

S. DAVIS & SONS, LARGEST CIGAR MANUFACTURERS IN CANADA.

THE CANADIAN GROCER

PUBLISHED WEEKLY
\$2.00 PER YEAR

& GENERAL STOREKEEPER

VOL. V.

TORONTO, JULY 3, 1891.

No. 27

Edwardsburg Silver Gloss Starch

Is acknowledged to be the perfection of Gloss Starch and on account of its extreme purity and strength is in the highest favor with consumers. FOR SALE BY ALL GROCERS.

CAUTION :-

On account of the Superiority of our old established brands of Starch, imitations are being offered with the intention of deceiving the public, so we request that buyers see that the name of the manufacturers "EDWARDSBURG STARCH CO., LIMITED" is on every package. This is a guarantee of quality and without it none is genuine.

Buyers are particularly requested that when ordering any of our brands of Starch, to ask positively for "Edwardsburg" and insist on getting it with our name on, as unless this is done, imitations are frequently substituted.

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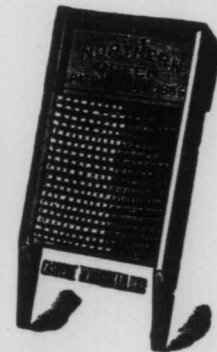
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THE CANADIAN GROCER

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& GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

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

Vol. V.

TORONTO, JULY 3, 1891.

No. 27

J. B. McLEAN, President.
HUGH O. McLEAN, Sec.-Treas.
THE J. B. McLEAN PUBLISHING COMPANY,
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AND
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SPECIAL TO OUR READERS.

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

This year's Budget is essentially a grocery budget. Everything named in it, except malt and certain preparations containing spirits, falls under the classification of wet or dry groceries. The pressure which brought about an amendment to the Tariff Act at all was exerted solely by the weight of the great staple of the grocery trade, sugar. Any changes in the duty upon other goods were consequent upon the mere disturbance which attended the removal of the sugar duty or were called for to fill the yawning void which it left in the revenue. The duty on syrups has been lowered because the duty on the raw material of them has been taken off. The duty on molasses has been modified. The duty on refined sugar has been reduced because of the removal of that on the raw material. The duty on salt has been reduced to one-half. To make up for these losses 5c. a pound has been added to the excise duty on manufactured tobacco, and 5c. a pound to the customs duty on manufactured tobacco, while the duties on malt and spirits have been advanced. The country will still be short about two millions in its revenue. Retrenchment in the expenditure is the equivalent the Government pro-

poses for this shrinkage in the national income. The first saving will be in the Customs Department itself, where there will be a big reduction in the yearly outlay for handling raw sugar, which hereafter will require a comparatively small part of the customs service it had to have when dutiable.

The abolition of the duty on raw sugar was a measure almost rendered necessary by the drift of circumstances. Three months ago the United States gave free sugar to its people, and although Canada is not bound to imitate that country, yet, it is necessary that she keep pace with it in all economical movements. There is some rivalry between the United States and Canada for the best class of immigrants, and the most potent argument with that class is which is the cheaper country to live in. We aim also to make the country as cheap to those who live in it as the United States is, and to keep the duty on sugar would give a tremendous advantage to the United States in its bid for settlers both from this country and abroad. The lifting of a tax of three and a half millions not only from the shoulders of the producers but from those of their wives and children, is a popular and a timely act.

Heretofore the grocery trade has been too philanthropical, and by denying itself has done what it could to bring cheap sugar to the masses. Now that the Government has undertaken that paternal role, why should the trade continue in it? The laudable and patriotic desire to make the price a man pays for his sugar a rivet to keep him in this country can not now be pleaded as a reason why retailers should forego their profit on sugar. The trade will have more sugar to handle than ever. A better price ought to be got for it. At one swoop the Government can melt 2c. a pound off the price of sugar, and can take from the total yearly sugar outlay of our population \$3,650,000. If the yearly

profits of the refiners, the jobbers and the retailers of sugar were all put together, they would probably not amount to half this sum. So much heretofore has revenue had the advantage over trade

As the removal of the duty is unlikely, for some time, at least, to be generally taken advantage of by the trade for the betterment of prices, there is no other way in which the trade can be benefited by it. From 1½ to 2c. a pound on sugar, represents between two-sevenths and one-third of the total amount laid out for sugar. There will, therefore, be a smaller burden of debt to be taken up at the end of every thirty days. There will also be an equal reduction in the volume of receipts from consumers, so that the grocer in that particular will be no better than he was before. The wholesale trade will apparently be the gainers, as only about two-thirds of the original amount lost on sugar through the failure of retailers will now be in peril. But this proceeds on the idea that consumption will not be enhanced, which is an improbable supposition. Under present prices it cannot but be increased, and the amount of money paid out by the people for sugar for one year from the present may be equal to what was paid last year.

The sugar market has now got completely out of the deadlock into which it was thrown by the combination of forces that struck it last week. Anticipation of the change had virtually muzzled and famished the demand for weeks; the strawberry crop could be saved only by sugar, and its most critical week had arrived. So much for the demand. The supply, on the other hand, had ceased. Then the Budget came down. The long quiescent demand became ravenous, but there had to be delay until stock was taken of all the sugar in bond at the refineries. Thus the supply was kept in curb so far as this market was concerned till Monday morning. In that interval United States refined, which is now admissible at eight-tenths of a cent per pound, might have been imported to lessen the strain here. That, however, was made a less available source of relief because of the fact that nearly all the trade had their orders in at our own refineries before the change.

MEN OF THE TIMES.

MR. F. C. IRELAND.

Take each one's censure but reserve thy judgment.—SHAKESPEARE.

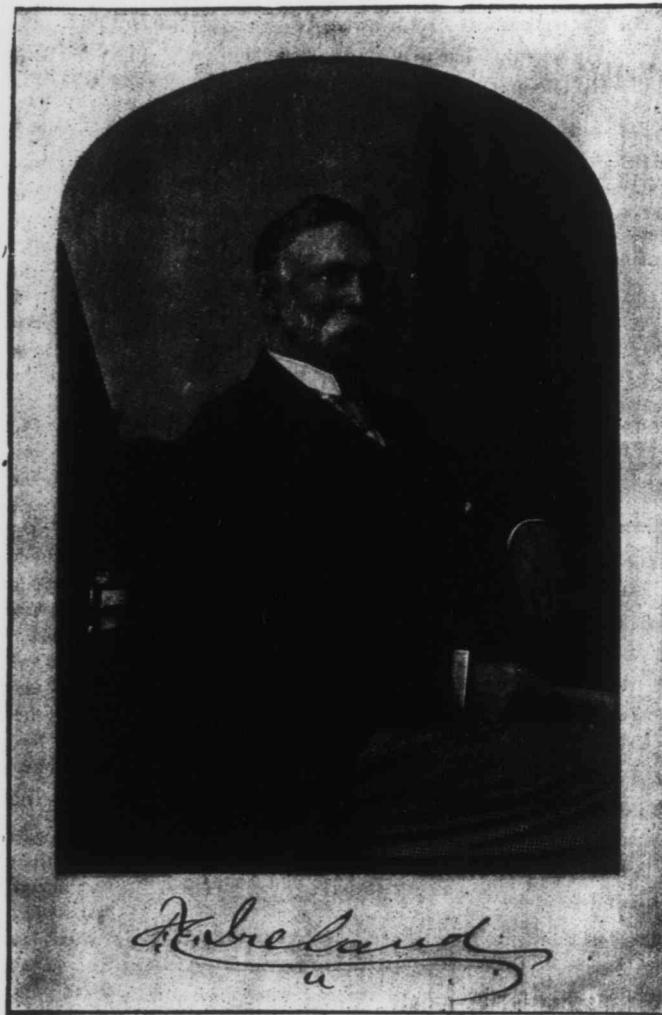
F. C. Ireland, B. Sc., is an Ontario man by birth and education. After a good ordinary schooling he attended Victoria College for three years, but owing to ill health did not take his degree then, but left off study for a few years and travelled a good deal through the United States, the Maritime Provinces and in Europe. Afterwards he entered into mercantile and milling business at Lachute, near Montreal. In connection with his business he was a good deal in Montreal city and resided there for some years. His large business engagements did not prevent his return to study, and he wrote considerable for the leading newspapers and magazines. Some few years ago he wrote and published an ethical work, of which 1000 copies sold readily, and which has since been revised and is in demand. He has recently completed another work which is an ingenious transposition of Milton's *Paradise Lost* into a fascinating story, and is said by one who has gone over the MS. to be of a high literary character and one that will cause some stir when it appears in print.

For several years, while in business at Lachute, he was President of the Liberal Conservative Association of the county of Argenteuil, and so managed the electorate that, though a close constituency, a victory was gained at every election during the time he controlled the association. On one occasion he was unanimously selected by the convention, to be the candidate for election to the House of Commons, but this honor he declined. He was an acting Justice of the Peace and had the satisfaction of no appeals ever having been made from the numerous judgments he passed in the magistrate's court. He was also a school commissioner, holding all these offices until he removed to his native province and took up his residence here in Toronto in 1887. He never ceased pursuing a course of systematic study. He has devoted considerable attention to dietetics and hygiene, and is now professor of hygiene in one of the colleges.

Some ten years ago while suffering from dyspepsia, he began to experiment on the various processes of converting starch into dextrine, with the view of pre-digestion. Starch, which is the most abundant material in the vegetable world next to wood, is at the same time the most difficult to digest. Cereals contain about 70% of starch, and his idea was to bring the grain or the manufactured cereals into a state of heat and moisture to resemble the condition as near as possible, through which the food passes in the great laboratory of the

he became alarmed at the large percentage of tuberculosis in cows from whose milk the general public were supplied. That fifty per cent. of the cows in large cities and towns should have tuberculosis and the germs of disease carried to the human system of thousands of people, through milk laden with bacteria, for a while diverted his attention from cereals to the great necessity of treating milk in a manner that would destroy the deadly microbes in it before it was used in the family. But finding this not so practical a sphere as the one he had started

ed out to accomplish, he returned to the work of producing upon strictly scientific principles, a high class of prepared cereals for general use, that would be delicious in flavor, readily assimilate, supply the wastes of the system and be so easy of digestion that an infant or the most delicate stomach could easily digest them. After nearly two years of experiments he succeeded. A patent and general trade mark were secured at Ottawa, and what is now so widely known as "Our National Foods" were launched upon the market. They were received with the greatest favor. Every intelligent person and especially the feeble and delicate, spoke of them in the highest terms of approval. The Montreal Medical Journal said "the cereals were treated in the light of all the scientific progress of the times." The medical profession generally said everything in their favor. Mr. Ireland soon found all his energies taxed to keep up with the demand. In 1887 he decided that a large city possessed far greater facilities for the manufacture and distribution of such goods than a small place like Lachute. His Montreal friends urged upon him the advantages of that city. He



stomach, while under the process of digestion. This was an exceedingly interesting study, and by no means an easy work to accomplish, especially when it had to be done in a manner that would not permit the use of chemicals nor interfere with the flavor of the prepared foods. With indomitable perseverance he determined to overcome the obstacles, and to do so he visited New York city twice in search of information on the best known means of pre-digesting the food that comes into daily consumption. While pursuing the analysis of the various foods,

acknowledged these advantages and the importance of a large social and business connection and the pleasure of being amongst old friends, but he took time to decide. He was convinced that a large and growing business had started, and though unique, it was designed to develop into great proportions. There were also the promptings of philanthropy as the benefits to the physical constitution of the individual would result in a national blessing; the strengthening influence of brain, bone, muscle and nerve of the people, would be so much greater by the use of a proper diet.

With this in view, he again visited New York city, where the facilities of manufacture, the immense market for the goods among a nation of dyspeptics, and other great attractions, were considered. Yet there were drawbacks. The grain was not so good, especially the wheat, being considerably deficient in gluten compared with Canadian wheat. He was not of that class of persons, either, who think the United States is a paradise for all active Canadians. So he returned with the resolve that some city in Canada should be the centre of what he considered would be a world-wide business. Toronto had its drawings, and like a magnet of powerful influence, was not to be resisted. His native province was always dearer than any other land, so he moved to this city that same year, where the new business soon extended to such proportions that two years later it was put into a limited liability company, and the large mills built that now adorn the city near the C. P. R. station at North Toronto. The public appreciation of these prepared cereals increases only in proportion to the advance of knowledge upon the subject of hygiene. People in the past have not given serious thought to their diet and its effects on the present and future welfare of growing children. They have lived to eat instead of eating to live. They have thought more of their palate than their health. They have studied how to feed the land, their horses and pigs so as to get the best value and service, but not how to feed themselves and their children, who are expected to live, grow and be healthy by eating anything and everything that is pleasing to the eye or the palate. If they considered thoughtfully the fact that in one pound of prepared cereals upon this system there was more nourishment than in two pounds of beefsteak, costing five times more money, they might call a halt and enquire if such was a fact. So with the food they eat. Little attention is given to what it consists of, how it is prepared, and what the effect is upon the system or the difference in the diet of a person of sedentary habits and one in the open air at hard manual work. Mr. Ireland has done more to educate the people on these subjects than any other man in this country, and we hope he will get his reward.

THE POSITION OF BARREL SALT.

How much of the reduction in the duty upon salt will go to the benefit mediately of the dealer and ultimately of the consumer, has yet to be shown by the effect it has upon importation from the United States. Under the old duty the United States manufacturers could not do business here, and now that the duty is reduced to half what it was, it is not a certainty that a fall in our manufacturers' prices corresponding to the reduction in the duty will be necessary to keep out United States competition.

Even a lower duty than 5c. would probably have sufficed to protect the native manufacture. The staple salt, that about which farmers have made the loudest outcry, is barrel salt. It would be the predominating interest in any proposed salt tariff.

Barrel salt is made the basis of the bulk of the profit both in the United States and in this country. United States exporters, therefore, aim to keep up prices on it. The same exporters are also at a freight disadvantage. They have a greater distance to ship, and they are discriminated against 2c. a hundred-weight by our railways. Canadian salt comes from the wells to Toronto for 10c., while United States salt comes from Windsor to Toronto for 12c. a hundred-weight. The circumstances of aiming to keep up the price on barrel salt, the extra distance on which freight has to be paid, and the extra rate imposed on United States salt by our railways tend to limit United States exportation to this country, though the duty is lowered 7½c. a hundred-weight or 21c. a barrel. Further, the duty on the barrel is 20 per cent. of its value, and as the value is usually rated 25c., that means an extra duty of 5c. or a total duty of 26c. on an imported barrel of salt.

The salt combine has incurred odium from the agricultural portion of the community because of its steady maintenance of prices on barrel salt, and that odium no doubt was the primary impulse to the removal of half the duty. One reason why the brunt of prices has fallen upon the farmers is that nothing could be made on coarse salt, and the association therefore turned to barrel salt for its profits. Barrel salt being what the farmers buy, they had to pay the advance. The reason money could not be made on coarse salt, such as is used by meat-packers, etc., was because of the large quantity of Liverpool coarse salt imported into the country. This answered the packers' purpose and became a displacing competitor of Canadian coarse salt. It seems strange that a foreign salt, having the expense of transit from so distant a port, could compete with advantage against salt produced in the country. But according to the tariff Liverpool coarse salt is admitted free, when it is for the use of Maritime fishermen. This practically let it all in free, for it came up here and was almost exclusively used for a time by our packers and curers. Further, this salt had only a nominal ocean freight to pay. It was always shipped on vessels that would otherwise return light to Canadian ports, and as these must have ballast, they were glad to carry Liverpool coarse salt for the cost of handling in and out. This was the case up to three years ago. It has since had to pay a light freight, and has now got pretty well crowded off the market.

The farmer had up to the present to pay \$1.55 per barrel, while in pre-combine times he paid only 90c. This difference is partly explained by the fact that the standard weight of a barrel is now fixed by law at 280 lbs., while in

those times it might be and very commonly was 140 lbs. A hundred of the old-time barrels could be put in a car and get through for the same freight as 80 barrels now. It was well, however, to reduce the duty, as it appears evident it was formerly excessive and calculated to strengthen the position of a combine that should be left to its internal coherence for its strength.

PARIS GREEN AND HELLEBORE.

Retailers throughout the country who are not druggists are liable to forget that the trade in hellebore and Paris green is regulated by law. These articles are poisons, and commerce in them is subject to the restrictions that druggists must not over-step. Hellebore is permitted to be sold by no one but druggists. The demand for it becomes active at this season, and nothing is more natural than that owners of gardens should repair to general merchants, grocers, and hardwaremen for supplies. But these traders can not legally make sale of hellebore. The penalty for selling it is a fine of from \$20 to \$50. It must be left severely alone. If it is not, some druggist within reach will be likely to hear of any transgression of the law and bring the offender to book, for the druggist naturally wants all the trade a paternal law gives him the monopoly of.

Paris green may be sold by any trader, but neglect of the conditions imposed by law is too costly to be found guilty of. Storekeepers are sometimes so careless as to sell Paris green as they do tea, nails, etc., merely tying up the required weight and receiving the pay or charging the item. Every instance of doing business that way is punishable by a fine of twenty to fifty dollars. The trader must keep a register, a book in which every sale is entered, with the following particulars under marked headings: The date, the quantity bought, the purpose for which it is bought, the signature of the purchaser, the initials of the salesman. Every parcel sold must be marked "Poison." If this care is taken in the case of every sale, the trade in Paris green will be a perfectly safe one.

Detectives are on the lookout here and there to catch transgressors of either the law relating to the sale of hellebore or of that relating to Paris green. The College of Pharmacy which aims at the protection of the drug trade, may be trusted to prosecute directly or through its agents every offender. Local druggists are not apt to give information, even when requested, to their neighbors in other trades. They prefer to see the latter blunder into a conviction of breach of the law, be mulcted for a fine that will absorb the season's profits on the trade, and thus be driven in disgust from having anything more to do with it. Wholesalers in this city know something about the "spotter" as a visitor, some of them having paid liberally for his unceremonious calls. He is

usually an unobtrusive person, not desirous of causing you any unnecessary trouble in serving him, and exceedingly liable to get away before you have got through the formalities of the transaction. The whiskey detective is not more confidential and guileless in manner.

While upon the subject of Paris green it may be said that the lowest priced is usually the dearest for the trader to have anything to do with. The quantity of spurious stuff that is sold is very large. The pure can be distinguished from all varieties of adulterated by spreading it out on a sheet of paper. It will be found free from any white or gritty substance. There is little trouble in detecting the presence of land-plaster or other alien elements. The pure Paris green is the cheaper in about this proportion: that it takes about half the quantity at a difference of about a quarter the value in favor of the buyer. Not being diluted with land plaster, etc., every grain paid for becomes deadly food for the bug.

THE PEDLARS WANT CHEAPER LICENSES.

Last summer the Toronto Association moved in the direction of higher licenses for the privilege of peddling on Toronto's streets, and made recommendations to the Markets and License Committee of the City Council to that end. Although their figures were very reasonable and below those charged in other cities the committee cut the figures down. The association worked hard and finally gained the victory, the licenses being placed at an advance on what they were before. They also succeeded in having the by-law amended so that pedlars should wear badges. The pedlars agreed to the figures providing the association should take no steps to again increase the prices this year. This agreement was a tacit one between the parties, understood but not placed in writing. In the face of these facts the pedlars made advances to the committee on markets and license some two weeks ago for certain reductions. The secretary of the association got on to it, however, and reported the move at the last meeting, but believing that nothing would be done in council the association remained inactive. The matter was not dropped, however, the pedlars were prepared and last Friday appeared before the Market and License committee to press the question. The Secretary of the Association heard of it on Thursday afternoon, but what was to be done? There was no time to notify or call meetings, and he concluded to hustle around and get a deputation to meet the pedlars before the committee. The result was, that after speaking to and calling for help from fifteen members, every one of whom acknowledged the gravity of the position, a double corporal's guard appeared at the meeting, consisting of the secretary and an ex-president of the associa-

tion. But as it happened, fortune favored the association. Owing to an informality the pedlars were unable to get their petition before the committee, and had to give it up. Some day the members will regret not having a municipal committee, whose duty it should be to watch the action of parties appearing before the council and report to the association all matters affecting the interests of the trade.

THE PRICES OF SYRUPS.

Syrups have not to contract to the full extent of the difference in the value of sugar that the tariff makes. They had already gone part of the way before the change in the duty, as they were affected by the price of United States syrups. These latter had gone down in price as a consequence of the freeing of raw sugar on the first of April, and were being, therefore, produced at a price which enabled refiners to export to this country in the face of prices that held some time ago. These prices had to be shaded to meet United States quotations, and thus had gone part of the way on that descent which free sugar here now permits. About ½c. per lb. further is all they had yet to go to bring them into equitable relation to the price of sugar. The protection given to the manufacture of syrup was not so effective as was that given to the manufacture of refined sugar before the Budget, as the former could and the latter could not be imported without loss.

THE BANANA TRADE.

Drying bananas for shipment, says an exchange, has been tested in Trinidad, West Indies, with marked success. A report received by the Bureau of American Republics sets forth that the cost of producing a bunch of bananas weighing fifty-two pounds, including the purchase of land, clearing, draining, planting, weeding, cutting, drying fuel, boxes and packing for market, would average only 53c. The fruit in drying loses one-third of its weight. When dried it sells readily at 16c. a pound. Allowing for the loss of weight this would yield \$2.72 a bunch—a clear profit for the grower of \$2.19. An order for several hundred weight of dried fruit at 6d. (12c.) a pound, for the London market, has been received at Trinidad. Even at this price a handsome profit would be realized. An actual sale of nearly a hundred boxes of the dried fruit has been recently made in Canada at 20c. a pound, and the Canadians are asking for more at the same price. Over 100,000 plants have been distributed in Trinidad and Tobago within the last two years. The purchasers were principally large planters, and there is every indication that the industry will be pursued on an extensive scale, and that dried bananas will soon be an important item in the commerce of the West Indies.

AS CHEAP AS DIRT.

[Missus Smith learns that the "dooty" has been taken off sugar.]

Jenny, get your hat and borry
Missus Simpson's copper kettle,
Such berries! I'd be awful sorry
To spoil 'em in a pot of metal.
Hark what I say to you, Jenny,
Don your lilac-braided skirt;
Glory, hallelu, Jenny!

Sugar's just as cheap as dirt!

Thro' the fields for fruit we'll forage,
Jack and Jim an'you an'me:
We'll all use sugar on our porridge
And put some in the hired-man's tea;
We'll sweeten up the rhubarb stew—
Another handful wouldn't hurt.
Oh, Jenny, Jenny—halle-loo!
Sugar's just as cheap as dirt.

Jenny, don't git in a flutter.
Git that kettle right away;
We'll fill the crocks with apple butter
When the hens begin to lay.
Get the wondrous tidings thro'yer,
Isn't Mr. Forster pert?
Jenny, Jenny, halleluyer!
Sugar's just as cheap as dirt.

While yer gone I'll stem the berries
Scrub the kitchen till it's glitterin';
Good land! we'll hev a bar'l of cherries
And can a wagon load of citron.
Plums an' peaches—apples, too;
A crock of pumpkin wouldn't hurt.
Jenny, Jenny—halle-loo!
Sugar's just as cheap as dirt.

—Khan, in World.

PICNIC AND EXCURSION NOTES.

A number of wholesale and manufacturing firms outside the city have contributed liberally towards prizes for the London (Ont.) grocers' picnic, which is to be held on the 22nd inst.

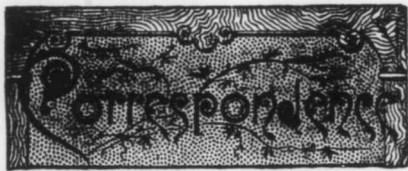
The Hamilton retail grocers have decided to hold their picnic on the 15th, not in Exhibition Park, Toronto, as was reported last week, but in Oakville.

The Toronto Retail Grocers' Association holds its picnic on the 29th inst. This year it will be on the Island.

The Toronto Commercial Travellers' Association has fixed on the 22nd inst. as the day for its excursion to the Falls.

NOTES TAKEN ON THE ROAD.

Notwithstanding the great reputation of Georgian Bay black bass and other fish caught in those waters, I noticed on Muskoka wharf, Gravenhurst, last week, amongst the outfit of campers going to the islands, a number of packages of Fearman's celebrated Star brand hams and bacon, which have become quite essential to a camper's complete outfit. Besides, one gets sick of fish, but never of Fearman's deliciously cured hams and bacon.



A CORRECTION ENDORSED AND ALLOWED.

TORONTO, June 24, 1891.

DEAR MR. EDITOR,

Will you kindly note in your next issue that a statement duly signed by the party who issued the pamphlet in which the Sunlight people are interested, declares that the circulation was 50,000 not 3,500. Is it not fair to them to accept their statement in the absence of proof to the contrary? The trouble in so far as the grocers are concerned was settled promptly and satisfactorily, and the matter is not worth, I think, further discussion.

I am pleased with THE GROCER. No merchant can afford to do without it.

Yours truly, WM. G. SYKES.

A NEW LONDON WHOLESALE HOUSE.

LONDON, Ont., June 22, 1891.

Until within the last few years the wholesale grocery trade of London numbered but two firms, but of late one after another of the larger retail stores have lost one or more of their senior members, they having either sold out their interest to remaining partners of the firm or others who are gradually working up to what is the ambition of the majority of retail grocers—viz., a wholesale business. We have now five strictly wholesale grocery firms in the city, all of them good and reliable. Among the recent additions to the list of wholesale grocers is the firm of Messrs. Elliott, Marr & Co., who have opened up a fine stock of all lines of groceries and grocers' sundries, and although their representatives have been but a few days on the road, they are meeting with good success and their sales are better than anticipated. This is partly accounted for by their thorough knowledge of the business. The Messrs. Elliott Bros. as a retail jobbing firm were among the oldest grocers in the city, they having carried on the same business over twenty-five years. They are among the pioneer grocers. They were always reliable, and on disposing of the retail business and forming a partnership with Mr. Marr, they have taken a gentleman well known on the road. Many of our readers know him. He started as clerk some twenty years ago in one of the largest retail grocery stores in the city, and from the schooling obtained there, graduated to the road. He is thoroughly posted in the business. Give their representatives a hearty welcome when they call, and when they leave see that they are made happy by having taken your order for a nice bill of goods.

E. S.

"SIDE LINES."

In considering the question of Side Lines due thought must be given to the competition likely to be met and also the means of supply for the particular line you desire to introduce. If your store is remote from a village where no drug store is kept, by all means put in a good line of drugs and medicines, especially proprietary goods, which may be advertised in the newspapers which circulate in your immediate locality. Of course you would not keep such a stock as would enable you to put up a physician's prescription unless yourself or one of your clerks had sufficient knowledge of pharmacy to make it perfectly safe. But there are hundreds of drugs which are used extensively in every family and which can be dispensed with as much safety by the merchant as sugar and pay a very large and handsome profit. Aside from the monetary gain to the merchant is the great accommodation to his patrons to have the various simple remedies within easy reach. Having thus shown the desirability of the country merchant keeping a judicious assortment of medicines the question arises, What should constitute the stock of a merchant who has no facilities for compounding prescriptions and who is located in one of our many country hamlets? Newspapers to-day circulate in every household in the land, and they are all flooded with advertisements of medicinal preparations, each one of which is a specific for some grave difficulty. These advertisements have created a large demand for this class of goods. Very many have achieved national reputation and have become as familiar as household words. This branch of the business has increased so rapidly during the past few years that all our leading jobbing houses have been compelled to add a drug department to their business. The class of goods put up by these jobbing houses are in active demand in every locality. In this class might be mentioned castor oil, Jamaica ginger, hive syrup, ipecac, squills, laudanum, paregoric, nitre, peppermint, glycerine, sweet oil, magnesia, liniments, quinine, plasters, worm confections, etc. This list might be lengthened very greatly, but enough are enumerated above to give a general idea of what should be kept.

In proprietary articles, I would advise the keeping of goods made by such manufacturers as have extensively advertised their products all over the country. In addition to bottled goods, which the merchant keeps, I should by all means keep such goods as tinct. arnica, paregoric, alcohol, vanilla, lemon, camphor, etc., in bulk, using a half-pint graduate for measuring the same. This can be procured from any house which wholesales drugs. A small pair of drug scales weighing from one grain upwards will be found essential to weigh out quinine and such goods as are in form of a powder, and

which the customer may desire in that way instead of the standard preparation. Three hundred dollars judiciously expended will make for an ordinary country store a showing in the line of drugs and medicines which would surprise the owner, and this investment will return a far better percentage of profit than three times the amount invested in any other class of goods. Then, again, it is a class of goods that are not perishable, and when properly displayed add very much to the effect of your general stock. If located in a farming community, be sure to keep in connection with your department such articles as are generally used in compounding horse powders, liniments, etc. Every farmer has his own recipe for condition powders and horse liniments, but they are universally made of the same material though in different proportions. Keep the following roots and herbs, buying in lots of three to five pounds each: Elecampane, saltpetre, sulphur, anise seed, foenigreek, ginger, antimony, flaxseed, caraway, etc., and in liquids—turpentine, oilspike, nitre, ammonia, origanum. These articles will enable you to supply all the demands made upon you for the purposes named. Do not hastily put in your stock of new preparations which have had but little advertising; wait until the demand has been created and then supply it. Buy sparingly at first; bear in mind that proprietary articles can be bought in quarter dozen lots, and I would advise buying in these small quantities until the experimental stage has been passed.—American Grocer.

THE BAG TRADE.

For quite a number of years past, the immense trade in jute bags from Calcutta has been handled entirely from San Francisco, that being the nearest point to Calcutta from which there were regular shipping facilities. However, since the inauguration of the Canadian Pacific fast line between here and the Orient, all this is changed, and by a practical experiment it has been proven that the business can to a large extent be done from here. There are now en route on the Empress of Japan no less than 100,000 jute bags imported direct from Calcutta by Steeves, Burpee & Co., who with commendable enterprise have taken the initiative in this matter. They have bought their supply direct and are now selling throughout the country. At no very distant day the trade in these bags will be a most important one, for from Vancouver the whole of the Northwest and Manitoba supply can be handled. The shipment now on the way for Steeves, Burpee & Co. is the first one to this point, and it is to be hoped it will be followed by others. In order to store this large quantity in bond, the firm above mentioned are now having built a bonded warehouse on their own premises, so that the expense of outside storage may be saved.—Vancouver World.

RULES GOVERNING EMPLOYEES.

The following rules govern a large retail house in New York, which may be of use to some of the leading houses in this country :

RULE 1. Keep your eyes on the front door. Customers should be waited on promptly and pleasantly.

2. Wait on children as politely as you do on grown people. They are our future customers.

3. Salesmen, when disengaged, will take position near the front door, instead of the back. Customers do not come in at the rear.

4. Don't stand outside the front door when at leisure. It is an excellent notice to competitors and customers that trade is dull.

5. Salesmen are paid for waiting on customers, and are not expected to turn them over to the boys, or new men who are learning the business, while they busy themselves arranging or putting away goods.

6. Don't take a customer away from another salesman until he is through with him.

7. Don't turn a customer over to another clerk, if possible to avoid it, except for the dinner hour.

8. Go for business in every direction ; in the store or out of it ; wherever you see a chance to make a sale, work for it with all your might. Rustle !

9. Salesmen will sell at marked prices. Do not go to office for a cut price. It always makes trouble.

10. At retail the dozen price is to be allowed only when the customer takes a half dozen of each kind, or more. Less than half dozen, in all cases, to be at price for each.

11. Sorting up a line of goods allowed to make the quantity, the highest dozen price of the lot to be charged, when a half dozen or more are bought.

12. Clerks of other dealers are to be charged regular retail prices. If the houses they work for buy the goods for them it is a different matter.

13. Don't send a customer up stairs or down by himself.

14. Salesmen will avoid the responsibility of trusting customers whose credit is unknown to them by referring all such cases to the manager. Extending credit without authority makes the salesman responsible for the amount.

15. In opening a new account get the business and post-office address of the customer correctly.

16. Salesmen are expected to sell the goods we have, not the goods we have not.

17. Salesmen are responsible for their mistakes and any expense attending their correction.

18. If you have a charge to make, enter it before waiting on another customer; your memory is apt to be defective, and the sale forgotten before it is entered.

19. Clerks receiving change from the desk will count the same and see if correct before handing it to the customer. Always hand the cash mem. with the money to the cashier.

20. If you know of an improvement of any kind, suggest it at once to the manager; it will be impartially considered.

21. Keep retail stock full and complete on the shelves, so as to avoid detaining customer. Notify each man in charge of a division, when you find anything short in it.

22. Always put the stock in order when through waiting on customers.

23. Each clerk is expected to see that his department is kept clean and in perfect order.

24. Use the early part of the day and the last hour before closing, in sorting and straightening up.

25. Prices are not to be cut. Report every cut price by other firms to the manager after the customer is gone, unless he is a well known and regular customer, in which case report at once.

26. Do not smoke during business hours, in or about the store.

27. Employees are requested to wear their coats in the store. It is not pleasant for a lady to have a gentleman waiting on her in his shirt sleeves, or with his hat on.

28. Employees are expected to be on hand promptly at the hour of opening.

29. Do not leave the store by the rear door.

30. Employees will remain until the hour of closing, unless excused by the manager.

31. The company will ask of you as little work after regular hours as possible. When demanded by the necessities of business, a willing and hearty response will be appreciated.

32. If an employee desires to buy anything from stock, he must buy it of the manager; in no case to take anything without doing so.

33. In purchasing for individual use around town, under no circumstances to use the name of the company as a means to buy cheaper.

34. Employees pay for whatever they damage; they are placed on their honor to report and pay for it.

35. Employees using bicycles will keep them in the cellar or in the back yard; they must not be left where they will cause inconvenience.

36. Conversation with the bookkeeper, or the cashier, except on business, interferes materially with the work. Do not forget this.

37. Clerks, when on jury duty, have the privilege of turning in their fees, or having the time absent deducted from their wages. Drawing a salary for their services, the company is entitled to their time or its equivalent.

38. Watch the ends of stock, make as few as possible, and always work them off first, to keep the stock clean.

39. Keep mum about your business. Always have a good word to say for it, and never say it is dull. Keep your eyes and ears open about your competitors.

40. One hour is allowed employees for meals.

41. Read the paper devoted to your particular line of business. Even if it is badly edited the advertisements will well repay a careful perusal.

IT WILL PAY YOU TO LEARN THE FOLLOWING BY HEART.

Towards customers be more than reasonably obliging; be invariably polite and attentive, whether they be courteous or exacting, without any regard to their looks or condition; unless, indeed, you be more obliging and serviceable to the humble and ignorant.

The more self-forgetting you are, and the more acceptable you are to whomsoever your customer may be, the better you are as a salesman. It is your highest duty to be acceptable to all.

Cultivate the habit of doing everything rapidly; do thoroughly what you undertake, and do not undertake more than you can do well.

Serve buyers in their turn. If you can serve two at once very well, but do not let the first one wait for the second.

In your first minute with a customer you give him an impression, not of yourself, but of the house, which is likely to determine, not whether he buys of you but whether he becomes a buyer of the house or a talker against.

If you are indifferent, he will detect it before you sell him, and his impression is made before you have uttered a word. At the outset you have to guess what grade of goods he wants, high priced or low priced. If you do not guess correctly, be quick to discover your error, and right yourself instantly ; it is impertinent to insist upon showing goods not wanted. It is delicately polite to get what is wanted adroitly on the slightest hint.

Do not try to change a buyer's choice, except to this extent : Always use your knowledge of goods to his advantage, if he wavers or indicates a desire for your advice. The worst blunder that you can make is to indicate in a supercilious manner that we keep better goods than he asks for.

Show goods freely to all customers ; be as serviceable as you can to all, whether buyers or not.

Sell nothing on an understanding ; make no promises that you have any doubt as to fulfilment of, and having made a promise, do more than your share toward its fulfilment, and see that the next after you does his share, if you can.

Never run down your competitors to customers. By so doing you advertise them. It won't pay you to get trade in that way. Competitors can talk back.

To sum up and put this whole matter in a few words : Attend strictly to business when on duty ; be invariably polite and obliging to every one, not only for the benefit of the company, but for your own good. Remember that civility, while it may be one of the scarcest articles in the market, is also one of the cheapest, and the net profit on it to you, in the end, will be greater—not only from a social and moral point of view, but in dollars and cents—than on anything else you may have to offer a customer.

THE KEY NOTE

Of the great popularity the "Hillwattee" teas and "L. P. & Co.'s" Coffees and Spices enjoy lies in the fact that these articles are of special character and excellence and can always be relied on.

Our "Specialties" this week will be bargains in Prunes, Figs, Syrups, Molasses and Japan Tea, latter from 15c. to 18c. Samples and quotations sent on application.

We are quoting Valencias very cheap also La Vierge and Shell brands of Castile soaps.

LUCAS, PARK & CO.,

Wholesale Grocers and Importers,
73 McNab St. North, Hamilton, Ont.

Special Notice to Grocers and Confectioners.

A Grocer writes that our specially prepared Ice Cream and Fruit Color, warranted pure and wholesome, is the best he ever used, beating Chicago goods, and half the price. Send us thirty-five (35) cents in stamps for four ounce sample bottle by return mail. Price, \$1.50 per pint.

The Snow-Drift Baking Powder Co.,

BRANTFORD.

KOFF NO MORE.

Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. "R. & T. W." Stamped on each drop. Write

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

Mention THE GROCER.

DURABLE PAILS AND TUBS.

TRY



THEM

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

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

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

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

SUGARS. { Barbadoes
TEAS. { and
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

HUDON, HEBERT & CIE., WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

304, 306 St. Paul St.

148, 145 Commissioners St. **MONTREAL.**

THEY ARE FINE !

And sell to a good profit,

HUNTLEY & PALMER'S

BISCUITS--In Casks and 14 lb. Tins.

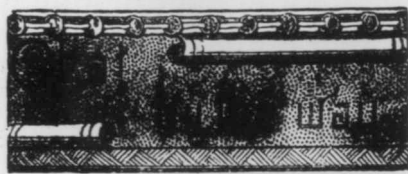
CAVERHILL, ROSE, HUGHES & CO., Montreal.

BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.





The Waterford canning factory began operations last week.

A city traveller is going about with his left eye in a sling. He was playing baseball.

Mr. C. H. Peebles has got the contract for supplying groceries for another year to the Hamilton jail.

Mr. R. Stanton, grocer, Millbrook, Ont., caught a maskinonge recently at Rice Lake, weighing 20 lbs.

Caverhill, Rose, Hughes & Co., Montreal, have some extra values in codfish, if you want any reliable brand.

A. Meighen & Bros., general merchants, Perth, Ont., are now occupying the whole of their magnificent new store.

A few days ago D. D. Wilson, of Fergus, Ont., lost eight hundred dozen of eggs through a runaway accident.

Mrs. M. Bowes, of Almonte, has removed her grocery to the stand on Mill street, formerly occupied by T. Mitcheson.

Winchester has adopted the early closing by-law. Every business place closes at eight o'clock on all evenings except Saturday.

W. H. Davis has thrown up his situation in Toronto and returned to Mitchell, Ont., intending to devote his time with his brother to their grocery business.

It is said that an east end grocer is selling 12 lbs. of oatmeal for a stone. Parcels supposed to contain the latter quantity were found two pounds short.

The engagement is announced of Miss Hendrie, of Hamilton, to Lieut. J. D. Hay, of Toronto. The marriage will take place in October.—Hamilton Herald.

The clergy of New Westminster, B. C., are giving their support to the cause of early closing, some of them having delivered lectures in favor of it in their churches.

The merchants of Lachute, Que., have agreed to close their places of business every night punctually at eight o'clock, Saturday and Tuesday nights excepted.

The Friday half-holiday movement is marching on. Only four dry goods houses have yet to be heard from to make the consent universal throughout the trade in the city of St. John, N.B.

Mr. T. S. Edwards, general merchant, St. Thomas, Ont., was burnt out a few nights ago. The building, worth \$1,500, was insured for \$900, and the stock, valued at \$1,500, was insured for \$1,000.

Mr. James Honor, Port Hope, Ont., has removed into the large store recently vacated by Mr. Geo. Glass. The store has been

placed in first-class order, with plate glass front, and is now one of the finest grocery stores in town.

Mr. Benjamin Gillespie, grocer, Picton, Ont., had his store and stock destroyed by a fire which ravaged a portion of that town on the 25th inst. His insurance was \$3,200 on the building and \$2,800 on stock.

Marotte's coffee and spice mill, College street, Montreal, was badly scorched a few nights ago, and considerable loss was suffered through the destruction of stock. The damage is said to be covered by insurance.

The Ridgetown merchants are agitating an early closing movement for three nights in the week—say Monday, Wednesday and Friday evenings—and to keep open as usual on the evenings of Tuesday, Thursday and Saturday.

The creamery at the Ontario Agricultural College sold its May and June butter at 20 cents a pound, netting the patrons 16 cents. An average of 500 pounds a day is turned out. Since Prof. Shaw took hold, the Model Farm is paying its way handsomely.

About 12 o'clock the other night two M. C. R. brakemen, returning from their work noticed three men in the act of breaking into Mr. Osborn's grocery store, St. Thomas. The brakemen heard the rattle of the keys in the burglars' hands, but on their appearance the villains decamped.

Mr. John R. Scott, of Napanee, Ont., has recently sold 85 cases of eggs to a Boston, Mass., firm, realizing a handsome profit. His profit was greater than on any other sale he has made this year, and equal to that made at any time last year, considering the ordinary fluctuation of the market.

Mr. Joseph Carman, for some years a produce merchant in Winnipeg, has sold out to Messrs. Robertson, Thompson & Co., commission merchants, and has taken the position of city agent of the Confederation Life association, lately held by Mr. J. B. Somerset.

Mr. R. B. Anderson, Moncton, N.B., made the first shipment of lobsters this season. On Monday, the 22nd ult., he forwarded a car to Boston to Messrs. Hatheway & Co., whose representative, Mr. Price, is buying a few lots. The largest lobsters appear to strike in about Bathurst and Richibucto.

A meeting of the Dundas Retail Grocers' Association was held recently, and the following officers elected: President, Wm. Graham; 1st Vice-President, J. Kerwin; 2nd Vice-President, H. Boyle; Sec.-Treas., H. F. Powell. The association is now organized, and has formed itself into a lookout committee to spot all dead beats.

Lobsters are said to be in abundance and of much larger size than they have been for many years. Fourteen factories are running in full blast from Cape Bald to Shediac. Six of these are located on Cape Bald shore. They are owned respectively by Messrs.

Kimball, J. Arsenault, C. Cormier,—Legere, P. Burke and D. Noiles. Tedish counts four factories: Messrs. Harshman, A. & D. Landry, Gasp, LeBlanc and Goulds'. Messrs. O. LeBlanc and H. Robichaud are packing at Aboujagane, and on the shore of Barachois are located Messrs. Gallant & Co., and J. Robichaud & Co.

Corp. Paddy Doyle, of the N. W. M. P., made a very clever "find" at Moosejaw a few days ago. While searching a car, which was sidetracked there for the purpose of unloading some freight, he noticed a number of barrels labelled "sugar" and two barrels with the usual permit label. Of course Paddy at once proceeded to investigate the matter, and he found that there was a permit to cover the two barrels which bore the permit label. In order to be sure that the sugar barrels contained nothing but what the label indicated, he broke open one barrel and found that it did contain sugar, but on further examination he discovered that it also contained a two-gallon-and-a-half keg of whiskey. Out of the barrels which were supposed to contain sugar, Paddy took 36 bottles of Irish whiskey, 2 two-and-a-half-gallon kegs of whiskey, 1 two-gallon keg of alcohol, and 40 gallons of Labatt's ale. White sugar, Irish whiskey, alcohol and ale is certainly a good mixture. The goods were consigned to Mr. Beaupre, of Gleichen.—Winnipeg Free Press and Sun.

ANSWERS TO CORRESPONDENTS.

You advertise Tea and the Science of Blending 26 Specimen Blends. How are these blends given? Can anyone make use of them?

ANSWER—The weights of the different teas are given, followed by comments showing how to use them to advantage. Any person of ordinary intelligence should be able to make them up.

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

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

Every line of goods embodies a history and a science worth years of study to understand.

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

STORAGE

FREE AND IN BOND.

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

BLAIKLOCK BROS, Agents,

17 St., MONTREAL.

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

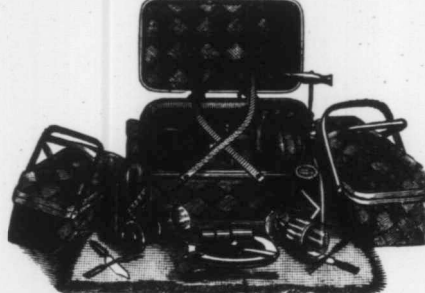
Manufactured by
ELLIS & KEIGHLEY,
TORONTO.



Established 1849.
GOLD, SILVER
—AND—
BRONZE MEDALS

20 1st prizes.
MICHEL LEFEBVRE & CO'Y
Manufacturers of
Lion--L--Brand
Pure Vinegars, Mixed Pickles, Jellies, Jams,
Preserves.
Montreal, P.Q.

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



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



**SOMETHING NEW!
A GREAT TREAT.**

Fresh Cod
TONGUES

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

A GREAT LUXURY.
Apply to
EBY, BLAIN & CO., Toronto.
STEWART MUNN & CO., Montreal.
Send for Samples.



**STUART,
HARVEY & Co.**
Importers and

WHOLESALE GROCERS

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

HAMILTON, ONT.

FOR THE
HOME, PICNIC,
CRUISE, or CAMP

The "STAR BRAND" delicious
HAMS & BACON

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

E. Lazenby & Sons,
18 Trinity St., London, S.E.
SOLE PROPRIETORS OF

Lazenby's Harvey Sauce,
We beg to remind our friends that EVERY ARTICLE prepared by us is ENTIRELY UNADULTERATED and our labels are affixed to the CHOICEST DESCRIPTION OF GOODS only.



For full Price List on application to
A. P. TIPPET & CO.,
1 Wellington St. E., Toronto.
or St. JOHN, N.B.

Ram Lal's Indian Teas.

Stock is the same always, no variation.
Price is moderate for such high grade Teas.
Ram Lal's always shows the grocer a nice profit.
No weighing or parcelling these package Teas.

When grocer once gets Ram Lal's into a family no other tea is used henceforth. No Tea Peddlers can buy it Ram Lal's is the best blend of Indian Tea the world produces.

JAMES TURNER & CO., - - **Hamilton.**
WHOLESALE AGENTS.



A LETTER

Received by us a few days ago from a traveler contained

62 ORDERS

Not bad for two days work was it. Everybody buys our goods. Why should not you and

Save Money

Empire Tobacco Co.,

Montreal.

THE COMMERCIAL VALUE OF A SMILE.

The title of this article may suggest—but it has no reference to—the “liquid smile,” which too often is the prelude to commercial transactions. What is meant is the value of a cordial manner and friendly smiling greeting when extended by the salesman towards his customers. So important a factor is it, that were I in doubt about the selection of a clerk, I should unhesitatingly give the preference to him of the ready smile and happy countenance, even in the absence of other qualities of perhaps a deeper origin. Everybody likes sunshine, and when nature smiles we all feel a thrill of pleasure, and a sense of newer life; so when we grasp the extended hand and look into the smiling face of a fellow-creature we involuntarily relax the features and respond to the friendly greeting. How many times do we go considerably out of our way to trade with a proprietor or clerk whose pleasant manner has left an impression upon our feelings. How often do we reserve our orders for the smiling “Drummer,” and are “completely stocked” for his opposite competitor.

But a smiling face to be of permanent value must have its source beneath the surface; it must be spontaneous and the spokesman for the heart. A smile which is not engendered by genial good feeling and friendly intent is, however well feigned, soon detected and its user dealt with, with more than usual caution. If you are unable to smile honestly and sincerely, don't try; rely upon your other abilities to effect a sale. There are some people who could honestly earn a respectable salary, by simply standing near the entrance to a store and greeting the customers as they entered.

It is so much easier to suit a customer if we first secure his good will and confidence, that the value of a friendly smile is to be found extended over many years, and is a magnet which draws even against the powerful opposition of prices and variety. Perhaps this is best evidenced by the willingness with which the public will shut their eyes to the minor defects of an article when presented by a salesman who smiles as he deplores its defects and extols its merits. Personal magnetism itself depends for its very existence upon a smiling face and cordial manner, and the possessor of such a countenance will rise above his fellow clerks and become indispensable to his employer in spite of the fact that he may not be as well posted in the details of the business.

But the smile to be of commercial value must be backed by tact and judgement. It must be a smile which has a “think” behind it, and while its owner is looking out for the interest of his customer he must not forget the welfare of his employer or his business. Suppose two young men start out in life with equal business training and years. Say that John Morose has more

capital than his companion, Frank Cordial, and that they both open stores in the same city; John having the larger capital will be able to keep the greater variety, while Frank will be restricted to closer lines. Customers are attracted by John's display of goods and naturally visit his store first. They like his goods, his prices and his arrangements, but his manner is chilling and distant, and while they feel that he is honest and capable they never become well acquainted or feel at ease.

Frank, his companion, comes in for a share of his trade, and when John's customers casually walk into his store he greets them friendly and smiles when he is unable to supply their wants from his meagre stock. He gets them interested in his venture and enlists their sympathy for his success. He learns and remembers their names, and the faces of their children; he talks about the subjects which most interest them, and shows a friendly feeling for their welfare and comfort. Customers have a way of coming in and talking over their affairs with Frank, and if the goods they want are not in stock will wait for him to get them, although they know that John has them on hand and they could secure them there at once. People when they pass Frank's store have a habit of looking in to catch his friendly nod and smile, and his trade grows steadily and surely.

John, on the other hand, finds that his first customers, although suited in quality and price, rarely return and seem anxious to get outside as quickly as possible into the sunlight. He fails to see the fault—so hard it is to see ourselves as others see us—and increases his stock and reduces his prices, but in spite of capital and good business training, he is unable to hold his customers. His imitative clerks become like himself, and even his surroundings and store fixtures take on a sombre hue in keeping with their owner. The promising start turns out a failure—or what is perhaps worse, a mere drag of worrying existence—and John Morose joins the many who deem life itself a failure.

Now, if, when this imaginary John first commenced to battle with life, some experienced friend had deeply impressed upon his mind the great value of a smiling face as a factor of business success, he might easily have made a marked career and enjoyed life, rather than endured existence. Or if, from natural constitution, he found it difficult or impossible to be cordial, he might have realized its great importance and secured the services of clerks who had these traits in a large degree and kept himself in the background. There are few establishments but depend for their prosperity upon the cordial manner of some employee, who holds the trade by his smile and friendly bearing towards his patrons.

Right here, it would seem, is provided a chance for any young man of average ability and common sense, to render himself indispensable to his employer and a possibly future partner by the exercise and cultivation of a cordial manner and sincere smile.—Ex.

One Trial

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

DIAMOND BAKING POWDER in 1/4, 1/2 and 1 lb. tins is more satisfactory and nets you a better profit than any first-class powder on the market.

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

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

ALL GROCERS SHOULD SELL
THE
**ROYAL
DANDELION
COFFEE**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

**W. A. McCLEAN
& CO.,**

OWEN SOUND

OFFER TO THE TRADE

LONG CLEAR
BREAKFAST
SMOKED BACKS
SMOKED BELLIES
SPECIAL ROLLS

BACON

Write for Quotations.

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

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

Will not ferment in warm weather.

Sells at all seasons by all wholesale grocers.



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

Packed in 1/4 and 1/2 gross cases.

Sole manufacturer for Canada.

Ask your wholesale grocer for it.

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

GEO. MATTHEWS

-PACKER and CURER.-



PURE LEAF LARD A SPECIALTY.

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



TORONTO MARKETS.

TORONTO, July 2, 1891.

GROCERIES.

Yesterday being Dominion Day, the volume of the week's business was confined within six days. These were crowded from first to last with stir at all the wholesale warehouses. Since Monday particularly have things been lively. But the trade done has been very one-sided. Almost the sole object of inquiry has been sugar, and until Monday last there was little of it to be had. Every other line is neglected in the zeal of the people and of traders to get a hold of cheap sugar. No notable lack of money is felt as payments are made generally on time. A generally better feeling pervades the country, crops promising well in most products of the soil. The cheapening of sugar has had quite a buoyant effect upon the spirits of trade.

CANNED GOODS.

The future canned goods market is the coming event whose shadow dealers are just now trying to discern. Inquiries are beginning to be heard from retailers, but not sufficient interest is yet aroused to be a trustworthy medium on which to launch absolute quotations. Jobbers are not ardent bidders and packers show no disposition to do much business. It looks as if both sides were willing to see a rational basis under the market before they do much. Canned salmon, which had a temporary bad spell last week, owing to cutting on a particular brand, is now in a steady position again, \$1.40 being firm for good brands. There are no canned apples now. Tomatoes are \$1.55 to \$1.60, or 5 to 10c. higher than they were a week ago. They are now exceedingly scarce. French peas are dearer in the primary market, the crop being reported short, the finest being almost one-third fewer than they were last year.

The Vancouver World of the 18th June says: So far this season from all reports the catch of salmon in the Fraser has been very light, and the cannery men are beginning to think the season will not be so good as one as was at first anticipated. So far as can be learned very few of the canneries are yet running full time, two or three days each week being quite sufficient to pack all the fish caught. The quality of fish, say the canners, is exceptionally good, and it is hoped the season's pack will restore again the confidence of the English buyers in British Columbia goods. On all sides the greatest care is being used in selection and packing, while every appliance that will assist the grade is being used. Several of the canneries have received new labels from the east and will change their brands.

COFFEE.

Some unsettlement at the great distributing points keeps the position of coffee rather problematical, as the real strength of the new crop is variously represented. Just at the moment the market in New York favors holders. Here there is no change, and there is very little business.

DRIED FRUIT.

What there is doing on this market counts for little just now, the demand for sugar crowding out every other demand. This rather aggravates than checks the weakness of Valencia raisins which can be had yet from 4c. upwards, though good stock may be said to be somewhat firmer than it was at 5 to 5½c. Currants are steady and unchanged. Prunes continue weak on account of the break in the New York market, where also almonds and figs are easier. There is no change in prices of any dried fruit.

NUTS.

In addition to this fact that the demand from the trade is rather fitful, this week the demand is so strongly pre-occupied with sugar that little is done at all in nuts. Some changes in quotations are to be noted. Tarragona almonds are down to 15 and 16c. There are no shelled almonds.

RICE AND SPICES.

Like most lines they are rather quiet. Rice has been quite active up to this week and is scarce. Once the run on sugar becomes steady rice will be in strong demand at firm prices. There is little to say about spices.

SUGAR.

The force-pumps of the demand have been at work since the 24th, but the supply was not got flowing freely before Monday morning, when a perfect congestion of orders made every warehouse a veritable beehive of activity. If there was a big demand for other goods it had to be laid aside as the sugar business taxed the time and activity of every staff to its utmost. On Sunday sugar was forwarded by special freight from the refineries. Thus a business day was gained, and was needed to overtake the rush of orders. Since Monday the demand has been pretty well met, but the amount of sugar put out this week is an unusually large one for the last of June and early part of July. The excitement, however, is kept up steadily. Nobody can wait for any abatement of the demand to make prices easier, as there is an imperative and instant need of sugar. No one has time to wait for the Guild's ruling as to what shall be done with the provisional agreement as to the discount on 10 barrel lots. Dealers are buying in large orders very generally. Not only the ripening fruit but the mere fact that sugar is lower has given a great stimulus to buying. The price of raw will more directly rule the situation here now, and that is reported firm, so that present quotations for refined have a tendency to go up. This tendency is further developed by the demand here. Granulated in 15 barrel and larger lots is 4½c., and in smaller quantities 5c. The lowest grade of yellow is 3½c. to 4c., while medium is 4 to 4½c. Other changes are noted in Prices Current. There were some houses selling yellow as low as 3½c., but the contracts for these sales were made upon a purely theoretic calculation and before the refiners quoted on yellows. They are now filling their orders with soft sugar that cost them 3½c.

SYRUPS AND MOLASSES.

There has been little demand and little time for attention on the part of the wholesale trade to the demand heard from. Molasses is firm, as supplies at primary sources are and will be unusually short. Syrups have gone down ¾ to ½c. because of the taking off of the duty on sugar.

TEAS.

There has been a steady movement of orders, but little shipping of stock, owing to the monopoly of attention required by sugar.

The demand for re-w Japans continues active, and stock as low as 20c. is quite in favor. The scarcity of Young Hysons continues to be a leading want. Little or no attention has been paid to Indian teas this week, sugar appearing to have engrossed the interest of the trade to the exclusion of other staples. The following table shows the separate quantities of Indian, Ceylon and China Tea re-exported from Great Britain during the season just closed. This is the first season in which separate figures for Indian and Ceylon exports were obtainable. Although the amounts re-shipped from this Country are small when compared with China, the quantities are substantial, and signs are not wanting that a large increase may take place in the near future. During the season the Australian Colonies took direct from India just under 5 million lbs., against 3½ million in the previous season, while over 2½ million pounds were also shipped direct from Ceylon during the year 1890. When it is remembered that the American and other markets have also been using British grown Tea, it becomes clear that the total amount of India and Ceylon Tea used in foreign markets is already an appreciable proportion of the entire crops.

Exports of Tea from Great Britain during the season 1890-91.—Indian: 2,327,409. Ceylon: 1,426,094; China, etc.: 29,366,488.

In London auctions have again been very light, and while comprising many New Season's invoices have also contained a large number of old Calcutta purchases. These latter have not met with much attention and lower quotations resulted where sales were forced, many parcels being withdrawn for higher prices.

PETROLEUM.

Not much can be said of the petroleum trade that might not be said in any mid-summer week, when long daylight makes trade dull. It is dull now but prices are steady.

The Petrolia Advertiser reports: Petrolia crude \$1.36½ per bbl, Oil Springs crude \$1.37 per bbl. The above prices now rule, and will, in all probability, continue to rule during the next few weeks, unless some large strikes are secured. During the heated term the oil business generally remains quiet, it being the dull season of the trade, but the drill will continue all the same, and new developments that will increase the production made. Refined is 12½ to 13 cents in car lots, with a strong upward tendency being noticeable as the season advances. A very large and active business is being anticipated this fall by all engaged in it.

DRUGS AND CHEMICALS.

There is nothing new in the drug trade, which continues active in summer lines. Prices also keep stationary. In general staples, things are rather quiet.

BUTTER AND CHEESE.

The quality of the butter made at this time of year makes the demand a good one, while the quantity of it marketed very fairly

NEW SEASON'S GARDEN PICKED JAPANS.

P. C. LARKIN & CO.,
WHOLESALE GROCERS,
32 Wellington East, Toronto.

James Lumbers

Wholesale Grocer,
67 FRONT STREET EAST,
TORONTO, ONT.

Is Life worth Living ?



A problem very easily solved. Drink life-giving ST. LEON and you have the answer. It invigorates the whole system; it is the builder up of bone, muscle, flesh and blood, and to all who use it it is better than gold.

To solve the problem thoroughly, go to the Palace Hotel at the St. Leon Springs, where you can drink it and bathe in it, and, if you want to feel like living, take in the St. Leon Springs this summer.

Mr. M. A. THOMAS,
Manager.

St. Leon Mineral Water Co., Ltd.,
Toronto.
BRANCH—Tidy's Flour Depot, 164 Yonge St.

ALL GROCERS SHOULD SELL
THE

**Royal
Dandelion
Coffee**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

TO GROCERS.

SIMCOE CANNING COY'S

Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
House.

ELLIOTT, MARR & CO., IMPORTERS OF TEAS,
—AND—
Wholesale Grocers, LONDON, ONT.

IS A BOOK

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

Which will secure an increasing trade,

ANY USE TO YOU ?

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

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

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

PRICE 1.00.

TORONTO.

REFERENCE : The Wholesale Grocery Trade of Toronto.



Seasonable Goods.

The Celebrated "Reindeer Brand" Preparations : " Condensed Milk " " Condensed Coffee " and " Condensed Cocoa " are admirably suited for Picnics, Holiday Excursions, &c., &c.

Sold by First-Class Grocers everywhere.

The Truro Condensed Milk and Canning Co., Ltd.,
Manufacturers,
Truro, Nova Scotia

MARKETS—Continued.

balances the demand. Prices are somewhat higher, a result of hot weather and less luxuriant pasture. Creamery butter is consequently having a slightly better chance, though not yet do dairy prices get near those asked by creamery men, which are 22 to 23c. for rolls and 20 to 21c. for tubs. Creamery is offering more freely than it has been sought. Choice dairy tubs are 14½ to 15c., medium tubs are 12½ to 13c., and what is classed low grade is 10 to 11c., and hard to get for cooking and baking purposes. Rolls are not coming in except in street receipts of pound prints at 15 to 17c. Large rolls are not being marketed on account of the heat. Crocks and pails are reasonably plentiful.

Cheese is easy and selling quietly at 10 to 11c.

COUNTRY PRODUCE.

BEANS—have still a place in the market though not a large one, as the demand has got as limited as the supply. They quote \$1.50 to \$1.80.

DRIED APPLES—are quiet, rather scarce and steady at 7¾ to 8½c.

EVAPORATED APPLES—are in need of a better demand. The stock is not large but there is little inquiry. Price 12 to 13½c.

EGGS—Receipts are mostly in small lots. Strictly fresh sell readily at 12½c.

HAY—Is firm at \$10.50 to 11.50 for timothy. These prices bring a fair supply to market. There is more than usual at this season in the country, because of the easy prices that prevailed through the winter. This is expected to make the situation less stringent than was expected on account of short crops.

HIDES—Are steady at 5c. for No. 1 green, and 6¼c. for buff.

HONEY—Is quiet at 7 to 10c. for strained, and 14 to 16c. for sections, with these prices weaker than ever.

HOPS—Preserve their tone at 35 to 38c. More interest is developing in the market as buyers are just now considering whether to depend for supplies on the new crop or to buy now. There is a very strong likelihood that the former will be the wiser course, as prices do not usually open as high as they are now.

OATS—Are weak at 50 to 51c.

ONIONS—Are quiet, and range from \$2 to \$2.25.

POTATOES—Have relaxed under the effect of larger supplies and receipts of new crop stock from the United States. On track old potatoes are down to \$1.10 and \$1.15. Fifty bag lots exchanged hands at \$1. Full cars are the exception, broken lots is the rule. Out of store lots are \$1.25 to \$1.50.

SKINS—Pelts and lambskins are 20 and 30c. respectively. Calfskins are 6 to 8c.

STRAW—Is quiet at \$6 to \$8 for oat.

WOOL—Is very dull at 18 to 19c. for fleeces.

FISH.

No awakening of the demand is quite due for above a month. Pedlars are the leading distributors yet to consumers, and stock is precarious in such hot weather yet. Prices are unchanged at last week's quotations.

THE SOAP AGE.

THERE has been great progress made in the manufacture of laundry soap the last few years; so much so that the old-fashioned way of merely combining grease and lye is done. Soap is now made and combined on scientific principles from first to last and is an immense improvement over the common yellow soap so long in use. So manifest is this improvement that now many people are demanding better made soap which give better results. The grocer recognizes this fact and looks for the best kinds for his customers.

To fill this demand "Surprise Soap" is made. It has been some seven years on the market and has met with such success and has so satisfied the people that it can now be obtained over nearly all of Canada. Surprise fills the want of a soap combining cheapness with excellence. Write for further information

The St. Croix Soap Mfg Co.,

St. Stephen, N. B.

Branches:

MONTREAL: 17 St. Nicholas St.

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

GREEN FRUIT.

Green fruit is in active demand. Oranges were getting into small compass, the stock being limited almost to Messinas up to this week. A very few cases of Valencia are to be had at \$7 to \$7.50. Messinas are \$4 to \$4.50. There are now some fancy Mediterranean sweets (Duarre) at \$5 in 150-boxes and \$5.50 in 176-boxes. They come in on Tuesday. Rodis have been received this week. They sell at \$6.50. Messina and Palermo lemons quote alike now, only fancy stock of each kind being in, all rubbish having got off the market through pedlars, etc. The price is now \$6. The only kind of pineapples here now is the sugar-loaf, selling at \$1.75 for extra and \$2.25 for finest. Bananas are \$1.50 for seconds and \$2 for firsts. All yellows. Demand quiet for them and pines because of the coming in of small fruit. The California fruits now arriving are apricots, \$2.75, peaches, \$2 to \$2.25, plums, \$4, Bartlett pears, \$7. Tomatoes are \$2.25. Strawberries are 6 to 9c., the former for inferior fruit. The price is firmer since the opening of the sugar-market.

PROVISIONS.

Smoked meats are in steady demand as well as is long clear bacon. Prices are steady and unchanged.

BACON—Long clear is 7¾ to 8¼c., bellies are 10 to 10½c., rolls are 8 to 9c., backs are 10c.

HAMS—Are firm at 11c. for large and 11½c. for moderate sizes of smoked. Sweet pickled are 10 to 10¼c.

LARD—Is steady at 9½ to 10c.

MESS PORK—Is steady at \$15.50 to \$16 for heavy and \$17 for short cut.

SALT.

Job lot prices remain the same as last week, with trade fairly good. In car lots prices are unsettled as buyers are holding off. Sales this week: 1 car sacks 70c., 1 car dairy \$1.25.

DRY GOODS.

Trade is quiet, but the situation is more satisfactory than it was. The week's business has been shorter because of the holiday on Wednesday. Prices are steady and unchanged.

MONTREAL MARKETS.

MONTREAL, July 2 1891.

The week has seen an important alteration in the ruling conditions of the grocery market, namely, the abolition of the sugar duties and naturally as everyone expected trade has benefited by it. The movement has already commenced, but owing to the delay in releasing the refineries it has not assumed large magnitude yet, but it is daily doing so. Naturally other lines benefit as well as sugar, for it is a leading line and with the better order for sugar jobbers report quite a nice crop for other lines as well in an incidental kind of a way. Briefly the market has assumed a more active one, and had it not been for the two holidays intervening, quite a nice little business would have been done all round.

SUGAR.

Although the inventory by the custom house officers has delayed matters somewhat, the effect of the abolition of the duty on raw is distinctly apparent. All the houses are

WE ARE BUYING
Dried Apples.
SEND SAMPLES
AND QUOTATIONS

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

WE ARE BUYING
Evaporated Apples
SEND SAMPLES
AND QUOTATIONS.

ALL GROCERS SHOULD SELL
THE
ROYAL DANDELION COFFEE.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

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

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

Consignments solicited and business transacted
for Eastern Canada Merchants.
Established 1886.
VANCOUVER, B.C.

References: Bank of British Columbia.

WILLIAM RYAN,
Produce and Commission Merchant,
72 FRONT ST. EAST, Toronto, Ont.
WANTED,
CHOICE DAIRY BUTTER

Correspondence Solicited.



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

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

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

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

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

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

FANCY CALIFORNIA EVAPORATED AND
GREEN FRUITS A SPECIALTY.

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

29 Church St., Toronto
TELEPHONE 806.

Wm. DAVIES & Co.,
TORONTO.
PACKERS AND CURERS.

Choicest Smoked Hams
and Breakfast Bacon.
Bbl. Pork, Long Clear,
and Pure Lard.
CORRESPONDENCE INVITED.

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

Jas. Park & Son,
Toronto, Ontario.

**GOLDEN BRAND
CANNED
FINNAN HADDIE**

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

AGENTS,
H. W. NORTHRUP & Co.
South Wharf, Saint John, N. B.

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

Correspondence Solicited. Prompt Returns Mad
TELEPHONE 2237.

JNO. A. MOIR,
GENERAL AGENT.
Consignments Solicited.

SPECIALTIES: Canned Goods, Dried
Apples, Evaporated Apples, Codfish.
Quotations and samples sent on applica-
tion. A trial solicited.

41 St. Francois Xavier Sts., Montreal.

LAURENCE GIBB
Provision Merchant,
83 COLBORNE STREET, TORONTO.

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

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

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

Reesor & Rogers,
Produce and Commission Merchants

Solicit consignments of Country Produce
from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Established 1874.

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

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

McLAREN'S



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

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

MONTRÉAL MARKETS—Continued.

being rushed with orders and the move will last for a considerable period as stocks in third hands are reported to be down to almost nothing. With the altered conditions has come a sensible drop in price, and this with the natural condition mentioned above has called up a really brisk demand. From refineries granulates are now moving freely at 4½c. and yellows at 3¾c. and it is to be inferred that the jobbers are moving forward their orders with proportionate celerity for they are repeating already.

MOLASSES.

There has been a steady, quiet distributive demand for molasses, and since our last, a couple of cargoes have been turned over at 40c. Recent cables from the islands quote this identical figure as the first cost. The new tariff will have little effect here, as very little stock under the 40 list is imported at this port.

COFFEE.

With the activity in sugar, improvement in other lines is apparent, and coffee has been one of these, several good sized lots of Rios and Javas being moved during the week at 20½ and 25 to 26c. respectively.

RICE.

There is a fair distributive trade in progress and prices are unchanged. We quote: Patna, \$4.50 to \$5; choice, \$4.25 to \$4.50; standard, \$3.90, and off grades, \$3.50 in car lots.

CANNED GOODS.

There has been a better demand for corn and tomatoes during the past few days, and stocks have been pretty well sifted. New salmon are selling slowly, but prices are firm. Canned meats are firm.

FRUIT.

Dried fruits have been fairly active during the week as values are low, which has induced more business. Raisins sell at 4 to 4 1-4c. with 4 1-2c. for finest stock, and currents 5 3-4 to 6c. Green fruit furnish a seasonable business. Oranges are steady at \$3 to \$4.50 per box and lemons \$5 to \$5.50.

HOPS.

Brewers are not taking anything now, in fact there is little stock at hand here, and what is in the country is held somewhat firmer in consequence of unfavorable crop reports. Spot values are purely nominal, in fact it would be misleading to quote any figure in the absence of an actual sale.

PROVISIONS.

The provision market is unchanged and there is a fair jobbing trade doing. We quote:—Canadian short cut, per barrel, \$16.50 to \$17.00; mess pork, western, per barrel \$15.50 to \$16.00; short cut, western, per bbl \$16.50 to \$17.00; hams, city cured, per pound 10 to 11c.; hams, canvassed, per lb 0 00 to 0 00c.; lard, Canadian, in pails, 9 to 9¼c.; bacon, per pound, 9 to 10c.; lard, com., refined, per lb, 8 to 8¼c.

EGGS.

The egg market has stiffened up considerably since our last report. In fact an advance of 1c. has been established, and we now quote values steady at 12 to 12½c. under light receipts and a good demand.

BUTTER.

The market has not shown any change yet, but there is an impression abroad that present prices are not so dear, so that there may be a move in a speculative way ere long. Actually, though there is nothing but a quiet jobbing trade doing at unchanged values. We quote creamery 18 to 19c.; townships 16 to 17c., and western 14 to 15c.

British Markets.

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

Canadian Produce

in British Markets.

We have a large trade in

Cheese, Eggs, Butter,

and Apples, also

Canned and Evaporated Goods,

Honey, etc., etc.

Liberal advances made on suitable goods.

Correspondence Solicited.

IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

CHEESE.

Although the Britishers still argue for lower values, the market on this side has stiffened pretty sharply during the past week. This bulge in values is solely due to heavy buying by a few of the large shippers who consider values good, and we incline to the opinion that they are about right. The make is smaller, shipments less, the country well sold up, so that all the conditions point to the improbability of 40s. June cheese this season. We quote the basis here firm at 8 3-4 to 9c., below which it would be impossible to touch any finest.

GRAIN.

There is no change in the grain market all kinds being quite. The stocks in store compared with those of a week ago, show a decrease of 93,177 bushels of wheat, 19,459 bushels of corn, 38,500 bushels of peas, and an increase of 670 bushels of oats, 795 bushels of barley. Compared with the corresponding week last year there is an increase of 313,484 bushels of wheat, 47,975 bushels of oats, and a decrease of 159,577 bushels of corn, 117,337 bushels of peas and 5,381 bushels of barley. We quote: No. 1 hard Manitoba, \$0; No. 2 hard Manitoba, \$1.12; to \$1.14 No. 3 do., 99c.; No. 2 Northern, \$1.01 to \$1.03; feed do., 60c. to 62c.; peas, 85c. per 66 pounds in store; 87c. afloat; Manitoba oats, 55c. Upper Canada do., 54c. to 56c. per 34 pounds; corn, 72c. to 75c. duty paid; feed barley, 61 to 62c.; good malting do., 65c. to 67c.; rye, 83c. to 84c.

FLOUR.

The flour market is dull and easy and the decline in prices does not appear to induce any demand. The fact is buyers as a general thing are pretty well supplied for some time ahead at least. The stock in store shows an increase of 4,567 barrels compared with a week ago, and a decrease of 3,483 bbls. com-

pared with a year ago. We quote:—Patent spring, \$5.75; patent winter, \$5.30; straight roller, \$5.00 to \$5.15; extra, \$4.50 to \$4.80; superfine, \$4.00 to \$4.30; city strong bakers', \$5.50; strong bakers', \$5.25.

HALIFAX MARKET QUOTATIONS.

(Wholesale Selling Rates.)

HALIFAX, July 2, 1891.

Since last writing there has been but little change in the local flour market, and until trade improves none is probable.

Manitoba highest grade patents, \$6.25 to 6.35; High grade patents, \$6.10 to 6.15; Good 90 per cent Patents, \$5.60 to 5.75; Straight grade, \$5.20 to 5.50; Superior extras, \$5.30 to 5.40; Good seconds, \$5.05 to 5.20; Graham flour, \$5.25 to 5.50; Oatmeal, \$6; Oatmeal rolled, \$6.10; Kiln dried cornmeal, \$3 to 3.60; Rolled wheat, \$5.50; Wheat bran per ton, \$19 to 20; Shorts per ton \$26 to 27; Middlings \$27.50 to 28.50; Cracked corn, including bags, \$42; Split peas, \$4; White beans per bushel, \$1.80 to 2; Pot barley per barrel, \$3.90 to 4.10; Canadian oats, choice quality, 63c. to 65c.; Hay per ton, \$11.75 to 13.

SUGARS.—Very little has been doing, buyers merely taking enough for present wants. Since change in tariff was announced orders have come in very freely, but as the refineries are in the hands of the customs officials no deliveries can be made yet. Cut loaf, 5c.; Granulated, 4¼c.; Circle A, 4½c.; White extra C, 4¼c.; Standard, 3¾c.; Extra yellow C, 3½c.; Yellow C, 3¾c.

MOLASSES.—The market is very strong. Reports from West Indies show that shortage is everywhere. It is now stated that the crop will not exceed 27,000 puncheons as compared with 5,000 from Barbadoes last year. As there are small stocks of old in Canada it is probable prices will be kept up 10 cents higher than they were last year at this time. If business brightens up it is probable prices will be put up higher still. Barbados, 40c.; Demerara, 35 to 38c.; Diamond N. 48c.; Porto Rico, 37 to 38c.; Trinidad, 34 to 35c.; Antigua, 34 to 35.

FISH.—The wholesale trade is very quiet. Mackerel are being stopped along the shore in small quantities but none of very great importance. We append quotations on various lines. No. 3 large reamed mackerels \$10 to \$11; No. 3 reamed, \$11; No. 3 large plain, \$9.50 to \$11; No. 3 plain, \$9; small codfish, hard C. B. \$5 to \$5.50; western shore, \$4.75 to \$5; bank, \$5 to \$5.25.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., June 30, 1891.

GROCERIES.

A steady demand has been maintained the past week for all lines, and especially larger in sugar. We now look for an improvement, as the uncertainty about the duties had a bad effect on business.

SUGAR.—The amount moved since the settlement of the duties has been enormous, as every dealer was on short allowance. The price now is 3¾ to 4c. for yellows and 4½ to 4¾c. for granulated.

MOLASSES.—There is no demand for molasses this week every one is using sugar, Barbadoes is quoted, 38 to 40 with very little held.

FLOUR.—Remains dull, very little demand, and slightly lower prices \$5.65 to \$5.70 for Ontario High grade Manitoba \$6.25 to \$6.30.

MEAL.—Cornmeal is holding steady, with very little demand, and prices are as last quoted, \$3.45 to \$3.50.

419 Slater St., OTTAWA.

June 22, 1891.

LAKEPORT PRESERVING Co.,
Lakeport, Ont.,

DEAR SIRs,—I have great pleasure in voluntarily certifying that the tomatoes canned by you are the best I have ever used. I buy them of Statton Bro., Ottawa. I shall use and recommend them to my patients.

ROBT. MARK, M.D.,
Phy. and Coroner.

BROKERS

—AND—

**COMMISSION MERCHANTS
IN CANADA**

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publication issued in the interests of their profession. They must do so to keep up with the times.

The same applies to grocers and general merchants. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A doctor reads much that he already knows, so does a lawyer. So does a number of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively grocery and general store paper is THE CANADIAN GROCER, issued weekly, subscription price \$2.00 per year.

MELDRUM & DAVIDSON,

MERCHANT MILLERS,
PETERBORO',

MANUFACTURERS OF
Choice Winter Wheat and Manitoba

FLOURS

Mikado, White Lilly,
Delight, Manitoba.

Feed of all kinds and Mixed Cans a Specialty. It will pay you to give trial order.

HALIFAX AGENT. J. P. Cox.

**Dominion Mills,
LONDON, ONT.**

HEADQUARTERS FOR

OATMEAL

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

Write for Samples and Prices.

GARTLEY & THOMSON,
303 to 311 Talbot St.

The Ontario Produce Co'y.

Produce Brokers and Commission Agents,
70 COLBORNE STREET, TORONTO.

P. D. PAGE, Late Salesman Imperial Produce Co'y of Toronto, (Limited).
W. R. BE. I., Late Traveller Imperial Produce Co'y of Toronto, (Limited).
J. H. WATSON, Late Imperial Produce Co'y.

Solicit consignments of **Butter, Eggs, Cheese, Potatoes, Lard, Bacon** and general country produce.

Our business is conducted on strictly commission lines, our attention being given EXCLUSIVELY to our consignor's goods and having a first-class cash connection we can insure top prices and quick returns. Egg Carriers supplied.



THESE GOODS

—ARE—

SUPERIOR

TO ANY ON THE
MARKET.

Write for prices to

The **KENT CANNING AND PICKLING CO.,**

Chatham, - Ont.

Canadian White Enamel Sign Co.,
Sole Agents for Caesar Bros.
The Most Durable Sign Letter.

4 Adelaide St. W., Toronto.

A responsible agent wanted in every town and city.

N. WENGER & BROS.,
AYTON, ONT.

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

BRANDS :
KLEBER, MAY BLOSSOM.

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

HODD & CULLEN
Roller Millers.

FLOUR
Manufactured "Hulgarian" System.

Our brands are
Classic, Anchor, White Frost, Challenge, Diadem, Strong Bakers.

Heavy dealers in
Oats, Oatmeal, Beans,
Peas, Middlings, Bran.

Quotations by wire.
Address, STRATFORD, ONT.

EMBRO
OATMEAL
MILLS.

D. R. ROSS, - - EMBRO, ONT.

A CHOICE QUALITY OF
Roller, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

ST. JOHN'S MARKETS—Continued.

OATMEAL—There has been very little change since last week, is quoted a little lower.

FEED—Is higher and selling for \$28 per ton.

HAY—\$12 per ton.

OATS—Are selling at 58 to 60c. per bushel.

FISH—Codfish are in good demand and are selling at \$4.40 to \$4.50 for large, \$4.10 to \$4.25 for medium. Pollock are worth \$2.00 to \$2.10. There have been very few vessels arrived lately as the winds have been very heavy and consequently a light catch. Fresh salmon sell readily at 13 to 14c. per 100 lbs.

Butter is coming in quite freely selling at 16 to 20c. per lb.

Dried apples are very scarce and can hardly be bought at any price. Evaporated 14½ to 15c.

THE TOBACCO DUTIES.

The price of tobacco is advanced 5c. a pound in consequence of the duty, both customs and excise, having been increased 5c. a pound. Some of this increase, perhaps the whole of it, will come off the retail trade, among whom the tendency has been to sell at the lowest prices they can get down to. Twelves will no doubt continue to retail at 5c. each, but by the pound there will have to be an advance, as now they will cost more than they formerly sold for, the present cost being 51c., while the former retail price was very generally 50c. Sevens will amply pay yet at 10c. each, but will barely pay at 3 for 25c. In the case of twelves, the size of the plug may be altered so as to give 13 or some other number to the pound, and thus compensate the retailer for the reduction that the tariff makes in his profits. The manufacturers should devise some means to prevent the whole burden of \$400,000 from being saddled on the trade. They need assume none of it and yet greatly lighten it for retailers of tobacco. A change was made in the sizes in 1872 or thereabouts. The consumption of tobacco will probably be very slightly affected by the higher duty. An advance from 12 to 20c. was made after the North West rebellion, but instead of a diminished we have had an increased consumption every year since.

There appears to be some doubt as to whether the duty on Canada leaf has been increased or not. The Minister of Finance as reported to have said that Canada leaf is not included in the tobacco on which the duty has been increased. If that is the case, it will have to bear a duty of 5c., against a duty of 25c. imposed on tobacco manufactured from foreign leaf.

PATRONS OF INDUSTRY.

The local newspapers of Michigan teem with announcements similar to the following:—

"Morseville Lodge P. of I. disbanded Saturday night, and sold everything belonging to the order.

* * * *

"The Patrons of Industry in this town are very nearly broke up. At a recent meeting a committee was appointed to settle with the finance keeper, and they found \$3 in cash on hand, which was paid out for some necessities, which leaves the finance keeper very short."

The Michigan Tradesman says it is assured by an authority which it deems thoroughly reliable, that less than one-tenth of the organizations inaugurated under the auspices of the P. of I. are now in existence, and that only one lodge in thirty-five is now paying per capita dues to the State organization. The approaching extinction of the order suggests the lament of the poet:

If so soon I am done for,
What was I begun for?

—American Grocer.

Mr. Gillespie, a well-known commercial traveller, was married on the 24th ult. at Winnipeg to Miss Scoble, daughter of Col. Scoble.

Mr. John Jackson, formerly grocer in Brockville, died last week in Guatemala, Central America. He was 35 years old and a short time before his death he sent word to his mother in Brockville that he would come home to spend the summer.

Canadian tea drinkers will take comfort from the investigation of the Inland Revenue Department, which shows that, while the astringent properties of certain brands of green teas are rather high, the degree of adulteration is not significant. On the whole the teas sold in Canada are of a very fair quality. An analysis is also being made of sugars, molasses and syrups. So far as the examination has gone there does not appear to be much adulteration in the sugar, but the samples of molasses evidently contain a large quantity of deleterious substances.

Nothing angers a man or woman more than the promise to have goods delivered to them at a certain time and no goods appear. Every merchant should by all means see that goods are delivered when promised. Many are so anxious to trade that they will promise a customer any-

thing when they know at the time they cannot fulfill it. This scheme may work once or twice, but it does not pay to continue it. We recognize the fact that many patrons are unreasonable in their demands, but a merchant should learn to say no in a way that will not offend.—Commercial Tribune, Denver.

Half a dozen Western states supply the bulk of all the eggs which are consumed in New York city. Indiana sends the largest number. Next on the list are Ohio, Michigan and Iowa. It is estimated that Indiana is the largest egg-producing state in the country. Illinois hens produce many eggs, but they nearly all go to the Chicago market. Heretofore Canada has shipped into the United States hundreds of carloads of eggs. For the last three or four years Canada has annually shipped about \$2,000,000 worth of eggs to this market. The present duty on foreign eggs promises a practical prohibition against imports. Previous to the change in tariff considerable importations of eggs were made from Europe commencing three or four years ago. These European eggs were gathered principally in Southern Germany and Italy, and preserved. The dealers say that pickled eggs, while not good for poaching or boiling because the shells are brittle, yet are useful for many other purposes.—Northeast Grocer.

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

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

Rivalry, open, fair, good natured and enterprising, is the life of business.

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

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

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

"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.

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

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

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar

Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

Finest Rich Sweet Oranges—Ex Direct Steamers.

Half Boxes, 80's, 100's, and 120's; Half Boxes Bloods, 100's; Boxes, 160's, 200's, 220's, 240's, 300's; Cases Valencias, 420's; Cases Valencias, 714's; Lemons, 300's, 360's; also Pine Apples, Bananas, Strawberries arriving daily.

Dates, Figs, Nuts and Evaporated fruit at lowest prices. Orders personally supervised and given prompt attention

McBRIDE, HARRIS & Co., Montreal, P.Q.

DAVIDSON & HAY

Wholesale Grocers,
36 Yonge Street,
TORONTO, ONT.

Seasonable Goods.

Aylmer Canned Chicken, Turkey, Duck, Lunch Tongue, Pigs Feet, and Chicken Soup. Also "Clover Leaf" Lobsters and "Lynx" Salmon. Orders solicited.

Sloan & Crowther

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

CANNED GOODS.

CORN,
PEAS,
TOMATOES.

A full line of all kinds of Canned Fruits, Vegetables, Meats, Fish, Milk, &c., &c.

H. P. ECKARDT AND CO

Wholesale Grocers,
3 FRONT ST. EAST, TORONTO.

Thos. KINNEAR & Co

Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

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

SUGARS, COFFEES AND TEAS,
SPECIALTIES.

EDWARD

ADAMS & CO.

ESTABLISHED 1846.

Wholesale Grocers and Importers of
TEAS,
SUGARS,
COFFEES,
TOBACCOS.

95 & 97 Dundas St., London, Ont.

BALFOUR & CO.,

IMPORTERS OF TEAS

—AND—

WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR

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

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

SMITH & KEIGHLEY

WHOLESALE GROCERS

AND IMPORTERS OF

Mediterranean Fruits.

JUST ARRIVED :

First Consignment

New Season's Japan Tea.

9 Front St. E., Toronto

THE "MONSOON" BRAND

—OF—

PURE INDIAN TEA

Is the brand to handle if you want to satisfy your customers with a fragrant and delicious tea.

Grown on the gardens of -

STEEL, HAYTER & CO.,

Calcutta, London, Eng., and Toronto.



This celebrated brand of
CEYLON TEA
Is packed expressly for

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

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.
IMPORTERS.

Just to hand :

NEW JAPANS

Our first shipment of new season's garden picked Japan Teas arrived this week.

Send for samples and quotations.

J. F. EBY.

HUGH BLAIN.

BEFORE

WE MOVE
NEXT MONTH

WRITE US FOR SAMPLES
Of our immense stock of
NEW JAPAN TEAS.
SPECIAL VALUES.

EBY, BLAIN & Co.,

Wholesale Grocers,

FRONT AND
SCOTT STS. TORONTO.

SELLING COAL IN NEWCASTLE.

The steamer Premier brought in a cargo of Vancouver sugar yesterday. It may not be generally known that there is such an institution as a sugar refinery on the northern coast, yet such is the fact, and it promises to make it warm for the San Francisco members of the sugar trust. Frank T. Way, the Seattle representative of the Vancouver enterprise, says that this new refinery is now turning out about 300 barrels per day, about one-sixth of which is consumed in Vancouver and Victoria, the balance finding a market in the Sound cities. He claims that the prices are much lower than those of San Francisco, but that many of the jobbers are bound by contracts to buy from the trust, having entered into those contracts to prevent the trust from selling to large retailers. But the latter now buy from the Vancouver refinery, leaving the jobbers in the lurch. This, he claims, has aroused the jobbers so that they have sent a committee to San Francisco to secure a reduction in prices. He says the first car load from Vancouver reached Seattle on May 29th, and notice was given Spreckels, who represents the trust, that he must cut prices, but he failed to comply. The committee then went south, and is expected back in a few days. Nothing has been learned as yet regarding the reception given to the committee. Mr. Way says there is no probability that this new refinery will be swallowed up by the trust, as it has heavy backing and has been established as a permanent business.—Seattle Post-Intelligencer.

THE STIMULUS OF DEBT.

If a young man has a good head on him it is not only safe, but advisable, to assume financial obligation where a way can be seen through it by prescience and economy, says the New York Tribune. A fool can do nothing either in debt or out. Debt is a stimulus to exertion. The hammer of the mechanic who has purchased his house on part credit is heard to resound earlier in the morning and later in the evening. He ex-

pends less money on frivolities, because "that mortgage must be met." The merchant in debt takes better care of his stock in trade, buys closer, and is more agreeable to customers. The farmer goes to town less; makes fewer purchases not absolutely needed. Debt is a wonderful stimulus to thrift. There are few farmers who did not go in debt for their farms. It enabled them to secure a home at once, and instilled into them good habits to pay for it. It is wise for a young couple without means to purchase a modest home and then go to work and pay for it. They will thus acquire habits of economy. Most capable business men have at some time in their lives been seriously in debt. Nine-tenths of the business in the country has been built by judiciously borrowing capital to do it with.

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

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

BREADMAKER'S DRY HOP YEAST

Makes light white, wholesome, and delicious Bread.

For sale by all wholesale grocers, at \$1 per box.

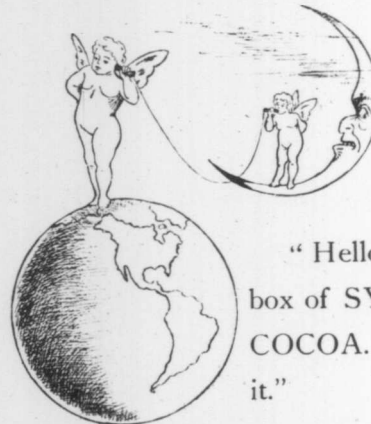
Manufactured by

THE BREADMAKER'S YEAST CO.,

TORONTO, ONT.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.



"Hello! hello! Send me a box of SYDNEY GIBSON'S COCOA. Can't do without it."

Sold in 10c. packets only.

Order a 6 lb. box from your wholesale grocer or direct from

GIBSON & GIBSON, Toronto

**GOLD
MEDAL
AWARDED**

DELHI CANNING CO.

JAMAICA EXHIBITION.

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

Delhi Fruit and Vegetable Co.,

FACTORIES : DELHI AND NIAGARA.



The superiority of "Barm" Yeast is now so well recognized, and the demand for it is getting so frequent, that no Grocer's store is complete without a Box.

Ask your wholesale traveller for it, or write direct to

THE BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto.

PELEE ISLAND WINE
 &
VINEYARDS CO. LIMITED

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

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
 Manufacturers of
 Illuminating Oils,
 Lubricating Oils,
 Paraffine Oils
 and Wax, &c.
PETROLIA, - ONTARIO.

EDWARDS, CATCHPOLE & CO'Y
 MANUFACTURERS OF
 French Blacking,
 Stove Polish,
 Writing Inks and Mucilage.
33 Wellington East, Toronto.

J. A. Mathewson. S. J. Mathewson.
 W. B. Mathewson. J. A. Mathewson, Jr.
 Established 1834.
J. A. MATHEWSON & CO'Y,
 *IMPORTERS and WHOLESALE GROCERS.

Goods from First and Best Markets. Quality warranted. Full assortment. New Crop Japan Teas have arrived in quantity. Fine assortment and quality desirable. Orders carefully and promptly attended to.
 Have claimed, and do claim, freedom to buy and sell anywhere without interference or hindrance from any quarter. No commercial or personal slavery.
 202 McGill St., MONTREAL.

JACQUAND FRENCH BLACKING



PRICES
 In cases of 6 gross each, assorted if necessary.
 No. 2—\$2 00 per gross.
 3— 3 00 "
 4— 4 00 "
 5— 6 00 "
 5 per cent. discount cash.

DAVID REA & CO., - 30 Hospital St. MONTREAL.

ESTABLISHED 1841.
W. H. Schwartz and Sons,
 Coffees,
 Spices,
 Mustard.
HALIFAX, N.S.

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

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

DO YOU SELL "Peerless" Washing Compound.
 There is nothing equal to it. It will pay you a handsome profit. Your customers will like it. Address
 Pure Gold Manufacturing Co.,
 31 Front Street East, Toronto.

Todhunter, Mitchell & Co.
 DIRECT IMPORTERS OF—
HIGH GRADE COFFEES,
 Old Government Java Arabian Mocha, Plantation Ceylon, Maracalibo and Santos.
 Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.
RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.

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

MANUFACTURERS OF
TIN CANS
 By Automatic Machinery.
 FRUIT, PAINT, LARD, BAKING POWDER, FISH AND LOBSTER CANS.
 Capacity, fifty thousand cans per day.
 Sole Agents in Canada for Norton Brothers
 "Solder Hemmed" Caps.
 Inquiries and Correspondence Solicited.
HAMILTON, - ONT.

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

R. TEW & CO.,

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

10 FRONT ST. East,
(Adjoining Board of Trade Building.)

We invite inspection of our NEW decorated
in TEA,

SEMI-PORCELAIN WARE

DINNER

and TOILET SETTS.

Best value in the Market.



SALES MADE OR PENDING.

Limoces & Co., general store, High River, sold out from July 1st.

D. Locharty, general store, St. Joachim, succeeded by David Sora.

Felix Plante, (estate of) general store, Moose Jaw, advertised for tenders for stock.

PARTNERSHIPS FORMED AND DISSOLVED.

Lemieux & Lavigueur, grocers, Montreal, dissolved.

J. Frappier, & Co., W. & R. grocers, Montreal, dissolved.

Cawker & Atlen, grocers and butchers, Bowmanville, dissolved, C. M. Cawker, continues.

FIRES.

C. J. Williams, Canadian Oil Co., Hamilton, store burnt, partially insured.

REMOVALS AND DEATHS.

John Hurley, grocer, Prospect, deceased.
James Smith, general store, Bathurst, deceased.

Peter Paint, general store, Port Hawkesbury, deceased.

John Lemesurier & Sons, tobacco manufacturers, Quebec, John Lemesurier deceased.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Jos. J. Lemieux, grocer, Vars, assigned.

R. J. Irwin, general store, Shelburne, assigned.

N. Miller, & Bro., general store, Cornwall, assigned.

Henry Gardner, general store, Halifax South, assigned.

David Courchene, general store, L'Avenir, demand of assignment.

A. G. Hepworth, general store, St. Laurent, assigned in trust.

Albert Locke, grocer and produce, Lockport, offering to compromise.

A. L. McKechnie, general store, Mount Forest, offering to compromise.

THE PROBLEM OF BUSINESS.

To sell one's product is the hill of difficulty which confronts every man.

It matters not what that product may be. With the manufacturer it is the article he makes—furniture, pianos, china, lamps, and bric-a-brac; boats, machinery, personal apparel, food products, soaps, cosmetics and a thousand-and-one other things of necessity, luxury and pleasure; with the merchant it is goods, wares and merchandise; with the lawyer and doctor it is advice; with the schoolmaster experience and knowledge on tap, as it were, and with the editor, clergyman and author it is ability, perceptions, ideas, brains; while with the artisan it is the art of knowing how, and with the laborer, labor. These are their products or stock in trade, and he is simply a struggle to sell the same—to exchange for salaries and profits, to convert into solid cash.

To let the people know what you have to sell is advertising. Every man is advertising when he solicits trade or seeks a position. He offers you what he has—his products or his goods—and urges you to buy.

The secret of successful advertising is to so favorably impress the customer that he will come to you. If you were alone in the field this would not be so difficult; your wares would advertise themselves in a measure. But you have thousands of wily competitors. Your products—what you have to sell—may be superior to the stock in trade of many of your rivals; but they have advertised, and they and theirs have the reputation, and they prosper while you languish.

Moreover, an article of high reputation commands a greater price. So, also, the lawyer, artisan, editor, or doctor who has a reputation for distinguished ability in his profession, commands a higher price for his services. Reputation is simply the good opinion which comes from advertising. The more advertising the greater the reputation, and the more the reputation the greater the demand.

Reputation to the lawyer or doctor comes slowly; it is a growth of years. Why? The narrow custom of the profession forbids the open use of the paid columns of the newspaper, and they rely on other methods. That which they take a quarter of a century to accomplish—to obtain notoriety, a reputation—a baking powder manufacturer will secure by the liberal use of printers' ink in a short twelve months.

The presumption is that there is always merit; there must be for the people are not fools. But there are a thousand articles of great merit without reputation, and they only need to be brought before the public to be in general demand.—Ex.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,
27 Front St. E. Toronto.

eow

HE IS WELL PLEASED.

AYTON CREAMERY.

Ayton, Ont., June 17, 1891.

TORONTO SALT WORKS, Toronto, Ont.

DEAR SIR,—Please ship me another ton of your best dairy salt, (Cooper's factory filled) in linen sacks. So far am well pleased with this salt.

Yours truly,
ISAAC WENGER.

BUSINESS CHANCES.

GENERAL STORE TO LET. IMMEDIATE possession. Good front. Best stand in the village. Low rent. Apply J. K. Falconbridge, Richmond Hill.

FOR SALE—One of the finest premises in London for groceries, flour and feed business. Prominent corner, building 26x90, 3 stores with 80 feet cellar. For particulars address F. Barnard, owner, 609 Dundas St., corner Adelaide St., London, Ontario.

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

**THE GAIL BORDEN Eagle Brand Condensed Milk**

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

AS A FOOD FOR INFANTS IT HAS NO EQUAL.

FOR SALE BY
Grocers and Druggists Everywhere.

JOHN TAYLOR & Co's
WHITE ROSE
AND **LILAC BLOSSOM**
PERFUMES.

ORDER
IVORY BAR
SOAP

STORAGE



The embodiment of Strength.

Johnston's Fluid Beef

—IMPARTS—
ROBUSTNESS, LUSTINESS, VIGOR.

An invaluable means of developing firmness of muscle, power of endurance, and general healthfulness.

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

AGENTS FOR

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

The British America Starch Co., Brantford.

-STORAGE- CATCH ON!

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,
184 Front St. East,
TORONTO

ORIENT MILLS.

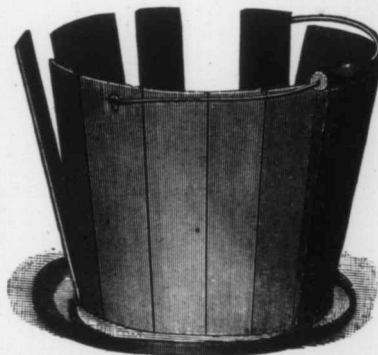
SINCLAIR, HOOD & CO.,
(SUCCESSORS TO W. A. BRADSHAW & CO.)

Importers and Manufacturers of

Coffees,
Spices,
Mustards,

CREAM OF TARTAR, BAKING POWDERS,
FLAVORING EXTRACTS, ETC.

48-50 Lombard Street, Toronto.

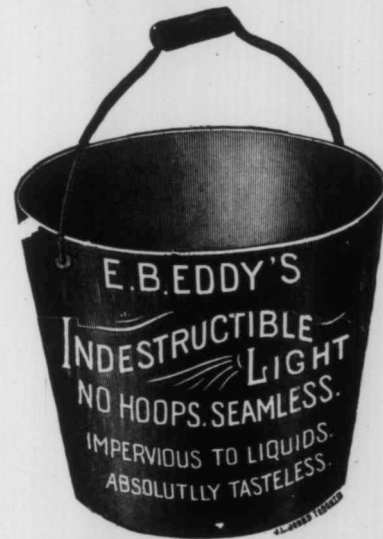


The Old Wooden Bucket.

The Neatest, most Durable, most Attractive and very Best Ware in the Market! The Cheapest because the most Durable!

These Superior Wares are moulded in one piece from wood fibre. No hoops. No joints. Cannot leak, shrink, swell or water soak. Will not taint milk or other liquids. Proof against hot and cold water, kerosene oil, benzine or naphtha

If your Wholesale Grocer does not keep these wares in stock, apply direct to the sole owners of the Patents and sole Manufacturers in Canada.



E. B. Eddy's Indurated Fibre Pail.

THE E. B. EDDY MFG. CO.,
HULL CANADA

CORONTO ENGRAVING CO.
55 KING STREET W. ENTRANCE ON BAY ST.
BEST CLASS WORK AT MODERATE PRICES.
CUTS FOR ALL ILLUSTRATIVE PURPOSES.
OVER PROCESSES:
WOOD ENGRAVING
PHOTO ENGRAVING
ZINC ENGRAVING
HALF TONE
WAX ENGRAVING
DESIGNING.
F. BRIDGEN MGR.

Chivers' Carpet Soap

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

Chivers' Disinfectant Cloth Soap

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

J. H. WALKER,
Alma, Ont.

ADAMS & SONS' TUTTI-FRUTTI CHEWING GUM.

The fastest seller the trade handles to-day

Other Staple Brands :

Bo-Kay, Sappota, Magic-Trick, etc., etc. See our price list page 21. Send to Adams & Sons, 23 Church St., Toronto, Ont., for beautiful advertising matter.

GROCERS should try our two new lines, CHOCOLATE ICING and CHOCOLATE PUDDING, packed in two four dozen cases, either straight or assorted.

F. W. Schwartz, Halifax, N.S.

Agent for Maritime Provinces.

The Cowan Cocoa and Chocolate Co. L'd, Toronto.

TO THE TRADE
—IN—
Canned Goods.

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

Faithfully yours,

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

For reliable brands of cut smoking and chewing
Tobaccos use the following:

CUT SMOKING :

OLD FLAG.
GOLD FLAKE.
HAND MADE.

FINE CUT CHEWING :

GOLDEN THREAD. GLOBE.
VICTORIA. HIGH COURT.
JERSEY LILY.

MANUFACTURED BY

THE GLOBE TOBACCO WORKS CO., OF LONDON, Ltd.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, July 2, 1890.
This list is corrected every Thurs-
day. The prices are solicited for
publication, and are for such quali-
ties 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 doc-
tored by any manufacturing or job-
bing house unless given under their
name; the right being reserved to
exclude such firms as do not furnish
reliable information.

BAKING POWDER.

Dunn's No. 1, in tins	Per doz	2 00
" " 2, in tins		75
Cook's Gem, in 1 lb pkgs	\$1 75	
" " 7 oz		85
" " 2 oz		40
" " 5 lb tins		65
" " bulk, per lb		12
Empire, 5 dozen 4 oz ca s	\$0 75	
" " 4 " 8 "		1 15
" " 2 " 16 "		2 00
" " 1/2 " 5 lb cans		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
" " 1/2 lb, 4 "	1 30
" " No. 1, 2 "	1 90
" " 1 lb, 2 "	2 20
" " 5 lb, 1/2 "	9 60

BISCUITS.

Arrowroot	Per lb	\$0 11 1/2
Abernethy		9
Ginger Nuts		11 1/2
New York Fruit		15
People's Mixed		11
Pilot Family		6 2
Snowflake		11 1/2
Niagara		15
Soda		6 1/2
" 3 lb		21
Sultana		11 1/2
Oyster crackers		7
Milk biscuit		9 1/2

BLACKING.

Day & Martin's, pints, per doz	\$3 20
" " 1/2 " "	2 10
" " 3/4 " "	1 10
Spanish, No. 3	4 50
" " 10	9 00

EDWARDS, CATCHPOLE & CO'S

No. 1	per gross	9 00
No. 2	do	4 50
No. 3	do	3 60

JACQUAND FRENCH BLACKING.

No 2	per gross	2 00
No 3		3 00
No 4		4 00
No 5		6 00

BLACK LEAD.

Reckitt'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.	

TELLIER, ROTHWELL & CO'S.

Royal Black Lead, per gross	\$1 80
-----------------------------	--------

F. F. DALLEY & CO.

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

EDWARDS, CATCHPOLE & CO'S

Crown Polish, No. 1, per gross	9 00
" " No. 2, " "	4 80

BLUE.

Reckitt's Pure Blue, per gross	2 10
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TELLIER, ROTHWELL & CO'S.

Parisian Square Blue, per lb.	13 to 14c
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BROOMS.

Carpet	4 strings	Per doz	2 90
X Parlor	2		2 65
Louise	3		2 65
1 Gem	4		3 25
" " 3	"		2 65
" " 2	"		2 20
" " 1	"		1 95
O Hurl	4		2 65
" " 3	"		2 35
" " 2	"		2 05
" " 1	"		1 70
OK	2		1 35
Hvy Mill	4		3 70

CORN BROOMS.

CHAS. BOECKH & SONS, per doz		
X Carpet, 4 strings, net	\$3 20	
" " 2	2 90	
" " 3	2 65	
" " 4	2 60	
XXX Hurl	4	2 40
1X	4	2 25
2X Parlor	4	1 95
" " 3	"	1 70
" " 2	"	1 30

Girls	" 2	" "	1 50
Railway	4	" "	3 00
Ship	4	" "	4 00
2 Cable	2	wire bands, net	3 00
3 " "	3	" "	4 00
1 Hearth	2	strings, net	1 75
2 " "	2	" "	1 50
3 " "	1	" "	1 20
4 " "	1	" "	1 30

CANNED GOODS.

Apples, 3's	Per doz	\$... \$...
Blueberries, 2's		2 00 2 10
Beans, 2's		0 95 1 10
Corn, 2's		1 10 1 25
" Special Brands		1 30 2 10
Cherries, red pitted, 2's		2 25 2 40
Peas, 2's		1 40 1 50
Pears, Bartlett, 2's		2 00 2 25
" Sugar, 2's		1 70
Pineapple, Baltimore		2 40 2 50
" Bahama		2 90 3 00
Peaches, 2's		2 40 2 50
" 3's		3 50 3 60
" Pic, 3's		1 60 1 65
Plums, Gr Gages, 2's		2 00 2 10
" Lombard		2 00 2 10
" Damson Blue		1 90 2 00
Pumpkins, 3's		0 90 1 00
" gallons		3 00 3 25
Raspberries, 2's		2 45 2 50
Strawberries, choice 2's		2 40 2 50
Succotash, 2's		1 50 1 65
Tomatoes, 2's		1 55 1 60
Finnan haddies		1 50
Lobster, Clover Leaf		2 75
" Crown		2 50
Mackerel		1 15 1 25
Salmon, 1's		1 40 1 55
" white		1 10 1 25
Sardines Albert, 1/2's tins		10, 11 1/2
" 3/4's "		15, 18
" Martiny, 1/2's "		10 10 1/2
" 3/4's "		18, 19
" Other brands, 9 1/2, 11, 16, 19		
" P & C, 1/2's tins		23, 25
" 3/4's "		33, 36
" Amer, 1/2's "		6, 8
" 3/4's "		9, 11

JAMS AND JELLIES.

Jams.	
Gooseberry	
Strawberry	
Black Currant	
Red Currant	
Green Gage	
Apricot	
Raspberry	
Damson	
Plum	
Red Currant and Raspberry	

1 lb. white pots & doz. assorted, per doz. \$2.35.

Jellies. Red Currant, 1 lb. white \$2.75
Black Currant, 1 lb. white 2.75

DELHI CANNING CO.

Jams assorted, 1's 2 35
Jellies, 1's 2 25

CANNED MEATS.

Comp. Corn Beef 1 lb cans	\$1 70	\$1 75
" " 2 " "	2 75	2 80
" " 4 " "	5 00	5 15
" " 6 " "	8 75	9 25
" " 14 " "	20 00	21 00
Minced Collops, 2 lb cans	2 80	
Ox Tongue	1 60	
" "	2 75	2 80
" "	5 85	
Par Ox Tongue, 2 1/2 "	\$8 50	8 75
Ox Tongue	8 25	8 50
Lunch Tongue	3 25	
" "	5 75	6 25
English Brawn	2 75	2 80
Camb. Sausage	2 50	
" "	4 00	
Soups, assorted	1 25	
" "	2 35	
Soups & Bouilli	2 80	
" "	4 50	
Potted Chicken, Turkey, or Game, 6 oz cans	1 50	
Potted Ham, Tongue or Beef, 6 oz cans	1 35	
Devilled Tongue or Ham, 1/2 lb cans	1 35	
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 50	

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 1/2c

J. H. WETHEY'S—ST. CATHARINES.

Condensed, per gross, net \$13 50

CHEWING GUM.

ADAMS & SONS.

To Retailers.

Tutti Frutti, 36 5c bars	\$1 30	
Bo-Kay (new)	150 pieces	1 00
Sappota	150 "	0 85
Magic Trick	115 "	0 85
Black Jack	115 "	0 85
Red Rose	115 "	0 85
Sweet Fern	230 "	0 85
Adams' N.Y. Gum, 200 "		0 40
Caramel Tolu	72 "	0 40
New Fruit Ass't., 115 "	new	0 75
Puzzle Gum	115 "	0 75
Oolah " "	115 "	0 75

ALWAYS ORDER RECKITT'S BLUE.

Prices Current, Continued—

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S.

Chocolate— Per lb.

French, 1/4's... 6 and 12 lbs. 0 30

Caracas, 1/4's... 6 and 12 lbs. 0 35

Premium, 1/4's... 6 and 12 lbs. 0 30

Sante, 1/4's... 6 and 12 lbs. 0 26

Diamond, 1/4's... 6 and 12 lbs. 0 24

Sticks, gross boxes, each... 1 00

Cocoa, Homeopat'c, 1/4's, 8 & 14 lbs 30

 " Pearl " " " 25

 " London Pearl 12 & 18 " 22

 " Bock " " " 30

 " Bulk, in bxs. 18

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, (Toronto.)

Mott's Broma... per lb \$0 30

Mott's Prepared Cocoa... 28

Mott's Homeopat'c Cocoa (1/4's) 32

Mott's Breakfast Cocoa... 40

Mott's Breakf. Cocoa (in tins) 45

Mott's No. 1 Chocolate... 28

Mott's Breakfast Chocolate... 28

Mott's Caracas Chocolate... 22

Mott's Diamond Chocolate... 20

Mott's French-Can. Chocolate 26

Mott's Navy or Cooking Choc. 30

Mott's Cocoa Nibs... 30

Mott's Cocoa Shells... 5

Mott's Vanilla Chocolate stick 22&24

Mott's Pure Confec Chocolate 22c-38

Mott's Sweet Confec Choc. 21c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—

Hygienic, 1, 1/2, 1 lb. boxes 70, 75

Iceland Moss 1/2 lb in 12 lb boxes 30

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 40

Queen's Dessert, " 30

Vanilla " 35

Sweet Caracas " 32

Chocolate Powder, 15, 30 lb bxs 25

Chocolate Sticks, per gross 10

Pure Caracas (plain) 1/4, 1/2 lbs 40

Royal Navy (sweet) 30

Confectioners', in 10 lb cakes 30

Chocolate Creams, in 3 lb bxs 30

Chocolate Parisien, in 6 lb bxs 30

WALTER, BAKER & CO'S

Chocolate—

Pre'm No. 1, bxs. 12 & 25 lbs each 34

Baker's Vanilla in bxs 12 lbs each 47

Caracas Sweet bxs 6 lbs each, 12 bxs in case... 30

Eagle, sweet & spiced, bxs 12 lbs each 28

Vanilla Tablets, 4/8 in box, 24 bxs in case, per box... 3 65

Spanish Tablets, 100 in box, 12 bxs in case... 3 00

German Sweet Chocolate—

Grocers' Style, in cases 12 boxes, 12 lbs each 21

Grocers' Style, in cases 24 boxes, 6 lbs each 21

48 Fingers to the lb., in cases 12 bxs 12 lbs each 21

48 Fingers to the lb., in cases 24 bxs 6 lbs each 21

Cocoa—

Pure Prepared boxes, 12 lbs each 35

Cracked, boxes, 20 lbs each, 1 lb and assorted papers... 27

Cracked, in bxs, 12 lbs., each, 1/2 lb. papers 27

Cracked, in bags, 6, 10 & 25 lbs each 27

Cocoa and shells, 12s and 25s... 24

Breakfast Cocoa—

In bxs, 6 & 12 lbs., each, 1/2 lb. tins 39

In boxes, 12 lbs., each, 1 lb. tins, decorated canisters... 42

Broma—

In boxes, 12 lbs., each, 1/2 lb. tins... 36



GIBSON & GIBSON'S

Sydney Gibson's Cocoa, 1/4's... per lb 0 30

Dr. Clarke's Cocoa, 1/4's and 1/2's tins 0 45

Soluble Cocoa bulk in boxes 0 18

Prepared do " " 0 22

Sydney Gibson's Chocolate, 1/4's and 1/2's 0 30

Gibson's Rock do 1/4's 0 30

Dr. Clarke's do 1/4's 0 30

Confectioners' Pure Chocolate 10 lb. blocks 0 30

Vanilla choc. sticks, per gross... 1 00

Gibson's Icina, 1/2's, 2 doz. in case. 1 35

Gibson's Icina, 1 lb 2 " 2 30

COFFEE.

GREEN

c. per lb.

Mocha 32, 35

Old Government Java 30, 33

Rio 21, 22 1/2

Plantation Ceylon 29, 31

Porto Rico 24, 28

Guatemala 24, 26

Jamaica 22, 23

Maracaibo 24, 26

WHOLE ROASTED OR PURE GROUND.

ELLIS & KEIGHLEY'S.

c. per lb.

Java 33, 34

Java and Mocha 34, 36

Plantation Ceylon 35

Arabian Mocha 37

Santos 28, 28

English Breakfast 16, 24

Royal Dandelion in 1 lb tins... 26

TODHUNTER, MITCHELL & CO'S

Excelsior Blend... 33

Our Own " 31

Lagnayra " 29

Mocha and Java 32, 33

Java, Standard 30, 32

" Old Government 30, 32

Arabian Mocha 36

Santos 28

J. W. COWAN & CO.

Standard Java in sealed tins, 25 and 50 lbs. 30

Standard Imperial in sealed tins, 25 and 50 lbs. 32

Standard Blend in sealed tins, 25 and 50 lbs. 33

Ground, in tins, 5, 10, 15 and 25 lbs. 20, 30

Say's Parisien, in 1/2 and 1 lb tins 30

EXTRACTS.

Dalley's Fine Gold, No. 8, per doz. \$0 75

" " " " 1, 1 1/2 oz... 1 25

" " " " 2, 2 oz... 1 75

" " " " 3, 8 oz... 2 00

FLOUR AND MEAL.

per bbl.

Flour, Manitoba Patent... 5 80 5 90

" Ontario patents... 5 00 5 50

" Straight Roller... 4 75 4 85

" Extra... 4 40 4 50

" Low grades... 2 50 4 00

" Strong bakers'... 5 50 5 60

Oatmeal, standard, bbls... 5 75

" granulated, " 5 90

" rolled " 5 90

Rolled Oats... 5 90

Bran, per ton... 14 00 15 00

Shorts... 19 00 20 00

Cornmeal... 4 00 4 40

FLUID BEEF.

JOHNSTON'S, MONTREAL.

per doz.

Cases, No. 1, 2 oz tins... \$2 75 \$3 00

" No. 2, 4 oz tins... 4 50 5 00

" No. 3, 8 oz tins... 8 00 8 75

" No. 4, 1 lb tins... 12 60 14 25

" No. 5, 2 lb tins... 25 00 27 00

FRUITS.

FOREIGN. c. per lb.

Currants, Provincial, bbls... 6 1/2, 6 3/4

" " " bbls... 6 1/2, 6 3/4

" " " cases... 6 1/2, 6 3/4

" Filigras, bbls... 6 1/2, 6 3/4

" " " bbls... 6 3/4, 6 5/4

" " " cases... 6 1/2, 6 3/4

" Patras, bbls... 6 1/2, 7

" " " bbls... 7, 7 1/2

" " " cases... 7 1/2, 7 3/4

" Vostizzas, cases, 8, 9 1/2

" " " cases 8 1/2, 9 1/2

" 5-crown Excelsior (cases) 9 1/2, 10

" " " case 9 1/2, 9 3/4

Dates, Persian, boxes, 5 1/2 6

Figs, Elemes, 14 oz., per box 10 12

" 10 lb boxes 12 13

" 20-lb 15 16

" Seven-Crown 18

Prunes, Bosnia, bags 7 1/2 8

" " " cases, new 7 8

Raisins, Valencia, off stalk, 4 5 1/2

Selected 7 1/2 8

Layers 8 1/2 9

Raisins, Sultanas 16, 18

Elemes 7 1/2 8

Malaga:

London layers 2 70 3 00

Loose muscatels 2 35 2 75

Imperial cabinets 3 25 3 50

" " " qrs., flat. 1 00

Connoisseur clusters 4 00 4 25

Extra dessert " 4 75 5 00

" " " qrs. 1 50

Royal clusters 6 00 6 50

Fancy Vega cartoons 2 75

Black baskets 4 00 4 25

" " " qrs 1 30 1 35

Blue " " qrs 4 75 5 00

" " " qrs 1 50 1 60

Fine Dehesas 7 00 7 25

" " " qrs 2 00 2 25

Lemons, Malaga 6 00

" Palermos 5 50 6 00

" Messina 4 00 4 50

Oranges, Florida 7 00

" Messina 4 00 4 50

" Valencia 7 00

" River seedlings 7 00

DOMESTIC.

Apples, Dried, per lb... 0 07 1/2 0 08 1/2

do Evaporated 0 12 0 13 1/2

GLASSWARE.

TAYLOR, SCOTT & CO.

c. per doz

Lamp Chimneys, O... 32

" " A... 35

" " B... 45

GRAIN.

Wheat, Fall, No. 2... 1 05 1 06

" Red Winter, No. 2 1 04 1 05

" Spring, No. 2... 1 04 1 06

" Man Hard, No. 1... ..

" " " No. 2... 1 10

Oats, No. 2, per 34 lbs... 50 55

Barley, No. 2, per 48 lbs... 50 55

" No. 3, extra... 55 56

" No. 3... 50 55

Rye... 80 81

Peas... 75 76

Corn... 68

HAY & STRAW.

Hay, Pressed, "on track 10 50 11 50

Straw Pressed, " " 5 00 7 00

LARD.

"FAIRBANK'S" REFINED COMPOUND.

In Butter Tubs... 0 08 1/2

Fancy " 0 09

3-hoop pails... 0 09 0 09 1/2

60 lb. cases of 3 lb., 5 lb., and 10 lb. tins, per lb 0 10

MUSTARD.

ELLIS & KEIGHLEY'S.

Durham, Fine, in 1/2 and 1 lb tins 25

" " " per lb 25

" Fine, in 1 lb jars... 22

" Fine, in 4 lb jars... 70

" Ex. Sup. in bulk, per lb. 30

" Superior, in bulk, per lb 20

" Fine, " 15

COLMAN'S AND KEEN'S

In 4 lb jars... 75

In 1 lb jars... 25

D. S. F., in tins, per lb 41

" " in 1/2 lb tins... 42

" " in 1/4 lb tins, per lb... 44

D. F. in 1/2 lb tins, per lb... 26

" " " " " 28

NUTS.

Almonds, Ivica... 14 15

" Tarragona... 15 16

" Formigetta... ..

Almonds, Shelled Valencias... ..

" " " Jordan. 45, 55

Brazil... 12 13

Cocoanuts, per 100... 6 00

Filberts, Sicily... 11

Filberts, Oblong... 11 11 1/2

Peanuts, roasted... 12, 13

" green... 9 10

Walnuts, Grenoble... 17 18

" Bordeaux... 12, 13

" Naples, cases... ..

" Marbots... 13 1/2

" Chilis... 12 13

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S. TORONTO

PICKLES.

John Bull, mixed, in bulk \$0 60

" Chow Pic'le, in b'lk 65

" Mixed & Chow-Chow pts 2 15

" Mixed & Chow-Chow qts 3 25

" " " " 16 g. 1 90

Horse Radish, bottles, per doz 2 25

MARSH MALLOW

The Toronto Biscuit and Confectionery Co. are

making the finest Mallow in Canada, put up in small tin boxes and in bulk; also CHOCOLATE MALLOW. Send for sample order. Nothing like these goods ever before manufactured.—7 FRONT ST. E., TORONTO.

Prices current, continued—

SAUCES.	
John Bull, kegs, per gal.	1 25
" " 1/2 pt. bottles, per doz.	1 00
" " 1/4 pt. bottles, per doz.	1 75
(according to quantity) 90c to	
Devonshire Relish, kegs p. gal	1 75
" " 1/2 pt. bottles,	
per doz	1 25
Niagara Tomato, kegs, per gal	1 25
" " Reputed pints	1 25
Terry's Candied Peels. c. per peels	16
Lemon, 7 lb boxes	18
Orange, "	30
Citron, "	30
CROSS & BLACKWELL'S.	
Pickles, all kinds, pints, per doz	3 25
LEA & PERRIN'S. per doz.	
Worcester Sauce, 1/2 pts.	\$3 60 \$3 75
" " pints 6 25 6 50	
LAZENBY & SONS.	
Pickles, all kinds, pints.	3 25
" " quarts	6 00
Harvey Sauce—genuine—hlf. pts	3 25
Mushroom Catsup " " "	2 25
Anchovy Sauce " " "	3 25
PRODUCE.	
DAIRY. Per lb	
Butter, creamery, rolls	\$0 22 \$0 23
" " tub.	0 20 0 21
" dairy, tubs, choice	0 14 0 15
" " medium	0 12 0 13
" low grades to com.	
Butter, pound rolls.	0 15 0 17
" large rolls.	0 12 0 16
" store crocks.	0 12 0 15
Cheese.	0 09 6 10
COUNTRY	
Eggs, fresh, per doz.	0 12 1/2
" limed.	1 50 1 80
Beans, per bbl.	2 00 2 25
Onions, per bbl.	1 19 1 15
Potatoes, per bag on trk	0 15 0 18
Hops, 1889 crop.	0 35 0 38
" 1890 " " " " "	0 08 0 10
Honey, extracted.	0 14 0 16
" section.	
PROVISIONS.	
Bacon, long clear, p lb. 0 07 1/2	0 08 1/2
Pork, mess, p. bbl.	15 50 16 00
Hams, smoked, per lb.	0 11 0 11 1/2
" pickled.	

Bellies	0 10 0 10 1/2
Rolls	0 08 1/2 0 09
Backs	0 10
Lard, Canadian, per lb.	0 09 1/2 0 10
Hogs.	6 25 6 50
Tallow, refined, per lb.	0 05 0 05 1/2
" rough, " " " " "	0 02
RICE, ETC.	
	Per lb
Rice, Aracan	3 1/2 4c
" Patna	4 1/2 5 1/2
" Japan	5 1/2
" extra Burmah	3 1/2 4
Grand Duke.	6 1/2 7 1/2
Sago	4 1/2 5 1/2
Tapioca,	5 1/2 6 1/2

SPICES.	
GROUND.	
	Per lb.
Pepper, black, pure.	\$0 20 \$0 22
" fine to superior	12 18
" white, pure	32 35
" fine to choice	25 30
Ginger, Jamaica, pure.	25 27
" African, " " " " "	18
Cassia, fine to pure	18 25
Cloves, " " " " "	25 40
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.	
EDWARD BURGH STARCH MFG. CO.	
MONTREAL.	
BRITISH AMERICA STARCH CO	
BRANTFORD.	
	c. per lb.
No. 1 Laundry, 4 lb cartons.	5 1/2 c
Canada Laundry	4 1/2
Silver Gloss, crates	6 1/2
Lily White, crates	6 1/2
Silver Gloss, 1 lb chromos.	6 1/2
Lily White, 1 lb chromos.	6 1/2
Satin, Starch 1 lb chromos.	7 1/2
Brantford Gloss, 1 lb chromos.	7 1/2
No 1 Laundry, barrels & halves	4 1/2
No 1 Prepared Corn	7 1/2
Canada Corn	6 1/2
Challenge Corn	6 1/2
Rice Starch, 1 lb.	9
Cube, 1 lb.	7 1/2

KINGSFORDS OSWEGO STARCH.	
Pure Starch—	
40-lb boxes, 1, 2, and 4 lb. pack'g's	8
36-lb boxes, 3 lb. packages	8

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

SUGAR. c. per lb	
Granulated, 15 bbls or over.	4 1/2
" " less than 15 bbls.	5
Paris Lump, bbls and 100 lb. bxs	5 1/2
" " 50 lb. boxes.	5 1/2
Extra Ground, bbls	5 1/2
" " less than a bbl.	6
Powdered, bbls	5 1/2
" " less than a bbl.	5 1/2
Extra bright refined.	4 1/2
Bright Yellow	4 1/2
Medium " " " " " " " " "	4 1/2
Brown " " " " " " " " "	3 1/2 4
Raw Jamaica, in bags.	None

SYRUPS AND MOLASSES.	
SYRUPS. Per lb.	
Redpath's "M"	3 00 None
" " "M" pails.	1 40 1 50
Redpath's "B"	None
" " "VB"	3 1/2 3 1/2
" " Extra V.B.	3 1/2 3 1/2
" " Ex. Sup.	3 1/2 3 1/2
" " XXX Sup.	3 1/2 3 1/2
Corn Syrup	None

MOLASSES.	
	Per gal.
Trinidad, in puncheons	0 38 0 40
" " bbls	0 40 0 42
" " 1/2 bbls	0 42 0 44
New Orleans, in bbls.	0 48 0 65
Porto Rico, hdds.	0 38 0 46
" " barrels	0 42 0 47
" " 1/2 barrels	0 44 0 49

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

Young Hyson—Moyunes	
Half chests, ordinary firsts.	22, 38
" " seconds	20, 22
" " common.	16, 20
FING SUZYS.	
Half chests, firsts.	28, 32
" " seconds.	20, 22
Half Boxes, firsts.	28, 32
" " seconds.	20, 22

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

CONGOTS.	
Half chests, Kaisow, Moning.	52, 55
Caddies and half chests.	15, 50
Caddies, Pakling and new makes	18, 50
SCENTED ORANGE PEKOE	
Boxes, Foochow and Canton	28, 60
OOLONG.	
Half chests Formosa	34, 50
Caddies.	36 55

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

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



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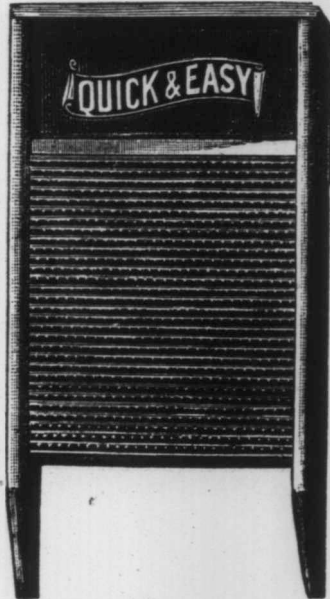
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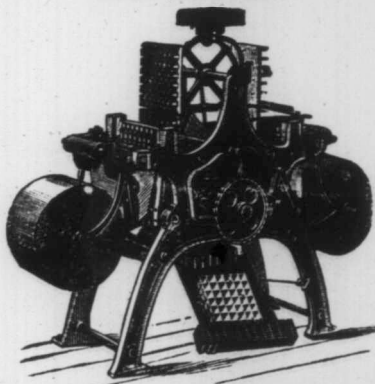
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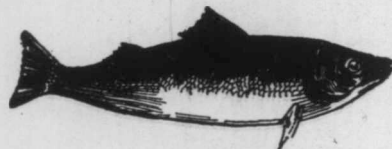
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