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THE CANADIAN GROCER
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY
 \$200 PER YEAR

VOL. VI.

TORONTO, SEPTEMBER 2, 1892.

No. 36

Manufacturers by Special Warrant
 To Her Majesty THE QUEEN

COLMAN'S MUSTARD

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

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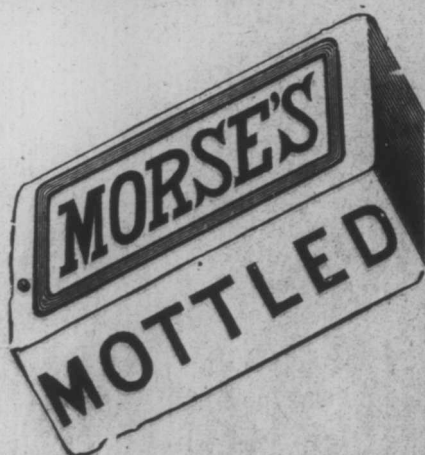
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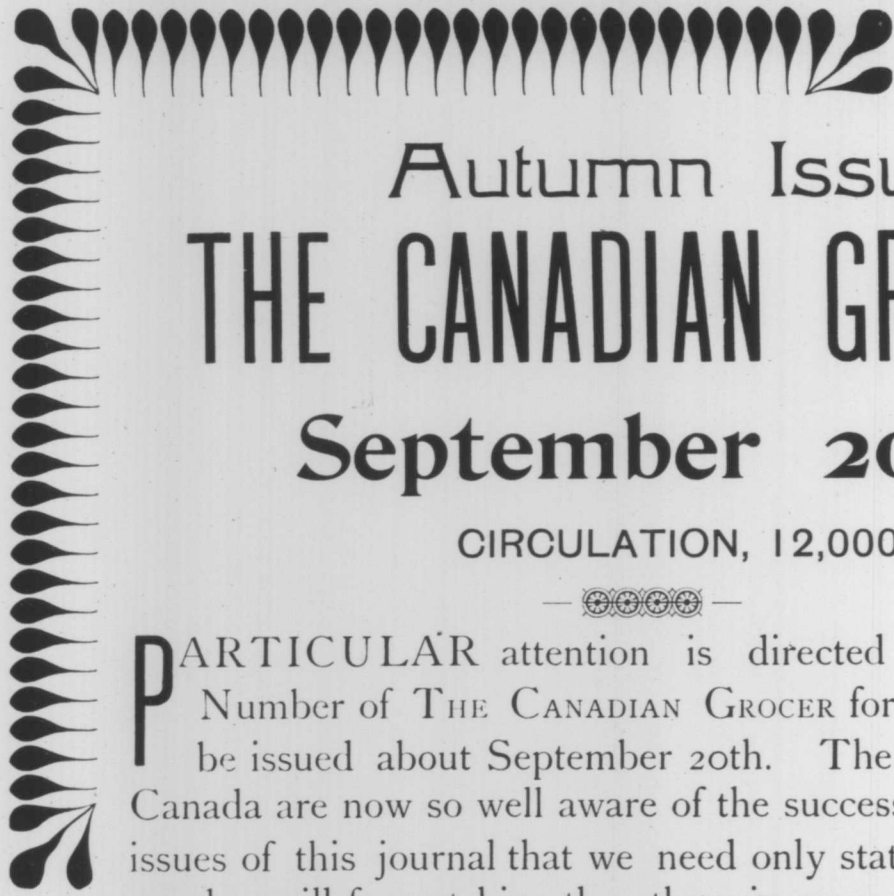
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Autumn Issue
THE CANADIAN GROCER,
September 20th.

CIRCULATION, 12,000.



PARTICULAR attention is directed to the Autumn Number of **THE CANADIAN GROCER** for 1892, which will be issued about September 20th. The trade throughout Canada are now so well aware of the success of such previous issues of this journal that we need only state that the coming number will far outshine the others in many ways.

The Colored Cover is artistically designed by one of the best artists in Canada, and will be printed in several colors.

The Circulation of 12,000 means that every grocer and general merchant in the Dominion will receive a copy gratis. The trade will therefore expect to find in its columns the announcements of the houses they deal with. It will penetrate to many places, no doubt, never visited by your traveller, as well as to every centre of commerce in Canada whence orders for goods are likely to be forthcoming.

We would therefore urge upon advertisers to use this the only medium to reach probable buyers and people who want your goods. This can be done at a great saving to yourself. To insure good position copy must be in at once.



The Canadian Grocer,
TORONTO.





THE CANADIAN GROCER
& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

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

Vol. VI.

TORONTO, SEPTEMBER 2, 1892.

No. 36

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

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

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

Some people find it very hard to brook opposition in any relation. In matters of personal difference they cannot suffer it, in questions considerably removed from private feeling they are intolerant of it, as in politics. Even in sport such men are disagreeable rivals, they bear a grudge to the man that beats them, and can hardly forgive the persistent efforts to undo them, of even the man they beat. In business their competition is bitter, and envy, hatred and malice are provoked by the man they regard as their particular rival for the people's custom. It is said to be the temper of such people that unfits them for a competitive business, but it is really the lack of training. Put such a man early enough in life right in the thick and throng of competition, and let him have a rough experience of buffeting them, and he will come out of it a man of some liberality of views. It needs the discipline of strong-willed opposition to tame some men into the necessary toleration of other people's claims. Where the opportunities for such a schooling are lacking, as in small country places, men of the natural disposition described

usually hang on to their narrowness and make business disagreeable to themselves and competitors. Woe betide the traveller of the house they deal with, if he drops into their rival's store and tries to sell any goods there. And their rival, though he may be a large-tempered man, has probably become so incensed with their spiteful ways of opposing him, that he would have strong objections to his wholesalers selling to them. Thus it is that in some places travellers must confine themselves strictly to one merchant. If they try to get two they lose the one they had. Sometimes a house gets an offer of an account from a trader its traveller dare not call upon for fear of estranging a customer in the same place. Of course, in such a case the better man from the wholesaler's standpoint is the one that is chosen. Usually the account is accepted if the offer of it does not squarely propose the dropping of the other. The maintenance of both, when unfriendly feelings exist between the competitors, is usually too much for the diplomacy of travellers. This incompatibility of temper is to be deplored, as it is a source of loss as well as of bad feeling. The loss is in the form of energy. All misdirected, unnecessary feeling is energy wasted. The tranquil, placid man who is going to retain his composure in the most exciting circumstances of competition, is the one who will make the most of the bout. Sometimes this feeling is quite as mistaken as it is useless. There is no end of defect in human character and business methods, but no man will cure a tittle of it by bitterness or ill-natured words. What can't be cured must be endured. Nor can any amount of local organization make fair competitors of some people. It can establish a corporate feeling that deters a man from some of the more open courses of bad business, but it cannot take out of a man what is inherent in him. Its value in leading men to mix together more freely and en-

abling them to understand each other better is probably its best feature, as it thereby is a means of removing misconceptions and setting people in the right light towards each other.

* * *

Traders should aim to make a clean job of their collecting this fall. Last fall money came very slowly to the hands of retailers, renewals had to be made to a very general extent with wholesalers and interest had to be paid. In the meantime current business went on on, a credit basis and profits were kept down by the briskness of continued competition, and the carrying of accounts embarrassed many a perfectly solvent man. The art of collecting is not well studied by the majority of retailers. The desire to avoid offence and the fear of alienating custom really paralyze the will of the retailer and tend to make him a failure as a collector. He asks for payment too much like a man who was suing for a favor and allows the debtors to remain too much in possession of the idea that they have the advantage. The peculiar touchiness which some people love to make a formidable display of, when they are dunned, is an amusing phenomenon. They aim to stand a creditor off by the awe which their spurious pride is supposed to command. It is an outrage upon them to hint that they are too slow with their money, or to be urgent in requesting prompt payment. People must get rid of this sensitiveness if they want to trade as credit customers, and it would not be a bad idea of merchants to warn them that such a feeling will not be given much consideration when accounts are ready for collection. Debtors have too vague an idea of the position of the storekeeper in his relation to his own debts or needs for money. That vagueness it should be the object of the trader to remove. He should give fair warning that he wants the money not more than fifteen days after all bills are

AUTUMN NUMBER---12,000 CIRCULATION.

issued, and should take occasion to point out to individuals how their failure to pay him then would cause him grave inconvenience, as he has not this one or that one to wait upon but a large number of people whose accounts he carries. To take notes and put them through the local bank is sometimes only to avert the evil day, as too often those notes have to be taken up by the merchant and carried again for months. An experienced collector in every town would be a great convenience to business men. He ought to be well skilled in the work of collecting, tenacious, and should be a man of sterling honesty. If such a man could give good security for all money collected by him, it would pay him to open an office and take the accounts of all the local business men and follow up the debtors for payment. The place of the collector is clearly defined and the collector is wanted. Retailers could wash their hands of an ugly job if they had such a man to entrust their collecting to. Such an agent would be a useful man on account of the knowledge he would possess as to each individual's standing, as he would have accounts from probably many persons to collect from the same debtor. The collector would therefore be able to prepare yearly a little list on the basis of the commercial and financial agencies, in which he would indicate the credit ratings of all local consumers. Of course his rating would chiefly take note of honesty, promptness in payment, thrift, recognition of a debt and such matters as facilitate or hinder the recovery of money due on local debts.

* * *

There are classes of outlay for which ready money has to be paid, and for these expenses it will be kept, while the trader will have to give credit, unless there are considerations which incline consumers to do otherwise. If credit is freely given by the trader, it makes little difference how plentiful money is with some people: they will buy no fewer of the necessaries on credit, and will buy more of the luxuries and enjoyments for cash. But if, when money is thus flush with them, they have an alternative of buying their necessaries at much cheaper prices at stores where only a cash business is done, they will use more of their money to buy necessaries. Even when there is an apparent scarcity of money in the hands of consumers, a new cash store with very low prices will have a remarkably magnetic effect in uncovering and adding to the visible supply monetary resour-

ces that were not suspected to be in the locality. What the people hold against possible emergencies of pleasure, necessity, and other contingencies is commonly a larger fund than would be supposed. It is enough to give them a choice, very often, of doing their business on a cash or credit basis. But as the margin of retailers' profit is so slender on most lines and tends to vanish completely on some lines, there is little chance for a cash dealer to interfere now-a-days between credit merchants and their customers. It is only when stock has been bought at an exceptionally advantageous price that a cash trader can afford to do so much better than a credit trader can. The tendency of this state of things however, is towards an effect the opposite of what it appears to be, and that is to make all trade approximate to a cash basis. The narrowness of margin, while it makes almost impossible the allowance of further advantage for cash, tends to make also impossible the continuance of long credits, and to make merchants draw more closely the lines of time and selection within which they give credit. Closer profits mean closer limits to credit, and the process of contraction threatens to go on till profits almost disappear and credit completely disappears.

* * *

The retailer who gives a note and allows it to mature without making any sign that he will not be able to meet it is culpably negligent. A very large number of traders are guilty of this inexcusable conduct. The note has been discounted at the bank, and if the maker does not pay it when due the wholesaler must or else allow it to go to protest. When the wholesaler is not advised that the retailer cannot have the money ready for payment when it is due, he is liable to be lured into a sense of false security, out of which he is suddenly awakened by the bank's messenger at the very last moment of banking hours. And this thing happens often enough for several notes to come down on a wholesaler upon the same day. He is not prepared for such a call, not having been warned that it will be made, and is naturally exasperated at the stupid indifference of the man he trusted, who does not seem to care what embarrassments he brings on his creditor. It would be an easy matter and only a very simple act of consideration for the maker of the note to inform his creditor that he could not meet it when it would become due, and to send this notice some days before

the completion of maturity. The many people who allow their notes to come back on the wholesalers surely are not all aware of the consequences of their very unbusiness-like neglect. Nor does it do themselves any good. The wholesalers who have been treated once in this way are very likely to take note of the men who so left them in the lurch, for it is a habit of business men to jot down all that they observe in the character of those they have dealings with. And what they jot down in such moods is sure to be a black mark against the unwise retailer. When he wants a favor he will probably be denied it. The note would have been taken up and held for him, and no great fuss would have been made about it if he had asked that it should be. A candid man will not sneak off and leave somebody else to take up his note; if he cannot take it up himself he will manfully say so in time and will ask his wholesaler to do him that favor. These neglected notes are usually not allowed to go to protest unless they are payable at some outside bank, at which bank they are made payable for the maker's own convenience. If he does not take them up there, they are usually allowed to go to protest. Some houses are in the habit of advising their customers when their paper is due, but even in these cases an answer is not always vouchsafed when the trader is unready. A considerable amount of the money of those who pay promptly has to go to meet the notes of those who do not, but wholesalers would like to know beforehand whose notes will have to be taken up.

* * *

The claims made for cash discount when the time is exceeded in which such discounts are allowed tax the patience of wholesalers very often to the point of exhaustion. When a man knows that payment for goods is regarded as cash if made within thirty days of date of purchase he ought to make it a point to proffer the money inside of that time. He has no right to expect the discount in thirty-five or in forty days. A wholesaler has a right to take full payment on all bills which are held until after the time for discount is expired. That habit would make some temporizers a little more exact. There are traders who presume on the strength of their account to force a creditor into giving them full discount days after they are entitled to it. It is not always those who find it hard to raise the money that come straggling in in this way, but those who have it and

choose to use it otherwise in the meantime are guilty of the same delay. This gives an undue advantage to so-called cash customers over those who are really cash customers and over credit customers, and wholesalers should be obdurate in insisting upon payment being made within the limited time before discount will be allowed. Sharpness is the only way to make some people fair in their dealings.

* * *

A source of petty losses that aggregate to a considerable amount in a year's trade is the exchange on unaccepted checks payable at outside banks. This exchange is one-quarter of one per cent. for most banks outside the city, and the minimum charge is 25 cents. Hardly any one who sends a check in payment of an obligation is ignorant that the cashing of it will cost the creditor from 25 cents upwards, and yet that way of remitting is very largely in favor, and is resorted to quite freely for small amounts, so that the commission for exchanging is a material deduction from the profit on the transaction for which the money is paid. Some houses request payment to be made in currency, when the amount is small. That rule should be generally observed, and either cash or post office order should be forwarded for small sums. The trader has been benefited by the credit and should bear the charge of transmitting the money.

THE YOUNG MAN IN TRADE.

The great difficulty in the way of some people's doing a thing well is that they try too hard to do it. They have a high ideal, and they feel that extraordinary means are necessary for the realizing of it. Common means are in their view altogether inadequate. They consequently rack their brains and delve into their imaginations to get a hold of some original ideas, and they consequently succeed very often in being merely odd. If they put a little more faith in such humble resources as common every-day observation, plain hard work, economy of resources to every given end, the study of human nature, the thorough mastery of details, self-command, and the like, they would establish a suitable groundwork upon which to rear their ideal, and would not need to stir the very depths of their being to achieve the end at once. We must proceed from the simple to the complex. Many a bright boy at school has been well-nigh distracted, sometimes physically prostrated, by the earnestness of his efforts to do difficult things, and the reason is that he keeps his mind too much on the thing to be done. He does not take it away often enough to the contemplation of means in themselves simple and easily han-

dled. Deductions in Euclid often worry the best young intellects in this way. They address their minds to the thing to be done; they do not see the possibility of doing so hard a thing; they flounder and toil in vain for an hour or more, and become more perplexed the longer they work. They forget to give a moment's thought to a few elementary ideas that they have been taught, about points, straight lines, and angles, and when they are brought to think of these they are ashamed that they stayed so long at the wrong end of the proposition. The same fault is to be found with many men in business, particularly young men; they wrestle too long and too hard with the end before they make any application of certain well-understood constructive means.

Such a way of locking at a difficulty always exaggerates it. That is the trouble with sensational effects in business. Too many young men believe they are called upon to make some signal exhibition of brilliancy when they open up against an older man. They suppose they must be the vindicators as well as the exponents of new ideas, and new ideas being rather a catchy than a clear expression, they scarcely know in what way they are to assert the superiority of their training, and are driven to devices after great spectacular effect in stock display and advertising. They open up too often as if they were inaugurating a new era in trade. They undertake to invent devices, and frequently those devices look forced, far-fetched or bizarre. It does not require a genius to do business successfully. It does require a firm believer in the everlasting principles of hard work, patience, care, self-government, and self-improvement. These are old-fashioned and unpretentious, but they are fundamental, and not unbecoming as a basis to the most glittering success. Let the young man in business begin with them. There is no need to cast about for some new showy way of making an entry into business.

There is a foolish idea abroad among some shallow people in business that it pays to give away goods for the purpose of planting the seeds of a large custom, and the more theatrical the manner in which the giving away is done the more effective it will be as an advertisement. It is only some people who know the way to make things come out right by such a method. The majority who take to it are mere imitators of some clever trader who perhaps had some genuine administrative ability, who knew what he was doing and was not groping his way to an end but going very directly toward it. Lavishness appears to be understood as the modern successor of frugality. One man begins carefully, there is no great amount of show about anything he works with, his store is a plain building that does not call for an enormous rent, his horse and wagon are plain, his methods are simple. Another begins with a great amount of eclat, everything is bright and new and expensive.

He reasons that this pays because of the extra attention it draws to him. It pays only if he can afford it. Even then it does not pay so well as the name for sterling honesty, and sound business principle.

In advertising, the precocity of some beginners is very ridiculous. They have their ideas upon a model entirely out of proportion to their business, and in an entirely different environment. They spend money in getting up some little notion that is to be odd and useful in every household. Not only is this expected to do wonders in keeping the name of the dealer prominent in the very domestic life of the people, but its character as a gift is supposed to attach trade through the gratitude of receivers. No matter how pretty the little pin-cushion, paper-cutter, perpetual calendar, paper-weight or whatever else it may be, it must be borne in mind that everybody gets it and that at once kills its value as a distinguished mark of favor. Let the advertising be done with good common sense and a live perception of what will interest buyers. The hard-working, little-by-little, wide-awake, common-sense way of advertising business brings and holds custom.

THE PATRONS AFTER THREE YEARS' TRIAL.

The Patrons of Industry are still hanging on to existence. Their tenure is a slender one, consisting only in the strength of unredeemed promises. All their objects are still objects, none of them have been turned into achievements. Hence their platform contains no more of the elements of a title than it ever did, but remains a mortgage for the full value of the order, and no cause can be shown why foreclosure should be delayed. Members are beginning to falter in their faith. The fruit of their hopes is disappointment. They have not been able to tear down the framework of our commercial system and to erect another in accordance with their own elementary ideas. Their failure either to destroy or construct must be mortifying to them. If they could have been for a brief while, the plaything of a political party or the tool of a self-seeking man, their entire futility might have been a little more historically picturesque. But they have done nothing to dazzle, and therefore deceive anybody, and thus extend their membership. Neither are there any tender or particularly hallowed associations clinging about their lodges which are likely to make members cling to them more fondly. There is nothing to soften the glaring baldness of the fact that they are a failure.

The commercial principles they endeavored to establish and incorporate in practice is a remarkable one. It is that the buyer shall fix the price. That is a purely artificial principle. The natural one is that the price shall be the result of agreement between buyer and seller. In any compromise between the two, the price is sure to be closer

to the buyer's ideas than to the seller's, for competition operates to the advantage of the former. But the Patrons would do away with competition among sellers and substitute for it combination among buyers. Under the action of competition among traders, prices have sunk remarkably in recent years, despite the fact that during the same time combination has been greatly extended among manufacturers. The difficulty of selling at a remunerative price reacted upon the trader's buying ideas and gave a wonderful stimulus to them. The economy of buying, before there were enough stores to give the public an easy choice between merchants, was like an unused organ in a man's physiology; it had ceased, except in the most mechanical and sluggish way, to perform its proper function, and business was mechanical. But when competition began to charge the wires of trade, brisker movement was enforced, the lethargy of the old order became impossible, and the lost art of buying had to be found. Competition has done wonders to awaken the buying wits of traders. Consequently it is chiefly on their ability as buyers that traders now rely. The buying price they can determine much more than they can the selling price, for competition has pretty well defined that before the goods are in stock, and traders must buy to match that prospective price. In fact the advantage is on the side of the buyer as against the seller in nearly all stages of an article's transfer from the very first hands to the very last, and the trader has to make up as a buyer for what he must give away as a seller.

This highly developed sensitiveness to the suitability of prices is what makes the trader most useful to the consumer. Consumers have brought it into existence by playing one trader against another, and it is their main engine for the further depression of prices. The Patrons of Industry would sweep away all that. They would establish a system of constant profits and automatic salesmen. Their storekeepers are not going to exercise their ingenuity or beat the market to get bargains, for 12½ per cent. on low prices is not so good a return as 12½ per cent. on high prices. They will have no object for continuing on the still hunt for prices, since they are supposed to be surrounded by a phalanx of trusty customers pledged to buy only from them. Competition no longer exists to make them anxious and they lapse into ignoble ease. Their 12½ per cent. will not pay them as well as the profits of many another trader whose business faculties are kept untrusted by his freedom and his alertness to get goods at prices that he can meet competition with. To the store of such a man, too many of the Patrons will now and then steal away and smuggle thence under the cover of night or deception many of his low priced goods. The Patrons make sluggards of their merchants and thus relax the pressure on prices.

The idea is plainly wrong in theory, and practice is demonstrating its absurdity.

The more natural a system is the more will it answer the purpose for which it came into existence. Because it has faults, it is not to be swept away and replaced by something that as a conception is scientific and symmetrical. The artificial lacks vitality. It can never be grafted upon a living body. Politicians of the philosophical sort have tried to make constitutions for nations to live under, and while such instruments were theoretically faultless and admirable, in practice they were useless. They lacked the breath of life. They differed from the article wanted as a thing that is made by the hands of man differs from a thing that grows. Practical men would look round to find customs, institutions, organs, and forms that had come into existence naturally, and would arrange their system by the use of these. The trading system of the Patrons is artificial, unworkable and entirely unfitted to the purpose for which it was adopted—the getting of cheap goods to consumers.

BAZAR COMPETITION.

The agitation which was begun some time ago by the small tradesmen in Paris to secure a law to impose a special tax on the big retail "universals" of that city, has resulted in a Parliamentary report which proposes a poll tax for the large stores of 2 francs a year for each clerk or assistant employed when the number is less than one hundred, and 10 francs more per capita for every additional hundred employed. The scheme also contemplates an increase of the tax corresponding to the increase of the rents paid by the universals, above a certain sum. The idea is to put the small dealers more on an equality with the big fellows, but it appears that the plan proposed does not meet with favor on either side. The fact is, the small tradesmen of Paris are confronted by an insurmountable obstacle, so far as the greater advantages which the universals offer the public in the shape of low prices and extensive assortments are concerned, and the sooner they recognize the fact the better for them, for the sooner will they be able to apply if not a remedy, at least a preventative against an entire loss of business. Bazar stores cut a wide swath in this country, as in France and in England, yet the small merchants manage to exist. They usually give a better service than the universals, greater courtesy to customers and a more prompt delivery of goods, while the system of careful credit-giving is a powerful weapon of which they avail themselves. Bazar competition has forced them to purchase more carefully and closely, hence the difference in the selling prices of the two classes of establishments is growing narrower every year.

In the retail grocery trade of this country the bazar store competition has been felt severely as yet only in certain classes of

proprietary brands of grocers' specialties which are used by the bazars as "leaders," and cut to an extremely low notch. Some of the manufacturers whose products are so maltreated have gone to great pains to keep their brands out of the bazars, except such establishments as will agree to sell at regular rates, but, as we have previously stated, their vigilance is sometimes defeated by the treason of retail grocers, who allow themselves to be used as stool pigeons by the bazars. The proprietors of the universals approach some retailer with an offer of, say, \$5.00 a box for 100 or 200 boxes of a specialty, the regular wholesale price of which is, say, \$4.50 per box, and the profit to the retailer is so liberal that he is induced to order the goods from his jobber and then turn them over to the universal store. Of course if the bazar managers could get the goods direct or through a jobber they would not be forced to tempt the retail dealers to pull their chestnuts out of the fire, but the fact that some retailers succumb to the temptation proves how difficult it is for manufacturers to protect the grocery trade, however willing and even anxious they may be to do so.

A few months ago the proprietors of a well known bazar of this city gave a certain person a certain check for \$900, made payable to bearer, for the purpose of procuring a quantity of a certain grocers' specialty from the jobbing trade, which previously had refused to sell the bazar direct. Instead of carrying out the agreement the emissary of the bazar store people ran away with the proceeds of the check and no attempts have been made to discover his whereabouts and prosecute him. The goods of course were to have been used as a leader at prices beyond the power of grocers to compete with, and we do not imagine that any of our retail friends will be sorry to hear of the embezzlement. That the bazar people were ashamed of the transaction is proven by their silence when their representative decamped with his booty.

A form of competition somewhat similar to that which the city retailers suffer from the bazars, is reported to exist in some parts of the West. What are called "supply companies," which purchase at prices which the interior jobbers buy at, operate in the rural districts, selling to consumers at quotations a little under regular retail rates, and numbers of country merchants are losers thereby. One of the questions which the proposed retail merchants' convention is to discuss at Chicago is the competition of the supply companies and how best to meet it. We suppose co-operative buying will be suggested as a solution of the problem, and we believe there are possibilities in that direction.—*Merchants' Review.*

The British ship *Morayshire*, has been chartered by the B. C. Sugar Refining Company to load a cargo of sugar at Java. She will sail from there in September, and will bring about 2,000 tons.

GOOD AND BAD MONEY.

The methods employed by the government experts to detect counterfeit money are simple as they are infallible, says the New York World. Gently poising a bright silver dollar on the tip of the forefinger and with another dollar in the other hand a government expert in the treasury department the other day gave the first coin a sharp click, which caused it to make a clear, silvery, ringing sound as long drawn out and true to the final tone as a tuning fork. Then exchanging the genuine dollar on his finger for a spurious one he repeated the experiment. This time the sound that was heard was given by the striking coin and died at once.

It was necessary for the detector of good money to explain that the first experiment was made with two good coins and the second with a good one and a bad one.

The latter was a composition of lead and type metal and a very poor piece of counterfeit it was, too. He said that another reliable way to tell was to hold the doubtful coin up to the light, and if the reeding or milling on the edge was even and clean cut the coin would be a good one; if rough and irregular it is almost sure to be bad.

The reason for this is that the government money is stamped from the cold metal, while the counterfeit money is moulded while hot.

Still another test, but one less used by experts is to drop a little acid on the plated coin, and the eagle where the plating wears the most will be quickly eaten away. The acid used for gold coin is a mixture of nitric acid, 6½ drachms, muriatic acid 15 drops and 5 drachms of water; for silver plated coin, 24 grains of nitrate of silver and 30 drops of nitric acid, with an ounce of water are used. One drop is enough to test either metal. Should the coin be heavily plated it is well to scrape it a bit before using the acid.

Silver is much more largely counterfeited than gold, for the reason that it is hard to obtain a cheap metal that will compare at all in weight with gold. Platinum used to be used, but its cost has so greatly increased in the past few years that it is almost as expensive as gold.

Speaking of the counterfeiting of paper money the expert said that the government had abandoned the use of blue silk thread in the paper certificates, and is now using a plain clear paper, similar to that in use prior to 1869. It is much more difficult for an expert to detect counterfeit bills than it is to tell good coin from bad. There are many reasons for this, chief of which is the greater variety of paper certificates.

In all there are 36 portraits and 44 vignettes, each of which is so finely engraved and so exactly wrought that the smallest turn of an eyelash or curl of a moustache can be made in a counterfeit and none but an expert could tell the difference. He must know every line and curve and dot on the face and

back of every bill, and know it readily. To do this they have to devote years of careful study with the microscope and pass examinations before the old experts in the treasury department. The safest test for popular use is to note the shade of the inks used in numbering the certificates. These inks have never been successfully counterfeited. For red a bright marmine is used, and for blue a clear indigo.

In the counterfeited notes the shades are brick red and blue black, both of which turn dark when rubbed with the finger.

A test that is very little known and yet is quite reliable was explained by the expert:

"The check letter which the United States notes and certificates have in the corners diagonally opposite to the note number are made in this way: The notes are printed four on one sheet, lettered A, B, C, D from the top. Of course as the notes are numbered consecutively, notes 1, 5, 9, 13, etc., would be A, and 2, 6, 10, 14, etc., B, and so on. So to get the proper check letter for a note the rule is to divide by 4; if 1 is left over the check letter should be A; if 2, it should be B; if 3, C, and if there is no remainder it will of course be D. The counterfeiters use but one plate, and print all their notes alike, so that three out of every four are sure to be wrong. Of course this is not an infallible rule but it is often a great help in picking out counterfeits.

A ruse that is frequently resorted to by the crooks is to soak their bad money in muddy water and thus give it an old and time-worn appearance. Some have been known to carry them in their shoes to take the stiffness and polish out of them. By the ways and means of a clever counterfeiter are as multitudinous as the bills he turns out.

SELLING BY WEIGHT.

One of the peculiarities which the new comer to California find it most difficult to accustom himself to, is the practice of selling all manner of farm products by weight. It takes time to become reconciled to the innovation, but when once thoroughly grasped, the perfect justice of the method becomes so apparent that one wonders why it should not long since have been adopted all over the country. The frugal housewife, who, at the East, buys potatoes, apples and what not by the quart, "small measure," peck and bushel and nine times out of ten finds herself swindled by short measure and dishonest arrangement of the articles bought so as to make the greatest display, fully appreciates the difference to her purse that is made by the weight system. There are only two exceptions in all the wide range of household necessities which are not sold by the pound here. These are butter and eggs. That the ancient system of selling butter by the roll without regard to weight should still be maintained here seems strange, when one recalls that weights are the methods relied on for the sale of this article at the East. The opportunity that the roll system affords for fraud is seen by the fact that it is the ex-

ception and not the rule for a roll of butter to contain the two pounds that it nominally does. Nevertheless the producer sells by the pound to the dealer, while the dealer demands pound prices for rolls that sometimes have as little as a pound and a half, and are always two or three ounces short—Fruit Trade of California.

BRIGGS AT THE COUNTRY HOTEL.

C. Algernon Briggs, who has been on the road, Since last May, is fully aware That social distinctions all stacked in one load,

For his frail young shoulders to bear, This worries him some, you can see by his brow,

Where breaking's began before fall, By that grimoid spectre that handles the plow, And furrows the forehead of all.

C. Algernon's line is imported cigars. As one would infer from the swell And the boisterous fuss he makes in the bar —When Briggs strikes the country hotel.

The porter is "Cholly"; he calls the clerk "Joe,"

Says: "How are they comin' now, Jim?" While rolling his name on the register so That even the boarders know him.

"You'll give me the bridal room, eh? Joey, dear,

And Cholly, you take up my case— And say, Cholly, bring me a bottle of beer From old Billy Whittington's place."

At supper it's "Sadie, go bring me a steak." Or "get me an egg, won't you, Nell?" Or "a lemon, please, Blanche," for he's running the ranch

—Is Briggs at the country hotel.

At dinner the guests read the bill of fare through

Save Briggs, who says softly to Dot: Just bring me my dinner, now Dottie, won't you?"

And Briggs gets the best of the lot, He's free with his money and runs a great bluff:

"Oh, well, I'll charge this to the house," But when he's in town he's quiet enough, And funds it back meek as a mouse.

For there the gay Algernon sleeps in a flat, And feeds at a chophouse as well.

Though he isn't deuce high when at home, he can fly

When he stops at the country hotel.

If I were an artist and wanted the face Of Cæsar returning to Rome,

Or of Alexander in search of a place Unconquered on all the earth's dome.

Or were I a sculptor and anxious to mold Proud Cato, with haughty lip curled;

Or hew out a figure of Atlas of old, Who reeled 'neath the weight of a world—

I'd not copy from the conventional form That all antiquarians sell;

For the whole classic lot I'd take a snap shot At Briggs in the country hotel.

—Exchange.



THE RETAILER'S INFLUENCE IN THE TEA TRADE.

EDITOR OF THE CANADIAN GROCER.

SIR,—I notice that my letter of July 30th, to your interesting journal, called forth from the Secretary of the Retail Grocers' Association an answer, which I believe will not fail in doing some good. I may perhaps be allowed to suggest to Mr. Corrie that his Association should go further into the matter concerning the tea christened "The Mermaid" than just trying it, noting it, and then shelving it. I think the Association might use their influence to have the sale of this wretched stuff stopped, because it is utterly unfit for consumption, being unsound and injurious for use. It is also the duty and privilege of such an organization to protect its own interests as well as the public, for it cannot be successfully argued that by allowing such rubbish to be exposed for sale, but that it is most hurtful to the whole retail trade. I quite agree with much of what Mr. Corrie says, but I cannot confirm the statement that retail grocers are compelled to keep packet tea, because those who have profited by experience, and having some knowledge of human frailty and of the tricks used in trade know that some people have a mania for wanting to try anything and everything that is advertised, and they will ask for it just for sheer gratification of pleasing their morbid desire which prompts them to act foolishly, and then they turn and abuse you, because they were permitted to get fooled. This is everyday experience not only in groceries, but in all branches of trade. This is particularly demonstrated in the using and selling of packet tea, where both consumer and retailer get deceived. Let me here instance a few facts; Some wholesalers in introducing their packet teas, in order to get the retailer to take them employ various means for doing this, such as promising that if the grocer will handle them, they will not sell to anyone else in the same town, or within a certain radius, and that they will advertise the name in so many papers, making the grocer their special agent etc. This they do in some cases, in others they do not, for I have been told by several grocers that after having had the tea in stock a few days the man opposite, or a little way up the street, has the same tea, and in some cases the place near by is a bakery or fruit store, and so these gifted agents of tea packers break faith with the grocers whom they have so cunningly deceived. Another scheme is, taking a certain number of names (of course a limited number) of residents in the immediate neighborhood, promising

to send them samples and a circular stating that Mr. So and So is keeping their special brands of tea and recommending its use, etc. Another, the most degrading to my mind, is employing special agents, chiefly women, to go round asking the grocers for their special brand of tea, which they of course haven't got; they, poor innocents, instead of questioning more closely the cause, take the bait, and must get the tea. Others, who are a little dubious about the utility of buying it, are persuaded to take it on approbation, in such case the special "lady agents" are brought into play again, and are instructed where to go and purchase a few pounds of these special brands, at different times, and in some cases no doubt they induce their friends and acquaintances to buy it, lest their occupation be gone too soon, it being an easy one, and I am sure they ought to be well remembered for their special services. These and many other tricks are resorted to, for the introduction of packet tea. They are very old ones, certainly, yet they still have a charm, for quite a few retail grocers have been caught in the act, but it will prove like all such tricks, that when brought to light and exposed, the novelty has gone and it dies out. It is said of the late P. T. Barnum, that he humbugged the public and they liked it, but he himself said that he always gave his patrons good value for their money, and much better value than any other competitor in his line. If this be true, then wherein was Barnum's success? Surely not in humbugging the people, but in the value he gave them for their money. In like manner, if this can be said of packet tea, then it will be a success, and the means used for its sale is all right; but any grocer who is a judge of quality and value of tea knows that in the majority of cases packet tea is very poor value, and not to be compared to what can be, and is being sold in bulk. Why, it was only yesterday a grocer said to me while in conversation on this subject, taking up a package of tea from his counter marked on it 60 cents a pound, said he hoped my 40 cent tea gave better satisfaction than this stuff. I meekly said to him. Then why do you keep it? "Oh," said he, "I was fooled like the rest, I suppose." We live, sir, in a gullible age, and people's minds are being trained by deception; how natural it is, then, for some of them to get deceived, by permitting themselves to be ruled and governed by quacks who consider not the quality of the article they offer for sale, but depend solely upon their mode of advertising, which is so "stylishly and beautifully gotten up, and such a magnificent show frame and picture thrown in," all to catch the eye and tickle the fancy of morbid curiosity; and yet some grocers condemn (rightly, too) the means used by the retail tea quacks to catch their customers, and say of them they are an injury to the trade, because they deceive the public by giving away presents, and poor

value for the money. And yet these very men, who complain of such trickery in the trade, are found encouraging exactly the same thing in their own business, only in another form, and with this difference, the consumer gets nothing for use or to look at from them, except a lot of advertising matter placarded all over the grocer's shop windows and store, through bye-lanes and alleys, empty store windows, street car tracks and side fences, where too per cent or more is lost in this way, and added to the cost of the article consumed. Thus are the consumers made the "lambs," the grocers the "sheep," the proprietors of packet teas are the "foxes and wolves," and the printer's ink gets the lion's share of the whole business, and so we find many of the retail grocers caring little or nothing about knowing something of the business in which they are engaged, but are found to be willing mediums to dispense to the public anything and everything, so long as there is a possibility of it being sold without much trouble to them. But what will be the outcome of all this. The results are already being felt by some, in having to look at a lot of dead stock of packet tea on their shelves and counters, ticketed at 10 cents a packet less than marked price, and then it won't move, they being afraid to recommend it as at first, because it has proven so disastrous to them, in having lost many of their best customers' trade for tea. The question is asked, Why is it thus? I answer, because they point and encourage their customers to invest 60 or 70 cents for something which in value is only worth perhaps half what is paid for it, and it doesn't suit their taste, and the grocer does not offer nor care to exchange it, as he would his bulk tea, nor can he give or get any satisfaction why it doesn't suit, either from his customers or from the agent that sells it. In this way the public are getting disgusted with packet tea, and will return to better things, and the grocers who are truthful and the most reliable, possessing a knowledge of their business, will be the most successful and the best respected, having the satisfaction of doing right and being honest in their endeavor to make money in pleasing the public.

Respectfully yours,

STEPHEN HUSTWIT.

Toronto, Aug. 10th, 1892.

A number of Ottawa grocery stores were visited on the 27th, by one of the officers of the Inland Revenue Department for the purpose of ascertaining if there were any violations in the law providing for the keeping of tobacco in the same boxes as it was originally purchased in. Some 400 pounds of the weed was seized for this reason, the principal places where it was found being J. Kavanagh's, (where the officer was denied the right of search for some time until he proved his right to do so,) Bate & Co., Eb. Browne, S. Stratton and Kennedy Bros.

LUCAS, STEELE & BRISTOL,

AGENTS FOR

Hillwatee Tea.	Lady Charlotte Gelatine.
Diamond Crystal Salt.	Sunshine Scouring Soap.
Snow White Soap.	Ontario Tomato Catsup (glass).
L. P. & Co.'s Pure Spices.	L. P. & Co.'s Pure Extracts.
L. P. & Co.'s Pure Coffees.	

Our Japan Teas are extra value, especially Nagasakis. Pleased to mail samples.

73 McNab St. North, Hamilton, Ont.

OLD MILL BRAND

TOMATOES

We have again secured the entire out-put of this brand. They are hand-packed and admitted to be the finest goods in the market.

W. H. GILLARD & CO.,

Agents for Canada. Wholesale Grocers, HAMILTON, ONT.

JAMES TURNER & CO.,

HAMILTON, ONT.,

Are wholesale agents for the following lines, every one of which is a seller :

Ram Lal's Pure Indian Package Tea,
 Bendsorp's Royal Dutch Cocoa,
 St. Charles Evaporated Cream,
 Munn's "Caplin" Half-tins,
 Royal Egg Macaroni,
 Batger's Compressed Jellies.

THE
"MONSOON"

BRAND

Pure Indian Tea

Is always reliable; never changes; comes from the same garden, famous for the STRENGTH and FLAVOR of its Teas.

STEEL, HAYTER & CO.,

Growers' and Importers,

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.

Our travellers are now out with new samples of

LAMPS AND FANCY GOODS.

Wait for them!

W. J. REID & CO.

—IMPORTERS OF—

Crockery and Glassware.

DECORATORS OF CHINA, &c.,

London and Belleville.



WAY

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U

To make money is to
buy from us.

Finest Smoking and
Chewing line of Plug.

Empire Tobacco Co.,

MONTREAL.

DRY GOODS.

The past week has seen a revival of the house trade, and as a consequence trade has seemed to be much more lively. The apathy so apparent in the hot weather has vanished, and a briskness has taken its place. This business has been heightened this week by the openings held by the millinery firms. Sample hats are shown in great variety and have been picked up very fast. Ribbons have been exhibited in gala show, and the demand for wide ribbons has been much stronger than usual. These are to be much used in high loops, which are to be the proper thing on fall hats. The shapes of the hats are numerous and varied, running from a small toque to the widest brimmed and most profusely feather-and-ribbon trimmed hat. Hat shapes and cloaks have received a fair share of the attention. This briskness in the millinery trade has reacted on the dry goods houses and made their trade more active. Large numbers of buyers are present from British Columbia, The Territories, and Manitoba. Many of these will be in the city all week, and wait over for a glimpse of the Exhibition. The wholesale houses are showing their best stock at present, and all the departments are supposed to be complete in all lines. The leading novelties for the season's trade are now being pushed with all the vigor that can be infused into the work.

Letter orders have increased in number during the past week and also in the size of the orders. The fall goods are mostly in the hands of the retailers, and promising lines are being repeated, or missing links filled up.

The feeling among the trade still continues very promising, and prospects continue good. So far trade with the retailers has been very fair, and is on the increase.

NOTES.

McMaster & Co. have a very complete stock at present, including all the leading novelties of the trade. They show a full assortment of the latest effects in dress goods, including Canadian tweed effects, cheviots, silverchene cloth, popolines, henriettas, navy serges, chevrons, snow flakes, silk knop, and box cloths. They are showing a large variety of skirting in wool, moire, and silk stripes. Their stock of staple ribbons is large and extremely well assorted, and includes all the new millinery effects of the season. Their silk department is well filled with colored silks in sourahs, pongees, satins, and bengalines, and also a full assortment of blacks.

Gordon, McKay & Co. are showing a large range of a new novelty in dress trimming, which is known as a loop ornament. It consists of a large button and a small connected by a loop of cord. It is still further ornamental by the aid of fancy loops around the larger button. The special variety described is known as the Augusta. Another variety is the Victoria, which has but one button and is more ornamental than the Augusta. This

is the latest thing in dress trimmings and is shown in a full range of colorings. Their stock of all kinds of fancy and tinsel gimps, featherines, silk moss ruchings, and other dress trimmings, is very large, complete, and well assorted. At present, they are showing a full range of quilts in honey comb, crochet, satin, and marseilles in 9, 10, 11 and 12 quarter.

Messrs. Alexander & Anderson are at present showing a very complete line of dress goods, consisting of new effects in dress tweeds, homespun and Harris suitings, and a full assortment of French and German dress goods, robes, etc. This department is a special feature of this house and worthy of the attention of visiting merchants. In cloakings they are showing all the latest novelties in mantle cloths, ulsterings, curls, sealettes, etc. Their haberdashery, hosiery, and small wares departments are replete with new and seasonable goods. Their staple department is well-stocked with Canadian and imported staples, which they are offering at close prices.

Caldecott, Burton & Spence are showing a nice range of dress and cloak loops. The cloak loops are quite unique and novel, comprising sealette double loops and a large variety of single cord loops with a fur ending. These fur endings are shown in several varieties of fur goods. They have just received a new stock of shot silk, and are offering special value in henrietta serges.

W. R. Brock & Co. are showing extraordinary value in men's wool socks. Their Dime, Polar, Beats All, and Cracker are very good lines and worthy of inspection. In women's and children's wool hosiery, their H. N. plain, and W. G. ribbed, are well known to the trade, while their Buy-it, and Try-it are not easily equalled in value. In cashmere hosiery their lines to retail at the popular prices 25 and 50c. are good value on account of their extra good quality. Cardigan jackets are a special line in this department. Style, weight and finish being carefully studied at all times. Their leading varieties are Jumbo, Dandy, Ripper, Corker and Paralyzer.

Wyld, Grasett & Darling are showing a large range of millinery ribbons for the fall trade in all colors, widths, and quantities. Their stock of trimmings has been renewed, and they are showing some very nice patterns in gimps, jets and feather edgings. In buttons they are showing some new lines. One line of celluloid buttons with a metal rim is very pretty, as is also another line of metal buttons called the onyx cut. In veilings the proper thing at present is a spot veiling with a bordered edge and about 14 inches in width. These are shown in all colors by this firm.

John Macdonald & Co. are showing a full range of staples at present, with an especially well assorted stock of all kinds of comforters. They are showing a very large range of health under-vests in a large variety of manufacture. These goods are shown in ladies, misses and childrens' and in all sizes. Their stock contains the celebrated Hygiene Brand. One special feature at present is a very large range of art silks in the latest novelties and designs. In all lines of silks they are showing a well-assorted and immense stock. Every line has been selected with the care which is characteristic of this house.

H. P. ECKARDT & CO.,

WHOLESALE GROCERS,

WHOLESALE AGENTS FOR

Kenkel's Granulated Corn Meal.
Diamond Crystal Salt.
Webb's Perfect Starch.
Faulder's Silver Pan Marmalade.
MacUrquart's Sauce.

H. P. ECKARDT & CO.,
TORONTO, ONT.

"MIXED Pickling Spice."

This line is the choicest blend of finest quality of different kinds of Spices, cleaned perfectly before blending, and will give to the trade satisfaction. Put up in ¼ lb. packages, or loose, packed in boxes or bags, in quantities as may be desired. Package goods same quality as loose, three dozen in case. Send us in your orders.

Respectfully,
THE SNOW DRIFT CO.,
BRANTFORD

3 lb. SODAS IN Red Boxes

Wm. Paterson & Son
BRANTFORD.

Best Value Made.

Ocean Wave Baking Powder

Sold only in Cans.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

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

MONTREAL, CANADA.

WE OFFER 2000 CASES

TOMATOES.

"De SALABERRY" brand, choice, for immediate delivery.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

Caverhill, Rose, Hughes & Co.

IMPORTERS,

JUST RECEIVED:

Batger's Scotch Marmalade.
" University Marmalade.
" Home Made Marmalade.
" Lemona Marmalade.

309, 311 and 313 COMMISSIONERS,
CORNER ST. PETER STREET,

MONTREAL.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.



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

John Marr, wholesale grocer, London, with his wife and family, are summering in Kin-cardine.

J. M. Tench, grocer of Galt, was in the city last week purchasing, and favored us with a call.

Merchants attending the Exhibition are invited to visit the offices of Kennedy Bros., 101 Bay-street, and inspect the Sun Self-Adding Cash Register and Indicator.

A new Canadian industry in the shape of a sardine canning factory has been established at Kamouraska. Already 73 hands are employed in the factory.

As a result of the agitation against American currency many city merchants decline to receive United States money at all, while others will take it only at a discount.

W. H. Gillard & Co., of Hamilton are offering the celebrated Old Mill brand of hand-packed tomatoes, having again secured the pack for this season. This should interest first-class grocers.

The Port & Winch Company have taken offices in the Dupont block on Front street, next to the corner of McKensie street, New Westminster, B.C. They will occupy the whole of that large store in the centre of the south end of the building for their fish exporting business.

For some time it has been the custom of the landing waiters at the Windsor ferry to allow merchants to take small parcels through upon their leaving the invoices at the customs office, to be paid some other time. This has caused so much inconvenience that an order has been issued doing away with such a practice.

Wolfenden & Annandale, dry goods and grocery merchants, New Westminster, B.C., have taken the corner store of the Dupont block, on Columbia and McKenzie streets, and are ready for business in their new premises. The firm have already moved in a quantity of their merchandise and are only waiting for the fixtures to be finished.

W. Boulter, President of the Canadian Packers' Association, was in Toronto, this week, after a month's business trip through the Northwest and British Columbia. Business out there has been very satisfactory, and he made large sales. In Victoria and Vancouver the small-pox has done much harm to trade, but the quarantine has been raised

from American ports and they now look for a revival. He visited the various fish canning establishments. The catch on the Skeena River was good, but on the Fraser they did not pack nearly as many as was anticipated.

The Virden board of trade is agitating for a special train to convey members of Manitoba and territorial boards of trade and their families to the Toronto exhibition. The promoters believe that the occasion can be turned to good account by advertising the country, their idea being that each board of trade should send with their delegation products of the district which they represent.

The season has been exceptionally good for the northern canneries, and the canners benefited by the smallpox scare, as the Indians are afraid to come to Victoria, and, therefore, are spending their money at home. It is reported that the Upper Skeena River Indians, having heard of the smallpox, have determined to prevent with force if necessary the landing of all vessels from the South.

Perfumed tea, that leaves a lasting fragrance in the mouth, and is as good cold as hot, moreover tea that can be used to flavour custards and ices, and the aroma of which is further developed by "a drop of the cratur," must indeed be a delectable beverage for picnic parties. This article named "Faham Tea," is a product obtained from the flat dried leaves of a small species of orchid (*Angriacum fragrans*) with white flowers, which grows as a parasite hanging from trees in the forests of Mauritius and Reunion. Although the plant in question has been long known to botanists and the beverage used locally, its introduction to Paris as an article of commerce is quite recent. Samples of this "orchid tea," and of cigars made of the leaves, which emit a vanilla-like aroma, according to the Bulletin are now deposited in the Kew Museum, and the plant can be seen growing in the Kew orchid-house.

A meeting of the grocers and butchers of London, Ont., took place the other evening in Foresters' Hall. The object of the meeting was to hear and discuss the system of the Retail Merchants' Protective Association. Mr. Ferguson was voted to the chair, and his opening remarks dealt chiefly with the difficulty a merchant meets in trying to keep his books clean of bad debts. And at his request Mr. Harrie, representing the R.M.P.A., was called upon to explain the system. At the conclusion of his address J. L. Fitzgerald gave his experience as a member of the R. M.P.A. and showed a clean gain to himself of over \$160 up to date. Jno. Lawson, James Dobbins and others expressed their views. It was the unanimous opinion that the system should be universal; that it is to the interest of all trades to join. This method of increasing the membership in London is a good one, as it gives all merchants a chance to discuss matters affecting their particular line. The

cities and towns are being systematically worked, and local branches formed where ten or more members can be secured. A vote of thanks was passed to the chairman and Mr. Harrie, and the meeting adjourned.

The twelfth edition of the "Hand-Book to the Canadian Tariff" has just been issued by the author, C. W. Irwin. The tariff itself is edited with all the knowledge that a specialist alone can possess, of the difficulties in the way of ready reference to the official form in which it is published. Nothing could be simpler than Mr. Irwin's arrangement of the items. Of more importance, however, to men accustomed to the clumsiness of the official form, is the mass of tariff information embodied in this book. It gives the latest decisions and interpretations of the Customs Department, and contains a thoroughly revised and full list of exchange tables that are of great convenience to the importing merchant. It contains as well a list of Canadian ports and outports. It is the sort of book that a business man cannot well afford to do without. It is mailed free on receipt of 40c. sent to C. W. Irwin, custom house broker, 40 Yonge St., Toronto. The trade price is 25c.

CUT PRICES AT RETAIL.

How many retailers have been disappointed when they come to "weigh the pig," as the old saying is, at the result of their season's business to find little or no money? In most instances, owing to competition in cutting the prices of staples or leading articles unnecessarily.

The slashing or cutting usually begins on some well-known article, while another competitor quietly meets this price or cuts under, and at once starts a run on another article. A third dealer meets both and starts a run on another, and so it goes until many of the best selling staples are disposed of at a sacrifice and the profits passed to the consumer. When the time for annual stock-taking arrives and profit and loss accounts are closed they find that a year's hard labor has gone on the wrong side of the ledger through unmercantile cuts too often made by dealers whose cupidity overreaches judgment and common sense. A fair profit is necessary to success; sharp practices always hurt. It is not competition; it is simply opposition which destroys the life of trade.—Ex.



"CAIRN'S" HOME MADE MARMALADE

We are now taking fall orders for October shipment. Please order early as our stock is limited.

BLAIKLOCK BROS, MONTREAL.
General Agents for Canada

TORONTO AGENTS:

WRIGHT & COPP,

40 Wellington St. East, Toronto



TO RETAILERS.
Kent bottled Pickles will nett you a good profit. They will please your customers. They will increase your trade. They are always uniform in style and quality. Why not handle them?

THE KENT CANNING & PICKLING CO., CHATHAM, ONT.



E. LAZENBY & SON,

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

Our goods can be obtained from leading houses everywhere.

Agents for Canada:

A. P. TIPPET & CO.,
43 1/2 Wellington St. E., TORONTO.

MUNN'S Famous Boneless Codfish

NEW and GENUINE. NOW ARRIVING.

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

MUNN'S Skinless Codfish

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

Orders can be filled at short notice after this. **Stewart, Munn & Co., MONTREAL.**

"JERSEY BRAND" CONDENSED MILK.



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

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

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

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

GILLARD'S Specialties

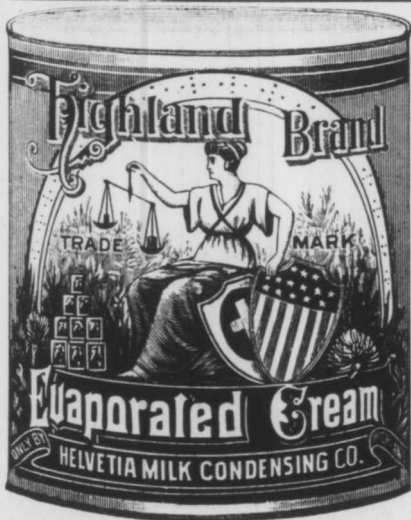
High Class, English Made,

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



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

C. T. HEISEL, 36-38 Lombard St. TORONTO.



Save Trouble! Guard your Health! Sell your Cow! Don't Depend on Milkmen! **BUT USE**

"HIGHLAND BRAND EVAPORATED CREAM"

It is natural, unsweetened, concentrated and sterilized. Absolutely taintless. Of equal merits for table use, the kitchen and the nursery.

For Sale by all Wholesale Grocers.

Prepared only by **HELVETIA MILK CONDENSING CO.,** HIGHLAND, ILL., U. S. A.

WRIGHT & COPP, Ontario Agents.



TORONTO MARKETS.

TORONTO, Sept. 1, 1892.
GROCERIES.

Trade is still under the spell of the drowsy season and makes headway slowly if at all. No rush of orders has been the portion of any house. The movement of trade is far from hurried, but is no slower than it always is in summer. August has passed away without any great additions being made to profits on sugar, though in the last fortnight a saner course was followed by the wholesalers, who made a serious attempt to bring back sugar to a basis that would pay the cost of handling it. The volume of trade done in August may not have been less than that done in the same month of last year, but a comparison of mere appearances would be strongly in favor of August a year ago. As to profits, last month must fall behind its usual record, as in no former year were prices more in favor of buyers than they have been this summer. It is improbable that August was up to the average in all points. In payments, it probably was in respect to promptness, but not in respect to amount, as the buying this year was generally more a matter of small orders than it was in the summer of '91. Sugar retains the slight advantage in wholesale position it reached a week ago, currants are firm and scarce, teas continue to be firm, and the general position of incoming goods, as fruits, nuts, canned goods, etc., remains practically what it was reported last week.

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

The Norton Manufacturing Co.

E. P. Breckenridge, President. C. C. Warren, Secretary.
Edwin Norton, Vice-Pres. 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.

COFFEES.

The steady firmness of Rio coffee rests upon an invariable state of things in the primary market, where quotations are still made upon the strength of sellers' advantage. Stocks on spot are sufficient for all requirements. Prices run from 17½c. to 21c. Fine Rios would be worth even more, but there is a scarcity of such stock. Dealers' orders do not furnish material for much business. Java is quiet at from 28 to 36c., Mochas at from 28c. upwards, Padangas from 26c., Porto Ricos 22 to 26c.

DRIED FRUITS.

The trade in off-stalk Valencia raisins is limited but continuous, and holders' ideas as to the value of good fruit do not weaken. The price at which the lowest grade of '91 crop is going is 5c. There is two-year old stock to be had at 90c. a box, and there is no dearth of it either, but it is not getting the attention it got early in the spring. New fruit will be to hand this month. The price for first arrivals will be about 7 to 8c. to retailers. The position at Denia cannot be a very assured one, owing to the hesitating and irregular way in which quotations are made for late shipments. Sultana raisins of the new crop are still low and give no promise of being higher in the near future. No abatement of the stiffness of new prunes is reported, the shortage of small fruit being still on the side of firm prices. Spot stock quotes here from 5½c. upwards. Currants are increasing in firmness from 5c. upwards, but cases are about the only class of packages there are, and cases are 6 to 6½c. No shipping was allowed from Patras before Monday, so that supplies not reaching here till next month, will come on a bare market. All dried fruits are rather a minor part of the orders that now come to hand from the retailers.

RICE AND SPICES.

Rice is in fair demand. B rice is unchanged at 3¾ to 4c., Japan at 5 to 5½c.

Spices are quiet and unchanged, the quotations in Prices Current remaining those at present asked.

SUGAR.

The sale of sugar is not heavy, but is expected to increase before long, as the incom-

(Continued on page 16)

CANNED GOODS.

TORONTO.

The call for stock to eke out supplies is not at present a very strong force in the situation. The consumption of canned vegetables naturally ebbs when the supply of the raw material begins to be cheap and plentiful and is used freely by consumers. Green corn and tomatoes are to be had in quantities, at prices and in quality that give them the preference over the canned vegetables, and canned peas are not just now in active request. Consequently staple canned vegetables are quiet. The rate of demand is unlikely to prove equal to exhausting the market of old before new is in stock. As to the prospects of the tomato and the corn pack there is little unfavorable influence yet in sight. The new pack is likely to be full in each unless causes not yet in operation or not now perceptible should damage the crops. In all other vegetables trade is dull, and there is no interest shown as to possible yield and extent of pack, as in beans, pumpkin, etc., there is never a deficit. Fruits have no new point of interest. Stocks are full and are not melting away fast. As to the new pack it will likely be but a medium one in peaches, a fair one in pears and a full one in apples. Salmon

WE HAVE THEM!

The Maiori Lemons!

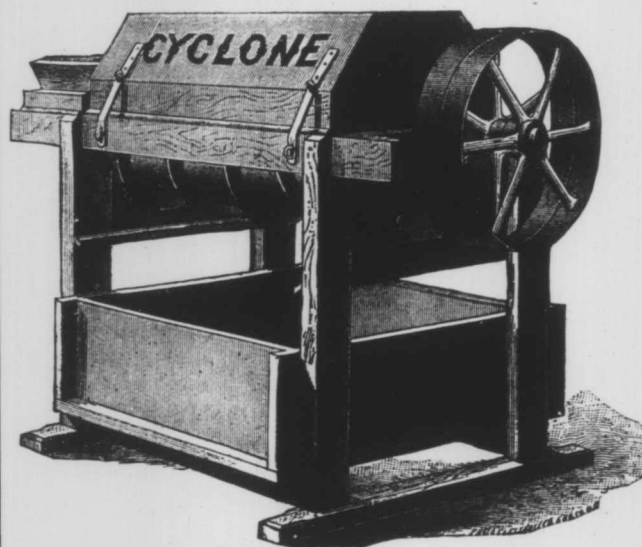
FINEST ON EARTH.

PRICES RIGHT.

CLEMES BROS.

Phone 1766. TORONTO, ONT.

To Canning Men.-OUR CYCLONE PULP MACHINE



For making tomato pulp and preparing pumpkin and squash for canning is very well known to all the canners in the United States, and a few of them are in use in Canada. The high tariff has prevented their being used extensively heretofore.

We are now manufacturing these machines at Oakville, Ont., to enable our Canadian friends to obtain them without paying a heavy duty; but we shall make only a few of them unless ordered. Those who contemplate purchasing, should send their orders promptly to insure the saving of duty, as late orders will have to be filled from stock in the United States which will be subject to a 30 per cent duty.

Address

THE BUCKLIN CAN-FILLER CO., KEYPORT N. J.

HENDERSON & LIDDELL,

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,
Rice and Canned Goods

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

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

Canned Goods.

We Pack Only the Best.

Have you goods bearing my name in stock? They are always the same, always reliable.

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

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.

THE SALADA TEA CO., L'TD.
CEYLON.

Golden Teapot Blend

Pound and Half Pound Lead Packages.
Prices on Application.

P. C. LARKIN & Co.,
WHOLESALE AGENTS,
TORONTO.

RED RASPBERRY JAM.

The Largest and Finest Stock

IN THE DOMINION OF CANADA.

APPLY TO

THE SIMCOE CANNING CO.,
SIMCOE, ONT.

It always pays to
BUY THE BEST

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

Lakeport Preserving Co.,
Lakeport, Ont.

Factories at Lakeport and Trenon.

Boy Brand
Corn



DAILEY'S

Boy Brand
Tomatoes



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



B. R. Nelles,
GRIMSBY, ONT.

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

JAMS and JELLIES
IN GLASS AND PAILS.
Wholesale Only.



12 Years Experience

Convinces us that it pays to can and preserve the best goods possible. Sales for 1891-2 doubled those of preceding year.

We have our Factories thoroughly renovated and are in position to improve if possible the standard of our goods this season. We can furnish

New Preserved Strawberries July 1st, Raspberries early June and Sweet Wrinkle Peas July 15th. Send for sample order.

Remember the quality of all our goods are guaranteed.

Delhi Fruit and Vegetable Canning Co.,

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

MARKETS—Continued.

ditions. All stocks are low in most lines of smoked meats. Prices have hardened and advanced in many lines since last week.

BACON—Long clear is $8\frac{1}{4}$ to $8\frac{1}{2}$ c., smoked backs are $11\frac{3}{4}$ to 12c., bellies $11\frac{1}{2}$ c., rolls 9 to $9\frac{1}{2}$ c.

HAMS—Are steady at 12 to $12\frac{1}{2}$ c.

LARD—Pure is unchanged at $9\frac{1}{2}$ to $9\frac{3}{4}$ c. for tubs and pails. Compound is steady at $7\frac{3}{4}$ to 9c.

BARREL PORK—U. S. heavy mess is \$15 to \$16, Canadian \$16, short cut \$16.50 to \$17.

DRESSED MEATS—Beef is $3\frac{1}{2}$ to $4\frac{1}{2}$ c. in fore and 8 to 9c. in hindquarters, mutton is 7 to $7\frac{1}{2}$ c. Lamb $9\frac{1}{2}$ to $10\frac{1}{2}$ c., mutton 6 to $7\frac{1}{2}$ c., veal 7 to 8c.

VEGETABLES.

Potatoes are in good demand at \$1.25 to \$1.40 per barrel. Tomatoes are plentiful at 20 to 30c. a basket. Watermelons are easier at \$20 to \$25 per hundred. Musk melons are \$1.75 to \$2 per crate. Celery is 30c. per doz. Malta onions are \$3 per hamper. Sweet potatoes are \$4 to \$4.50 per barrel.

GREEN FRUIT.

The scarcity of oranges still has a firming effect on prices, and now dealers want \$7 to \$8 for Sorrentos, and there is no other class of oranges obtainable. New Jamaicas will be on hand in a few days. Lemons are as firm but not as scarce as they were, the high prices of last week holding because of present stocks being bought after the advance. Maoris are \$9.50 to \$10, Verdellis \$8 to \$9, and Messinas about out of stock at \$8.50 to \$9. Bananas come to hand freely again and are quoted at \$1.25 to \$1.85. Apples are \$1 to \$1.50. Peaches quote at 75c. to \$1.25; plums at 90c. to \$1.25; pears at 40 to 50c. for Bells, 50 to 60c. for Tysons, and 60 to 85c. for Bartlett's in baskets. The latter in barrels are \$5 to \$6.

FISH.

Prices are firm at 7c. for whitefish and salmon trout, 17c. for B.C. salmon, and 82.25 to \$2.50 for lake herring.

SALT.

No change is to be noted in the quotations for some time standing in Prices Current. The week's trade has been of moderate proportion.

HIDES, SKINS, WOOL, TALLOW.

HIDES—Are $4\frac{1}{2}$ c. for No. 1 green cows', 5c. for cured.

SKINS—Lambskins and pelts are uniform at 50c. Caliskins, 5 to 7c.

WOOL—Fleeces are 17c. for clothing grades and 19 to 20c. for combing. Pulled is 22c. for super, 25 to 26c. for extra super.

TALLOW—Is 2c.; rendered is bought at 5c., and sold at $5\frac{1}{4}$ to $5\frac{1}{2}$ c.

MONTREAL MARKETS.

MONTREAL, Sept. 1, 1892.
GROCERIES.

The grocery market in some lines has shown a slight improvement, while in others it has shown a decrease. We think that on the whole the market is promising all round, and that no one has cause to complain. The only thing that is detrimental to the state of trade is the cutting that is being carried on by two of our local wholesale grocers, which has an unsettling effect on the market. The two firms always seem to be at loggerheads, one trying to out-do the other. The rest of the trade all seem to be of the same

opinion, that is that future business looks very promising. The travellers out are doing a nice steady trade, and the whole tone of the grocery market may be summed up as good. Payments are coming in in good style, and few renewals are being asked.

SUGAR.

In tone the local sugar is in a decidedly better condition than it has been for some time. Advices from New York quote raws as being very firm and a cable from London says cane and beet as also firm. Our local prices have advanced both for granulated and yellows and the refiners report steady sales at new figures. The wholesale trade also claim to be doing a good steady trade in all parts at good prices. There is considerable cutting going on among the French wholesale houses especially between the two largest. We hear of single bbl. lots being sold at $4\frac{1}{4}$ c. for granulated. Refiners figures are now $4\frac{3}{8}$ c. granulated and yellows 35-16. these are first hand prices. We quote granulated $4\frac{1}{2}$ to 49-16c.; yellows, low grade $3\frac{1}{2}$ to $3\frac{3}{4}$ c., and yellows bright $3\frac{3}{4}$ to $4\frac{1}{4}$ c.

SYRUPS AND MOLASSES.

There is quite a trade doing in Canadian and American syrups and quite a few small lots have moved during the week. The wholesale trade report a better demand from the country for both lines. In molasses there is more or less cutting being done but the bottom figure is 31c. Stocks here are light and one local jobber had to fill his contracted orders by getting stock from Quebec. Some 1,000 puncheons were sold on this market by Quebec brokers this adds extra freight to the cost. A boat is expected here soon. We quote American syrup 23 to 25c. according to quality, Canadian $1\frac{1}{4}$ per lb., molasses 31 to 33c.

TEAS.

The Japan tea market is still dull with only a small trade doing. Prices at this point are very firm, and will continue so as advices from Japan are quoted as being very firm. It is thought that teas will advance still further later on. The Empress of Japan has arrived at the coast with her damaged cargo of teas, but just how much is hard to ascertain. All the stock will likely be brought east and auctioned off, thus the market will have to compete against damaged teas. Brokers here think the damaged stock will not effect this market to any extent as the teas will not be good for anything. Blacks are dull and quiet with only a fair trade doing.

COFFEE.

Coffee has shown considerable activity during the week. Values are firm, but local prices are unchanged. We quote as follows:—Rios 18 to 20c.; Java, 23 to 25c.; Mocha, 24 to 25c.; Jamaica, 19 to 21c.; and Maracaibo, $22\frac{1}{2}$ to 23c.; Santos, $17\frac{1}{2}$ to 19c.

RICE.

The rice trade has not been so good during the week as the weeks previous. The demand has been of a smaller nature. Millers say trade on the whole this year is not quite as good as last. The wholesale trade report fair business. We quote as follows: Standard \$4 to \$4.10, Japan \$4.50 to \$5, Patnas \$4.50 to \$5, and Carolinas \$7 to \$8 per hundred pounds.

NUTS.

Nuts are about the same as last week, the trade being purely a local one. Grenobles and Ivicas are scarce and in good demand. The only change during the week has been in new Grenobles which have advanced.

(Continued on page 20.)

FLOUR AND FEED.

TORONTO.

The expectation of big wheat crops makes buyers on the other side of the Atlantic bearish in their offers, and business in the shipping of flour consequently lags. Export inquiries are not wanting, but they are connected with ideas of value that keep buyers and sellers at a distance. Prices are steadily held by the millers and shippers at last week's quotations. In feed there is no new development.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.95 to \$5; strong bakers', \$4.50; white wheat patents, \$4.80; straight roller, \$4.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.60 to \$4.70; Manitoba strong bakers' \$4.20 to \$4.30; Ontario patents, \$3.90 to \$4.10; straight roller, \$3.65 to \$3.70; extra, \$3.15 to \$3.25; low grades, per bag, \$1.00 to \$1.50.

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

FEED—Bran is \$11.50 to \$12, shorts \$13 \$14, mixed feed \$22, feeding corn 50, oats 33 to 34c.

HAY—Old baled timothy is firm at \$12 on track. New is \$9.

STRAW—Is steady at \$6.50 to \$7.

MONTREAL.

Flour remains about steady, with a very moderate demand, chiefly for local wants. On large sales quotations would be cut some. Patent spring, \$4.60 to \$4.75; patent winter, \$4.25 to \$4.55; straight roller, \$4.00 to \$4.15; extra, \$3.40 to \$3.50; superfine, \$3.90 to \$3.15; fine, \$2.70 to \$2.90; strong bakers, \$4.25 to \$4.40.

Oatmeal is a shade higher, and held firmly in sympathy with the strong feeling in oats. Local demand is fairly active. We quote: Granulated, bbls \$4.10 to \$4.25; rolled bbls., \$4.10 to \$4.25; Standard, bbls., \$3.95 to \$4.05; granulated in bags, \$2.00 to \$2.10; rolled in bags, \$2.00 to \$2.10; standard in bags, \$1.90 to \$2.00.

Bran and shorts are fairly active at quotations, mouille is quiet. We quote:—Bran per ton, \$13.00 to \$13.50; shorts per ton, \$14.00 to \$15.00; mouille per ton, \$19.00 to \$22.00.

ST. JOHN, N.B.

There is no change to note in flour. It is in good demand and prices are steady. Manitoba is quoted at \$5.50 to \$5.60, Ontario high grade \$4.60 to \$4.70, medium patents \$4.35 to \$4.50.

CORNMEAL—Market very firm, stocks light; prices have advanced 10 to 20c., and will probably be quoted higher. Present figures are \$2.95 to \$3.05.

OATMEAL—Very little change. Is in good demand and selling at \$4.20 to \$4.30.

LOBSTERS,

Finest brands, Canned Lobsters, tails and flats, shipped from the factories. Orders solicited from the Wholesale Trade. For quotations address S.P. Leonard H. Dobbin, Montreal

**COWAN'S
COCOAS AND
CHOCOLATES**

Are Standard, and sold by
all grocers.

For good fresh

OATMEAL

Pot Barley,
Split Peas
or Cornmeal.

Write or telephone

GARTLEY & THOMPSON,

303 to 311 Talbot St., London, Ont.

**BUY THE BEST.
SEELY'S**



**Celebrated
Flavoring
Extracts.**

VANILLA, LEMON,
and Assorted Flavors.

Standard Goods of America (established in 1862). Once tried, always used.

Seely Manufacturing Co.

Detroit, Mich. - Windsor, Ont.

**Are You
Ambitious**

To make your window attractive and increase your business? If so, send for elegant TUTTI FRUTTI hanger signs free. Address,

ADAMS & SON'S CO.,
11 and 13 Jarvis St., Toronto.

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

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

**EMBRO
OATMEAL
MILLS.**

D. R. ROSS, - EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

R. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

The Celebrated White Eagle Brand of Rolled Oatmeal,

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

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

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

**WALTER THOMSON
MITCHELL, ONT.**
GENERAL GRAIN DEALER.

Manufacturer of all kinds of
Oatmeal, Split Peas, Cornmeal,
Pot Barley, etc.

Quotations by Wire or Letter.

BRANDON ROLLER MILLS,
Brandon, Man.

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

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

Dealers in all kinds of grain and feed.

ALEXANDER, KELLY & CO'Y,
PROPRIETORS.

N. WENGER & BROS.,
AYTON, ONT.

-- MILLERS --
(Hungarian Process)

BRANDS :

KLEBER, MAY BLOSSOM.

AGENTS :

J. L. SMITH & SON, - Montreal.

EPHRAIM ERB, - Halifax.



MONTREAL MARKETS—Continued.

The following are the quotations:—Almonds Tarragona 14 to 15c.; almonds, Ivica, 14 to 15c.; almonds, common, 10 to 11c.; almonds, hard-shell, 7 to 8c.; walnuts, Grenoble, new 13 to 14c.; walnuts, French 10 to 10½c.; cocoanuts per 100 \$3.75 to \$4.00; filberts 9 to 10c. pecans 16 to 17c.; peanuts 7 to 10c.

DRIED FRUIT.

It is expected that the new fruit will be to hand in a few days and it will come to a high and dry market. The business the last few weeks has been kept down for want of stock, but when the new fruit arrives the market will be brisk. We quote:—Currants, provincials, 4¼c. to 4¾c. in bbls; do. 4½ to 4¾c in half bbls; do. 4¾c in cases; currants, Patras, 5c in bbls; do. 5¼c in bbls; do. 5½c in cases. Raisins, Valencias, 4¼c., Sultanas 7½c. prime stock.

GREEN FRUIT.

Green fruit has sold at better prices this week than last. The auction sales take place almost every day and the figures brought this week is on par with our quotations. The sales are being run by two large Californian shipping houses and with the exception of the Clogg sale last week prices realized have been up to the shippers fondest hopes. The two firms Vipond McBride & Co, and J. R. Clogg are doing their best to bring Montreal into prominence as a fruit centre, and hope next season to increase the sales where one car is sold now to make it three cars per day. Lemons are scarce and the demand is large. Our prediction of last does not seem to take place for the price during the week has not been changed. Californian fruit is selling well pears, peaches, and plums being in good demand. Bananas are selling at the same figure. The demand is good as is also the fruit. We quote: Lemons \$6 to \$6.50; California peaches \$1.75 to \$2.00 per box; Southern peaches \$3 to \$4; Western peaches 75c. to \$1; California pears \$2 to \$3.00; plums \$2.50 to \$3 per crate; banannas \$1 to \$1.50 per bunch; Southern Bartlett pears \$3 to \$4 per keg; black berries 13 to 14c.

APPLES.

The apple trade has been fair. Receipts were heavy and not striking a brisk market, stocks here are large. Dealers here say the parties that contracted for apples at the orchards will be sick of their deal before long, as the cholera scare in Europe will have a bad affect on that market. Our local dealers are satisfied to wait before they go into the export trade. Prices have eased off during the week. Dried have advanced under fair demand. We quote Duchess \$1.25 to \$1.50; Astrican \$1 to \$1.25; and baskets 20 to 25c. Evaporated 6 to 6½c. and dried 4½ to 5c.

HONEY.

There is a fair local demand for bright honey and a few lots have moved. The dark stock in this market is selling slowly and no doubt houlders would make concessions. We quote strained bright 7 to 8½c., dark 6 to 7c., comb bright 8½ to 10c., dark 7 to 9c.

HOPS.

Not much can be said about hops till the new pick arrives here in quantities. Some new stock has been placed with our local brewers and they say it is fine. It is thought quite a lot of Canadian hops will be exported. We quote 25c. for bulk, and pressed 17 to 18c.

FISH.

Fresh fish is quiet, the trade doing being only a small usual one. In pickled fish a few small lots of green cod have changed hands

at \$4.75 to \$5 per brl.; dry cod, \$4.75 to \$5 per quintal.

We quote as follows:—Smoked Yarmouth bloaters, per 60 box, \$1.00 to \$1.10; St. John's bloaters, per 100 box, 80c. to \$1.00; boneless cod, large boxes, 6 to 7c.; do. small boxes 7 to 8c.; finnan haddies 7 to 8c.

We quote No. 1 herring, per brl., \$4.50 to \$4.60; lake trout, per half brl., \$4.00 to \$4.25; sea trout, per bbl., \$8.25 to \$8.75; codfish, green, No. 1, per bbl. \$4.75 to \$5.00; do. No. 2, per bbl., \$4.25 to \$4.50; codfish, dried, per bbl., \$4.25 to \$4.50; salmon, B.C., per bbl., \$13 to \$13.50; do., Nfld., No. 1, per tee, \$22.50 to \$23; do. do., No. 2, per tee, \$21 to \$21.50; do. do., No. 3, per tee, \$20 to \$20.50.

EGGS.

The demand for eggs is about the same as last week. The receipts are still heavy and some of the stocks arriving is not upto much. We noted last week that the export trade had been stopped nor is it likely to start for some time. Prices at this point are about the same and we quote the 11 to 12c. figures.

PROVISIONS.

The local provision market is still without feature. Pork is jobbed off in a small way and the movement in smoked meats is also very small. Lard is as dull as heretofore. Prices are the same, we quote the following quotations: Canadian short cut, per brl. \$16.75 to \$17.50; mess pork, western, per brl. \$16.00 to \$16.50; short cut, western, per brl. \$00.00 to \$00.00; hams, city cured, per lb. 11c. to 11¼c; lard, Canadian, in pails 8¼ to 8½c; bacon, per lb. 9½ to 10¼c; lard, com refined, per lb. 7 to 7¼c.

CHEESE AND BUTTER.

Cheese shows little change, but the spot market was somewhat livelier to-day but values are not changed.

GRAIN.

Wheat is still inactive. Some peas and oats are moving but the demand in all lines is generally small.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Aug. 31, 1892.
GROCERIES.

Very little difference appears in comparing this week's trade with last, though we think an improvement is noticed. An advance is reported in sugars, and molasses is held firm.

SUGARS—The market has a very firm tone; prices have already advanced about ¼c. on all kinds, and still higher figures are looked for. Stocks held are smaller than usual, and a better demand is felt. Granulated is quoted at 4¼ to 4¾c, yellows \$3.30 to \$3.40, extra C 3½ to 3¾c.

MOLASSES—The prices have advanced some 4c. per gallon, with good prospects for still higher figures; it is in good steady demand and quoted at 33 to 34c.

SYRUPS—Very little sale is reported and prices are steady at 2¾ to 3¼c.

FISH—All kinds of fish have been scarce and as a consequence prices are higher. Dry cod, medium, are selling at \$4.25 to \$4.40, large cod \$5 to \$5.40, pollock \$2.50 to \$2.75, pickled herring (Canso) \$6 to \$6.25 per bbl., half bbls. \$3.25 to \$3.50, bay herring half bbls \$1.65 to \$1.80. Shad \$4.50 to \$5, smoked herring are higher, scaled are selling at 9 to 10c.

A VIEW OF THE WORLD'S FAIR BUILDINGS, in the form of a large sized lithograph, in eight colors, with key to same, can be had by sending your address with twenty cents in postage stamps, to Geo. H. Heafford, G. P. A., Chicago, Milwaukee & St. Paul R'y, Chicago, Ill. As the supply is limited, application must be made early. Should the supply become exhausted the postage stamps will be returned to applicant. 137

W. E. Zimmerman, a traveller in the employ of W. H. Gillard & Co., Hamilton, died on Monday evening of typhoid fever. He was well known and very popular, and much sympathy is expressed for his young widow. Mr. Zimmerman was 36 years of age, and was formerly connected with the firm of A. R. Kerr & Co.

R. Cunningham, the enterprising canner of Skeena River who recently established a cold storage system at his cannery at Port Essington, arrived in Victoria on Monday. When asked if the system was a success Mr. Cunningham said it was even better than had been expected. He estimates that he has this year saved over 70 tons of salmon which would otherwise have been allowed to rot and then been thrown overboard. Besides this the white salmon, which were formerly not used, are to be utilised hereafter. The white salmon are salted in cold storage and are to be sent to Spanish ports where a Mr. Bergoff, who is to handle it, says he can readily dispose of it after he has extracted the salt, which he does by a process well known in Europe. Mr. Bergoff has also purchased the 12,000 salmon frozen by Mr. Cunningham, which he intends to place on the Eastern market. He will go East with the fish to introduce it to the dealers of the big eastern cities.—Vancouver News Advertiser.



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 & Perse, Winnipeg.

Low Grade and Medium
JAPANS
A SPECIALTY.

DAVIDSON & HAY
WHOLESALE GROCERS, 36 Yonge St.,
TORONTO.

NEW CANNED LOBSTERS.

The "Royal" brand in tall and flat tins. These goods were expressly packed for the finest trade and have no Superior.

No first class retailers stock complete without these goods.

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

FANCY CHEESE

ROQUEFORT, PINE APPLE,
GORGONZOLA, EDAM,
GRUYERE, SAP SAGO,
LIMBERGER, NEUFCHATEL,
PARMESAN, CREAM.

MACLAREN'S IMPERIAL
IN GLASS JARS.

We are now booking orders for fall delivery. Quotations on application.

WRIGHT & COPP,
IMPORTERS,
40 Wellington St. East, TORONTO.

ESTABLISHED 1851.

We offer to the Trade :

2,500 Cases TOMATOES,

"De Salaberry" brand, equal to any in the Market, at 90c. per doz.

Ordinary Terms.

N. QUINTAL & FILS,
WHOLESALE GROCERS,
274 St. Paul Street, Montreal.
WRITE FOR OTHER PRICES.

Japan Teas,

Best Value in Market.

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

Now in store

NEW SEASON'S

Moning Congous

EDWARD ADAMS & CO,
LONDON, ONT.

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

WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.

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

New Season's

Fine Off-stalk and Layer Valencias

NOW ON WAY.

Opening Prices will be low.

SMITH & KEIGHLEY
9 Front St. E., Toronto

Thos. KINNEAR & Co

Wholesale Grocers,

TORONTO.

-: JAPAN TEAS :-

We are offering special values to retail at 25c., 35c., 40c.

Drop a postal card for samples.

49 Front Street East,

J. W. LANG & CO.,
WHOLESALE GROCERS,

JUST ARRIVED :

New Lobsters

CELEBRATED STERLING BRAND,
also full lines of Canned and Potted Meats, Soups, &c.

59, 61, 63 FRONT STREET EAST,
Cor. Church St.
TORONTO.

NEW

Young Hysons

To arrive in a few days Ex. S. S. "Empress of India."

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

J. F. EB. HUGH BLAIN.

Merchants visiting the city during the Fair are cordially invited to make our warehouse their headquarters while in the city.

EBY, BLAIN & CO.,
WHOLESALE GROCERS,
TORONTO, ONT.

MONTREAL TRADE CHAT.

Vipond, McBride & Co. are now having three fruit sales a week.

W. C. McDonald, the tobacco manufacturer, is back from England.

Eight butchers have been fined \$2 a piece by the Recorder for having dirty stalls.

J. A. Blair, a retail clerk, has gone to St. Leon Springs to spend the next two weeks.

The retail grocers' will meet sometime in the near future to elect officers for the coming year.

A. Walsh, son of F. Walsh, has gone to New York where he will go into the grocery business.

Apple dealers here think that cholera will have a bad effect on the export apple business this season.

J. R. Clogg & Co. have sold two car loads of California fruit so far this week. It is from Earl & Co., Sacramento, Cal.

Jack Patterson, the traveller, is in town. He has been laid up for three weeks. He is now feeling well and will start out next week.

The treasurer of the St. John's fire relief fund has received a cheque from the Greely Burnham Grocery Co. of St. Louis Mo. for \$10.

Fraser, Viger & Co. are doing a nice out of town trade. Mr. Fraser says they have been so busy he could not take a holiday this season.

W. T. Costigan, the tea broker who had his foot crushed some time ago, is down at business. He has to use crutches and will have to for some time.

E. J. Taylor, the tea traveller, who cut his throat in the Waverly Hotel not long ago is still determined to die. He is closely watched, as he persists in the intention of making an end of himself.

HONEST ADVERTISING THE BEST.

There are some advertisers that prefer to come before the public in the character of a harlequin or a "snide" than in that of a legitimate and straightforward business man. I know of several enterprises that are being "faked," as it were, when a square appeal to the public on the merits of the article advertised would in my opinion result in ten fold greater success; and the sales would be enduring, whereas they are now transitory, dependent entirely upon the spurts of advertising and much being expected from mail orders.

I have in mind, among other things pushed in this way, a toilet soap. It is advertised quite extensively, and its only virtue which the advertiser seems to regard as of any interest to the public is its wonderful properties for the relief of red noses.

Now there are upwards of sixty-five millions of people with noses in this country. I will venture to assert that at least sixty-four and nine-tenths millions of these noses are in an ordinary healthy condition, and without any of the blooming tints of the rainbow.

In fact, the owners would reject with indignity any article which favored a bleaching process in these healthy and natural-colored noses.

Now this soap is a good toilet soap, and no one will gainsay the statement that it is a good article for daily use in the bath and morning ablutions, and in fact for all uses of a right good toilet soap; and the manufacturer, if you could reach him face to face with your feet under his mahogany, would probably "wink the other eye" if you should put the question straight: Will your soap bring back the natural color to an abnormally red nose? So he would repel with indignity any intimation that his soap might injure in the slightest degree the most healthy and tenderly cared-for nose. He would protest that no man or woman, even though his or her nose were as pronounced and bold as that of Chauncey Depew, or as mild and lovable as that of the Venus of Milo, yet his soap would make it only the more healthy and beautiful, and its precious natural color disturb not.

Why, then, does this soap advertiser think and cater only for one hundred thousand or less unhealthy and abnormally red noses, to the neglect of the sixty-four million nine hundred thousand of other people who might be made regular buyers of his soap? The more he talks about red and sore noses the more he drives away the sixty-four and nine-tenths millions of prospective customers with the healthy noses; for no man cares to trifle with the nose which gives him no trouble, and which he is proud of, by using the soap so strongly recommended and especially boomed for the dreaded sickly and red nose.

The reader may say that the advertiser is spending his own money for advertising, and if he did not find it paid him to do as he would not do so. That may be true, and yet it is no argument against the fact that he would do better to change and get some other name for his red-nose remedy, and put his soap before the sixty-five millions of people who use soap and who can and would buy it on its merits alone as fine, pure and healthy toilet soap.

Many advertisers have adopted this style of advertising, only to a little later on discover their mistake. With an article of real merit, for which there is a general demand, the better way is to appeal squarely to the public on its own merits. Because "fake" advertising temporarily pays, it does not follow that a more direct appeal, by legitimate and straight methods, will not pay much better.

Mr. Upton, when first introducing the Rochester lamp, painted the bald heads in the front row at the theatre, and adopted many other questionable schemes for attracting attention. Very soon, however, he found it more effective to fall back upon a direct and square appeal to the people on the merits of his article, and more profitable to sell it through established and legitimate channels of trade—jobbing houses and retail stores.

I am informed that J. C. Ayer, when he first started, used to sell his "Pectoral" only, and that from a peddler's wagon. He made it pay; but if some one had suggested other methods he might have replied: "If I didn't find this way of doing business profitable I should not pursue it." Nevertheless, he left his gaudily painted wagon and adopted other methods and accumulated several millions of dollars.

Barnum is often quoted as an illustrious example of a successful advertiser who made

use of "snide" methods. That may have been true when he was "faking" the woolly horse, Joyce Heath, and the original and only mermaid; but when he quit the red-nose business and became the proprietor of a great menagerie and circus, he advertised it for exactly what it was—"The Greatest Show on Earth."

In the long run it does not pay to deceive the public. If by chance it should temporarily pay, then it is pretty clear that the same capital and energy employed in a frank and earnest appeal on the merits of the goods alone will in most cases pay very much better.—J. F. Place in Printers' Ink.

DOWN WEIGHT.

In an article on the practice of giving down weight the Northwest Traders says:

The last meeting of the Grocers' Association furnished positive proof of the correctness of our position. There was a quick and accurate weighing contest between three leading grocers. The ability of any of the three would be generally conceded, by those who know the trade of this town, to be above the average. The results of this contest showed errors in weighing, of from 3½c. to 24½c. on 90c. worth of goods. Obviously this runs into money with frightful rapidity, in the former a loss of one dollar in less than \$3.75 worth of goods. In neither case could the merchant continue business at anything like a profit on those goods he sells by weight. There is shrinkage enough here to account for all the losses in the retail grocery business, without taking into consideration any of the other sources of loss inevitable in this business? What have the grocers to say for themselves as to this showing? Isn't it about time to quit the practice of giving down weight?

TORONTO'S GREAT FAIR

The Toronto Industrial Exhibition opens on Tuesday next, the 6th Sept., and closes on the 17th. With the enlarged grounds, new half-mile track, new grand stand 700 feet long, many other improvements, and the large number of excellent special attractions provided, the coming Fair will undoubtedly be away ahead of all that have preceded it. The entry list in all departments is larger than ever, and the space in all the buildings has been taken. The usual cheap fares and excursions will be given on the railways. The attendance of visitors from all parts of the country will undoubtedly be great.

Egan Bros., grocers, have purchased from J. H. Price a store on Talbot street east, St. Thomas, for \$3,000.

The store of Robert Flynn, Mountain Grove, Ont., was destroyed by fire on Monday. This is the third time fire has attacked his property.

The British America Starch Company (L'd.), Brantford, are now quoting their Canada Laundry in boxes at 3¼c. The change escaped correction in this week's Prices Current, but will be inserted next week's.

Wright & Copp have made arrangements for exhibiting T. A. Snider Preserve Co.'s goods, chocolate menier, MacLaren's cheese and other lines that they are selling agents for in this city, at the Toronto Industrial Exhibition to be held here next week. Henry Wright will be in attendance on the grounds and will make [the trade and consumers welcome to taste and try the goods his firm represents.

HALIFAX SUGAR REFINERY, (LTD.)

“WOODSIDE”

BRAND.

PURE CANE SUGAR. NO BEET. NO CHEMICALS.

OUR Extra Standard Granulated is absolutely Pure and has no Superior.

N. B.--Please note our brand, “WOODSIDE” and do not confound us with other firms.

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. SE SWORTH,
6 Wellington St. East,
Toronto.

Sample 25c. postpaid.

**PURE CONFECTIONERY,
FINEST BISCUITS.**

Manufactured by

J. McLAUGHLAN & SONS,
OWEN SOUND, ONT.

T. A. LYTLE & CO.,

Vinegar Manufacturers,

TORONTO.

Have reduced the price of
their Celebrated

BEAVER BRAND



PICKLES

Send for Quotations.

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.

THE FINEST
IN THE LAND.

CHOCOLATES
(G.B.)

EVERY CHOCOLATE IS STAMPED

G. B.

GANONG BROS., Ltd.

ST. STEPHEN, N.B.

There is no other Blacking for sale in Canada equal to

P. G. FRENCH BLACKING.

If you have not already compared it with others, send to us for a sample—Try it—You will be convinced.

PURE GOLD MANUFACTURING CO.,

31 Front Street East, Toronto.

E. BROWN & SON'S

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

BOOT PREPARATIONS
SOLD EVERYWHERE.



**MELTONIAN
BLACKING**

(As used in the Royal
Household)

Renders the Boots soft, durable and waterproof.



**MELTONIAN
CREAM**

(white or black)

For Renovating all
kinds of Glace Kid
Boots and Shoes.



**ROYAL
LUTETIAN
CREAM**

The best for Cleaning
and Polishing Rus-
sian and Brown Lea-
ther Boots, Tennis
Shoes, etc.



**NONPAREIL
DE GUICHE**

Parisian Polish

For Varnishing Dress Boots
and Shoes is more elastic and
easier to use than any other

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

POSITION OF THE DEBTOR.

When a man, be he a dealer in or a consumer of merchantable commodities, asks for credit, he asks to be accommodated. Too many buyers get the idea into their head that they confer a favor upon the seller when they bestow their patronage upon him, whether they pay cash or are granted time. There is nothing surprising in this. Retail dealers and consumers, too, are being educated up to that point every day. Their trade is "drummed" by the commercial traveller, solicited by the circular and persuaded by the newspaper advertisement. But it is a mistaken conception of the purpose of these trade "fetchers" that leads them to think they are the obligers and the sellers the obligees if the term may be used. Advertisements may persuade, circulars plead and commercial travellers solicit, but the trade they are after is the trade that pays. They want a share (the lion's perhaps) of the orders that they know will be given to some one. They do not ask the dealer to buy simply to accommodate them. Sometimes the "drummer" may convey this impression, but it is seldom with the knowledge and consent of his employers.

Legitimate business men seek legitimate trade. If they buy on credit, they are the accommodated parties, but when they sell on the same terms they are extending favors to some other fellow. The consumer may allow himself to be overpersuaded by the retailer, the latter by the travelling agent, but if he does, he alone should bear the burden of any loss that results. He is still the accommodated. If he buys goods that he knows to be inferior, and he pays the same price that would secure a better grade, then, perhaps, he is conferring a favor upon the seller; but even in that case, just as sure as he asks and obtains credit, he is still the accommodated party.

Under whatsoever circumstances a trade is made, if the buyer is given immediate possession and the time of payment fixed for some future date, he, and not the seller, is under obligations. He may be rolling in wealth, or his name be famous in the annals of history, but he is no less accommodated than the most poverty-stricken and obscure individual who ever bought a loaf of bread on credit. A promise to pay is not money. Men have gone to bed rich and awakened next morning by the gaunt finger of poverty tapping at the window. Others have retired amid the rags of a pauper's pallet and arisen to find themselves out of reach of want forever. Men of wealth often become suddenly poor, but paupers seldom become suddenly rich, hence, there is considerable risk in either case.

A credit seeker is not inferior to the individual who grants the favor. He need not imagine that he must cringe before the alleged importance of his creditor. It is strictly legitimate to ask for credit if one has

the inclination and ability to pay his bills when due. The debtor is just as good a man as the creditor, if their only difference lies in their positions at opposite ends of a business transaction. But when a debtor begins to imagine that he has accommodated his creditor, or when the latter permits the former to convince him that such is the case both

are on the wrong road, and the foundation of the credit system begins to weaken.

"I do not believe in being excessively polite to one's creditors," said a man well known to the vehicle trade. Later on, when he became manager of a carriage factory, the not-excessively-polite missive that came from some of his debtors often sent him home at night sick at heart. The chickens had come home to roost.—Ex.

"Happy Thought"

IS BOUND TO WIN

Merchants that appreciate despatch, neatness, permanency and exactness will use nothing but our new "Happy Thought" Counter Check Book.

No Carbon Paper required. Every page copies to the very edge and nothing to do but use your pencil upon the bill. Surely the invention is a "Happy Thought."

Every Merchant is made happy, contented and safe when they use "Happy Thought." Made in all sizes and shapes of Carter and Grip Books.

Send for samples of "Happy Thought" and Store and Office Supply price list, etc.

J. K. CRANSTON,

GALT, ONT.

Agent for Carter and Grip Counter Check Books as well.

Mention this Paper.

Morton Densem & Hurst, Sole Manufacturers of the Automatic COUNTER CHECK BOOK

Patented Feb. 25th, 1892, No. 38351.

3 and 5 Adelaide St. East, Toronto, Ont.

We desire to call the attention of the merchants of Canada to our New Automatic Counter Check Book. It is the Newest and Best Book yet introduced. No more need of any carbon leaf and yet you have a beautiful and indelible transfer. Merchants everywhere proclaim it the best book known to lessen the labor of clerks in making rapid sales.

We will be pleased to send samples and price list on application. Prices cheaper than any other check book.

With the Old Style of Books it requires from 5 to 8 movements to complete a sale, with the AUTOMATIC one or two movements are all that are required. Merchants can see at once the advantage.

"SUNSHINE"

(A SELLER.)

Retails at 10c. per cake.

See Prices Current.

Have You Stocked It.

BREWSTER SOAP WORKS,

308-310 Greenpoint Ave.,
Brooklyn, N.Y., U.S.A.

J. M. LOWES SON & CO,
35 Wellington East,
Toronto Agents.
W. T. COSTIGAN & CO.,
Montreal,
Agents.

THE CANADA MEAT PACKING CO.,

**MONTREAL,
BEEF AND PORK PACKERS,**

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

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

WRITE FOR QUOTATIONS.

You

Will do your Customers a great Kindness by recommending

NEW COLD PROCESS

Ivoryine Starch.

THE MOST PERFECT FOR COLLARS, CUFFS AND SHIRTS.

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

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

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

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

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

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

SITUATION WANTED.

WANTED—SITUATION BY YOUNG MAN in grocery or general store, 4 years experience and best of references. B. W. T., Hartford, Ont.

FOR SALE.

GROCERY BUSINESS FOR SALE IN TOWN of Regina, N.W.T., stock and fixtures. Premises can be rented. Write box 424, P. O. Regina.

SITUATIONS VACANT.

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

BUSINESS CHANCES.

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

WANTED BY COMMISSION AGENT TRAVELLING B. C., a few more first-class lines. D. G. Williams, 182 Fort St., Victoria, B. C. 37

WANTED TO EXCHANGE—A FARM OF 177 acres good land, and in good location, for a stock of groceries, or general goods, from \$6,000 to \$8,000. Address B, this office. 37

CANADIAN AGENTS WANTED, FOR FOREIGN manufacturers of Vinegar and Mustard. Apply with references, C. & Co., care CANADIAN GROCER.

PERSONAL.

Mr. Leon Labonde, for the past 10 years, one of the best known traveller's and tea salesmen on the road from Port Arthur, Ont., to Victoria, B. C., and in the N. W. States of the U. S. and Wash., is open for engagement to travel on salary or commission in any part of Canada or the U. S. Mr. Labonde's residence is now at 109 St. Denis St., Montreal, P. Q., Canada, having removed from Winnipeg in February. The highest references will be furnished from mercantile houses, bankers, etc., to any house requiring his services, who may happen not to know him, and if you require a traveller with the most successful of records, acknowledged ability, a spotless reputation, and the finest connection in this country, address as above. 38

CROSSE & BLACKWELL'S

CELEBRATED

Pickles, Sauces, Jams, Potted Meats, Table Delicacies

ARE SOLD BY ALL GROCERS IN CANADA.



Dominion Clothes Pin

They are the Best. Send for Prices in Case Lots.

C. C. BROWN, DANVILLE, QUE.



T. LAWRY & SON, HAMILTON, ONT.

Curers of L & S and Imperial

Brands of Fine Sugar Cured Meats.

SUMMER CURING NOW READY.



SALES MADE OR PENDING.

The business of W. A. Mcgee, grocer, St. John, N. B., is advertised for sale.

The grocery stock of J. D. White & Co., Montreal, Que., has been sold for 61½c. on the dollar.

The stock of C. F. Herbert, grocer, Winnipeg, has been sold at 34c., and the book accounts at 11c on the dollar.

CHANGES IN STYLE OR COMPOSITION OF FIRM.

D. W. Port & Co, wholesale fish dealers. New Westminster B. C., have been succeeded by the Port & Winch Co. Ltd.

REMOVALS AND DEATHS.

L. G. Harrington, general merchant, Antigonish, N. S., is dead.

Ansley Elliot, general merchant, Port George, N. S., is dead.

Charles Duncan, wholesale fruit merchant, Montreal, has left the city.

S. H. Hansler, of Hansler & Walker, general merchants, Tilsonburg, Ont., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

James McLaren, Avondale, N.S., has assigned.

J. T. Johnson, grocer, Berlin, Ont., is in trouble.

The Parisian Store Co., Northfield, B.C., has assigned.

Alex. Robertson, grocer, Perth, Ont., is offering to compromise.

John C. Cole & Son, grocers, Woodstock, N.B., have assigned.

Robert J. Fraser, general merchant, Newington, Ont., has assigned.

Nisbet & Drake, grocers, Halifax, N.S., are offering to compromise.

Nathaniel Williams, general merchant, Shelburne, N.S., has assigned.

Mrs. James Trethaway, general merchant, Mission City, B.C., has assigned.

Joseph Ouelette, general storekeeper, of Wabnapitae, has assigned to O. Ray.

N. C. McKeen, grocer, New Westminster, B.C., has assigned to Angus McInnes.

Courchene & Co., grocers, Nicolet, Que., are offering to compromise at 25c. cash.

Robert J. Fraser, merchant, Osnabruck, Ont., has assigned to Jno. M. Campbell.

M. H. Denton, grocer, of Spadina avenue, Toronto, called a meeting of his creditors at the office of Henry Barber & Co., Friday afternoon, and asked for a compromise. The matter was considered.

CULTIVATED TASTES.

A Baltimore trade paper says: "One of the food marvels of our modern times is the consumption of canned salmon. From the beginning regarded as a game fish of the more northern waters, a food for the financial and gastronomic gods, it has become an almost every day dish for people of very ordinary fortune, a rival in fact of the cattle of the plains and an important article of commerce. The position it holds in these respects is due to the canning industry. The salmon business of the North Pacific coasts is vast, and, as yet, ever increasing. The bulk of the fish is shipped to the British Isles, as canned salmon. Thus it is seen that the English people are warmed by the Republican waters of the gulf stream and fed with salmon which follow the despotic waters of the Japan current, that crosses the Pacific ocean and warms the northwestern verge of the American continent where this great fish comes to spawn in solitude.

"But, in late years, the demand for this salmon has greatly increased at home and America now consumes a large quantity of her Oregon and Alaskan fish.

"The fluctuations of demand have misled the most astute dealers several times in late years because they take too superficial a view of the requirements of food consumers. A taste for salmon is one that grows by cultivation, but it remains when once acquired; but this is not the main factor in the original increase of consumers.

"The price of this canned fish, the intrinsic food value of the contents of the can, the service which it will do commends itself at once to all who desire variety in economy. As our population increases, driving the cowboy and his herd from prairie to plain, from east to west, from great ranges near railroads to hills inaccessible to them, the supply of meat decreases in the same ratio that demand for it increases and the price steadily advances despite the steady decline of wages. Being accustomed to liberal supplies of meat, the palates of the people cannot forego it without some substitute, and salmon comes not only very near to a complete substitute, but, as a variety, is an improvement and is cheaper than meat in point of fact. In a two pound or tall tin, the amount of excellent, rich, palatable food is very much more than would be in two pounds of meat, whilst at the retail price of 15 to 18 cents per can it is only about one-half the price of the meat per pound. On the table it will go double as far as the same quantity of meat and is satisfying in like proportion.

"Therefore the taste which must have meat and cannot afford it hails gladly the new meat, for it supplements the family of "Ser Loin" in a most agreeable and economical manner. "On what meat has this our Cæsar fed, that he has grown so great," yet man must be poor indeed who cannot now have this royal fish on his table. So the in-

crease of demand goes steadily on and when the excess of packing of it seems to threaten ruin to the holders, the demand simply increases, a wider market is opened for it, more people are advantaged, and the over-pack of salmon proves to be an imagination, and this will probably continue till the over-fishing depletes the supply and once more it will become food for the wealthy. But when that time comes, meat will have risen to very much higher prices than now as compared with wages, and the palates of the poor will have to come down to the rations of the poor in a monarchy."

THE WORK OF VANDALS.

Some months ago the Gazette drew attention to the fact that an enterprising oil firm of Quebec had painted their sign on the face of the rock where the landslide occurred a few years ago. They had no authority for thus defacing public property, but although regret was publicly expressed on every hand no one took any steps to have the nuisance removed until to-day when a painter was seen at work covering the face of the cliff with a coat of brown paint. The firm made enquiries and found that he was acting under orders of a Montreal newspaper which was as anxious for cheap advertising as they were themselves. Now, although people were glad to have the sign painted out, they were furious at this high-handed proceeding, more especially as it came from Montrealers and one irate city councillor left for the place vowing that he would tear down the ladder with his own hands. He must have been late in getting there, however, as he and the painter did not happen to meet. So strong was the feeling that, had it been known beforehand what was going to be done, the painter would have been forcibly interfered with. The firm in question consulted their legal advisers, Messrs. Pentland and Stuart, and were told that they could recover the amount spent by them in painting their sign on the rock. It would appear to the uninitiated that if one person has a right to paint rock piebald another has an equal right to add an artistic coat of brown. Meantime another vandal, who keeps a large store in St. Rochs, has sent down some painters in a schooner to paint his sign in 20 inch letters on Cape Trinity, one of the most interesting features of the famous Saguenay. Another has painted the name of a certain patent medicine close to the spot where Montgomery fell.—Montreal Gazette.

DR. PRICE'S
Cream Baking
Powder.

Contains neither Ammonia or Alum.

Prof. Johnson, of Yale College, says:—"Bread made with a Baking Powder containing Alum, must yield a soluble Alumina salt with the gastric juice, and must therefore act as a poison. The manufacture and sale of such poisons ought to be interdicted with heavy penalties."



THE T. A. SNIDER

PRESERVE COMPANY,
Cincinnati, Ohio.



Do not fail to visit Toronto's great Industrial Exhibition, Sept. 5th to 17th, and test the merits of our

SOUPS AND CATSUP.

CANADIAN AGENTS:

WRIGHT & COPP, TORONTO.

CRESCENT BRAND.



BRUNNER, MOND & CO., Ltd.,

NORTHWICH, ENGLAND,
MANUFACTURERS OF

BICARBONATE of SODA

REFINED and RECRYSTALLIZED—The Purest and Cheapest in the Market.

SODA CRYSTALS

Of the Finest Quality, in 1-2 and 3 Cwt. Drums, and 400 lb. Casks Net Weights.

Orders for direct Importation from the Wholesale Trade Only.

WINN & HOLLAND, MONTREAL.
SOLE AGENTS FOR THE DOMINION OF CANADA.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Sept. 1, 1892.

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

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

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

BAKING POWDER.



Cleveland's Superior Baking Powder in tin cans, per dozen net.	
10 cent tins	1 00
1/2 lb.	1 50
6 oz.	2 20
1/2 lb.	2 80
12 oz.	4 25
1 lb.	5 50
5 lbs.	25 50
Per doz	
Dunn's No. 1, in tins	2 00
" " " "	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " " "	85
" " " "	40
" " " "	65
" " " "	12
Per doz	
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
" 10, in 4 doz boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
" " " "	1 30
" " " "	1 90
" " " "	2 20
" " " "	9 60
WHITE STAR, per doz	0 75
4 oz tins, 3 doz in case	2 00
12 " " 2 doz in case	2 00
5 lb " "	9 00
5 oz glass jars, 2 1/2 doz in case	1 10
10 oz glass jars, 2 doz in case	2 00
Bulk, per lb.	0 15



doz. in case	Price
Dime cans, 4	\$1 00
4 oz "	1 50
6 " "	2 25
8 " "	3 00
2 " " 1 to 4	4 25
16 " " 1 to 3	5 75
2 1/2 lbs " 1 or 1	12 00
4 " " 1 or 1	18 75
5 " " 1 or 1	22 75
10 " " 1	44 00

BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy	8 1/2
Arrowroot	\$0 11
Butter	0 6
" " 3 lbs	0 20
Cabin	0 7 1/2
Cottage	0 8 1/2

Digestive	0 10
Dairy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10
Graham Wafer	0 09
Lemon	0 10
Milk	0 09
Nic Nac	0 12
Oyster	0 06
People's Mixed	0 10 1/2
Pic Nic	0 09
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11 1/2
Soda	0 06
" 3 lb.	0 20
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 07 1/2
Village	0 07 1/2
Wine	0 06 1/2

BLACKING.

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

BLACK LEAD.

Beckitt's Black Lead, per box.	1 15
Each box contains either 1 gro., 1 oz.: 1/2 gro., 2 oz., or 1/4 gro., 4 oz.	
F. F. DALLEY & CO.	
Silver Star Stove Paste	Per gross 9 00
Packed in fancy wood boxes, each box contains 3 doz.	

BLUE.

Beckitt's Pure Blue, per gross	2 10
CORN BROOMS.	
CHAS. BOECKH & SONS, per doz	
X Carpet, 4 strings, net	\$3 60
2 " " 4 " "	3 20
3 " " 3 " "	2
XXX Hurl 4 " "	2 90
1X " " 4 " "	2 65
2X Parlor 4 " "	2 60
3 " " 3 " "	2 25
4 " " 2 " "	1 85
5 " " " "	1 50
Warehouse 4 " "	4 00
Ship 4 " "	3 25
1 Cable 2 wire bands, net	4 00
2 " " 3 " "	4 00

CANNED GOODS.

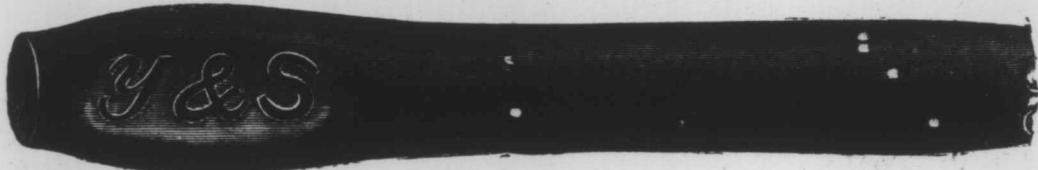
Per doz	
Apples, 3's	\$0 85 \$1 00
" " gallons	1 75 2 00
Blackberries, 2's	2 00 2 25
Blueberries, 2's	1 10 1 25
Beans, 2's	0 90 1 00
Corn, 2's	1 00 1 10
" Special Brands	1 30 1 60
Cherries, red pitted, 2's	2 10
Peas, 2's	1 15 1 15
Pears, Bartlett, 2's	1 75
" Sugar 2's	1 50
Pineapple, Baltimore	1 50 1 60
" Bahama	2 00 2 25
Peaches, 2's	3 00 3 10
" " "	1 75 2 00
" Pie, 3's	1 50 1 65
Plums, Gr Gages, 2's	1 50 1 90
" Lombard	0 90 1 00
" Dawson Blue	3 00 3 25
Pumpkins, 3's	2 00 2 40
" " gallons	2 00 2 40
Raspberries, 2's	1 65
Strawberries, choice 2's	1 05 1 11
Succotash, 2's	1 05 1 11
Tomatoes, 3's	1 05 1 11
"Thistle" Finnan haddies	1 50

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PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.
 "ACME" LICORICE PELLETS, In 5-pound Tin Cans.
 TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.
 LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.
 "PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured Exclusively by **YOUNG & SMYLIE,**
 BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices Current, Continued—

Lobster, Clover Leaf.....	2 75
" Crown flat	2 75
" tall	2 10
" Other brands	1 90
Mackerel	1 00
Salmon, talls.....	1 60
Sardines Albert, 1/4's tins	1 80
" 1/2's	2 00
" Martiny, 1/4's	10 10 1/2
" 1/2's	16 17
" Other brands, 9 1/2	11 16 17
" P & C, 1/4's tins.....	23 25
" 1/2's	33 36
Sardines Amer., 1/4's	6 1/8
" 1/2's	9 11

CANNED MEATS.

(CANADIAN)

Comp. Corn Beef 11bcans \$1 60	\$1 75
" " 2 " " 2 65	2 80
" " 4 " " 4 80	5 00
" " 6 " " 8 00	8 25
" " 14 " " 17 50	18 50
Minced Collops, 2 lb cans.....	2 60
Roast Beef.....	1 50
" " 2 " " 2 60	2 75
" " 4 " " 4 75	4 75
Par Ox Tongue, 2 1/2 " " \$8 00	8 25
Ox Tongue.....	7 85
Lurck Tongue.....	3 25
" " 1 " " 6 00	6 25
" " 2 " " 2 75	2 80
English Brawn.....	2 50
Camb. Sausage.....	4 00
" " 2 " " 1 35	1 35
Soups, assorted.....	2 25
" " 2 " " 1 80	1 80
Soups & Bouilli.....	4 50
Potted Chicken, Turkey, or Game, 6 oz 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 75

CHEWING GUM.

ADAMS & SONS.

To Retailers	
Tutti Frutti, 36 5c bars.....	\$1 20
Pepsin Tutti Frutti, 23 5c. packets	0 75
Orange Blossom (new) 150 pieces	1 00
(each box contains a bottle of high class perfume. Guaranteed first class)	
Monte Cristo.....	1 30
(with brilliant stone ring)	
Sappota.....	1 00
Sweet Fern.....	0 75
Red Rose.....	0 75
Magic Trick.....	0 75
Oolah.....	0 75
Puzzle Gum.....	0 75
Bo-Kay.....	1 00
Mexican Fruit, 36 5c. bars	1 20
Flirtation Gum (new).....	0 65
(115 pieces)	

C. T. HEISEL.

Red Jacket.....	115 pieces.	0 75
Royal Fruit.....	36 5c. pkgs.	1 20
Digestive.....	120 pieces.	0 80
Largest Heart.....	150 "	1 00
Globe picture.....	150 "	1 00

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars ..	1 20
Pepsin (Dyspepsia), 20-5c. Bars	0 70
Sweet Sugar Cane.....	150 pieces
Celery.....	100 "
Lalla Rookh (all flavors) 100 "	0 70
Jingle Bell.....	1 00
Cracker.....	1 14
O-Dont-O.....	1 44
Little Jap.....	1 00
Dude Prize.....	1 44
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 'Little Lord Fauntleroy' clock guaranteed.)	3 75

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S

Chocolate—	Per lb
French, 1/4's.....	6 and 12 lbs.
Caracas, 1/4's.....	6 and 12 lbs.
Premium, 1/4's.....	6 and 12 lbs.
Sante, 1/4's.....	6 and 12 lbs.
Diamond, 1/4's.....	6 and 12 lbs.
Sticks, gross boxes, each.....	0 01
Cocoa, Homopatic, 1/4's, 8 & 14 lbs	30
" Pearl.....	25
" London Pearl 12 & 18 "	22
" Rock.....	30
" Bulk, in bxs.....	18

BENSCHORP'S ROYAL DUTCH COCOA.

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

FRY'S

(A. P. Tippet & Co., Agents)

Chocolate—	per lb
Carracas, 1/4's, 6 lb. boxes	0 40
Vanilla, 1/4's.....	0 40
"Gold Medal" Sweet, 6 lb bxs.	0 30
Pure, unweetened, 1/4's, 6 lb bxs.	0 40
"Fry's" Diamond 1/4's, 6 lb bxs.	0 28
"Fry's" Monogram, 1/4's, 6 lb bxs.	0 28
Cocoa—	per doz
Concentrated, 1/4's, 1 doz in box.....	2 40
" 1/4's.....	4 50
" 1 lb. ".....	8 75
Homopatic, 1/4's, 14 lb boxes	0 34
" 1/4's, 12 lb boxes.....	0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)

Mott's Broma.....	per lb	\$0 30
Mott's Prepared Cocoa.....	28	
Mott's Homopatic Cocoa (1/2)	32	
Mott's Breakfast Cocoa.....	35	
Mott's Breakf. Cocoa (in tins)	40	
Mott's No. 1 Chocolate.....	30	

Mott's Breakfast Chocolate..	28
Mott's Caracas Chocolate....	40
Mott's Diamond Chocolate....	22
Mott's French-Can Chocolate	20
Mott's Navy or Cooking Choc	26
Mott's Cocoa Nibs.....	30
Mott's Cocoa Shells.....	5
Mott's Vanilla Chocolate stick 22&24	5
Mott's Confec Chocolate.....	22c-40
Mott's Sweet Choc. Liquors 21c-30	



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

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1, 1/2, 1 lb. boxes.....	70 75
Iceland Moss 1/4 bin 12 lb bxs....	35
Soluble (bulk) 15 & 30 lb bxs....	18 20
Soluble (tins) 6 lb and 12 lb.....	20
Cocoa Nibs, any quantity.....	30 35
Cocoa Shells, any quantity.....	05
Cocoa Essence.....per doz	1 40

Chocolates—	
Mexican, 1/4, 1/2 in 10 lb bxs	36
Queen's Dessert, ".....	40
Vanilla.....	35
Sweet Caracas.....	32
Chocolate Powder, 15, 30 lb bxs	25
Chocolate Sticks, per gross.....	00
Pure Caracas (plain) 1/4, 1/2 lbs	30
Royal Navy (sweet)	30
Confectioners' in 10 lb cakes	30
Chocolate Creams, in 3 lb bxs	30
Chocolate Parisien, in 6 lb bxs	30

WALTER, BAKER & CO'S

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

German Sweet Chocolate—	
Grocers' Style, in cases 12 boxes, 12 lbs each.....	2b
Grocers' Style, in cases 24 boxes, 6 lbs each.....	2b
48 Fingers to the lb., in cases 12 bxs 12 lbs each.....	25
48 Fingers to the lb., in cases 24 bxs 6 lbs each.....	25

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

Breakfast Cocoa—	
In bxs 8 & 12 lbs., each, 1/2 lb., tins	45
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters.....	45
Broma—	
In boxes, 12 lbs., each, 1/2 lb. tins...	40

CLOTHES PINS.

5 gross, per box.....	0 75
4 gross, ".....	0 85
6 gross, ".....	1 20

CHAS. BECKER & SONS, per box

5 gross, single & 10 box lots	0 75	0 80
Star, 4 doz. in package.....	0 85	
" 6 " ".....	1 25	
" 4 " " cotton bags.....	0 90	

COFFEE.

GREEN

Mocha.....	c. per lb	28 33
Old Government Java.....		25 35
Rio.....		17 20
Plantation Ceylon.....		29 31
Porto Rico.....		24 28
Guatemala.....		24 26
Jamaica.....		22 23
Maracaibo.....		24 26

WHOLE ROASTED OR PURE GROUND

ELLIS & KEIGLEY'S

Java.....	c. per lb	33 37
Java and Mocha.....		34 36
Plantation Ceylon.....		35
Arabian Mocha.....		37
Santos.....		28 28
English Breakfast.....		16 24
Royal Dandelion in 1 lb tins.....		26

TODHUNTER, MITCHELL & CO'S

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

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs.....	36
Standard Imperial in sealed tins, 25 and 50 lbs.....	32
Standard Blend in sealed tins, 25 and 50 lbs.....	33
Ground, in tins, 5, 10, 15 and 25 lbs.....	20 30
Say's Parisien, in 1/2 and 1 lb tins	30

DRUGS AND CHEMICALS.

Alum.....	lb	\$0 02	\$0 03
Blue Vitriol.....		0 06	0 07
Brimstone.....		0 08	0 08 1/2
Borax.....		0 14	0 14
Camphor.....		0 65	0 75
Carbolic Acid.....		0 30	0 50
Castor Oil.....		0 10	0 11

ALWAYS ORDER **RECKITT'S BLUE.**

Something New every Week in Confectionery.

ALAKUMA, in 5c. packages, Chocolate, Rose and Vanilla Flavors. "A delicious morsel," 50 in box.

ORINOCO. Very fine 5c. Chocolate Bar, 30 in a box.

TEA BISCUIT. The nicest 1c. confection sold, put up 100 in box.

Order a sample box of each by mail or from our Travellers. You will never regret it.

The Toronto Biscuit and Confectionery Co.,

Tele. 528.

7 Front St. E., Toronto.

Prices current, continued—

Table listing various goods such as Cream Tartar, Epsom Salts, Paris Green, Extract Logwood, Gentian, Glycerine, Hellebore, Iodine, Insect Powder, Salpêtre, Soda Bicarb, Sal Soda, and Madder with their respective prices.

DURABLE PAILS AND TUBS

Table listing Steel hoops, Brass hoops, No 1 tubs, No 2, and No 3 with prices per doz.

Table listing EXTRACTS including Dalley's Fine Gold, Iodine, and SEELY'S FLAVORING with prices per doz.

FIRE LIGHTER.

Table listing "Star" Fire Lighter with price per gross.

Table listing FLUID BEEF with prices per doz for various cases.

FRUITS.

Table listing Currants, Filigras, Patras, Vostizzas, and 5-crown Excelsior with prices per lb.

HAY & STRAW.

Table listing Hay, Pressed, and Straw, Pressed with prices.

HARDWARE, PAINTS AND OILS.

Table listing CUT NAILS, Selected Layers, Raisins, Sultanas, London layers, Loose muscatels, Imperial cabinets, Connoisseur clusters, Extra dessert, and Royal clusters with prices.

Table listing Fancy Vega boxes, Black baskets, Blue, Fins Dehesas, Lemons, Oranges, Rodi, Valenciass, Messinas, Seedlings, and Navels with prices.

DOMESTIC.

Table listing Apples, Dried, per lb and do Evaporated with prices.

FISH.

Table listing Oysters, Pickerel, Pike, White fish, Manitoba White fish, Salmon Trout, Lake herring, Pickled and Salt Fish, Labrador herring, Shore herring, Salmon trout, White Fish, Dried Fish, Codfish, Boneless fish, Boneless cod, Smoked Fish, Finnan Haddies, Bloaters, Digby herring, Sea Fish, Haddock, Cod, R. C. salmon, Market Cod, and Frozen Sea Herrings with prices.

GRAIN.

Table listing Wheat, Fall, No 2, Red Winter, No 2, Wheat, Spring, No 2, Man Hard, No 1, No 2, No 3, Oats, No 2, Barley, No 1, No 2, No 3, Rye, Peas, and Corn with prices.

HAY & STRAW.

Table listing Hay, Pressed, and Straw, Pressed with prices.

HARDWARE, PAINTS AND OILS.

Table listing CUT NAILS, Selected Layers, Raisins, Sultanas, London layers, Loose muscatels, Imperial cabinets, Connoisseur clusters, Extra dessert, and Royal clusters with prices.

HORSE NAILS:

"C" 60 and 5 per cent. from list.

HORSE SHOES:

From Toronto, per keg.. 3 60 3 70

SCREWS: Wood—

Flat head iron 7 1/2 p.c. dis, Round " 7 1/2 p.c. dis, Flat head brass 7 1/2 p.c. dis, Round head brass 7 1/2 p.c.

WINDOW GLASS:

[To find out what break any required size of pane comes under, add its length and breadth together. Thus in a 7x9 pane the length and breadth come to 16 inches; which shows it to be a first-break glass, i.e., not over 25 inches in the sum of its length and breadth.]

Table listing 1st break (25 in and under), 2nd (26 to 40 inches), 3rd (41 to 50), 4th (51 to 60), and 5th (61 to 70) with prices.

ROPE: Manila, Sisal, New Zealand.

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 12 1/2 per cent.

HINGES: Heavy T and strap, Screw hook & strap.

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

Table listing 25 lb. irons, No. 1, No. 2, No. 3 with prices.

TURPENTINE Selected packages, gal.

LINSEED OIL per gal, raw, Boiled, per gal.

GLUE: Common, per lb.

INDURATED FIBRE WARE.

Table listing 1/2 pail, 6 qt, Star Standard, 12 qt, Milk, 14 qt, Round bottomed fire pail, 14 qt, Tubs, Nests of 3, Keelers No. 1, 2, 3, Milk pans, Wash Basins, Handy dish, Water Closet Tanks with prices.

JAMS AND JELLIES.

DELHI CANNING CO

Table listing Jams assorted, extra fine, 1's, and Jellies, extra fine 1's with prices.

TORONTO BISCUIT & CONFECTIONERY CO

Table listing Jams, absolutely pure—apple, Family and Red currant, Raspberry and Gooseberry, Plum, Jellies—pure—all kinds, These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails, Marmalade—orange with prices.

LICORICE.

YOUNG & SMYLLIE'S LIST.

Table listing 5 lb boxes, wood or paper, Fancy bxs., Ringed 5 lb boxes, Acme Pellets, Acme Pellets, Fancy boxes, Acme Pellets, Fancy paper boxes, Tar Licorice and Tolu Wafers, Licorice Lozenges, Purity Licorice, Imitation Calabria with prices.

MINCE MEAT.

BRYANT, GIBSON & CO.'S—TORONTO. Mince Meat, 1/2 gal glass jars, \$9 50 Ditto 25 and 40 lb pails, per lb. 12 1/2 c

J. H. WETHEY'S—ST. CATHARINES

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

MUSTARD.

ELLIS & KEIGHLEY'S. Durham, Fine, in 1/2 and 1 lb tins

Table listing Durham, Fine, in 1 lb jars, Ex Sup. in bulk, Superior in bulk, Fine with prices.

CHERRY'S IRISH

Table listing Pure in 1 lb. tins, Pure in 1/2 lb. tins, Pure in 1/4 lb. tins with prices.

NUTS.

Table listing Almonds, Brazil, Cocoanuts, Filberts, Pecans, Walnuts with prices.

"OUR NATIONAL FOODS.

Table listing Desiccated Wheat, Rolled Oats, Snow Flake Barley, Desiccated Rolled Wheat, Prepared Pea Flour, Baravana Milk Food, Patent Prepared Barley, Patent Prepared Groats, Gluten Flour, Farina with prices.

Prices current, continued.

PETROLEUM.

to 10 bbl lots, Toronto...	Imp. gal	
Canadian	0 14	\$0 15
Caroon Safety	0 17	0 18
Canadian Water White	0 20	0 22
Amer'n Prime White	0 23	0 25
" Water White	0 24	0 25
Photogene	0 27	0 29

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO PICKLES.

John Bull, mixed, in bulk	\$0 45
Chow Pickle, in bulk	0 50
mixed and Chow Chow	1 90
pts	2 15
John Bull, mixed and Chow Chow qts.	3 40
John Bull, mixed and Chow Chow, 16 gal.	1 90
Horse Radish, bottles, per doz.	2 20

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

(Wright & Copp, Toronto, Agents.)

Home Made Tomato Catsup, qts	per doz	6 00
" " " "	pts	3 50
" " " "	1/2 pts	2 00
Chili Sauce	pts	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 Tail, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne Vermicelli, Vegetable	4 25

SAUCES.

John Bull, kegs, per gal.	1 25
" " pt bottles, per doz.	1 75
" " 1/2 pt bottles, per doz.	1 00
(according to quantity) 90c. to Devonshire Relish, kegs per gal	1 75
per doz	1 25
Niagara Tomato, kegs, per gal.	1 25
" Reputed pts.	1 25
Raspberry Vinegar, per doz	2 25
Raspberry Syrup and Vinegar	2 25

Terry's Candied Peels. c. p. peel

Lemon, 7 lb. boxes.	4 3/4	5 1/2
Orange,	5 1/4	5 1/4
Citrop,		
LEA & FERRIN'S, per doz		
Worcester Sauce, 1/2 pts.	\$3 60	\$3 75
" " pints	6 25	6 50
LAZENBY & SONS Per doz		
Pickles, all kinds, pints	3 25	
" " quarts	6 00	
Harvey Sauce-genuine—hlf. pts	3 25	
Mushroom Catsup	3 25	
Anchovy Sauce	3 25	

PRODUCE.

DAIRY.

Butter, creamery, tubs.	\$0 20	\$0 22
" dairy, tubs, choice	0 14	0 12
" " medium	0 12	0 10
" low grades to com	0 10	0 15
Butter, pound rolls	0 12	0 13
" large rolls	0 12	0 13
" store crocks	0 09 1/2	0 11 1/2
Cheese	0 09 1/2	0 11 1/2

COUNTRY.

Eggs, fresh, per doz.	0 09	0 11
" limed	0 09	0 11
Beans	1 00	1 25
Onions, per crate	1 75	2 25
Potatoes, per barrel	1 25	1 50
Hops, 1890 crop	0 18	0 18
" 1891 "	0 18	0 25
Honey, extracted	0 05	0 07
" section	0 12	0 14

PROVISIONS.

Bacon, long clear, plb.	0 08
Pork, mess, p. bbl.	13 00
" short cut	16 00
Hams, smoked, per lb.	0 11
" pickled	0 09 1/2
Bellies	0 11
Rolls	0 09
Backs	0 11
Lard, Canadian, per lb	0 09 1/2
Compound	0 08
Tallow, refined, per lb.	0 05
" rough	0 02

RICE, ETC.

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

Grand Duke	6 1/2	7 1/2
Sago	4 3/4	5 1/2
Tapioca	5	5 1/4

ROOT BEER.

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

GROUND

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

STARCH.

BRITISH AMERICA STARCH CO BRANTFORD.

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

KINGSFORD'S OSWEGO STARCH.

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

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

40-lb boxes, 1 lb packages	8 1/2
20-lb " "	8 1/2

ST. LAWRENCE STARCH CO'S

Culinary Starches—

St. Lawrence corn starch	7
Durham corn starch	6 1/2

Laundry Starches—

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

SUGAR.

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

SALT.

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

SYRUPS AND MOLASSES.

SYRUPS.

D	Per lb.	1 1/2
M	bbls. 1/2 bbls	2 2 1/2
B		2 1/2

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

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

HOW IS YOUR STOCK OF



Now is the Time
 to Lay in a Supply

"Extra Space"

How much will you want in our handsome fall number that we are getting out. Send for rates.
 10 FRONT ST. EAST.

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
 OSWEGO, N.Y.

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

: NO BLUEING :
 Material whatsoever is used in the manufacture of
OUR GRANULATED.

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

Manufacturers of Refined Sugars of the well-known Brand

Redpath

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

Lump Sugar, in 50 and 100 lb. boxes.

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

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

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

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LELAND HOTEL
 Corner Hastings and Granville Streets, one block
 from Railway Station and Steamship dock.
 Vancouver, B.C.

INSLBY & EDWARDS,
 Proprietors

THE SANITARIUM BANFF, N.W.T.

Special apartments for invalids. Bath houses
 in connection and a staff of male and female at-
 tendants. The best of accommodation for Travel-
 ers. Rates, \$2.00 and \$2.50.

R. G. BRETT, J. HASTIE,
 Medical Director Prop.

- The Alberta Hotel - CALGARY, N.W.T.

Strictly first-class. Headquarters for Commercial
 Men. Large sample rooms.

H. A. PERLEY, Prop.

- Queen's Hotel - MOOSOMIN, N.W.T.

Newly built, newly furnished.
 Four large sample rooms.

WM. CLEVERLY Prop.

The Hilliard House RAT PORTAGE, ONT.

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

LOUIS HILLIARD, Prop.

The Clarendon Hotel, Winnipeg, Man.

RUTLEY & McCAFFREY Proprietors.

THE LELAND HOUSE, Portage La Prairie, Man.

Best sample rooms west of Winnipeg. Strictly
 first-class.

WM. NEVINS, Prop.

Queen's Hotel, WINNIPEG, MAN.

First-class in every respect.

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

Grand Pacific Hotel KAMLOOPS, B.C.

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

H. SMITH, Proprietor.

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1/4 lb. packets, 14 lb. boxes secured in tin
 Special Agent for the Dominion:

C. E. Colson, Montreal

COUGH DROPS.

Every retailer should have them at this
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 are the best in the world for the throat and
 chest; for the voice unequalled. "R. & T.
 W." stamped on each drop. Write

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

Mention THE GROCER.

For Sale or Rent.

A desirable 200 acre farm, 3 miles from
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 Possession this fall.

Address A. J. M.,
 care CANADIAN GROCER,
 Toronto.

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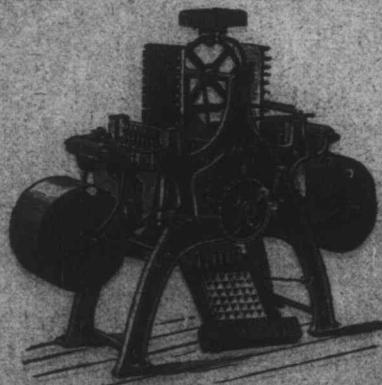
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To satisfy and please your customers you
 must keep the best lines. "CORTICELLI
 has that reputation; if you want to put in a
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 mation and prices to

CORTICELLI SILK CO., ST. JOHNS, P. Q.

Egg Fillers--Egg Cases.

30 Doz. 36 Doz. 49 Doz.



The Best and Cheapest in the Market.
 Have you seen our 15 doz. Case for Farmers use?
 Write for quotations—Toronto Warehouse, 80
 Front St. E., or the mill, CAMPBELLFORD, Ont.
 NORTHUMBERLAND PAPER AND EGG CASE CO.

THE Oakville Basket Co.,

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

Oakville, Ont.

DURABLE PAILS AND TUBS.



TRY THEM

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

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

Represented by
 Chas. Boeckh & Sons, Toronto,
 H. A. Nelson & Sons, Montreal.

THE RIPANS TABLETS regulate the stomach,
 liver and bowels, purify the blood, are pleas-
 ant to take, safe and always effectual. A reliable
 remedy for Biliousness, Blotches on the Face,
 Bright's Disease, Catarrh, Colic, Constipation,
 Chronic Diarrhoea, Chronic Liver Trouble, Dia-
 betes, Disordered Stomach, Dizziness, Dysentery,
 Dyspepsia, Eczema, Flatulence, Female Com-
 plaints, Foul Breath, Headache, Heartburn, Hives,
 Jaundice, Kidney Complaints, Liver Troubles,
 Loss of Appetite, Mental Depression, Nausea,
 Nettle Rash, Pimples, Rash of Blood,
 to the Head, Sallow Complexion, Sallow Com-
 plexion, Salt Rheum, Scald Head, Sick Head-
 ache, Skin Dis- eases, Sour Stomach, Stomach
 Tired, Liver, Ulcers, Watery Breath, or
 disease that results from impure blood or a failure in the proper per-
 formance of their functions by the stomach, liver and
 intestines. Persons given to over-eating are ben-
 efitting by taking one tablet after each meal. A
 continued use of the Ripans Tablets is the stress
 cure for obstinate constipation. They contain
 nothing that can be injurious to the most deli-
 cate. 1 gross \$2. 1-1 gross \$1.25. 1-4 gross 50c.
 1-8 gross 25 cents. Sent by mail postage paid.
 Address THE RIPANS CHEMICAL COMPANY,
 P. O. Box 512, New York.

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 IVORY BAR
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Ask for
GOLDEN FINNAN HADDIES,
 SUPERIOR TO ALL OTHER BRANDS.

SOLD BY ALL GROCERS.

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 General Commission Merchants
 and Brokers,

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Agents for The E. B. EDDY MFG CO.,
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Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

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

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

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FRUIT, PRODUCE AND COMMISSION MERCHANTS.

We handle Bananas, Oranges, Lemons, Peaches, Pears, Plums, Grapes, Apples, Melions and all kinds of fruits and vegetables and nuts.

Butter, eggs and general Farm Produce. Orders and consignments solicited.

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

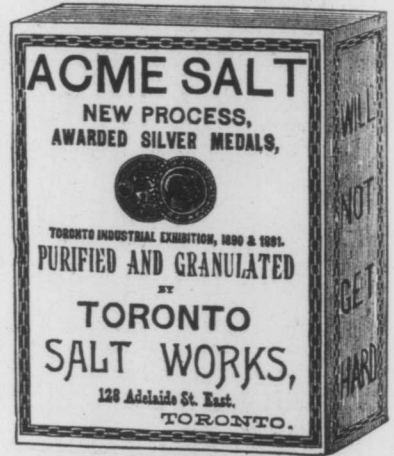
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"You simply turn the Crank."
BEST BECAUSE:

- 1st. Foot and Oil Pot drawn from one piece of tin.
- 2nd. Tubes made of one piece of tin and bent at the corners.
- 3rd. The only Lantern on which top spring is self-adjustable.
- 4th. Most easily lighted - Simply "Turn the Crank" and the globe swings back.
- 5th. No burning of fingers. Crank never becomes hot. Slow dealers won't have it till next year. Live ones will write us at once.

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Superior to any other table water.—Dr. Redwood.
 A capital corrective to acidity.—Dr. Sutherland.
 Its saline ingredients are normal.—Prof. Wanklyn.

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