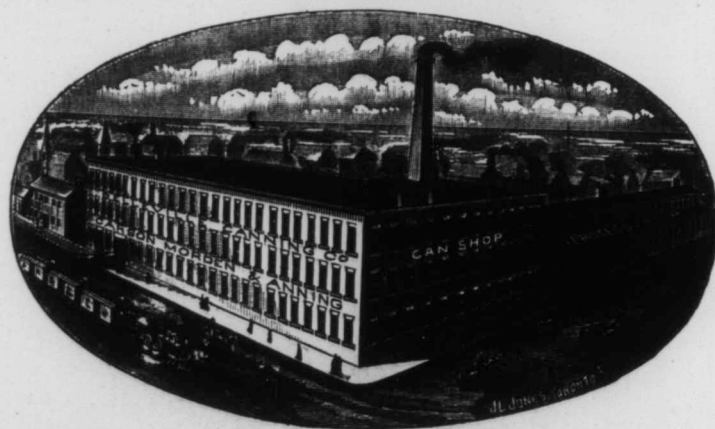
PACKERS OF THE

"Queen Brand"
Fruits and Vegetables.

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

FIRST-CLASS GOODS.

We respectfully ask the trade to recom-
mend this brand to their customers:



oranges were merely known as seedlings and navels.

An exporter told THE GROCER a few days ago that there were still about 5,000 barrels of apples in store here.

New maple syrup is selling here at 80 to 90c. and sugar at 8 to 9c.

Clemes Bros. are receiving two more car loads of Uncas brand Florida oranges. This will probably be the last shipment for the season.

Sterling corn is having quite a sale, and Caverhill, Rose, Hughes & Co. of Montreal, are kept busy supplying the demand.

Tanglefoot is 25c. per case cheaper than a year ago, quotations now being: 1 box, double sheets and two holders, 60c.; 1 case (ten boxes), \$5.25.

J. & J. Colman will supply the mustard to be used at the restaurants in the World's Fair grounds, the first order is for 5,000 lbs.

Crosse & Blackwell have received an order to supply 10,000 gallons English pickles to the World's Fair caterers.

For a new firm the Belleville Canning Co. have done remarkably well. Their entire pack is almost entirely sold and they are preparing to double their capacity the coming season. Messrs. Carson and Morden were in Toronto this week purchasing additional plant. Their experience proves that the canning industry may be made profitable if special attention is given to the quality of goods produced.

There will be several new canning factories in Ontario this season.

The West Lorne Canning Co. are advertising for an expert processor.

Perkins, Ince & Co. are advertising special lines in currants and Valencia raisins.

H. P. Eckhardt & Co. have a few cases of "D" Atlas prunes which they are selling at 7½c.

Davidson & Hay have a line of Roberts' English confectionery in stock. That in imitation of fruits, such as peaches and strawberries for instance, are exceptionally fine.

Latest reports from Calcutta via England are to March 15th, and show a tea movement "roughly 3,500,000 pounds less than for the previous season, which, with say 1,000,000 pounds lost, bring up the deficiency of this season's crop to 4,500,000 pounds, as against that of the previous one, whilst about 3,500,000 pounds less of the current crop have been disposed of than that of last year at this period, thus leaving about 1,000,000 pounds less to sell of the present crop than there was at this time last year for 1891-92 crop, the figures for export being cabled at 106,010,000 pounds (less 1,000,000 pounds lost), as against 109,490,000 pounds at corresponding date for 1892. According to the above estimate, there should remain, roughly, about 8,500,000 pounds, or say about 95,

000 packages of tea not yet offered, to sell of the present crop, which will be varied according to further exports from Calcutta, which, it is expected, will be merely nominal."

Granulated sugar is higher at 5 to 5½c. and yellows at 3¾ to 4¼c.

Perkins, Ince & Co., Saturday last, received advices by cable that the Japan tea market was expected to open two weeks earlier than usual. This would mean three weeks earlier than last year, when the opening was a week late.

All the Canadian starch manufacturers have advanced prices about 10 per cent.

W. H. Gillard & Co., Hamilton, report steady increasing trade for their Mallawalla, Dalu Kola, Imperial Congou and Russian Congou, and that every customer who has tried them is delighted with the quality.

The Counter Tea Mixer advertised by W. H. Gillard & Co., Hamilton, sometime ago is being sent to every part of the Dominion.

MONTREAL MARKETS.

MONTREAL, April 6, 1893.
GROCERIES.

The week has furnished a good deal more activity in groceries in more ways than one. In the first place there was the reduction in freight rates which went into effect on Monday last, and this, in addition to the shipment of goods ordered some time ago, led to more new business, so that the week has been a fairly active one all round. Then there was the excitement consequent upon the two jumps in the sugar market, and the fact that it has led to an increased demand which contributed to increase the lively feeling, while other lines have furnished some interesting features also. Sugar is now 1-4c. higher all round, with indications pointing to still higher prices, and syrups and molasses show more steadiness also. Tea, coffee and spices are all firm, although business in them is not so great as in sugar still they furnish a fair turnover, and there are signs of increased activity in their case also in the near future. Payments are reported satisfactory with the grocery men generally.

SUGAR

The sugar market has been the most exciting feature in the grocery trade of the week, prices having jumped up on two separate occasions, and it seems likely that values will go even higher. The first advance came on Thursday last, when granulated was advanced to 4-8-4, and this was supplemented on Monday by a further advance of a sixteenth, to 4-13-16, and the market is firm at the higher level. In fact, buyers in the west at least seem to fear that prices will go higher, for refiners report a much freer demand on this account, and this fact, coupled with the fact that freight rates declined to the regular summer level on Monday last, has led to a more active business all round. Refiners' prices

now are as follows: Granulated, 4-13-16c.; bright yellows, 4-1-8c.; and low grades 3-8-4c.

SYRUPS AND MOLASSES.

Syrups are moving along quietly under a fairly good enquiry, especially good bright stock, but prices are about the same, viz., 1-3-4c. to 2c. per lb.

The local movement in molasses is rather small, but the general position of the market is unchanged. The ruling price for spot goods is about 30c., but one large French house has sent out circulars offering molasses at lower figures. We quote as a nominal range for spot transactions 30c. to 31c.

TEAS.

There is no special activity to note in tea, and as dealers are said to have supplied themselves ahead pretty well, the trade here look for a quiet business in this line for a few weeks to come. Still the jobbers have been moving fair quantities.

(Continued on page 24.)

FLOUR AND FEED.

TORONTO.

Flour continues dull and quotations are purely nominal. The demand for feed is dropping off somewhat, and bran and shorts are quoted a little lower on track.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.35 to \$4.50; strong bakers' \$3.75 to \$4.00; white wheat patents, \$3.50 to \$3.75; straight roller, \$3.15 to \$3.30, low grades, per bag, \$1.00 to \$1.25; Ontario family \$3.35 to \$3.85.

Car prices are: Toronto freights—Manitoba patents, \$4.30 to \$4.50; Manitoba strong bakers' \$3.90 to \$4.25; Ontario patents, \$3.25 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.90 to \$3.00; low grades, per bag, \$1.10 to \$1.25.

MEAL—Oatmeal is \$4.00. to \$4.20 Cornmeal is \$3.25 to \$3.50.

FEED—Bran (ton lots) \$17, ditto (on track) \$15, shorts (ton lots) \$17 to \$18, ditto (on track) \$16; mixed feed \$20 to \$22, feeding corn 57 to 58c., oats 33½ to 34½c.

HAY—Baled timothy, demand is good and supply fair at \$9.25 to \$9.50.

STRAW—Plentiful and demand limited, at \$5.50 to \$6.

MONTREAL.

The flour market has made very little progress during the week either in volume of business or in disposition to effect sales. We quote as follows:—Winter wheat \$4.00 to \$4.25; spring patents \$4.25 to \$4.35; straight rollers \$3.50 to \$3.65; extra \$3.10 to \$3.25; superfine \$2.60 to \$2.90; city strong bakers' \$4 to \$4.15; strong bakers' \$3.75 to \$4.00.

ST. JOHN'S N. B.

There is a fair movement in flour and prices are gradually weakening, as latest quotations will show: Manitoba, \$5.10 to \$5.20; Ontario high grade, \$4.25 to \$4.35; medium patents, \$4 to \$4.15. The oatmeal market is firm at regular prices, \$4.40 to \$4.50. No change in cornmeal, \$2.75 to \$2.85. In feed prices rule high and sales correspondingly small, at \$24 to \$25 per ton.

BURNHAM'S CLAM BOUILLON.

IT IS A GREAT SUCCESS.

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

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.**, or write **E. S. Burnham Company, "Manufacturers," 120 Gansevort St., New York, U.S.A.**
R. H. HOWARD & CO., Toronto. ROBT. MOORE, Travelling Agent, London, Ont.



TENDERS

INDIAN SUPPLIES

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Indian Supplies," will be received at this office up to noon of THURSDAY, 30th April, 1893, for the delivery of Indian Supplies, during the fiscal year ending 30th June, 1893, duty-paid, at various points in Manitoba and the North-West Territories.

Forms of tender, containing full particulars relative to the supplies required, dates of delivery, &c., may be had by applying to the undersigned, or to the Indian Commissioner at Regina, or to the Indian Office, Winnipeg.

This advertisement is not to be inserted by any newspaper without the authority of the Queen's Printer, and no claim for payment by any newspaper not having such authority will be admitted. The lowest or any tender not necessarily accepted.

L. VANKOUGHNET,
Deputy of the Superintendent-General
of Indian Affairs.

Department of Indian Affairs.
Ottawa, March, 1893.

REFRIGERATORS



Manufactured
by

**KNOWLES
& NOTT.**

BRANTFORD,
ONT.

Send for Catalogue

Our lines in **BAKING
POWDER**
are

"Snow Drift"

"Our Cream Tartar"
and "Crystal"

All Pure and of the Finest Quality.

**THE SNOW
DRIFT CO., BRANTFORD.**



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

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

- - MILLERS - -
(Hungarian Process)

BRANDS:
KLEBER, MAY BLOSSOM.

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

**The Western Milling Company
(Limited.)
REGINA, ASSA.**

Manufacturers of all kinds of
**High Grade Flours,
Hungarian Patent,
and Strong Bakers.**

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

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

Correspondence Solicited.

R. M. PINCOMBE. W. W. SUTHERLAND.
**STRATHROY OATMEAL AND CORNMEAL MILLS.
Pincombe & Sutherland,
STRATHROY, ONTARIO.**

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal,
also Standard and Granulated Oatmeal, CORNMEAL, Deseccated Rolled Wheat and Wheat Germ, put up in barrels, half barrels and bags. Write or wire us for samples and prices.

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

OATMEAL

**Dominion Mills,
LONDON.
Excelsior Mills,
MITCHELL.**

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

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots
WALTER THOMSON, London and Mitchell.

**Embro
Oatmeal
Mills**

D. R. ROSS, - - EMBRO, ONT.
A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

MONTREAL Markets Continued.

tities, one leading house turning over some 300 packages of Japans between Friday last and Tuesday of this week, which is a pretty good sign. We quote the following range: Low goods, 12c. to 14c.; medium, 15c. to 18 1-2c.; fine, 19c. to 21 1-2c.; and finest 23c. to 31c. Black teas are quiet but firm, and further sales are reported on English account at 7d. to 11 1-2d. A fair demand is reported for green teas at steady prices.

COFFEE AND SPICES.

The local coffee market is firm under a fair enquiry, and we hear of a sale of a round lot of Maracaibo to arrive at 21c. We quote Jamaica, 19c. to 20c.; Maracaibo, 20 1-2c. to 22c.; Rio, 19c. to 21c.; Java, 24c. to 27c., and Mocha, 25c. to 28c., these prices being for strict wholesale lots.

Spices are steady, and we quote pepper 8c. to 9c., Pimento 6 1-2c., and nutmegs 50c. to \$1.

RICE.

There is no change in rice, which rules quiet and unchanged. We quote standard, \$3.85; choice, \$4; Japans, \$4.25; Louisiana, \$5.25, and Carolina, \$7.50.

DRIED FRUIT.

A little better enquiry has been experienced for off-stalk Valencia raisins, good sound common selling at 4 1-4c. for round lots, with prime at 4 1-2c., but no jobbing lots could be moved at these prices. Valencia layers are quiet but steady at 6c., sales being mentioned at that figure. Currants are dull at 5 1-4c. to 5 3-4c., supplies being ample.

FISH.

The local fish market is quiet. The stocks are generally small. One firm has a comparatively large supply of haddock on hand which is not considered very desirable property, and some other holders have rather more herring in their stores than they would wish for, but as stated, the market is not clogged with stock. Prices are nominal under the slow demand. We quote: Haddock, 4c. to 4 1-2c.; lake trout, 7c.; whitefish, 7c. to 7 1-2c.; pickerel and dore, 9c.; dried cod, \$5.50; No. 1 green cod, \$7; Labrador salmon, \$13 to \$14; No. 2 Mackerel, \$12; do. halves, \$7; C. B. and N. S. herring, \$4.50 to \$4.75; fresh herring, \$2 to \$2.20 per hundred; haddies, 7 1-2c. to 8c.; Yarmouth bloaters, \$1.50 to \$2; frozen mackerel, 7c. to 8c.

FRUIT.

Oranges have been in good demand during the week on account of Easter, but there is no change in prices, which are as follows: Messina, \$2.50 to \$2.75; California, \$3 to \$3.50; Floridas, \$3.75 to \$4; Valencias, \$4.75 to \$5.

Lemons have met with a steady demand from the same cause as the above, and we quote: Fancy, \$2.75 to \$3; choice, \$2.25 to \$2.50; common, \$1.25 to \$2, as to kind and quality.

In dried fruit business has been small and unimportant, and prices are nominal as follows: Dried apples, 5 1-2c. to 6c.; evaporated, 8c. to 9 1-2c.; peaches, 19c. to 21c.;

Bananas are lower in price, choice bunches, \$2.50 to \$3, and fair to good, \$1.25 to \$2.

Cocoanuts are selling in round lots at \$4 to \$4.50, as to quality.

BEANS.

The market is firm but quiet. One or two car lots have been offered without takers during the week, and we quote

choice picked \$1.60 to \$1.65; ordinary to good, \$1.25 to \$1.50, and inferior, \$1 to \$1.10.

HONEY.

There has been very little doing in honey, but one dealer has cleaned out all his comb stock during the week and the supply of it here is small. We quote comb, 12 1-2c. to 13c., and extracted, 5 1-2c. to 7c.

MAPLE SYRUP.

Receipts have been small, what little there is offering selling at \$1 per gallon. New maple sugar in a small way has sold at 8c. to 8 1-2c.

The market is dull, and prices remain about as last quoted, namely, 18c. Brewers are well supplied, and holders will likely have to accept still lower prices.

POTATOES.

Car lots of potatoes have sold at 90c. to 95c. per barrel, and receipts rule light, but once shipments can be made without heating the cars they will increase, and prices are expected to go lower.

EGGS.

The egg market is still easier, and prices lower under heavy receipts, and a falling off in the demand. In fact 15c. was accepted to-day for moderate sized lots, and round lots could be had for less.

BUTTER AND CHEESE

Cheese continues featureless and uninteresting so far as business is concerned. British advices do not indicate any improvement and afford no encouragement on consigned lots, which no doubt will have to be parted with at cost, and possibly in some cases for less, which must be decidedly disagreeable, in view of the fact that a turnover of 1-2c. per lb. profit was possible during the winter months. This position must be disconcerting to those who held stock up west of Toronto, and it now appears that there is more unsold up there than at first supposed, later news to-day placing the quantity at 6,000 to 8,000 boxes, inclusive of the 2,500 odd which were sent forward last week. Under present conditions the possibility of a profitable turnover for this stock are very uncertain.

Butter remains without any particular change, but there is no improvement in the position, rather the reverse, in fact, owing to the advance in the season. The load here consists solely of creamery and attempts have been made to bolster up prices by purchasing, but it seems doubtful in view of the lateness of the season and the conditions elsewhere that this process will be successful. The best late made creamery sells at 22c. and small parcels at that. The fact that really fine dairy stock is practically worked off the market, and that receipts of new are not likely to be sufficiently large to have any influence for a fortnight at least gives holders some chance to lessen their stocks, but it is a slim one. Good dairy sold on lower province account at fully as high a figure as creamery. The news, however, that some 600 packages of Manitoba stock was on the way is disagreeable to holders, for it is not anticipated to be very high class, and will very likely be offered at a low figure, while no one is certain whether it is the last car load or not. We quote the following as about the range: Choice fall creamery, 21c. to 22c.; creamery seconds, 20c. to 21c.; townships dairy, 21c. to 22c.; Morrisburg and Brockville, 20c. to 22c.; Kamouraska stock, 20c.; western, 20c.

MONTREAL TRADE NOTES.

Representatives of the Edwardsburg, the St. Lawrence, and the British American Starch Companies came to an agreement on Saturday last for an advance of 10 per cent. on all starches.

The sugar refiners put up their prices an 1/8c. on Thursday and another 1-16c. on Monday, making 3-16c. in all.

Western jobbers have been large buyers of refined sugar on the market during the week, both for granulated and yellows.

There are every indications of another molasses war between the French wholesale houses, one of whom has been offering molasses at considerably under 30c. The quotation appears to be hedged with certain conditions, however, and buyers have not taken advantage of it.

Western grocers have been buying maple sugar and syrup in the Eastern Townships pretty freely for forward delivery, sales of the former being quoted at equivalent to 8 to 8 1/2c. here and of the latter at 60 to 75c. in nice small tins.

Chaput, Fils & Co. are offering some special lines of one-gallon tins of canned tomatoes, corn, apples, etc.

Caverhill, Rose, Hughes & Co. report canned goods quiet and prospects not encouraging, especially for tomatoes.

Regan, White & Co. offer some fine lines of Indian tea.

Tomatoes are a large stock on the market here, and Quintal, Fils & Co. are offering at 80c. per doz. some fine assorted cans.

Lightbound, Ralston & Co. have their usual complete assortment of Japan, Ceylon and China teas available to their large circle of patrons.

ST. JOHN, N. B., MARKETS

ST. JOHN, N.B., April 5, 1893.

Trade shows quite an improvement the past week, and with the opening of navigation on our rivers should still further expand. Sugar is quite firm at late advances. Flour somewhat easier. Provisions are steady. Teas more slow and are without change. Canned goods have a steady demand. Fish market well supplied and easier.

Sugar—The market shows an advance of 1/4 to 3-16c. per lb. and very firm tone. Stocks here are light, and some say price will be still higher. We quote: Granulated 4 1/4 to 5c., extra C 3 3/4 to 4c., yellows 3 1/2 to 3 3/4c.

Rice—The market here is some easier and is moving slow. The price quoted is 3 1/2 to 3 3/4c.

Dried Fruit—Very little change in values. Off-stalk raisins are selling at 5 to 5 1/2c., Valencia layers 6 to 6 1/2c., prunes 7 1/4 to 8 1/2c., dates 5 to 5 1/2c.

Evaporated Apples—Are quoted at 9 to 11c., dried apples 6 to 6 1/2c.

Eggs—Market well supplied, prices steady at 16 to 18c.

Butter—Offering more freely and is selling at 19 to 22c.

Cheese—Choice late make is getting scarce and selling readily at 11 to 11 1/2c., some is offering at 10 1/2 to 11c.

Fish—The demand is light and prices have eased off some. Dry Cod, large, are selling at \$4.50 to \$4.75, medium cod, \$3.90 to \$4.25, pollock \$2.25 to \$2.40, smoked herring scarce and higher at 9 to 11c.

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

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

F. W. FEARMAN,
HAMILTON, ONT.

OUR LATEST LEADER IS

"THE NEW ERA PATTERN"

of Glassware, and it leads them all.
 Each contains 39 articles, as follows:

- 3 Large Table Sets, (Sugar, Butter, Cream and Spoon Holder)
- 6 Half Gallon Pitchers.
- 9 Large Fruit Bowls, High Foot.
- 6 Large Covered Fruit Bowls, High Foot.
- 6 Large Cake Stands, High Foot.

As each article can be sold retail for 25c further comment is unnecessary. Send for a sample case and you will order more.

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

ESTABLISHED 1851.

WE OFFER

.. TOMATOES ..
 In 3 lb. Tins

Quality Guaranteed,
 at **80c.** per doz.

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

J. W. LANG & CO.

Tea, Sugar .
 Syrup
 Canned Goods

Wholesale Grocers,

59, 61, 63 Front Street East
 TORONTO

CANADIAN
CANNED
VEGETABLES

FRESH TOMATOES in gallon tins—the fine natural flavor better preserved than in the smaller tins. Suitable for good hotels, boarding houses, and families.

Also full lines of "AYLMER" and "MILLERS" Corn, Peas, Beans and Tomatoes at lowest prices.

SLOAN & CROWTHER,
 WHOLESALE GROCERS,
 19 Front St. E., Toronto.

First Young Hyson

Extra Fine Liquoring,
 True Moyune.

SPECIAL VALUE.

WARREN BROS. & BOOMER,

35 and 37 Front St. East,
TORONTO, - ONT.

—: : We are offering : :—

EXCELLENT VALUE

IN **Raw Sugars,**
Syrups and Molasses.



|| **Smith and**
Keighley

9 Front St. E., Toronto.

SPECIAL LINES--

Currants and
Valencia Raisins

Write for samples and quotations.

PERKINS, INCE & Co.,

41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON
SAUCE
 AND
PICKLE

MANUFACTURERS,
107 STRAND Corner of the Savoy Steps, London, W.C

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

Lord Byron's "Beppo," VIII.

EDWARD ADAMS
& CO.

Importers of Teas

—AND—

Wholesale Grocers

LONDON, ONT.

T. KINNEAR & CO.,
TORONTO,

Are offering special value in

BROOMS

—AND—

BRUSHES

Get our prices before buying.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

PERSONAL MENTION.

Col. McAlpine, the well-known tobacco manufacturer of New York, was at the Queen's hotel last week.

Lloyd Mewburn, of James Turner & Co., Hamilton, is doing the Prairie Province in the interests of his firm.

John Westren, of Westren & Jones, grocers, 419 Yonge street, has been laid up for several weeks with bronchitis.

W. J. Smith, who runs a large general store in Cannington, was in the city last week. He reports business good with him.

Mrs. J. Bond, wife of J. Bond, Gerrard and Seaton streets, has been suffering from a severe cold for two weeks, but is now improving.

J. S. Leighton, Orangeville, a leading merchant of that thriving inland town, was one of the prominent figures in the late Orange Grand Lodge Assembly.

Among the outside buyers who have been in the city during the week are: T. Balllyntine, of Georgetown; G. H. Falconer, of Streetsville; E. L. Farr, of Toronto Junction.

Robert Barron, ex-president of the Toronto Retail Grocers' Association, left last week for a two months' holiday in Scotland. It is also his intention to visit a few of the leading grocery centres abroad.

Mr. Charles P. Clemes, an old Port Hope boy, but now a full-fledged resident of Gotham, was in town yesterday. Mr. Clemes represents Messrs. Frederick de Barry & Co., of 41 and 43 Warren street, New York, agents for G. H. Mumm & Co.'s extra dry champagne. Mr. Clemes bears out the old saying that Canadian boys make the smartest sales agents for U.S. houses.—Toronto World.

Green, Bowles & Co., of Orangeville, report that trade has increased to a very satisfactory extent. The Patron Store, established some months ago, does not seem to have affected the trade of this firm, and there as elsewhere it is only a question of time when consumers will realize that it pays them to deal with firms doing business on business principles.

George E. Church, general merchant, Burk's Falls, was in the city this week buying spring goods. They have had a fair winter's trade in all the northern country, but Christmas trade was not as satisfactory. He manufactures an improved cheese safe. It is octagonal in shape, six sides being glass and the other two perforated tin. It attaches to a rope and weight by which it is drawn up clear of the cheese. It is made of ash and sells at \$5 packed in a crate.

Alexander Turner, of the firm of James Turner & Co., Hamilton, was in Toronto Tuesday. His mission was principally in regard to a portrait of the head of the

Hamilton Provident. Between the puffs of his cigar he told THE GROCER that business in Hamilton, like that in Toronto, was quiet on account of the bad roads, but that a good trade was expected in a few weeks. Business, he says, has been on the whole fairly satisfactory the past winter with the retail merchants of the Ambitious City.

J. A. Killackie, who runs the grocery store at Parliament and Sydenham streets, formerly kept by Mr. Hall, has been laid up for a week or two with inflammation. He is slowly recovering.

ACADIAN SUGAR REFINERY BILL.

The Committee on Private Bills of the Nova Scotia Legislature met in Halifax one day last week for the purpose of hearing argument in favor of the bill to amalgamate the three sugar refineries of the Maritime Provinces.

Mr. Harris, Q. C., who appeared for the company, said that the bill to incorporate the Acadia Sugar Refinery Company contained no clauses which the legislature was not competent to pass and had not frequently granted to other companies, and that he could not conceive of any reasonable objection to it on any public grounds. The facts of the case were that the three refineries interested, those of Halifax, Dartmouth and Moncton, had not been able to make any money for the past three years. If he went into the history of sugar refining in the lower provinces we would find that the refinery at Woodside had been wiped out of existence twice, and a large amount of capital had been sunk in it. That of Halifax had been wiped out once, involving another large loss of money, and the Moncton refinery had never made anything for the shareholders. The Halifax refinery, after it had been closed, was bought up at a very low figure, and under new management had been able to make large returns to the stockholders for two years, but this was largely a matter of luck. But as he had said before none of the three refineries which sought amalgamation by the bill had made anything for the past three years. There were six refineries in the Dominion, one on the Pacific Coast, two at Montreal, and the three in the Maritime Provinces. The two refineries at Montreal refined three times as much sugar as the three down here. Because of their large production and cheaper management it was impossible for our refineries to compete with them. The object of the bill was to lessen the expenses of our refineries so as to enable them to compete with their Montreal rivals. In order to preserve the existence of the Halifax, Dartmouth and Moncton refineries they must be amalgamated under one management. It was the only way by which the shareholders could save the money they had invested. There would be one board of directors instead of three, which

would be a large saving, and besides this one business staff would do the work of the three which now exist. The committee would be surprised to learn the amount of money expended by the three refineries in the purchase of raw sugars. It amounted to three and a half millions a year. They consumed 50,000 tons of coal. If the three refineries were brought under one management it was felt that a large saving could be made on purchases. Each refinery now keeps an agent in each of the principal cities of the Dominion. These men are being paid for work that one man would do if the refineries were amalgamated. A saving would be made on insurance which now costs \$25,000 a year. If this amalgamation took place there would be a distribution and classification in the purchase and refining of different kinds of sugar which would tend to more effective and profitable management. In several ways expenses would be largely reduced and a prospect of fair dividends would be opened up which do not exist now.

In reply to a question he said that he thought the consumers could not be hurt by having the cost of the production decreased. Seventy-five per cent. of the sugar produced by these three refineries is sold west of the Maritime Provinces. If they tried to raise the price of sugar down here the Montreal refineries would at once send their sugar down and block the game. As an illustration of the keenness of competition, and the suddenness with which commercial men take advantage of a rise in the market of any commodity in which they are interested, he said that last summer the Chicago dealers raised the price of sugar, and immediately the Nova Scotia refinery sent 20,000 barrels to that market, clearing handsomely by the transaction. But down went the price, and the Chicago dealers found their efforts to squeeze consumers fruitless. He contended that it would be utterly impossible for the Acadia Sugar Refinery Company to raise the price to the consumers a sixteenth part of a cent. And that was not the intention. It was simply to consolidate management and save expenses, so as to keep from being swamped, that the bill was before the legislature. They wanted to reduce the cost of production so as to be able to compete with Montreal. It just came to this point, that if they could not do this they must go to the wall and close down completely. That was the sole question. He said that it had happened that a cargo of raw sugar coming into Halifax was competed for by the three refineries, with the result that the cost of the cargo was increased. In this case he could not see any advantage to the consumer by the competition. The Montreal refineries, by doing business on a much larger scale than any of our refineries, could possibly produce cheaper, and there could be no equal competition with them. But by amalgamating our refineries this could be done and their existence saved.

Ald. Boak stated to the committee that the Nova Scotia did not pay a dividend of one per cent. last year, the Dartmouth refinery had declared none at all, and neither had the Moncton refinery. As a matter of fact not one of these refineries had made any money for the past three years.

The committee will again consider the matter.

**CARD'S CELEBRATED
CANADIAN TOMATO CHUTNEE.**

A FAVORITE SAUCE OF THE LATE

Sir John A. Macdonald

Who gave written testimony of its superior quality as a test for Hot or Cold Meats, Soups, Gravies, etc. Used by the Albany Club, Queen's Hotel and Walker House, Toronto. Sold by Whitehead & Turner, Quebec; Lightbourn, Ralston & Co., Montreal; Bates & Sons, Ottawa; Whickham, Brantford; Davidson & Hay, Toronto; T. B. Escott & Co., London.

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M. P. CARD, Guelph.



Mantels, Grates and Tiles, Office and Store Fittings and Furnishings.

California Oranges, first car
Famous Riverside, just
Received.

96's and 112's \$2.50 Box
126's, 250's and 288's \$2.75 Box
150's \$3.00 Box
176's, 200's and 225's \$3.25 Box

DIXON BROS. - Hamilton

Unlike the Dutch Process

No Alkalies

— OR —

Other Chemicals

are used in the
preparation of



W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure
and soluble.

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

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



WILL INCREASE YOUR
BAKING POWDER TRADE



Sold only in Cans by the Live
Wholesale and Retail
Trade

and Manufactured by

**THE HAMILTON COFFEE
AND SPICE CO. . . .**
HAMILTON, ONT.



DOES THIS
CATCH YOUR EYE ?

A PORTABLE

XL COFFEE ROASTER

Roasting Fresh Coffee every day
will catch your customers much more.

THE HUNGERFORD CO., 67 Pearl St., New York



Tea Caddies All Sizes

Spice, Baking Powder and Tobacco Tins.

AND

TIN SIGNS, Lithographed and Japanned.

Write our nearest House for
Catalogue and Prices.

THE McCLARY M'FG COMPANY

London
Montreal

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WELL I NEVER SAW ITS EQUAL JUST
5 MINUTES FROM START TO FINISH
WITHOUT EITHER DIRT OR
DUST

MIXING
AND A
BEAUTIFUL
POLISH

SILVER STAR STOVE POLISH

BLACK
BRILLIANT
BEAUTIFUL

This
polish entirely
supercedes all
others, being a
paste all ready
for use, produces
a jet black enamel
gloss with but half
the labor.

Sold every-where.

J. F. DALLEY CO. OF HAMILTON LTP

SPICES.

Considerable confusion exists in the minds of many people as to the nature of spices. Most of these possess a lightly stimulating effect, and are actual aids to digestion. Of the common spices, nutmeg is probably the most used, says a contemporary. It is a native of the Molucca or Spice Islands, and grows directly under the Equator. Mace is the inner coat lining of the hull of the nutmeg. The nutmeg in its coat of mace, with the outer hull surrounding it is often displayed as a curiosity in spice shops. There are two kinds of nutmegs—the long, slender shape, which grows wild, and the round, which is a cultivated nut.

The latter is more oily and much better than the wild nutmeg. By scraping the side of a nutmeg with the finger and noticing whether the oil flows, we can guard against the worst fraud in this spice—the “soaked” nutmeg. Large quantities of nutmeg and other spices which are bought are soaked in water to relieve them of their oil. These are afterwards sold, of course at a low price, but they have lost their efficacy as a spice in losing their oil and are little better than the celebrated wooden nutmegs. Always begin grating at the flower end of the nutmeg, instead of the stem.

The clove tree grows all over the tropical world, and the clove of commerce is the unexpanded flower-bud of the tree, and is the most fragrant of any part of it.

Cinnamon spice is the inner bark of the cinnamon tree. It grows in China and Ceylon, and is cultivated in the West Indies and South America. A good deal of the heavier, coarser bark, and the coarse bark of the cassia tree is sold as cinnamon. The best cinnamon is hardly thicker than paper, and is of rather light color.

Allspice, unlike other spices, is a berry. It is gathered when it is still green and dried in the sun. Jamaica allspice is among the best. It is of a mild flavor and is not very much used in the cookery of to-day.

The flower buds of the cassia tree are imported in considerable quantities annually, and are used chiefly in cooking for flavoring sweet pickles, to which they impart a delicate flavor, different from cinnamon.

Ginger, as everyone knows, is a root which grows all over the tropical world, in Asia, Africa and America. White ginger is composed of the best part of the root, from which the outer skin has been taken off. The ground ginger of commerce is largely adulterated with tumeric, flour, and various cheaper materials.

In buying spices it is always cheaper to buy the best known brands.

ASSOCIATION GOSSIP.

The Southern Wholesale Grocers' Association completed its second annual meeting at St. Louis on the 25th ult. The committee on direct importation through Southern ports and the Nicaragua committee made several reports, which were adopted. J. H. Martin, of Memphis, Tenn., was unanimously elected president, but he declined to serve, and placed in nomination T. O. Morris, of Nashville, Tenn., who was made the unanimous choice of the convention. Other officers elected were as follows: First vice-president, E. G. Leigh, Jr., of Richmond, Va.; second vice-president, E. G. Scudder, of St. Louis.

The members of the Coventry Grocers' Association has decided to continue to sell granulated sugar at a fixed price. It appears that some of the members had broken the agreement first made on account of the competition of non-members.

At the annual meeting of the Blackburn and District Retail Grocers' Association the report among other things said: “We want all workers, and no drones. Grocers' associations must eventually be a benefit to every grocer. Take the paper-weighing case in Wolverhampton. Through the work and energy of that association in defending one of its members who was prosecuted for weighing paper with sugar, it is now recognized as perfectly legal to weigh paper with every article sold. This trial entailed considerable expense, and every grocer throughout the country has been benefited by their action, and your committee thought they could do no less than forward one guinea to Wolverhampton towards that expense. If they could have afforded it they would have sent more.”

The Hartepools Grocers' Association is already taking steps to dispense with gifts next Christmas, and a number of storekeepers have already pledged themselves. There is nothing like taking time by the forelock.

The early closing movement seems to be making good progress in England. At the annual meeting of the Liverpool Association the president said that it had brought a ray of sunshine into most of their lives. Some of them, he thought, were getting too old to reap much of the advantage of the system of shorter hours which he expected they would be enjoying within the next few years; but the prospect of greater leisure was cheering and encouraging to most of them. Many of them had been slaves all their lives, and they could not help feeling hopeful and thankful that the time was soon coming when they would be no longer required to lead the lives of slaves behind the counters, but that their assistants and sons would soon have leisure from the work which would otherwise become wearisome and irksome to

them. Half-past seven instead of nine or nine-thirty was a very considerable improvement. He felt certain that the time might be made in regard to the ad come when a considerable curtailment of closing on Fridays and Saturdays.

CRITIQUES ISSUE MARCH 31.

Maclaren of cheese fame gave us a call the other day. He is a good specimen of the go-a-head Canuck, and his cheese is of course “the best.” He gave us the proper grip and asked us up to Stratford, which was brotherly, anyway.

The article on canned lobster ought to be interesting to the pretty customer who declares that she can buy a whole lobster for 20c. when you ask her that sum for a can.

That article on “The Tea Expert” is all right, only in civilized stores they surely provide spoons for tasters to sip with. Drinking out of the same cup with some persons is certainly not nice, nor is it proper to do so with anyone.

Colman of mustard notoriety must be as good as his celebrated product. That is a high plane on which to live and pretty hot too.

The pedlars' evil is an important one, but not quite so blue as painted by that King street merchant. The pedlars have not made business so unprofitable, but rather the storekeepers themselves, by reason of their senseless cutting and slashing. If half the work put into suppressing peddling, had been employed in cleaning up old stock, and pushing good goods at fair prices, there would be more satisfaction on hand now.

Yes, nic-nacs pay. Crowd them in, boys, and push them for all they are worth; for instance, tacks pay better than coal oil, and do not flavor everything within long range.

If starch would only go up; we have such a nice supply.

That everlasting burden to the storekeeper—something for a leader, is very well written about in the article “What Have You to Sell?” There is no use talking, but active, energetic wits are what is required in the trade. There are so many stores that if you are the same-looking as they are you will make no great mark. Chalk out a distinctive course and work it up incessantly, and success will surely follow.

STRIGHT MOYUNE.

“Strictly fresh laid eggs warranted 23 cents a dozen,” are advertised by a Waltham dealer. The buyer finds out when she comes to use them whether it was the price the dealer warranted or the eggs.—Globe.

We are now booking
orders for Spring Shipments



BATTY'S World . .
Renowned

PICKLES, SAUCES, JAMS, JELLIES,
MARMALADES, ETC.

25 Finsbury Pavement, **Wright & Copp,** Dominion Agents **Toronto**
LONDON, ENG.

.. SNIDER'S ..

HOME-MADE



**TOMATO CATSUP, CHILI SAUCE,
AND SOUPS.**

Are wonderful Productions, beyond Competition wherever Introduced.

For Sale by Wholesale Grocers, or

WRIGHT & COPP, Dominion Agents, Toronto



... HIGHLAND ...
A NEW SOURCE OF REVENUE TO THE GROCERS
EVAPORATED CREAM Unsweetened

Add two parts of water to one of Evaporated Cream and it will answer perfectly for Dairy Cream. Dilute it with three parts of water, and you have an excellent quality of milk. Always pure and taintless.

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FOR SALE BY ALL WHOLESALE GROCERS

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

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M. F. EAGAR

GENERAL AGENT

.. AND ..

BROKER

CONSIGNMENTS SOLICITED.

18 SACKVILLE STREET,
HALIFAX, N. S.

TRADE FAKIRS.

The present is the century of revolution—it is as well the age of evolution, remarks a contemporary. It is a revolution of ideas—ideas of business, ideas of life, ideas of all departments of science, ideas appertaining to all the many things with which men deal in the material and mental world. It is the day of evolution, when man, dissatisfied with the incompleteness of finite, seeks relief in setting up a theory as to the birth of all things, and tracing the progress of development through successive stages until they reached a present standard of excellence. And it is interesting. Business has been completely revolutionized as civilization has advanced, and new ideas are being continually developed to lighten burdens and to dispatch work. It is the result of a natural revolution, but one which has not yet been put into written record, and it may not be necessary. The essential is that "it is." Business progress is commercial greatness, and commercial greatness is national prosperity. It tells its own story; it writes its own history; it stamps itself upon the earth with buzzing wheels, whirring belts and rumbling machinery, and men of muscle and of mind combine to transmit it all to posterity. Yet the written history of its evolution would be valuable.

For instance, it would be of interest to know who was the first business man, what pursuit he was engaged in and what were his methods of conducting business. It would be a difficult matter to answer such questions and then to trace that particular line of business in all its development in all countries from that time to the present. The theory of the descent of man, as indicated in the principles of evolution promulgated by Darwin, is somewhat analogous and comparative. Then there are modern lines of business and modern methods of carrying them on. Who can conceive of the countless ages which have been the father to their birth? Take the "drummers" or commercial travellers—those steam engines of trade to-day. Competition in business, extension of trade and desire for greater business evolved them, and a continuation of these with present necessities will continue them in existence. Then there is the entrance of women into business in large numbers, with the problems and theories thereby created for consideration and solution, competing as they do, not only with the commercial men, but men in many branches of trade—who will write the history of their influence and activity? To give the date of their appearance upon the stage of commercial activity, to write of their indispensableness to trade, to enumerate businesses built up by them and now dependent upon their efforts, is to go back many years, and to put in black and white that which is already known and admitted.

And the fakir—what of him? Whence

came he? Who was his godfather? Who is responsible for his birth and existence? Has he a father? has he a mother? What is he, what does he and how does he? How many of these questions have been answered? Who has attempted to answer them all, and how truthfully or with what success? Is it sufficient to say—to admit—that he exists; that he is an actuality, an accomplished fact and not a theoretical being or phantom of the imagination, and let it go at that? Is he not rather a part, a feature of trade, and as such deserving of recognition? What treatise on modern methods of business would be complete without one chapter appropriated to the history of fakirs, if not for the field they cover, the burdens they bear, or the necessity they are, then at least for the uniqueness of their position, the novelty of their methods, and their general relation to trade?

There are different kinds of fakirs, and while some endure the most horrible tortures, subject themselves to terrible humiliations and perform extreme penances, others are highly regarded by their countrymen and are reputed to have great powers of jugglery. One class in particular is highly honored. It includes the children of poor parents who pass their lives in retirement in mosques devoted to the reading of the Koran and the study of the laws until they become qualified for the duties of Mollahs or teachers of theology. In their religious belief they are divided into Mutekelm and Sofis. Their succession is hereditary, and extends from the "Muhrid" to the "Taj."

Whether or not the modern fakir is descended from the fakirs of India or have coursing through their veins any of the royal blood of the king fakirs of Egypt, or have a genealogical connection with the Mollahs or Rufai, it is impossible to say, but enough is given of the traits and habits of the fakirs of the East to show the connection or resemblance, if any, which the fakir of those countries has to the American fakir of modern trade. If the latter has no consanguineal connection with them, there are some similarities between the two which would lead to the supposition that the term smirking of jugglery deception, theft and imposition, cunning and shrewdness, lowliness of birth and humbleness of application, has been snatched from its Eastern and romantic surroundings and made to do service in the Western world of business as a cognomen of the commercial fakir. "El fakr fakhri," said the Prophet. That is the real origin of the name of fakir, and our fakir of to-day carries emblazoned, not upon any banner held aloft, but upon his whole person and attire, the English translation, "Poverty is my pride."

As we have seen, there are fakirs and fakirs, but the fakir to whom we would call attention is the type of that class which is so common to, and yet about which so little is known by the average New Yorker. He

is a modern production, and trade evolved him. He is not a nonentity, yet he is dispensable, and while dispensable, is doubtless a fixture. He has grown year by year, and his food has been the carrion of failures—the more of them the more he waxes. He is some men's friend, and all men's enemy. His business conflicts with honest, heavily taxed, burden enduring tradesmen and good citizens. He corrupts trade, yet is part of and adds to it. He is the outlet for the disposition of otherwise unsalable goods. He is the bankrupt's friend and the pedestrian's worst enemy. He is a highwayman in a civilized country, a thief on the city's curbstones, an extortioner and deceiver who makes guileless youths and men, who should know better, pay good money for worthless or damaged goods.

He comes from dives by day to play at the fancy game of gulling a wireless public, and sleeps himself in the same dive by night to rehabilitate his capacity for pursuing his daily occupation in the morning at the curb toy shop. Yet he is considered by some as the beginning and the end of trade—the first and the last, the Alpha and Omega of commercial activity and material prosperity. Possibly he is, but it is in the very limited sense that he disposes of goods—trash is a better name—which have failed for one reason or another to command a sale through the regular channels of trade, and gets rid of others which cannot and never have reached those channels. The fakirs of India are said to number 1,000,000, and there are estimated to be at least 10,000 of the modern fakir in the metropolis. In spite of their lowly life, their humble occupation and the rough treatment which they sometimes receive, they are on the whole a jolly set when off the street and gathered together in their rendezvous at supply headquarters.

The majority of them are in business for themselves on a very small scale, while a small number, say 200 or 300, work on commission for a syndicate. None of these are known to their fellows by their correct names. Nicknames are the fashion, the name generally having reference to some fad to which they are known to be attached or some incident which has occurred in their lives. Fakirs are not all of local production. They are travellers, tourists, and go from one city to another, but wherever they go and wherever they are located they are known and called by their nickname. Look in upon them some time and listen as they talk to one another. Their words are all slang and almost incomprehensible to the general understanding, while each is called by the sobriquet with which he has been dubbed. "Dickey," "Kid," "Buster," "Topsy," "Plum," "Ju-Ju," "The Jew," and "Darby" are specimens of the names which will be heard.

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

HOW BOTH WAYS WORK.

Ironclad rules are more apt to mark the policy of a mutton head than of a wise business man, says an exchange. It is a good rule never to be out of any staple article, but to make it a rule, as has been done, never to admit that an article asked for is not in stock, is a poor one.

Here's a case in point. A customer quite well versed in molasses asked a grocer with whom he traded a good deal if he had some nice New Orleans molasses. The reply was: "I suppose I have some of the finest New Orleans molasses that ever came to this town." It was

bought, and it turned out to be Porto Rica or Demerara, or something else, certainly not New Orleans.

Later on the customer called for the article desired at a neighboring store. The reply was:

"We have some New Orleans, but not a very fine quality. In a few days we shall have some new crop in that will probably suit you better, if you want a nice article and can wait."

The customer could wait, and thereafter bought not only his molasses but all other supplies of this grocer.

Such little acts of humbuggery seem inexpressibly short-sighted and foolish. They are so easily detected that the

chance of fooling anyone except very briefly, is really quite small.

Mankind is suspicious anyhow, and expects to be cheated at every turn. Business confidence is a plant of slow growth and once wrecked can hardly be put together again.

A grocer's trade is not transient. He does not rely upon making one big sale and never seeing his customer again. He must have the steady, constant patronage of the same people day after day. He, then, perhaps more than any other class of tradesman, needs to see carefully to it that his goods are exactly as represented, and to remember that he cannot be too particular to get and keep the good-will, respect and confidence of his customers.

**Butter
Tubs .**

BEST WHITE SPRUCE.

**Butter
Bowls**

MAPLE AND COTTONWOOD.

**Oak Dash
Churns**

WALTER WOODS & CO.
HAMILTON.



**Licorice
Lozenges**

Manufactured
exclusively by

YOUNG & SMYLIE,
BROOKLYN, N.Y.

These Goods can be obtained
from any of the leading first-class
houses in Canada.

TANGLEFOOT

is sold by the following

CANADIAN JOBBERS

MONTREAL:—

EVANS & SONS, Ltd.,
LYMAN, SONS & CO.,
LYMAN, KNOX & CO.,
KERRY, WATSON & CO.,
J O. LEDUC & CO.,
N. QUINTAL & FILS.

TORONTO:—

LYMAN BROS. & CO.,
NORTHRUP & LYMAN CO.,
ELLIOTT & CO.

QUEBEC:—

W. BRUNET & CO.,
EDMUND, GIROUX & BROS.,
DR. ED. MORIN & CO.,

LONDON:—

JAS. A. KENNEDY & CO.,
LONDON DRUG CO.



TANGLEFOOT

is sold by the following

CANADIAN JOBBERS

HAMILTON:—

J. WINER & CO.

KINGSTON:—

HENRY SKINNER & CO.

HALIFAX:—

BROWN & WEBB,
FORSYTH, SUTCLIFFE & CO.,
SIMSON BROS. & CO.,

WINNIPEG:—

MARTIN, ROSSER & CO.

VICTORIA:—

MOORE & CO.,
LANGLEY & CO.

VANCOUVER:—

H. McDOWELL & CO.

NEW WESTMINSTER:—

D. S. CURTIS & CO.

NANAIMO:—

E. PIMBURY & CO.

BUSINESS CHANGES.

SALES MADE OR PENDING.

The general stock of N. A. Mansfield, Cowansville, is advertised for sale.

The grocery business of the late James Beilby, is advertised for sale by tender.

Frank Saforcade, general merchant, Victoria, B. C., advertises business for sale.

The general stock of Duncan Sinclair, Alvinston, is advertised for sale by auction.

The stock of Cross & Norris, grocers, etc., Drayton, is to be sold by auction 10th inst.

The general stock of Henitzman & Gaiser, Shipka, Ont., is advertised for sale 6th inst.

The stock of O. Grenier, tobacconist, Quebec, has been sold at 39c. on the dollar.

W. H. Dobson of Rocklyn, general merchant and hotel-keeper, advertises hotel for sale.

The stock of Robert Morgan has been sold by auction to F. T. Thomas at 21 cents in the dollar and the book debts at 35½ cents.

The stock of A. J. McTavish, of Exeter, has been sold by J. W. Jones to G. G. Johnston, of Palmerston, at 65½ cents on the dollar.

CHANGES.

John L. Brown, grocer, Rat Portage, has sold out to F. A. Campbell.

W. J. Clarke, general store, Woburn, has been succeeded by W. Secor.

B. P. Quarry, general merchant, Centralia, has been succeeded by P. Hanlon.

Lambert Bros., general merchants, Craven, have sold out to E. C. Davidson.

A. Gillespie, general merchant, Creemore, has been succeeded by Earle & Creighton.

Miss T. Vincent has succeeded Thomas White in his grocery business at Courtland.

Cooley & Miller, groceries and restaurant, Souris, Man., have sold out to S. Johnston.

James Cunningham, grocer of Borden St. and formerly of Queen street east, has sold out his business.

W. B. Young, of Forest, has sold his egg packing business to Scott & Gillis, of Strathroy. Mr. Young will remove to Charlotte, Mich.

PARTNERSHIPS MADE AND DISSOLVED.

H. H. Fauquier & Co., produce, Vancouver, have dissolved.

Wolfenden & Annadale, grocery, New Westminster, B.C., have dissolved. T. S. Annadale continues.

A. Lavigne and A. Desrosiers have been registered proprietors of the firm of A. Desrosiers & Co., grocers, Montreal.

The firm of S. Oland, Sons & Co., Halifax, have dissolved, and J. C. and G. W. Oland will continue the business under the old style. Mr. Jago has transferred to Messrs. Oland a tanyard and field at Dartmouth, the consideration mentioned being \$10,000.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

F. T. E. Lepage, grocer, Chelmsford, Ont., has assigned.

It is said the liabilities of L. A. Gurnett & Bro., Woodstock, will exceed over \$8,000.

Mr. Gurnett, of Ancaster, the father, has made a claim for over \$3,000. The assets amount to \$3,938, and the stock and effects are advertised for sale by the sheriff.

Olivia Brouellet, grocer, Montreal has assigned.

A. Balduc & Frere, grocers, Quebec, have suspended.

E. Morgan, grocer, Smith's Falls, has assigned to O. Carss.

J. A. Laurin, general merchant, Sorel, Que., has assigned.

R. M. Ballantyne, boots and shoes, Atwood, has assigned.

Richard Kincade, general dealer, Wallace, Ont., has assigned.

Joseph Phoenix, grocer, Victoria, B.C., is reported to have left the city.

G. W. Ship, general storekeeper, Ailsa Craig, has assigned to E. B. Smith.

The Oriental Traders' Company, of Vancouver, B.C., has made an assignment.

J. T. Foster, general dealer, Dornoch, Ont., has assigned to Charles Moore.

Richard Kincade, lately a merchant at Wallace, has assigned to John Hossin.

J. T. Craig, general merchant, Oxbow, Man., has secured an extension from his creditors.

F. W. Ferguson has been appointed liquidator of the estate of Allen Bridges & Co., bankers, Winnipeg.

J. J. Scanlan, of the Canadian Pacific Hotel, Toronto, has assigned, with liabilities amounting to \$17,000.

Arthur Greenwood, restaurant keeper, Montreal, has assigned at the demand of John Greenwood, with liabilities of about \$5,000. The principal creditors are Rubenstein Bros., \$2,200, and J. Greenwood, \$2,603.

Robert B. Abbott, of Brinston's Corners, and William Rannie, of Caledonia, Cath., general merchants, have assigned.

FIRES.

J. S. Douglas & Co., boots and shoes, Winnipeg, Man., have been burned out; insurance \$12,500.

Jeffrey's boot and shoe store and Buckley & Co., grocery store, Niagara Falls, was damaged by fire and water March 31.

A fire broke out in the boot and shoe and grocery department of J. J. English's store, Hastings, about 2 o'clock Monday morning, its origin is supposed to be due to a defect in the chimney. The loss on boots, shoes and groceries is estimated at \$2,500, on a stock of between \$4,000 and \$5,000. The loss will be fully covered by insurance.

DEATHS.

Thomas Carter, grocer, Chatham, is dead. E. Blair, of the firm of Pritchard & Blair, general merchants, North Wakefield, Que., is dead.

John A. Mills, late city traveller for Dalton Bros., and formerly of Mills Bros., died at his residence, 101 Winchester street, Saturday morning. Deceased had been ill

for some time with a complication of diseases. A wife and three or four children are left to mourn his loss. The interment took place Monday.

John A. Peebles, who was burned to death about a month ago in a hotel fire at Yokohama, Japan, was a brother of C. H. Peebles, grocer, Hamilton, Ont. Deceased was well known in Hamilton, having years ago been employed by the firm of McInnes & Co. At the time of his death Mr. Peebles was a commission merchant, buying Japanese goods for Canadian merchants and selling Canadian goods there.

Mr. James Morgan, Sr., died the other day at his residence at Maisonneuve after a brief illness from bronchitis. Mr. Morgan left Glasgow for Montreal forty years ago, and became a member of the firm of Henry Morgan & Co., with which he was connected until three years ago, although he took no part in the management of the firm during the past fifteen years.

THE ADVANCE IN SUGAR.

During the past week or ten days there has been a very material improvement in the price of sugar. In London, the world's great sugar market, there has been an advance of 4½d per hundred-weight, while in New York there has been a gain of ½c. The principal improvement, however, has been in Cuba, and as the bulk of the next six months' supply for this country is to come from that island, the significance of the great firmness there will be realized. It will be remembered that during the marketing of the Louisiana crop there was a very large demand from speculators and dealers, who had such confidence in the statistical position of sugars that they were willing to lay by liberal stocks, in the confident expectation of being able to sell at a good profit during the summer months. As matters now stand this confidence appears to have been fully warranted, and there is reason to hope that the sugar taken off the market during the busy season will net a good profit to its possessors. The successful outcome of the speculative movement of last winter will be of advantage to the sale of the next crop, because if the dealers and speculators meet with good fortune in their transactions the present season, they will be prepared to again take a hand in the handling of next season's crop. The great advantage of this speculative trade in marketing the crop was made very apparent a few months back as it not only furnished healthy competition, but kept up a range of prices which netted most satisfactory results to the Louisiana sugar planters.—New Orleans Picayune.

Judge—"You are accused of stealing ten pounds of fish. Have you anything to say in your defence?" Prisoner—"Sure, you wouldn't expect a man to be stealing meat in Lent?"—Indianapolis Journal.

SITUATIONS VACANT.

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

SITUATION WANTED.

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

BUSINESS CHANCES.

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

GOOD BUSINESS CHANCE—FOR SALE, general store—building, stock, dwelling house, warehouse, and wharf. Situated on C.P.R., British Columbia. Stock amounts to \$8,000. Doing a business of \$25,000. Stock will be sold at valuation. Address X. Y., New Westminster. 16

A GOOD BUSINESS for sale at Young's Point, near Lakefield. Splendid opening for party with push and small capital; stock light and good, no dead goods in store. Rent low. Business chiefly cash—Reason for selling, present proprietor going to the old country. For further and full particulars apply to Jas. Stewart, Youngs Point, Ont., or W. H. Seyler—care Eby, Blain & Co., Toronto. 15

Strang & Co.

WHOLESALE COMMISSION
AND MANUFACTURERS' AGENTS
WINNIPEG, MAN.

Correspondence and Agencies Solicited.
We are open for a first-class Canned Goods Agency.

WILLIAM ARCHER, Carpenter and Store Fitter
VALUATOR,

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



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

EVERY CAN WARRANTED.

J. H. TODD & SON,
Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.
Agents for Ontario
" W. S. Goodhugh & Co., Montreal.
" Tees & Persse, Winnipeg.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

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

SEEDS Clover, Timothy and Grass Seeds

Samples and Prices upon Application.

Wm. RENNIE, Toronto, Ont.

"HAPPY THOUGHT"
Counter Check Books

A patent has just been issued for a new automatic check book to be known as "Happy Thought." No black leaf required; yet every page copies with exactness and permanency. It is clean and saves time, patience and money. Prices are \$1 per hundred lower than any other check book on the market. Made in any style and size. Samples and price list free on application.

J. K. CRANSTON,
Wholesale Dealer in Store and Office Supplies,
GALT, ONT.
Mention this Paper.

LIGHTBOUND, RALSTON & CO.

MONTREAL

Japan Teas 13c. and up.
Japan Nibs 12½c. and up.
Ceylons, Indians, China Congous

A COMPLETE ASSORTMENT

**Sugars, Syrups, Molasses, Canned Goods,
Fish, Fruit, Vegetables,**

Write for Samples and Quotations.

E. BROWN & SON'S

7 Garrick Street, London, England, and at 26 Rue Bergere, Paris

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

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

- Tutti Frutti Gash Box. -



This Cash Box is made of the best japanned material, and is strongly put together with filled edges and locked by an A No. 1 tumbler lock.

You should have one! You will find you can make good use of it. You make two dollars profit out of the gum it contains, so that you get the Cash Box practically free. Send for circular.

Adams' & Sons Co., 11 and 13 Jarvis St., TORONTO, ONT

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXOELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.

Have You Tried one of

SOMERVILLE'S

NOVELTY SELLING MACHINES

—FOR—

MEXICAN FRUIT CHEWING GUM?

**GENERAL STOCK OF MERCHANDISE
AND BUILDING FOR SALE**

At a bargain. Stock well assorted; about \$3,000. Business established 10 years. Annual turnover about \$15,000. Opposition trifling. Situated in one of the finest sections of Ontario. Terms easy. Apply,

t.f. EDITOR, THE GROCER.

By Royal Warrant, Manufacturers To Her Majesty, The Queen.

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

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

**Nixey's
Black NO-DUST
Lead**

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

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

**"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.**

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

**NIXEY'S
"SOHO SQUARE" BLUE**

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

Eight 1-oz. squares in Box for 6d. Of all Grocers and Oilmen; or write to 19, SOHO SQUARE, LONDON, ENGLAND.

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

6d. and 1s. Tins.

**NIXEY'S
"INVICTA" KNIFE POLISH.**

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

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

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East, - - TORONTO.

KOFF NO MORE.

WATSON'S COUGH DROPS

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

S. A. Van Dam & Co

37 Old Corn Exchange, Manchester,

—and—

23 Mathew Street, Liverpool, England.

Solicit Consignments of

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

LIBERAL ADVANCES MADE.

FIRM FOUNDED 1850.

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

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, April 6, 1893.

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

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

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

BAKING POWDER.

| | |
|--------------------------------------|--------|
| PURE GOLD, per doz | |
| 5 lb. cans, 1 doz. in case | 19 80 |
| 4 lb. cans, 1 doz. in case | 16 00 |
| 3 1/2 lb. cans, 1 and 3 doz in case | 10 50 |
| 16 oz. cans, 1, 3 and 4 doz. in case | 4 60 |
| 8 oz. cans, 3 and 4 doz. in case | 3 70 |
| 6 oz. cans, 3 and 4 doz. in case | 3 40 |
| 4 oz. cans, 3 and 4 doz. in case | 1 90 |
| 4 oz. cans, 4 and 6 doz in case | 1 25 |
| Per doz | |
| Dunn's No. 1, in tins | 2 00 |
| " " " " " " | 75 |
| Cook's Gem, in 1 lb pkgs | \$1 75 |
| " " " " " " | 85 |
| " " " " " " | 40 |
| " " " " " " | 65 |
| " " " " " " | 19 |



| | |
|---------------------------|--------|
| Empire, 5 dozen 4 oz cans | \$0 75 |
| " " " " " " | 1 15 |
| " " " " " " | 2 00 |
| " " " " " " | 9 00 |
| bulk, per lb. | 15 |

COOK'S FRIEND.

(In Paper Packages.) Per doz

| | |
|---------------------------------|--------|
| Size 1, in 2 and 4 doz boxes | \$2 40 |
| " " " " " " | 2 10 |
| " " " " " " | 80 |
| " " " " " " | 70 |
| " " " " " " | 45 |
| Pound tins, 3 oz in case | 3 00 |
| 12 oz tins, 3 oz in case | 2 40 |
| 5 oz tins, 4 " " | 1 10 |
| 5 lb tins, 1/2 " " | 14 00 |
| Ocean Wave, 1/2 lb, 4 doz cases | 75 |
| " " " " " " | 1 30 |
| OCEAN WAVE, 1 lb, 2 " " | 2 25 |
| " " " " " " | 9 60 |

DIAMOND BAKING POWDER.

| | |
|---------------------------|----------|
| 1/2 lb. tins, 4 doz cases | 0 67 1/2 |
| 1 lb. " " " " | 1 17 |
| 1 lb. " " " " | 1 98 |

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

| | |
|----------------|------------|
| Abernethy | 8 1/2 |
| Arrowroot | \$0 10 1/2 |
| Butter | 0 5 |
| " " 3 lbs | 0 20 |
| Cabin | 0 7 1/2 |
| Cottage | 0 08 1/2 |
| Digestive | 0 18 |
| Daisy Wafer | 0 09 |
| Garibaldi | 0 09 |
| Gingerbread | 0 10 |
| Ginger Nuts | 0 10 |
| Graham Wafer | 0 09 |
| Lemon | 0 10 |
| Milk | 0 09 |
| Nic Nac | 0 19 |
| Oyster | 0 06 1/2 |
| People's Mixed | 0 10 |

| | |
|-------------|----------|
| Pic Nic | 0 09 1/2 |
| Prairie | 0 08 1/2 |
| Rich Mixed | 0 14 |
| School Cake | 0 11 |
| Soda | 0 06 |
| " " 3 lb. | 0 20 |
| Sultana | 0 10 |
| Tea | 0 10 |
| Tid Bits | 0 09 |
| Variety | 0 12 |
| Village | 0 07 1/2 |
| Wine | 0 08 1/2 |

BLACKING.

| | |
|--------------------------------|--------|
| Day & Martin's, pints, per doz | \$3 20 |
| " " " " " " | 1 10 |
| Spanish, No. 3 | 4 50 |
| " " " " " " | 8 00 |
| " " " " " " | 9 00 |
| " " " " " " | 4 50 |
| Japanese, No. 3 | 7 50 |
| Jaquot's French No. 2 | 3 00 |
| " " " " " " | 4 50 |
| " " " " " " | 6 00 |
| " " " " " " | 9 00 |
| " " " " " " | 7 50 |
| 1-gross Cabinets, asst | 9 00 |
| Egyptian, No. 1 | 4 50 |

P. G. FRENCH DRESSING (LADIES.) For ladies' and children's boots and shoes.

| | |
|---------------------------|--------|
| No. 7, 1 or 2 doz. in box | \$2 00 |
| No. 4, " " " " | 1 25 |

P. G. FRENCH BLACKING.

| | |
|------------|--------|
| per gross | |
| 1/2 No. 4 | \$4 00 |
| 1/2 No. 8 | 4 50 |
| 1/2 No. 10 | 7 25 |

BLACK LEAD.

| | |
|--|--------------|
| Refined in 1d., 2d., 4d. and 1a. packages, (9 lb. boxes) | 7s 6d \$2 50 |
| Jubilee in 1 oz. and 2 oz. round blocks in cartons (9 lb. boxes) | 4s 3d 2 00 |

NIXEY'S

| | |
|--------|--|
| London | |
| Canada | |

| | |
|---|------------|
| Silver Moonlight, Plum-bago Stove Polish (13 1/2 lb. boxes) | 1 50 |
| 6 1/2 lb. in large 1d. pkts, 1 gross | 4s 3d 1 50 |
| 13 lb. in large 1d. pkts, 2 gross | 8s 6d 3 00 |
| 13 lb. in large 1d. pkts, 1 gross | 7s 6d 2 50 |
| 13 lb. in large 2d. pkts, 1 gross | 7s 6d 2 50 |
| Reckitt's Black Lead, per box | 1 15 |
| Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz., or 1/2 gro., 4 oz. | |

F. F. DALLEY & CO.

| | |
|--|-----------|
| Silver Star Stove Paste | Per gross |
| Packed in fancy wood boxes, each box contains 3 doz. | 9 00 |

BLUE.

| | |
|---|--------|
| Reckitt's Pure Blue, per gross | 10 |
| NIXEY'S | |
| Soho Square in 8 lb. boxes, of 16 1/2d. boxes, London | 6s 0d |
| Soho Square in 8 lb. boxes, of 16 1/2d. boxes, Canada | \$2 25 |

CORN BROOMS.

| | |
|------------------------------------|--------|
| CHAS. BOECKH & SONS, per doz | |
| Carpet Brooms— | net. |
| "Imperial," ex. fine, 8, 4 strings | \$3 65 |
| Do. do. 7, 4 strings | 3 45 |
| Do. do. 6, 3 strings | 3 25 |
| "Victoria," fine, No. 8, 4 strings | 3 80 |
| Do. do. 7, 4 strings | 3 10 |
| Do. do. 6, 3 strings | 2 90 |
| "Standard," select, 8, 4 strings | 2 75 |
| Do. do. 7, 4 strings | 2 60 |
| Do. do. 6, 3 strings | 2 40 |

CANNED GOODS.

| | |
|-------------------|---------------|
| Per doz | |
| Apples, 3's | \$0 95 \$1 00 |
| " " gallons | 2 00 |
| Blackberries, 2's | 2 00 2 25 |
| Blueberries, 2's | 1 00 1 10 |
| Beans, 2's | 0 90 1 00 |

Peerless

PAYS YOU a better profit than any other.
Unequalled in Quality.
Guaranteed to Please.

Washing

See our Travellers, or write to
Pure Gold Mfg. Co.
TORONTO

Compound

Prices Current Continued—

| | | |
|--|--------|--------|
| Corn, 2's | 0 87 | 1 00 |
| " Epicure | 1 15 | |
| " Special Brands | 1 40 | 1 50 |
| Cherries, red pitted, 2's | 2 10 | |
| Peas, 2's | 0 90 | 1 00 |
| " Sifted select | 1 40 | |
| Pears, Bartlett, 2's | 1 75 | 2 40 |
| " Sugar, 2's | 1 50 | |
| Pineapple, 2's | 2 25 | 2 40 |
| Peaches, 2's | 2 00 | 2 25 |
| " 3's | 3 00 | 3 25 |
| " Pie, 3's | 1 75 | 2 00 |
| Plums, Gr Gages, 2's | 1 50 | 1 60 |
| " Lombard | 1 50 | 1 60 |
| " Damson Blue | 0 95 | 1 00 |
| Pumpkins, 3's | 3 00 | 3 25 |
| gallons | 1 40 | 2 25 |
| Raspberries, 2's | 2 15 | 2 25 |
| Strawberries, choicer 2's | 1 65 | 2 00 |
| Succotash, 2's | 0 85 | 1 00 |
| Tomatoes, 2's | 1 50 | 2 75 |
| " "Thistle" Finnan haddies | 1 35 | |
| Lobster, Clover Leaf | 2 60 | 2 70 |
| " Star | 1 90 | 2 00 |
| " Impr'l Crown flat | 1 80 | 2 00 |
| " Other brands | 1 10 | 1 35 |
| Mackerel | 1 45 | 1 60 |
| Salmon, talls | 1 70 | 1 80 |
| flats | 13 | |
| Sardines Albert, 1/2's tins | 20 | |
| " 3/4's " | 12 1/2 | 13 |
| " Sportsmen, 1/2 genu- ine French high grade, key opener | 10 1/2 | 10 1/2 |
| Sardines, key opener, 1/2's | 17 1/2 | 18 |
| " Martiny, 1/2's | 23 25 | 25 |
| " Other brands, 9 1/2 | 33 36 | 34 8 |
| " P & O, 1/2's tins | 9 11 | |
| " 3/4's " | | |
| Sardines Amer, 1/2's | | |
| " 3/4's " | | |

CANNED MEATS.

| | | |
|---|--------|--------|
| Comp. Corn Beef 1 lb cans | \$1 65 | \$1 70 |
| " 2 " | 2 70 | 2 80 |
| " 4 " | 4 80 | 5 00 |
| " 6 " | 8 75 | 9 00 |
| " 14 " | 17 50 | 18 50 |
| Minced Collops, 2 lb cans | 2 60 | |
| Roast Beef | 2 60 | 2 75 |
| " " | 4 75 | |
| Par Ox Tongue, 2 1/2 " | 9 50 | |
| Ox Tongue | 7 85 | 8 00 |
| Lunch Tongue | 3 25 | 3 80 |
| " " | 6 75 | |
| English Brawn | 3 75 | 3 80 |
| Camb. Sausage | 2 50 | 4 00 |
| " " | 1 35 | |
| Soups, assorted | 2 25 | |
| " " | 1 80 | |
| Soups & Bouilli | 4 50 | |
| Potted Chicken, Turkey, or Game, 5 or cans | 1 60 | |
| Potted Ham, Tongue or Beef, 6 oz cans | 1 35 | |
| Devilled Tongue or Ham, 1/2 lb cans | 1 40 | |
| Devilled Chicken or Turkey, 1/2 lb cans | 2 25 | |
| Sandwich Ham or Tongue, 1/2 lb cans | 1 50 | |
| Ham, Chicken and Tongue, 1/2 lb cans | 1 25 | |

CHEWING GUM.

| | |
|--|------------------|
| ADAMS & SONS CO. | |
| To Retailers | |
| Tutti Frutti, 36 5c bars | \$1 20 |
| Pepsin Tutti Frutti, 25c. packets | 0 75 |
| Orange Blossom | 150 pieces 1 00 |
| (each box contains a bottle of high class perfume. Guaranteed first class) | |
| Monte Cristo, 180 pieces | 1 30 |
| (with brilliant stone ring) | |
| Sappota, 150 pieces | 1 00 |
| Sweet Fern, 230 " | 0 75 |
| Red Rose, 115 pieces | 0 75 |
| Magic Trick, 115 " | 0 75 |
| Colah, 115 " | 0 75 |
| Fuzzle Gum, 115 pieces | 0 75 |
| Bo-Kay, 150 " | 1 00 |
| Mexican Fruit, 36 5c. bars | 1 20 |
| Flirtation Gum (115 pieces) | 0 65 |
| Automatic | |
| Tutti Frutti Girl | 800 pieces. 6 00 |
| Sign Box (new) | |
| Tutti Frutti cash box 800 | 6 00 |
| C. B. SOMERVILLE. | |
| Mexican Fruit, 36-5c. Bars | 1 20 |
| Pepsin (Dyspepsia), 20-5c. Bars | 0 70 |
| Sweet Sugar Cane, 150 pieces | 1 00 |
| Celery, 100 " | 0 70 |
| Lalla Rookh (all flavors) 100 " | 0 70 |
| Jingle Bell, 150 " | 1 00 |
| Cracker, 144 " | 1 00 |
| O-Dont-O, 144 " | 1 00 |
| Little Jap, 100 " | 0 70 |
| Dude Prize, 144 " | 1 00 |
| Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 'Little Lord Fauntleroy' clock guaranteed.) | 3 75 |
| La Rosa (30-10c. pieces) | 1 40 |
| Baby (100-1c. pieces) | 0 65 |
| Alphabet (100-1c. pieces) | 0 65 |
| Keno Prize (144-1c. pieces) | 1 00 |
| Love Talk (100-1c. pieces) | 0 70 |

CHOCOLATES & COCOAS.

| | |
|---|----------|
| TODD HUNTER, MITCHELL & CO'S | |
| Chocolate— | Per lb |
| French, 1/2's, 6 and 12 lbs. | 0 30 |
| Caracas, 1/2's, 6 and 12 lbs. | 0 35 |
| Premium, 1/2's, 6 and 12 lbs. | 0 30 |
| Sante, 1/2's, 6 and 12 lbs. | 0 26 |
| Diamond, 1/2's, 6 and 12 lbs. | 0 22 |
| Sticks, gross boxes, each | 0 00 |
| Cocoa, Homopat's, 1/2's, 8 & 14 lbs | 30 |
| " Pearl | 25 |
| " London Pearl 12 & 18 " | 22 |
| " Rock | 30 |
| " Bulk, in boxes | 18 |
| EPP'S. | |
| Cocoa— | per lb |
| Case of 112 lbs each | 0 35 |
| Smaller quantities | 0 37 1/2 |
| BENS DORP'S ROYAL DUTCH COCOA. | |
| 1/2 lb. cans, per doz | \$2 40 |
| 3/4 " " | 4 50 |
| 1 " " | 8 50 |
| FRY'S (A. P. Tippet & Co., Agents) | |
| Chocolate— | per lb |
| Caracas, 1/2's, 6 lb. boxes | 0 40 |
| Vanilla, 1/2's, | 0 40 |
| WALTER, BAKER & CO'S | |
| Chocolate— | |
| Premium No. 1, bxs 12 & 25 lbs each | 45 |
| Baker's Vanilla in bxs 12 lbs each | 55 |
| Caracas Sweet bxs 6 lbs each, 12 bxs in case | 40 |

| | |
|---|---------------|
| "Gold Medal" Sweet, 6 lb bxs. | 0 30 |
| Pure, unsweetened, 1/2's, 6 lb bxs. | 0 40 |
| "Fry's" Diamond 1/2's, 6 lb bxs. | 0 26 |
| "Fry's" Monogram, 1/2, 6 lb bxs. | 0 26 |
| Cocoa— | per doz |
| Concentrated, 1/2's, 1 doz in box | 2 40 |
| " 1/2's, " " | 4 50 |
| " 1 lbs. " " | 8 75 |
| Homopathic, 1/2's, 14 lb boxes | 0 34 |
| " 1/2 lbs, 12 lb boxes | 0 34 |
| JOHN P. MOTT & CO'S B. S. McIndoe, Agent, Toronto. | |
| Mott's Broma | per lb \$0 30 |
| Mott's Prepared Cocoa | 28 |
| Mott's Homopat's Cocoa (1/2) | 32 |
| Mott's Breakfast Cocoa | 45 |
| Mott's Breakf. Cocoa (in tins) | 45 |
| Mott's No. 1 Chocolate | 30 |
| Mott's Breakfast Chocolate | 28 |
| Mott's Caracas Chocolate | 40 |
| Mott's Diamond Chocolate | 23 |
| Mott's French-Can Chocolate | 18 |
| Mott's Navy or Cooking Choc | 26-27 |
| Mott's Cocoa Nibs | 5 |
| Mott's Cocoa Shells | 35 |
| Mott's Vanilla Chocolate stick | 23-24 |
| Mott's Confec Chocolate | 23c-43 |
| Mott's Sweet Choc. Liquors | 21c-31 |

| | |
|--|---------|
| COWAN COCOA AND CHOCOLATE CO. | |
| Cocoas— | per doz |
| Hygienic Cocoa in 1 lb. tins, 12 | 7 25 |
| 24 and 36 lbs in box | |
| Hygienic Cocoa in 1/2 lb tins, 12 | 3 75 |
| 24 and 36 lbs in box | |
| Hygienic Cocoa in 1/4 lb tins, 12 | 2 25 |
| 24 and 36 lbs in box | |
| Cocoa Essence, pkgs, 2 and 4 doz in box | 1 40 |
| per lb | |
| Iceland Moss, in 1/2 lb pkgs, 6 and 12 lb boxes | 0 95 |
| London Pearl, in 1/2 lb pkgs, 6 and 12 lb boxes | 0 30 |
| Soluble (bulk) No. 1 in 15 and 30 lb boxes | 0 20 |
| Soluble (bulk) No. 2, in 15 and 30 lb boxes | 0 18 |
| Soluble (bulk) No. 2 in 5 and 10 lb tins | 0 20 |
| Nibs, any quantity | 30-35 |
| Shells, any quantity | 0 05 |
| Chocolates— | |
| Queen's Dessert, 1/2 and 1/4 in 6 and 12 lb boxes | 0 40 |
| Diamond, 1/2, 6 and 12 lb boxes. | 0 24 |
| " 8s. | 0 28 |
| Mexican Vanilla, 1/2 and 1/4 in 6 and 12 lb boxes | 0 35 |
| Sweet Ceylon, 1/2 and 1/4 in 6 and 12 lb boxes | 0 25 |
| Chocolat Parisien, 5c. cakes, in 6 lb boxes | 0 30 |
| Royal Navy, 1/2 and 1/4, in 6 and 12 lb boxes | 0 30 |
| Pure Caracas (plain) 1/2 and 1/4, in 12 lb boxes | 0 40 |
| Confectioners' in 10 lb cakes | 25-35 |
| Powder, in 15 and 30 lb boxes | 0 25 |
| Creams, in 3 lb boxes | 0 30 |
| Icing, 1 lb pkgs, per doz | 2 25 |
| " 1/2 lb " | 1 25 |
| Pudding, 1 lb pkgs, per doz | 2 25 |

| | |
|--|------|
| Best Sweet in bxs, 6 lbs. each, 12 boxes in case | 30 |
| Vanilla Tablets, 416 in box, 24 bxs in case, per box | 4 00 |
| German Sweet Chocolate— | |
| Grocers' Style, in cases 12 boxes, 12 lbs each | 38 |
| Grocers' Style, in cases 24 boxes, 6 lbs each | 30 |
| 48 Fingers to the lb., in cases 12 bxs 12 lbs each | 30 |
| 48 Fingers to the lb., in cases 24 bxs 6 lbs each | 30 |
| 8 Cakes to the lb., in cases, 24 bxs 6 lbs. each | 32 |
| Soluble Chocolate— | |
| In canisters, 1 lb., 4 lb., and 10 lb. | 56 |
| Cocoa— | |
| Pure Prepared, bxs, 12 lbs each | 42 |
| Cracked, in bxs, 12 lbs., each, 1/2 lb. papers | 35 |
| Cracked, in bags, 6, 10 and 25 lbs. each | 30 |
| Breakfast Cocoa— | |
| In bxs 6 & 12 lbs., each, 1/2 lb., tins | 48 |
| In boxes, 12 lbs., each, 1 lb tins, decorated canisters | 50 |
| Cocoa Shells, 12's and 25's | 10 |
| Broma— | |
| In boxes, 12 lbs., each, 1/2 lb. tins | 45 |

| | |
|---|-----------------|
| MENIER FABRICANT DE CHODOLAT. | |
| Paris et Noisiel. | |
| Per 120 lb. case lot | Per 12 lb. box. |
| Yellow wrapper | \$0 34 |
| Chamois | 0 48 |
| Pink | 0 50 |
| Blue | 0 58 |
| Green | 0 50 |
| Lilac | 0 58 |
| Bronze | 0 65 |
| White Glace | 0 73 |
| Premium | 0 88 |
| Fancy Chocolates. | |
| Fingers— | |
| 40 in a box... per box | \$0 36 |
| 30 " " " " " " " " | \$0 40 |
| Croquettes— | |
| Yellow wrap | 2 70 |
| Pink " " " " " " " " | 3 75 |
| Green " " " " " " " " | 4 90 |
| Croquettes are packed 12 1/2 lb. pack- ages in a box, and 8 boxes in a case. | |
| Pastilles— | |
| Yellow wrapper per lb | \$0 40 |
| Pink " " " " " " " " | \$0 45 |
| Green " " " " " " " " | 0 55 |
| Each case contains 54 1 lb packages or 108 1/2 lb packages. | |



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

| | |
|------------------|------|
| CLOTHES PINS. | |
| 5 gross, per box | 0 75 |
| 4 gross, " " | 0 85 |
| 6 gross, " " | 1 00 |

RECKITT'S Blue and Black Lead { ALWAYS GIVE YOUR CUSTOMERS SATISFACTION.

Prices current, continued.

| NUTS. | | per lb |
|-------------------|--------|--------|
| Almonds, Ivics | 14 1/2 | 15 |
| " Tarragona | 15 | 16 1/2 |
| " Fornigetta | 14 1/2 | 15 |
| Almonds, Shelled | 25 | 32 |
| " Jordan | 45 | 50 |
| " Canary | 28 | 30 |
| Brasil | 14 1/2 | 15 |
| Cocoanuts | 5 | 6 |
| Filberts, Sicily | 10 1/2 | 11 |
| Peanuts | 11 | 15 |
| Peanuts, roasted | 12 | 13 |
| " green | 10 | 11 1/4 |
| Walnuts, Grenoble | 15 | 16 |
| " Bordeaux | 10 | 11 |
| " Naples, cases | 12 | 13 |
| Marbots | 12 1/2 | 13 |
| Chilis | 12 | 13 |

PETROLEUM.

| 5 to 10 bbl lots, Toronto... | | Imp. gal |
|------------------------------|------|----------|
| Canadian | 0 14 | \$0 15 |
| Carbon Safety | 0 17 | 0 18 |
| Canadian Water White | 0 20 | 0 22 |
| Amer'n Prime White | 0 24 | 0 25 |
| " Water White | 0 24 | 0 25 |
| Photogene | 0 27 | 0 00 |

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

THE T. A. SNIDER PRESERVE CO.,
CINCINNATI.

Wright & Copp, Toronto, Agents,

| per doz | |
|------------------------------|------|
| Home Made Tomato Catsup, qts | 6 00 |
| " " " pts | 3 50 |
| " " " 1/2 pts | 2 00 |
| Chili Sauce | 4 50 |
| " " " 1/2 pts | 3 25 |

SOUPS (in 3 lb cans).

| | |
|--|------|
| Tomato | 3 50 |
| Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus | 4 50 |

| Fancy — Chicken Gumbo, Or Tall Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable | | per doz |
|--|--------|---------|
| LEA & PERRIN'S | 4 25 | |
| Worcester Sauce, 1/2 pts. | \$3 60 | \$3 75 |
| " " pints | 6 25 | 6 50 |

LAZENBY & SONS Per doz

| | |
|-------------------------------|------|
| Pickles, all kinds, pints | 3 25 |
| " " quarts | 6 00 |
| Harvey Sauce-genuine—hlf. pts | 3 25 |
| Mushroom Catsup | 3 25 |
| Anchovy Sauce | 3 25 |

PRODUCE.

DAIRY. Per lb

| | | |
|------------------------|--------|--------|
| Butter, creamery, tubs | \$0 24 | \$0 25 |
| " dairy, tubs, choice | 0 20 | 0 22 |
| " " medium | 0 15 | 0 20 |
| " low grades to com | 0 15 | |
| Butter, pound rolls | 0 20 | 0 22 |
| " large rolls | 0 19 | 0 20 |
| " store crocks | 0 19 | 0 20 |
| Cheese | 1 1/2 | 0 12 |

COUNTRY

| | | |
|----------------------|------|----------|
| Eggs, fresh, per doz | 0 13 | 0 13 1/2 |
| " limer | 1 40 | 1 45 |
| Beans, per bbl | 1 00 | 1 25 |
| Potatoes, per bag | 85 | 1 00 |
| Hops, 1891 crop | 0 13 | 0 15 |
| " 1892 " | 0 17 | 0 20 |
| Honey, extracted | 0 05 | 0 08 |
| " section | 0 10 | 0 15 |

PROVISIONS.

| | | |
|-------------------------|----------|----------|
| Bacon, long clear, p lb | 10 1/2 | 0 11 |
| Pork, mess, p. bbl | 22 00 | 0 21 |
| " short cut | 22 00 | 23 00 |
| Hams, smoked, per lb | 0 13 1/2 | 0 13 1/2 |
| " pickled | 0 12 | 0 12 |
| Bellies | 0 14 | 0 14 |
| Rolls | 0 10 1/2 | 0 11 |
| Backs | 0 11 | 0 11 |
| Lard, pure, per lb | 0 13 | 0 13 1/2 |
| Compound | 0 10 | 0 10 1/2 |
| Tallow, refined, per lb | 0 06 1/2 | 0 07 1/2 |
| " rough | 0 02 | 0 02 1/2 |

RICE, ETC.

| | Per lb |
|----------------------------|--------|
| Rice, Aracan | 3 1/2 |
| " Faina | 4 1/2 |
| " Japan | 5 1/2 |
| " extra Burmah | 3 1/2 |
| " Java extra | 6 1/2 |
| " Genuine Carolina | 9 1/2 |
| Grand Duke | 6 1/2 |
| Sago | 4 1/2 |
| Tapioca | 5 1/2 |
| Goathead (finest imported) | 5 1/2 |

ROOT BEER.

| | |
|-------------------------|--------|
| Hire's (Liquid) per doz | \$2 00 |
|-------------------------|--------|

SPICES.

| GROUND | | Per lb. |
|-------------------------------|--------|---------|
| Pepper, black, pure | \$0 14 | \$0 16 |
| " fine to superior | 10 | 15 |
| " white, pure | 30 | 28 |
| " fine to choice | 20 | 25 |
| Ginger, Jamaica, pure | 25 | 27 |
| " African | 16 | 18 |
| Cassia, fine to pure | 18 | 25 |
| Cloves | 14 | 25 |
| Allspice, choice to pure | 12 | 15 |
| Cayenne | 30 | 35 |
| Nutmegs | 75 | 1 20 |
| Mace | 1 00 | 1 25 |
| Mixed Spice, choice to pure | 30 | 35 |
| Cream of Tartar, fine to pure | 25 | 32 |

STARCH.

| BRITISH AMERICA STARCH CO BRANTFORD. | |
|--------------------------------------|-------|
| 1st quality white, in kegs and bbls | 5 |
| 1st quality white, 3 lb. cartoons | 4 1/2 |
| Lily White gloss, crates and cases | 7 |
| Brantford gloss, 1 lb. | 6 1/2 |
| Canada Laundry, Boxes | 4 1/2 |
| Pure Prepared corn | 7 1/2 |
| Challenge Corn, net cash | 7 |

| KINGSFORDS OSWEGO STARCH. | |
|-------------------------------------|-------|
| Pure Starch— | |
| 40-lb boxes, 1, 2 and 4 lb pack'g's | 8 |
| 36-lb " 3 lb. packages | 8 |
| 12-lb " | 8 1/2 |
| 38 to 45-lb boxes | 8 |

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

ST. LAWRENCE STARCH CO'S

| | |
|--------------------------|-------|
| Culinary Starches— | |
| St. Lawrence corn starch | 7 1/2 |
| Durham corn starch | 7 |

Laundry Starches—

| | |
|--|--------|
| No. 1, White, 4 lb. Cartons | 5 1/2 |
| " " Bbls | 5 |
| " " Kegs | 5 |
| Canada Laundry | 4 1/2 |
| Ivory Gloss, six 6 lb. boxes, sliding covers | 7 |
| Ivory Gloss, fancy picture, 1 lb packs | 7 |
| Patent Starch, fancy picture, 1 lb. cartons | 7 1/2 |
| Ivory Starch in cases of 40 packages | \$3 00 |

SUGAR.

| | c. per lb |
|----------------------------------|-----------|
| Granulated | 5 5/8 |
| Paris Lump, bbls and 100 lb. bxs | 5 1/2 |
| " 50 lb. boxes | 5 1/2 |
| Extra Ground, bbls | 5 1/2 |
| " " less than a bbl | 6 |
| Powdered, bbls | 5 1/2 |
| " " less than a bbl | 5 1/2 |
| Extra bright refined | 4 1/2 |
| Bright Yellow | 3 1/2 |
| Medium | 3 1/2 |
| Brown | 3 1/2 |

SALT.

| | |
|--------------------------|-------|
| Bbl salt, car lots | 1 00 |
| Coarse, car lots, F.O.B. | 0 65 |
| " small lots | 0 85 |
| Dairy, car lots, F.O.B. | 1 00 |
| " small lots | 1 25 |
| quarter-sacks | 0 40 |
| Common, fine car lots | 0 75 |
| " small lots | 0 95 |
| Rock salt, per ton | 12 00 |
| Liverpool coarse | 0 75 |

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

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

Rich in the Life Principle of Prime Beef

This is the distinguished trait of



Johnston's
Fluid Beef

All seeking to secure the benefits that the essential qualities of Prime Beef can impart, should make sure they use a preparation that contains these qualities.

Johnston's Fluid Beef Does.

Kingsford's Oswego
STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss" Kingsford's

(Others so-called are imitations of our brand.)

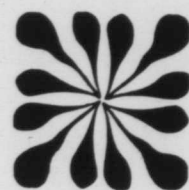
Pure Starch.

Corn Starch.

FOR SALE BY ALL LEADING
JOBBERs IN CANADA.

T. KINGSFORD & SON
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