

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

THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$2.00 PER YEAR

VOL. V.

TORONTO, OCTOBER 16, 1891.

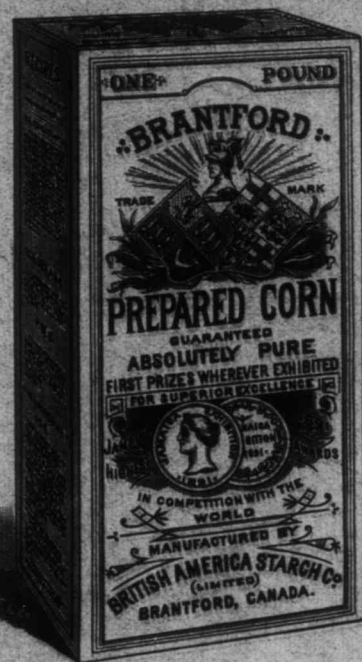
No. 42

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Manufactured by THE BRITISH AMERICA STARCH CO., Ltd., Brantford.

H. A. NELSON & SONS

Manufacturers and Wholesale Dealers

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BROOMS AND WHISKS,

Brushes, Baskets, Mats,
Cordage, Grocers' Sundries,

**Railroad and
Steamship Matches.**

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THE LONGFORD MAN'G CO.,

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56 AND 58 FRONT ST. WEST, TORONTO.



ASK FOR
MOTT'S

**DUNN'S
BAKING
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THE COOK'S BEST FRIEND
Largest Sale in Canada.

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TORONTO.



Retail Price, 25c.

For sale by all first-class grocers

EL PADRE AND CABLE.

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

FINE GOODS OUR SPECIALTY

MUNGO CIGARS, EXCEPTIONALLY FINE.

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

THE CANADIAN GROCER

BRYANT, GIBSON & Co.,
TORONTO,
Manufacturers of



This is a facsimile of our bottles.
"Worcestershire Sauce," "Yorkshire Sauce"
"Devonshire Relish" Raspberry Vinegar, Eva-
porated Vegetables, Chocolates, Coconuts, Confe-
tionery.

"THE GENUINE CHIMNEY"

A FULL LEAD
Glass Chimney.

NICELY WRAPPED AND LABELLED

Write for Prices.



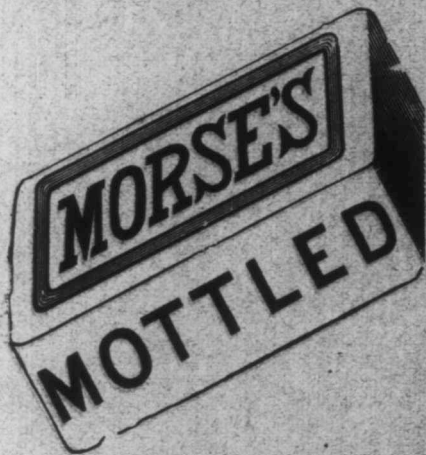
Cannot be Beaten
for Design
or Workmanship.

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One-Half Gross Cases.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers,

Toronto and Winnipeg.



THE BRITISH COLUMBIA SUGAR REFINING CO'Y.,

LIMITED.

WORKS: VANCOUVER, B. C.

Paris Lumps, Powdered, Granulated and Yellow Sugars.

All of very finest quality and absolutely unadulterated. Manufactured from Pure Cane Sugar.

-: Finest Golden Syrups. :-

THE CANADIAN GROCER
& GENERAL STOREKEEPER

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

Vol. V.

TORONTO, OCTOBER 16, 1891.

No. 42

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

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

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G. Hector Clémes, Manager.

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Roy V. Somerville, Manager.

SPECIAL TO OUR READERS.

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

The meeting of the delegates which was held here on Monday is an important event in the annals of the trade. If things go on as they have gone on and as they tend, the grocery trade of Canada will have a history in a few years that will be worth writing, and that will possess a peculiar interest for the student of economy. The association is an agency of conscious history—making, a means towards a clearly discerned end. It ought to be developed and extended. The days of blind groping and of moving in a circle are passing away. They are disappearing before a general movement of conjoint effort. The meeting of Monday shows that the sum of local conjoint efforts is within possibility of collection. The delegates from the Associations represented were got together with comparatively little trouble and in a short time. They were accessible because they were connected with Toronto. This shows the value of confederacy, and also of a recognized centre. The bold move of the Toronto secretary in urging the adoption of a wider basis of membership is thus justified by its results. It is to be hoped that other associations will speedily avail themselves

of the clause in the Toronto constitution which makes two of their members eligible for membership in the Toronto body.

* * * *

Enlarged views, enthusiasm and massed force are begotten of such gatherings as that on Monday. The danger of working at cross purposes or of wasting strength is provided against when counsel is taken from all quarters. The tactics of the most skilled generals have usually been directed to dividing the forces of their opponents in all doubtful engagements. A score or so of associations scattered over the country present too loose a front to a common opponent if they are not held together in some scheme of comprehension. The bond of union links the separate vertebrae into a firm spinal column, and too much backbone the associations cannot have. It will nerve the smallest of them to feel that it has the support of the whole organized trade. That will bring in members faster than any other agency. The strongest of local associations cannot help acquiring an insulated temper, if it has no intercourse with its fellows, any more than an individual man can who lives apart. Confined views are to be avoided. A broader way of looking at things was apparent from the very outset of the proceedings on Monday. Interchange of thought stimulated thought, and Toronto members never appeared to better advantage than they did then. The same no doubt could be said of the other members by any one familiar with them as participants in the proceedings of their local meetings. The touch of other conditions and considerations opens up ideas.

* * * *

Of not the least value is the enthusiasm generated. To find others zealous in the pursuit of the same end as oneself is pursuing is inspiring. There is more heart in the grocers who met together on Monday

than there was before they met. They have got better acquainted and have come to like each other. That brings out latent force for the carrying out of a common object. Trade affinity is not strong enough to do much of itself. It must be organized, and the best fruit of organization is friendly feeling, the nursing medium of all improvement. Friendly feeling does more than trade feeling for the benefit of trade. Trade feeling is too often animosity towards fellow traders.

* * * *

The delegates reflect credit upon the associations which sent them. They were clear-headed, fluent men, with intimate knowledge of the ins and outs of what they were talking about. There was no talking for the sake of talking. An idea was flung out every time a man spoke, and often great ingenuity and insight were shown in the remarks. They would compare favorably in the relevance, clearness, and originality of their suggestions and proposals with a body of similar size made up of members of any one of the learned professions. They illustrated well the value of business as a means of mental discipline. It would be a wholesome thing for those grocers who consider themselves above their calling to be present at the deliberations of such a body. They would learn that they would have to level up, not that they had levelled down. If a few associations can send such men to a general meeting why cannot many associations do the same thing? The practice of choosing delegates to represent associations at a central gathering would then result in great benefit. The deliberations of selected representatives could not but put the trade on a much higher plane than it now stands upon. Plainly the right class of men are in the trade if they could be brought together. The deputies who were here this week show this to be the case, and also their coming together shows that general association is possible.

CHEAPER GRANULATED SUGAR.

The decline of $\frac{1}{8}$ ¢. in the price of granulated sugar on Saturday had been looked for some time before it came. The fruit-preserving demand has almost spent itself, and lower prices are therefore not a surprise. The fall in price is not an unmixed good to the retailer. It brings him again to the dangerous possibility of selling 20 lbs. for a dollar. That is a round number of pounds, and round numbers have a fascination for traders, though they do not succeed in attracting prices upwards from a number that is inconvenient for dividing. When the trader could not give 20 lbs. for a dollar, he sold, not 19 lbs., but 18 lbs., the latter number representing more profit and being more amenable to division. Now he will strain a point to sell 20 lbs. The man who does a big enough business to warrant his buying in 15 barrel lots will do so, and having paid $4\frac{1}{8}$ ¢. a pound, he will try to sell at 5¢. a pound. This will be the despair of the trader who must buy in smaller lots and pay 5¢. a pound. Yet, if his big rival gives 20 lbs. for a dollar, the small trader must do it too. It is a pity, when a change had to be made from the point prices stood at, that it was not equal to about $\frac{3}{8}$ ¢., thus putting both the small and the large buyer in a position to obtain a profit on 20 lbs. for a dollar. If there be as much money in the country this fall as everybody calculates upon, the trade in selling sugar by the barrel to supply farmers for the winter ought to be a big one. But if there is to be no profit on it, it is of little consequence how big the trade is. Already we hear of some retailers offering 20 lbs. for a dollar.

CLEARANCE PRICES.

Grocers ought to make a big push to get rid of all lines that are likely to be cast in the shade by seasonable holiday stock. To be able to lay in fresh stocks of all the new Christmas goods, the retailer must bestir himself to unload everything that will look rusty or be out of demand by that time. It will not do to keep a thing beyond the period of its salableness. Rather than lose all on it, loose enough to make it sell. That is not price-cutting. It is marking down the price as the article depreciates in market value. Such stock has to be treated like damaged ware to make a clearance of it while it is wanted, and in time to leave a bare place for what is seasonable.

There are various articles kept in stock by the grocer that will become lumber if the price never eases; they will fill space and consume interest, while the goods in current demand would be causing a turn in the amount invested in them every few days, yielding a fair profit every time they move. Table ware is often kept till it has eaten up the margin in interest, and then sold at the sacrifice of more than the margin. Articles

that suffer for want of use cannot be kept long and sold at full prices. It is attention to these matters that makes the difference often between a progressive and a backward grocer. The former begins to make his clearances in time. He has foresight and keenness. Another will not recognize in time whither he is drifting, and will be caught often with a big collection of unsold and unsalable goods, which no body would count as an asset. There is something due to new goods. They want all the advantage that trim surroundings can give them, they want no shabby looking fellowwares in their environment. What has passed its season has forfeited its profit, and ought to be sold if from no other motive than to brighten up the store for the benefit of the new goods.

THE FALL PEDDLING TRADE.

Toronto traders have this season stronger reasons than usual for insisting on the pedlars' by-law being enforced. When fruit and vegetables are cheap, the pedlar's trade in them is always large, the grocer's correspondingly small. This autumn the prices of potatoes and of apples have been almost phenomenally low. Hence the pedlar lays in stock every day, the larger consumption due to lower prices enables him to dispose of a great deal of stock, and not wishing to keep any over night he drums the street hard until he gets rid of it. This stops the demand for the grocer. The remarkable cheapness of the pedlar's prices of to-day, as compared with the grocer's prices of yesterday or last week persuades the housewife that it is a saving of money to buy of the former. The fact that nobody cares to handle potatoes in a large way just now leads to big street arrivals every day, and the grower, real or pretended, drives from door to door to get rid of them. For the same reason that carloads are not handled, the grocer also has to buy of the grower, and prices often are no easier to the grocer than to the consumer. This makes the difficulty of meeting the pedlar's prices a hard one. Apples are selling on the street these days very freely. The small stock of the pedlar and the methods he resorts to to get rid of it enable him to take advantage of the sudden dips in price that the market takes. All this makes competition with the pedlar a rather one-sided affair. He has made big encroachments this year in the berry, peach and pear trade of the city grocers. It is no wonder the Toronto Association was urgent in its report to the city council to have the pedlars kept strictly within the limits of their license rights.

At the evening session of the meeting of the delegates on Monday, ex-President Mills made a good suggestion when he advised that the co-operation of the landlords who owned stores tenanted by grocers be secured. As heavy tax payers these would have an influence, and it would not be difficult to

show them that the business of the pedlars was a depreciating factor of some moment in the rental value of the premises used by grocers. The interest of their tenants ought to be enough of itself to induce the landlords to lend their weight to the movement of the stationary grocery trade for the better regulation of the peddling business. The general public have been appealed to in vain. Their support cannot be depended on, as they reason that the greater the competition the greater is the probability that prices will be kept down. That consideration offsets the annoyance caused by the pedlars.

THE SCARCITY OF FRUIT JARS.

The scarcity of jars this summer and fall became more aggravated as the preserving season advanced. Loud and numerous have been the complaints made of late about the consequences of this scarcity. It checked trade to a very marked degree. With some dealers the result was very exasperating. They could not sell jars because they could get none to sell. The demand for fruit fell off because no jars could be got to put it in. The sales of sugar shrank into much smaller volume under the same cause. Fruit, whose very abundance exposed prices to hourly downward fluctuations, was a source of loss because it could neither be kept nor sold. In no former summer has trade been blockaded to a like extent by the same cause. The preserving of the first fruit of the season taxed the supply of jars pretty severely. Consumption has been at work upon domestic supplies, many jars have been emptied in time to come into service for the second time in the season, but that has no effect on the dearth. In the summer of 1890 the buyers of old material could get all the jars they wanted, and more. They could scarcely give any away. This summer the demand upon them would have cleaned out half a dozen times as much stock as they had on hand. The fault for the scarcity lies at nobody's door. It could hardly have been prevented, unless manufacturers could have foreseen the abundance of the fruit crop and the removal of the duty from sugar. Importation has been put out of the question by the strength of the demand and corresponding scarcity in the United States.

THE DOMINION GUILD IN SESSION.

On Tuesday afternoon the Dominion Wholesale Grocers' Guild met in the Board of Trade rooms, in London, to transact their annual business. The delegates are: Messrs. William Ince, president, Toronto; Edgar A. Wills, secretary, Toronto; T. S. Kinnear, Lewis A. Howard, H. Blain, W. C. Crowther, P. C. Larkin, W. W. Keighley, H. C. Boomer, J. W. Lang, Toronto; George J. Fenwick, Kingston; W. A. Gilmour, Brockville; Richard Turner, Quebec; Charles P. P. Herbert, J. C. Rose, G. A. Irwin, D. T. Tees, Charles Chaput, H. LaPorte and Geo. W. Childs, Montreal; A. Balfour, R. A. Sterling, C. Scott and A. Turner, Hamilton; L. A. Carrier, Quebec, and James Watt, Brantford.

DELEGATES FROM ASSOCIATIONS MEET.

The meeting arranged for some time ago, with the object of focussing association opinion upon some of the more prominent trade questions of the day, was held in the Palmer House, Toronto, on Monday last. The following delegates from the associations invited were present: Messrs. John Ronan, J. O. Carpenter, B. Winniffrith, from Hamilton; Mr. James Craig from Trenton; Messrs. W. H. Ferguson, C. J. Wall from London; Messrs. Geo. Heyward and John McCorvie from Chatham; Messrs. Geo. Wenino and W. H. Hill from Sarnia. The members of the Executive Committee of the Toronto Association were also present.

President Barron extended a welcome from the Toronto Association. The Secretary read the list of subjects which had been drafted by the Toronto Executive as specially calling for discussion. They were: The Wholesale Grocers' Guild, The terms of the Guild, selling to consumers by wholesalers, the peddling question, the giving of credit to irresponsible traders, the disposal of bankrupt stocks, settlements granted insolvent debtors, supply stores, and the curtailment of credit.

Mr. Barron was then moved into the chair.

Mr. Thackray was requested to record the proceedings.

The following summary of questions emerged from the discussion which followed, the secretary being instructed to forward a copy of these questions to every Association in Ontario, and to prominent grocers in the towns and villages of the province, with a request that answers be prepared and returned as soon as possible:

The questions were as follows:

ON THE WHOLESALE GROCERS' GUILD.

1. What is the feeling of your Association on the time terms as last put in force by the Wholesale Grocers' Guild?

2. As to the sliding scale of prices on quantities of starches, sugar and various other goods as enforced by the Guild?

3. Would you be in favor of the following terms on sugars and syrups: 45 days, with 1½ per cent. discount for cash in 15 days, all other goods 3 months, with 3 per cent. discount for cash in 15 days?

THE SELLING TO CONSUMERS BY WHOLESALE HOUSES.

1. Are wholesale houses in the habit of selling to consumers in your locality?

2. Do they sell to charitable institutions, hotels, or any but retailers?

3. What steps would you suggest to stop this practice in future?

4. Do you know of any professedly wholesale houses who are or who have been selling to consumers?

THE GIVING OF CREDIT TO IRRESPONSIBLE TRADERS.

1. Would you, in cases where credit has

been given to irresponsible traders, be in favor of withdrawing your custom from the wholesale house granting such credit?

2. What are your views as to the disposal of bankrupt and bankrupt stocks?

SUPPLY STORES.

1. Are there any supply stores in your locality; if so, by whom are they supplied?

2. What means do you suggest for their suppression?

PEDDLING—HUCKSTERS, ETC.

1. How is the peddling business conducted in your locality?

2. What action has been taken with regard to its suppression?

3. Can you suggest further steps with a view to its suppression?

4. What license fee, if any, is paid by peddlars in your locality?

These questions having been agreed upon the meeting was adjourned, the President inviting the delegates to attend the regular Association meeting in the evening. The afternoon meeting was adjourned at 6 o'clock, the delegates meeting in Richmond hall again at 7.30 p.m., when the last questions were decided upon.

TORONTO RETAIL GROCERS' ASSOCIATION.

The regular monthly meeting of the Toronto Retail Grocers' Association was held on Monday evening. Business was hurried through, as the hour was well on when the evening session of the delegates was over, and the local association had arranged to adjourn at about 9:30 or 10 p. m. for the dinner got up in compliment to the visitors. Consequently only the routine business of the monthly meeting could be sandwiched in between these two matters. President Barron called the meeting to order at about 9:15. The following other members were present: Messrs. Gibson, Thackray, Mills, Williamson, McCulloch, Hodgins, Sykes, Johnson, Butcher, Binne, White, Sinclair, Calhoun, Donald, Clarke, Tolchard, Booth, Saunders, Roberts, White. The following delegates were also present: Messrs. Ferguson and Wall, London; Craig, Trenton; Watson, Simcoe; Ronan and Carpenter, Hamilton; Hill, Sarnia.

The President opened the meeting by referring to the visitors present, for whom he bespoke a hearty reception from the Toronto Association. The members responded by a burst of applause, and the President conveyed to the visitors the welcome which was thus signified. In response neat speeches were made by Mr. Ferguson of London, Mr. Craig of Trenton, Mr. Watson of Simcoe, Mr. Ronan of Hamilton, and Mr. Hill of Sarnia, all pronouncing the meeting they had attended here to be one of the pleasantest

they ever had anything to do with, and expressing sanguine hopes as to the beneficial results of their coming together in this way.

The minutes of last meeting were read and confirmed.

All the officers answered the roll-call.

NEW MEMBERS.

Mr. Thackray moved that Mr. Snow and Mr. Mulqueen be accepted as members.—Carried.

THE PIC-NIC REPORT.

Mr. Mills, the treasurer of the pic-nic committee, presented the report of that committee, which showed a gratifying balance on the right side of the ledger. The report was adopted.

Mr. Gibson moved, seconded by Mr. Tolchard, that the thanks of the Association be conveyed to Mr. Mills for his painstaking and satisfactory management of the financial affairs of the pic-nic.—Carried unanimously.

Mr. Mills made a suitable reply.

COMMUNICATIONS.

Letters were read, from the Chatham Association, asking for a copy of the municipal by-law regulating the city peddling trade; from Mr. Donald, tendering his resignation from the executive committee; from Mayor Clarke, in reply to the Association's complaint as to laxity in the enforcement of the peddling by-law, stating that the matter had been laid before the board of police commissioners; from Chief of Police Grassett, to whom the commissioners had passed on the Association's letter, stating that he had forwarded it again to License Inspector Awde, and expressing the opinion that breaches of the by-law were infrequent; from Inspector Awde, questioning the truth of the charge that the by-law was very commonly violated, and asking that a particular accusation be made, so that he may have something more than vague fault-finding to deal with, promising his confidence to all who would come forward with charges pointing to particular cases of violation.

The letter from the Chatham Association has been answered by the secretary.

Mr. Donald's resignation was not accepted, in view of the short time in which his tenure of office would expire.

The letters from the Mayor, Chief of Police, and License Inspector were referred to the executive committee.

The meeting then adjourned, all the members and visitors repairing to the dining-room of the Palmer House.

THE DINNER.

Thirty-two gentlemen gathered in the dining hall of the Palmer House, round the festive board, at the head of which sat President Barron, while installed as vice-chairman at the other end, was ex-president Mills. The following constituted the rest of the company: Messrs. Ferguson, Craig, Ronan, Carpenter, Williamson, Binne, Jones, Stewart, Donald, Clarke, Roberts,

Sykes, Sinclair, Mills, Hill, Tolchard, White, Calhoun, Booth, McCulloch, Shaw, Johnson, Gibson, Thackray, Wall, Heyward, McCorvie, Watson, Riddell.

Ample justice was done to the menu, which was followed by the conventional toasts and the usual amount of after-dinner speaking. Messrs. Booth, Mills, Donald, Ferguson, Craig, Watson, McCorvie, Heyward, Wall, Gibson, all took a hand in, and the evening was worn away very agreeably, the speeches being all the happier because there was little chance to premeditate them. The most cordial good feeling found frequent expression, and laudatory words were again and again uttered to the credit of the association principle, for introducing such a spirit of intimacy among members of a trade that but a few years ago seemed to be possessed of more mutual antagonism than any other feeling. Respect for their calling was a prominent sentiment in the utterances of various speakers. They deprecated the habit of mind in a grocer which disposed him to blame adverse accident or unfortunate necessity because he had drifted into the trade. Robust common sense and fraternal feeling pervaded all the speeches. The party broke up shortly after midnight.

KEEP YOUR PROMISES.

It may appear somewhat strange to take the above headline as a text for an article addressed to men of business, or more correctly, perhaps, men engaged in conducting business for themselves. But there is, nevertheless, abundance of room for such an article. There are many men who do not seriously consider the promises they make, previous to making them. If they did they would not make them at all. There could possibly be no better recommendation for a business than as Skakespeare put it:

"He was ever precise in promise-keeping."

When it becomes known in business circles that a man's word is just as good as his bond, the world trusts him, and would sooner take his word than many other people's bond. Confidence in one another is certainly the very life and soul of sound business, and when once confidence is seriously shaken, it takes an immense amount of struggling to get it back again. Some men are very easy in their promises, and very slack in their fulfilment. All our readers know well that if they have a promise from a customer that an overdue bill shall be paid on a certain date, they know well that it is a disappointment to them if it is not fulfilled, and at the same time, they never look upon that customer with the same degree of confidence that they did previously. They are always reminded of the broken promise when dealing with them. It is exactly the same when dealing with some one else, and when you are placed in the position of your customer, and make a promise and do not fulfil it. It is a great deal better to make no pro-

mises, and to face the music, as it were, by saying that you cannot do it, or that you would rather not than to make a rash promise, and knowing that there is some doubt as to fulfilling it.

It has been said that there is "honor among thieves." If, therefore, there is honor to be found among lawbreakers, there is much more reason that honor should be the standard of business. In your dealings with drummers the one who makes loose promises is often the one to be guarded against. His only object is to effect a sale, and he will do this at the expense of truth and at the expense of his own honor, sometimes. The large volume of business that is transacted every day upon our exchanges by the simple word of mouth, without any written contract whatever, is an example to all other business men. We are used to calling these men speculators, and names that are hardly justifiable, yet when we look upon their record and the large volume of business transacted by them without any written contract whatever, it is quite evident that they are men who fulfil their promises.

We once knew a peculiar and interesting gentleman, who laid it down as the first principle in his business, never to give a note promising to pay, and if he was asked for the payment of any sum of money, would never promise it unless he was absolutely certain that he would be able to fulfil it. He would sooner risk the ill-will of the person he was trading with, by not making a promise than by making one, that there was the least doubt of being fulfilled. No doubt, this gentleman, experienced some difficulty at times, but, in the end, he came out ahead. One day he made an appointment with a gentleman who was about to make a long journey, and the hour named left very little time for him to catch the train. As the hand of the clock pointed to the hour of the appointment, the traveller became quite anxious, when a friend stepped up and told him of the appointment he had made, the reply was unique, the gentleman saying, that if so and so promised to be there at a stated hour, you can depend upon its fulfilment, as he never made a promise that he did not perform it is needless to add that the appointment was kept, and the traveller was happy.

The old adage that "Promises" are like pie-crusts made to be broken" is not applicable to business men. Therefore be careful of making promises.—National grocer.

BUTTER AND CHEESE WANTED.

A British Columbia firm want the names of two or three first-class butter and cheese dealers who are prepared to supply them from time to time with these commodities. Readers who are in a position to do so should send names, address and particulars to THE GROCER at once.

A MODEL PACKING HOUSE.

During the past month Mr. W. Ryan, one of the best known and most enterprising provision merchants of this city, has been making extensive alterations to his large warehouses, 70 and 72 Front street east, refitting a portion of them with the necessary machinery and apparatus for packing and curing hams, bacon, pork, and rendering lard. THE GROCER called one afternoon this week and was shown over the premises. The cellars, which are concreted and well drained, are each 35 feet by 130, and are particularly adapted for curing and storing. In the rear portion of No. 70 is situated the cutting room, a spacious, clean apartment 60 feet by 30, adjoining which is the boiler room, boiler being a 30 horse power. On the second flat are two large jacket driers, one large lat press, and one very large cooler. On the third flat are two mammoth lard tanks and smoke house. The machinery is of the latest improved and best kind, and THE GROCER feels safe in saying that when the work is finished Mr. Ryan will have one of the best and finest equipped packing houses in the province. Mr. Ryan intends making the curing of extra fine hams and breakfast bacon a specialty. The large quantities of produce and provisions in the remaining portions of the warehouses, and the activity in every department are evidences of the large business carried on by Mr. Ryan. We wish him every success in the enterprise he has shown in refitting and thoroughly equipping his packing house.

FILL ORDERS CORRECTLY.

If there is one thing above all others that will cause a dealer to lose his customers, it is his carelessness in filling orders, and in the delivery of goods. This applies to all classes of business men, who supply the wants of the consumer. A customer may give an order for half a dozen or more articles, in the filling of which one small item may be overlooked. In the majority of cases, this slight oversight will cause more trouble than if all the other articles had been omitted and the one small item sent forward. The checking system is almost a certain preventive of these costly mistakes. That system should be strictly adhered to by all sellers, who should make it an ironclad rule that no goods be sent out of the house without having been checked off after the order is filled. Some merchants depend entirely too much on their memory, but the safest plan, after all, is to put orders on the book when they are taken. The dealer should never be without a memorandum book or tab, upon which to note the articles purchased by a customer. Details of this sort are too important to be overlooked, and carelessness is a dangerous habit to form.—Ex.

ANSWERS TO CORRESPONDENTS.

Mr. A. D. Urlin, Dutton, Ont., answers an inquiry made by a correspondent in our columns, by stating that Sunny South tobacco, is made by The Empire Tobacco Co., Montreal.

PICKING HILLWATTEE TEA.



This Choice Blend is sold only to the Trade and put up in pound and half-pound lead foil packets.

SELLING AGENTS :

LUCAS, PARK & CO.,

73 McNab St. North, Hamilton, Ont.

TEAS :—Mallawalla Blend, in ½ and 1 lb. tin foil packages, is the best of all package teas.

IN STORE :—Japans, Ceylons, Formosa Oolongs, Orange Pekoes, Congoes, (all descriptions), Paklings, Packlums, (all new season's goods, and A.1 values).

NEW VALENCIAS, New Scaled Herrings, New Salmon, New Newfoundland Herrings (in barrels), New Peas, Tomatoes and Corn.

JUST RECEIVED DIRECT :—Jamaica, Maracaibo and Rio Coffees (extra values).

NEW ORLEANS MOLASSES (barrels and ½s).

Proprietors of Diamond Baking Powder and Spice Mills, Agents for Wethey's Condensed Mince Meat, Leckie's Washing Crystal, and Gillard's New Pickles, (44 oz.) The latter is a delicious relish and should be kept by all grocers.

MAIL ORDERS SOLICITED.

W. H. GILLARD & CO.,
WHOLESALE GROCERS, HAMILTON, ONT.,

* The OLD WOODEN BUCKET MUST GO *
Indurated Fibre Ware.



NO HOOPS,
NO JOINTS,
CANNOT LEAK,
SWELL, OR
WATER SOAK.

The E. B. Eddy Co.
MAMMOTH WORKS
HULL, CANADA.

No good House can afford to be without them, while otherwise poorer houses are building up a trade by a good show of these wares. It is the only absolutely seamless. Though hard it is Elastic. Though impervious to hot or cold water it is not brittle. Lighter than Metal, Stronger than Wood. Heavier than any other Hollowware. Will not shrink. Imparts no taste or flavor to its contents. Commends itself for general House and Farm use. Invaluable for Manufacturers, Brewers, Cotton Spinners, etc. Indispensable for Steamboat and Vessel use.

☉ THE WARE OF THE PRESENT AND FUTURE. ☉

DOES THE GROCERY BUSINESS PAY?

This question, answered in various ways by different men, is always interesting and debatable. The foundation of a fortune, says an eminent capitalist, "lies in hard work." The working grocers are the successful men in the trade. Nearly all of the leading jobbers of the country commenced with no other capital than their natural abilities and capacity for work. The same is true of the prominent retailer and hundreds of others, whose name and record are unknown out of their respective neighborhoods.

Work, then, is the stepping stone to fortune, the extent of which will depend upon the character of the work, its continuity and the ability of the worker to husband and invest his net earnings.

Almost daily, however, we meet grocers from different parts of the country, who complain of slow trade, who assert that "there is no longer any profit in the business; too much competition; where there was one store ten years ago, there are now twenty little shops that cut away trade," and so the excuses go on. The men who succeed rise above such drawbacks, asserting their individuality and activity. They push ahead, not stopping to consider drawbacks or discouragements.

Some of the unsuccessful grocers and others belonging to the class who say, "I am holding my own," will find a conclusive answer to their position and argument in the experience of hundreds of money-acquiring grocers all over the land. Over in Brooklyn, where competition is excessive, there are many foreign-born grocers who have achieved a marked success. There is one who came to this country only five years ago penniless, who to-day is worth over \$40,000, owns valuable real estate, keeps several stores and sells goods so cheap as to astonish and annoy his neighbors, who are puzzled to know how he does it. We venture the opinion that he is up at daylight and at work until bedtime; that in the beginning he spent nothing except for subsistence, and then as little as possible. He overcame the most difficult step to fortune—laying a foundation, or as others put it, making a beginning.

We could multiply such instances by the hundred in the ranks of grocers and from record of retailers in other branches of business, for the principles requisite for success are the same, regardless of the character of the business. One or two instances will suffice: A few years ago we were directed to a tailor, an industrious German, who occupied very small and poorly furnished quarters on the east side of the city. His shop had a poverty stricken look, but he made good clothes and held the patronage of well-to-do people, many of whom were sent to him by one of the richest cloth jobbing firms in the city. Last week we again called upon this same tailor. The credit clerk of one of

our largest dry goods houses states that he is rich, owns a fine property in the business section, a tenement on the east side, a flat on the west side, houses in Harlem and still keeps a little tailor shop on—street, by no means pretentious, but neat, quiet and well appointed. He is worth at least \$100,000. What is the secret of his success? Nothing more than that he worked, gave satisfaction, held and increased his trade, saved, invested and the accumulations grew with rapidity. One of his customers remarked, that he "attended to business instead of ball playing and the races."

One other case: In — street is a shoe dealer who a few years ago lost all he had by a rascally partner. He started anew and in debt, and to-day is worth \$100,000. He says "hard work and economy is all there is to it. I lived over my store and my wife did the work, for we thought it better to do this and discount bills. A friend who lived in a fine house criticised my way, little knowing I could buy him out three or four times over. Now I am able to own my stock free from any claims. I live in a \$15,000 house. My wife keeps a servant. Myself and children each have a Columbia bicycle, and we live generously, but we save and pay for what is bought, whether it be boots and shoes or real estate." In short, he followed the advice penned by the Hon. Charles A. Dana, when getting \$15 per week on the New York Tribune—"Pay as you go"—and who to-day is able to spend a fortune on art treasures and books, and whose newspaper, the Sun, shines for all.

It does not require a brilliant mind, or special qualifications, to attain success. Luck is not to be considered. A classical education is not necessary, but the better educated a man the more marked his success, provided he has the capacity and willingness to work and save.

Stop, then, my good friend, you who are out of conceit with your business, and look at yourself and see if you have laid the right sort of a foundation. Possibly you may discover that you started wrong and now have travelled so far and are so badly handicapped that you are out of the race, too old to start afresh. If so, do not grumble and lay the blame on the business, but go to work and train your boys and your clerks to avoid your mistake.

The grocery business is all right; it is the men who handle it who are responsible for success or failure. It is a business with fewer risks than almost any other. Dull times seldom come to the grocer. His stock is quickly turned; never goes out of style; is always wanted; is subject to no closer competition than any other; in fact, profits are more liberal than with many other lines of goods. Therefore, be content with your calling, satisfied that if you work and save the measure of your success is a mere matter of a few years' intelligent effort. —American Grocer.

CAN SPECULATION BE CHECKED?

No better evidence that there is a general expectation in trade circles of rising markets and widespread activity could well be furnished than the appearance of warnings against the fostering of a speculative spirit. It is well worth, under the circumstances, to inquire whether it is profitable to take active measures to oppose a speculative tendency. We know that past experience has taught that, in the long run, the evil after effects of a wildly speculative fever largely counter-balance temporary advantages. We know that a boom usually lets in a good deal of foreign material. In other words, it drives work abroad which could have been kept at home had not the demand been artificially exaggerated by the operations of outsiders. A boom may be defined as a scare of buyers, created by speculators. During such a period only a few are great gainers, a far larger number of manufacturers and traders profit more than they otherwise do, while the great majority look back upon such a period with mortification and regret.

Yet it is difficult to see how a rise can be prevented when circumstances warrant the movement. Speculators cannot be kept out of any business. They are buyers when others are still in doubt, and are only too glad to sell their goods. The more venturesome in the trade are the first to follow the lead thus taken, purchasing raw materials liberally, while they hold back on a part of their product. The craze spreads until all are involved in it, and the great majority have reached the conclusion that a passing fever is to be the normal condition for a long period to come. It is then that he becomes a public enemy who dares to utter sentiments which a short time before would have received general applause.

However numerous those may be who are determined to oppose a rapid rise, there will always be a small but powerful minority who initiate the movement, and give it sufficient impetus to win over converts rapidly. We question whether there are many who have witnessed former booms, who have not back of all their protestations the desire to take an earlier hand in buying, and be quicker at selling than they were before. We believe that this feeling is far more general, and would prove a more potent factor for action than the desire to preserve the trade generally from any future dangers and complications by abstinence from or resistance to a rising market.

So far as we can learn there are none in the trade now who look forward to advances in price at all comparable with the famous boom period of 1879-1880. The word "boom" is so intimately associated in the minds of many with that extraordinary time that it is possibly misleading and unwise to use it now in connection with the improvement looked forward to. The term has, however, become identified with any upward tendency in trade, and has entered general usage in that sense.—Ex.

California Evaporated Fruits

APRICOTS and NECTARINES

Packed in 25 lb. boxes.

H. P. ECKARDT & CO.,

WHOLESALE GROCERS,

3 FRONT STREET EAST, TORONTO.

" Frequently grocers who have not handled Snow Drift Baking Powder and our Extracts ask us to send them a trial case, we are pleased to do this and make them special offers for first orders that will pay them to introduce our goods to their trade.

Respectfully,

The Snow-Drift Baking Powder Co.,

BRANTFORD.

ORDER A CASE OF

OCEAN WAVE BAKING POWDER

From your Wholesale Grocer.
Sells itself after one Trial. Prices Current

Cowan's Soluble Cocoa

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

The Cowan Cocoa and Chocolate Co. L'd, Toronto.
14 and 16 Mincing Lane, Wellington St. W.

Samples free. Correspondence Solicited.

Dont' Fail to Get

—A BOX OF—

Adams' Monte Cristo

CHEWING GUM.

Each box contains a brilliant ring which is set in the latest Parisian style.

Be sure to ask your Jobber for it.

ADAMS & SONS' CO'Y

11 and 13 Jarvis St., Toronto.



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

A. HAAZ & CO.,

Bonded Manufacturers of

Honey Dew, White Wine, Malt and Cider
VINEGARS.

74 Bagot Street, - Kingston, Ont.

LOCKERBY BROS., WHOLESALE GROCERS,
75 ST. PETER STREET,
MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS.
TEAS.

{ Barbadoes
and
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

Just Landing per S. S. Avlona !!!

100 Barrels Filiatra Currants.

100 Half Barrels Filiatra Currants.

2000 Half Boxes " Juan Merle " Fine off-stalk Valencias.

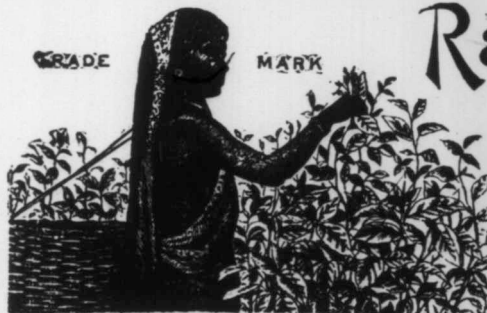
1000 Half Boxes " Juan de Llano " Fine off-stalk Valencias.

500 Half Boxes " Juan de Llano " 4 Crs. Layer Valencias.

Arriving in a few days, 1000 boxes " Extra " Sultana Raisins.

Write for our quotations before placing your orders.

**Hudon, Hebert & Cie.,
Montreal.**



**Ram Lal's
PURE
INDIAN TEA**

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

Put up in lead foil packages, 1/2 and 1 lb. Selling Agents:

CAVERHILL, ROSE, HUGHES & CO., Montreal.



Mr. Chas. A. Bremner, grocer, Hamilton, was in the city on Monday.

The Leamington canning factory has been paying \$300 a day for apples for some time.

Mr. J. Buckley Hodgins, London, is retiring with honor and a fortune, it is said, from the grocery trade.

We are pleased to see Mr. Taylor, of Taylor, Scott & Co., at business again after his accident.

The early closing arrangement among Moncton, N.B., grocers has been partly broken up.

Joseph Hiscock, grocer, has been awarded the contract of supplying groceries to the Kingston Orphans' Home.

A very large consignment of tea for Toronto, Montreal, Kingston and other centres was divided up at Smith's Falls last week.

Geo. Shillington, groceries and hardware, Carberry, Man., has purchased the hardware stock of R. Black, of the same place.

The Aylmer canning factory received an order from London, England, last week for 8,000 cases of canned apples and 1,200 cases of canned meats.

W. Hobert Dyde, of the firm of Redden & Co., grocers, Kingston, was married on the 5th inst. to Miss Francis A. Fenwick, daughter of Mr. G. S. Fenwick.

Smart's Tea Company, 295 Young street, Toronto, with a stock at \$1,749.31, was sold to J. W. Broderick, of London, Ont., on the 7th inst, at 60 cents on the dollar.

On the 7th inst. Mr. J. D. Hay, of Davidson & Hay, wholesale grocers, Toronto, was married to Miss Hendrie, the eldest daughter of Mr. William Hendrie, Holmdale, Hamilton. The wedding was one of the social events of the year.

The grocers of Montreal on the 7th inst. presented to Mr. A. T. Hodge, traveller for Messrs. Chase & Sanborn, an address, together with a beautiful china dinner set, with silver knives and forks, upon the occasion of his marriage. From his employers and fellow employees he received a silver tea set, engraved, and from the Iona Social Club, of which he is a popular officer, he was the recipient of a splendid ice pitcher and goblet, also engraved.

THE GROCER is informed that a Toronto wholesale house is selling to the Patrons of Industry. We do not believe that any reputable firm would do so when all discountenance any such action. Such double dealing would be unfair to the retailer and the jobber. The Guild says to a merchant that he must be either a retailer or wholesaler. He cannot be both under the sugar agreement. The jobber has a monopoly of the wholesale trade, and he has no possible right to sell the Patrons.

CHEAPEST SOURCE OF INFORMATION.

H. P. Ostroner, general merchant, Port Rowan, writes:—Dear Sirs,—Please send on again THE GROCER, as I cannot get cheaper information from any other source.

NOTES TAKEN ON THE ROAD.

The grocery trade in a manufacturing town is a very precarious business until a man has learned by experience the ups and downs of it. The mechanic who comes to town a stranger and goes to work in the shop is only on "trial," to start with. His employers may or may not like him; and on the other hand, after a week or two he may not like his job. In either case the chances are, if he is a family man, that the grocer has him on his book, and will probably always have him there unless he decides to tear out that particular leaf. It is this class of roving artisans that bring discredit on the honest mechanic, who settles down at his work to make a home, and in many cases has to suffer for the shortcomings of his brother workman. Few grocerymen in manufacturing towns but could retire a good many hundreds, and often thousands of dollars, if they had cash for the bad book accounts they have against dead beat transient workmen. They suffer far more loss by them than the city grocers do from the genteel, slippery dead beat among them, because in the former case prices, cash or credit are on a rock bottom basis, while in the latter allowance is often made for the risk. I think a high price is often a good test, as the beat is seldom a kicker about prices.

Mr. J. Gander, grocer, Merriton, is working up a very nice trade in that town. His location is a good one. He has long been a resident of that locality, and having the experience of a long service in the grocery business, as well as a successful record, he has a good basis to work on.

Mrs. Leo has again returned to Merriton, after an absence of two years, and once more opens out a first-class grocery stock. She is a good business woman, and after a trip to the North-west and other sections of the country, it is safe to make the assertion that she thinks the business chances are as good in Merriton as any where.

Flynn Bros., grocers, St. Catharines, have shipped large quantities of fruit this season, mostly to points in western Ontario. In this way they have turned several hundred dollars of accounts into cash. They also report their meat trade as nearly double that of any former year.

Mr. Leeson, grocer, Merriton, is one of the oldest business men in that busy manufacturing town, and although he owns a grocery store, he is quite independent of that business. Mr. Leeson owns a tug on the Welland Canal and a coal and wood yard in Merriton. His son now has charge of the

grocery business. They pay cash for all they buy and have no sleepless nights over "bills payable."

Mr. A. Wilson, grocer, St. Catharines, says the Fall Number of the CANADIAN GROCER was a "Calker" this year, and that the trade must respond liberally in its patronage to warrant such an edition. Mr. Wilson is strongly in favor of the present short credit system adopted by the wholesalers, and he can stand still another twist. He said, if Toronto grocers would bridle their tongues about the Guild and come to an agreement on a percentage of profits outside of Guild articles, they would be better off.

Business in Thorold is pretty well cut up, and I think in the grocery line Mr. S. McMann is the only one that adheres strictly to that business, and I am satisfied he is doing better than if he carried on a boot and shoe business, or a hardware business, or any other business with it. A general store is all right and necessary in a place where business can be done but by two or three stores, but in a city or fair sized town, it looks to me like going back fifty-years, when my father had a blacksmith and wagon shop connected with his grocery store.

Messrs Chatfield & Neelon, St. Catharines, are successors to the old established firm of Burrows & Chatfield. Mr. Neelon says their trade has been good all summer. St. Catharines has been reported dull for months, but the plumbing gasfitting and tinwork which this firm have had to do have kept them out of the dull swim entirely. This firm has had a large sale of stoves the past year, among which the Sultana Heater takes the lead. In ranges they have just taken in the John Bull and contemplate a large sale the coming Season.

One of the most useful articles lately placed on the market, and one which is bound to command a large sale when its excellence becomes generally known, is the Star Fire Lighter, manufactured by the Star Mfg Co., London. It does away altogether with the dangerous use of coal oil for starting fires, and obviates the necessity of pine or kindling. It is put up in cakes containing six squares each, one square being sufficient to light a fire. It is useful not only for wood fire, but will ignite soft coal without difficulty. Its great usefulness is also combined with cheapness, five cents worth being sufficient for eighteen fires. It has been placed on sale at the various grocery stores and its increased sale since its introduction is sufficient recommendation. If any of our readers have not tried it we would advise them to do so and they will not regret it.

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 GAGES taken CORRECTLY. You can save DOUBLE FREIGHTS by keeping Teas, Sugars and other heavy goods with us.

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

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.

**SOMETHING NEW !
A GREAT TREAT.**

Fresh Cod
TONGUES

In 1 lb. Tins.
This is the Delicacy of the Season.

Pronounced by connoisseurs far ahead of
oysters.

A GREAT LUXURY.
Apply to

EBY, BLAIN & CO., Toronto.
STEWART MUNN & CO., Montreal.
JAS. TURNER & CO., } Hamilton.
LUCAS, PARK & CO., }

Send for Samples.

ALL GROCERS SHOULD SELL
THE

**ROYAL
DANDELION
COFFEE**

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.



BEST GOODS IN THE MARKET.
FRANKFORT, CAMBRIDGE, BOLOGNA,
CHICKEN, HAM and TONGUE
SAUSAGES.

PUT UP BY THE MOFFATT PACKING CO.,
MONTREAL.



THOS. LAWRY & SON,

| PORK PACKERS AND LARD REFINERS. |

Curers of the Celebrated L. & S." and Imperial
brands of Smoked Meats.

PURE LARD A SPECIALTY. | **Hamilton, Ont.**



B. R. Nelles,
GRIMSBY, ONT.

Packer and Preserver of the Cele-
brated BEAVER Brand Canned
Goods, Evaporated Apples.

JAMS and JELLIES
IN GLASS AND PAILS.
Wholesale Only.



GOLD MEDAL : - Melbourne, 1888.
FIRST PRIZE : - Windsor, 1889.
GOLD MEDAL : - Edinburgh, 1890.

MAD N SILVER PANS TO AVOID CONTACT
OF FRUIT WITH COPPER.

ARTHUR P. TIPPET & CO.,
SOLE AGENTS FOR CANADA,
1 Wellington Street East, Toronto.

JAMES TURNER AND CO., WHOLESALE GROCERS, WINES AND LIQUORS.

Our stocks comprise everything in groceries, including the latest novelties.

We are selling agents for the following leading lines :

Ram Lal Pure Indian Teas,
Three grades, FINE, EXTRA, CHOICEST.

Bendsdorp's Royal Dutch Cocoa,
Batger's Jams and Marmalades,
Pickstone's Washing Crystal,
Mrs. Millar's Maccaboy Snuff.

The above goods in their respective lines cannot be excelled.



Retailers

ATTENTION !

It pays to sell

OUR BRANDS.

Over **3000**

customers can testify to
it.

Superior Quality.

Send for Price List
or Sample Caddy

Empire Tobacco Co.,

MONTREAL.

AN IDEAL CLERK.

We do not often incline to print, we are too modest ; the dew and shade of morning light suits better our complexion than does the glare of noonday ; but when great necessities are thrust upon us, what would you do ?

The necessity in this case that so beguiles us to lay ourselves at the mercy of the devil—printers' devil of course—and the public is a demand upon us for a synopsis of an ideal clerk, labeled "A Nineteenth Century Impossibility."

Handsome, of course, because his customers are chiefly ladies with great eyes of unearthly sweetness ; patience than which Job's was an invalid frazzlin ; elasticity of movement that would put the flea to shame ; oratory of such unctious flavor as would reduce a Shylock to distribute shekles, and taste, quotha, such as the richest of the orient could not satisfy ; meek, too, as Moses (when the bullrushes past him) ; your foot upon his prostrate neck, in seeming ; a scholar and a gentleman, forsooth ; so blind to circumstance of birth or paltry greed ; as honest as the daily sun and thrice as searching—Cash !—New Orleans Trade Index.

ODD MOMENTS.

Various questions have been discussed during the past few months, says a contemporary and communications on the different subjects have been presented by readers in various parts of the country. Whether a man can be a storekeeper and a Christian ; what constitutes good and bad storekeeping ; how would you spend a yearly income of a million dollars, are some of the subjects which have engaged the attention of the public, and now the question how to spend winter evenings seems to be the one under consideration.

To many of our readers daylight and leisure rarely come together, and there are not many evenings when they have much choice as to occupation. However, we can safely say, with a recent writer, that much more can be made of the odd moments if they are wisely seized on.

"Take it in the single matter of reading ; in these days of pocket editions and the popularization of good literature, practically anybody can, between the hours of uprising and sleep, get a precious impulse from a five minutes' perusal of some masterpiece of fiction, essay, poetry, or philosophy. There are always spare fractions of an hour, before or after meal-time, in the journey to and from our place of business, or during the many brief waiting-whiles of daily existence, when man is betwixt and between as to actual work ; and these interludes of quiet and inactivity, rightly appreciated, can be made to yield rich harvestings of comfort, instruction and inspiration,—of education in the deepest and most catholic sense. The

world fairly teems with examples of those who have gained their power and their success in this way.

"Many so-called self-made men who have earned an education by snatching these odd moments from the very maw of Time, in order to read the prized volume, say that they relished and got good from it fifty times more because they came by it so. They have consumed the books that made them informed, between the stints of work, perchance while the right hand swung the blacksmith's hammer, or the eye glanced from the printed page to the machine whose movements it superintended. Of course, the knowledge thus acquired was scrappy and unregulated when compared with that received from the college curriculum ; but it was sternly mastered, what there was of it, and the choice lay between that and nothing at all. Hence, to such seekers after light, odd moments are golden beacons and good friends, to stead them when naught else can."

WORKING FOR TRADE.

There are those who believe that a merchant's work should go no further than to offer a stock of merchandise for sale in an attractive store. Like many professional men and stock brokers they regard it undignified and contrary to the ethics of their calling to solicit business.

The merchant who is content to await trade and who puts forth no effort to increase business by solicitation or otherwise, confesses by his action that he is deficient in push and enterprise.

If it requires the calling upon people at their houses and the maintenance of a stable to win additional business do not debate over the expense, but render the required service.

It is well to remember that people are always willing to pay for goods according to the character and cost of the service required in their distribution. That is why one store averages 25 per cent. gross and 12 per cent. net profit and another in a different neighborhood in the same place 16 per cent. gross and 8 per cent. net.

It is legitimate and requisite to push for business in every honorable way. Appeal to the eye, and ear, the taste of people. Do not deceive yourself with the notion that because you are located in a small place you cannot expand your business. It doesn't matter if yours is the only store in a village of fifty houses and no other store within miles trade can be developed. Teach people to use goods which are new to them ; tempt them with delicacies, and if you cannot do any better, work on their feelings as do the patent medicine men. Get trade and and keep getting trade. The means and methods are without limit, because new measures can be adopted even if they must be invented. We prefer such as are free from clap-trap—those that are like a flash in the pan. Avoid anything which offends public opinion ; which caters to nastiness ; which sounds like buncombe. One can blow his own horn without calling into question his sanity. To those who work and push, new ways will suggest themselves as one result of their continued effort and experience. It pays to be alive and vigorous, even if it is in the line of storekeeping.—American Grocer.



Compare the quality with any other.

BENDSDORP'S ROYAL DUTCH COCOA.

Manufactured at Amstersdam, Holland.

Is absolutely Pure and Soluble Very delicate in flavor and of great strength. It will please more of your customers than any other Cocoa on the market, and please you because it pays a good profit. Packed in cases of 12 lbs. each. Price, ¼ lb. cans, \$2.40 per doz.; ½ lb. cans, \$4.50 per doz.; 1 lb. cans, \$8.50 per doz.

ORDER A CASE AT ONCE OF

Eby, Blain & Co., Toronto. James Turner & Co., Hamilton.
Caverhill, Rose, Hughes & Co., Montreal. M. F. Eager, Halifax.

STEPHEN L. BARTLETT, Sole Importer, Boston, Mass.



INCREASE YOUR TRADE
BY HANDLING
"KENT BRAND"
Fine Mixed Pickles.

Ask your Wholesale Grocer for them or write direct to

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

JOHN PETERS & CO.,
General Commission Merchants and Brokers,
Halifax, N. S. and Kingston, Jamaica, W.I.

Agents for The E. B. EDDY MFG CO.,
HULL, P. Q.

We are open to accept one or two more Agencies of first-class houses, either at Halifax or Kingston. We have a good connection and splendid storage facilities.

References: The Merchants Bank of Halifax.
The E. B. Eddy Mfg Co., Hull, P.Q.
The Mercantile Agencies.

JAMES E. BAILLIE,
PORK PACKER, TORONTO.

Hams, Breakfast Bacon Rolls.



GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

N. K. FAIRBANK & CO.,

COMPOUND



REFINED LARD.

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

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all seasons.

Will not ferment in warm weather.



The best and cheapest Mince Meat on Earth. Price reduced to \$12.00 per gross, net.

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

GEO. MATTHEWS

PACKER and CURER of the "Rose Brand"

Hams, Bacon and Lard,

ALL NEW STOCK.

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



TORONTO MARKETS.

TORONTO, Oct. 15, 1891.
GROCERIES.

The fine open weather is not a propagator of trade. What it will be mainly turned to account for is fall ploughing. More land will be turned over this autumn than the farmers commonly get time for between wet weather and frost. This hinders buying at the retail counters and is felt through all the grades of the trade. Moreover, the same cause keeps money scarce for, until farmers turn their attention to selling, fall circulation must be postponed. Preserving operations have about come to a close, so that the last motive of hot weather activity is pretty well exhausted as a business impulse before fall trade can be said to have fairly started. Payments which begin to be due at the middle of the month will probably be as prompt as usual, as buying has not been on a large scale.

CANNED GOODS.

The great abundance and cheapness of raw tomatoes have caused somewhat of a recoil in the demand for the canned product. The price in lots is \$1.05. Some packers report themselves yet unable to fill orders not taken some time ago, the business booked during and before the cool spell which hindered the ripening having been considerable. They admit that there is a glut of raw material, but say that they can make daily use of only so much as their manufacturing capacity is equal to. The fact that they are getting their raw material very cheap ought of itself to affect prices as soon as the output of stock exceeds the requirements defined in orders now placed for future delivery. Corn is arriving freely, and a full pack is the general estimate. It quotes as low as \$1.05. Peas are firm at \$1.10 as lowest quotation. A moderately good business in salmon is reported, most sellers starting from the same point, \$1.40, with occasional transactions at \$1.35. Lobsters are quiet and unchanged.

It is reported that anti-pool canners are already at work packing oysters in Baltimore and naming comparatively low prices. Apparently the outsiders are inclined to keep under the umbrella.

The B. C. Commercial Journal says: The bark Callao cleared Oct. 23 for Liverpool with 41,600 cases valued at \$212,090. The situation in England is as bad as ever. The market is very flat, and prices continue low. The news of the large pack in Alaska has created an unfavorable effect. Late quotations are 20s.6d. per case ex-ship in London. It is estimated that there are 360,000 cases in warehouse in England.

It is generally known that the Alaska pack for this season is over 600,000 cases, and it probably will be as much as the previous year. In 1890 Alaska packed 688,332 cases, and in 1889 709,347 cases. The arrivals of Alaska in San Francisco up till September 29th were 445,216 cases, against 329,395 for 1890, and 216,801 for 1889. In view of the above heavy arrivals and the disastrous

effect in prices, a combination has been formed in San Francisco, concerning which the Commercial News says: "The event of the week has been the combination formed among the Alaska salmon packers. The agreement was entered into Wednesday afternoon, and while a number of details are to be perfected, rates now in force are \$1.05 for King, \$1 for red and 95c. for silver salmon. Such action was necessary to save the market from demoralization, as the pack in Alaska promises to exceed early anticipation."

COFFEE.

The week's business in coffee has been an average one. Prices show no variation from last week's quotations. Stocks are full in all lines but choice Rios.

DRIED FRUIT.

The prices of Valencia raisins have ruled low lately, as there has been some cutting in new fruit. Very good off-stalk are offering from 6¼ to 7c., with 7¼c. in some cases. The demand is but fair, the cheap old stock still unsold coming in for a good share of the current trade. Sultanas are moderately active at 10 to 11c. Eleme figs are being received quite liberally and selling at 11 to 12c. in 10-lb boxes. For seven-crown figs the price is 16 1-2 to 17c. Currants quote from 6¼ up. Dried fruit generally is in slightly improved request since the fall-off in the supply of native fruits.

NUTS.

The trade in nuts is at about its minimum activity at this time of year. Little can be said about the current week's business except that it is very small. New Tarragona almonds are afloat and expected to arrive here in about ten days. Filberts are cabled firmer in Sicily.

RICE AND SPICES.

Rice is selling quite freely but without any change in quotations. In spices black pepper has declined to 12½ and 14c., at which prices it is easy.

Messrs. Richard Gough & Co., New York, are in receipt of advices through which they are enabled to make the following statement regarding the India rice situation: "From Burmah comes verification of the recent reports of impending famine. The works for the relief of the distress are being vigorously carried on, £60,000 having so far been granted for the purpose, and £40,000 for special agricultural advances, and it is expected that these amounts will have to be much increased. The scarcity of food supplies in Lower Burmah, caused by the over-exportation of rice during the past season, is engaging the special attention of the British Chief Commissioner, Sir A. McKenzie, who, on September 19, held a meeting of the principal millers and rice merchants of Rangoon, to ascertain the amount of the available stocks. The general opinion was that about 50,000 tons would be available, a portion of which would be shipped from Singapore. Some estimates have placed the requirements of Burmah until new crop as high as 125,000 to 150,000 tons in excess of their stocks on hand, and the fact that most of the ordinary Asiatic sources of supply have by this time of the year usually disposed of their exportable surplus has caused the Government to invite European millers to make tenders of cleaned Rangoon, Bassein, etc., for reshipment to Burmah. The reports of the growing crop are so far favorable."

SUGAR.

The price of granulated sugar took a drop of ¼c. on Saturday, and is therefore quoted now at 47 8 to 5c. This is a consequence

of the easing off of the demand, which since the slowing up of preserving activity rests upon a dull basis. For all sugars there is a much slacker demand than there was. Brighter times are looked for when the grain market becomes lively, and sugar now has to wait on that as well as any other grocery line. Yellows are quiet from 3 1-2c. upwards. The lowest price in common quotation is 3 ¾c., but there are sales at the figure first mentioned. Raws are selling as low as 3.40.

SYRUPS AND MOLASSES.

The business in neither syrups nor molasses shows any improvement. A very mild demand for syrups is met at prices ranging from 2 ½c. upwards. Molasses is quiet, trade in West Indian not being pushed by importers, though a little continues to be done in New Orleans stock.

TEAS.

While no marked trade feature has appeared in this week's business to distinguish it from that of a week ago, there is a degree more of spirit in the general movement of tea than there was then. The conditions have not yet arrived to start the big winter demand for large households, that comes in to the benefit of retailers in the fall in every good year. Farmers buy by the chest when money is plentiful, and a good deal of that sort of business is expected to be done in the near future. Good value in Japans continues to be given for grades from about 20c. upwards. Buying is brisker in the lowest grades, those selling at 16c. Blacks are in satisfactory request. The lowest point in the quotations for them is 15c. Young Hysons are scarce, while a strong demand for a limited supply of them exists. There is nothing in stock to sell below 17c.

The month's statistics show an increase of 5,000,000 lbs. in the stock of British grown tea. Still deliveries during September rank among the heaviest of any month on record, an encouraging feature when it is remembered that September is a comparatively light month. All good liquoring descriptions passed very firmly with occasional slight advances, poorest kinds alone

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51 Front Street East.

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Wholesale Fruit and Commission Merchants,
Importers of Nuts, Figs, Dates, Oranges, and
Lemons, Fancy California Evaporated and
Dried Fruits, Sweet Potatoes, Cranberries,
etc.

CORRESPONDENCE SOLICITED.

Phone 1766.

New Currants.

New Sultanas.

New Valencias.

New Figs.

P. C. LARKIN & Co.,

WHOLESALE GROCERS,
25 FRONT ST. E.

BILIOUS HEADACHES CO.



I had rheumatism in my knees and fingers, bilious headaches, etc., every few weeks. Mr. Higgins, Empire Laundry, urged me to try ST. LEON MINERAL WATER. I did, and it set me all right; headaches and pains all gone. My wife and three children also use it. We all find St. Leon Water very good and healthy.

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Watchmaker and Jeweler,
316 Queen St. West, Toronto

St. Leon Mineral Water Co., Ltd.,
Head Office, 101 1/4 King St. W., Toronto.
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ALL GROCERS SHOULD SELL
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Coffee.

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TORONTO.

TO GROCERS.

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Goods are warranted first-class.

PUSH THEM.

Order through your wholesale
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"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.,
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Todhunter, Mitchell & Co.

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

:: 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 reli-
able. Our fruits are noted for their high syrups and natural flavors.

Delhi Fruit and Vegetable Co.,

FACTORIES : DELHI AND NIAGARA.

SUGARS DOWN.

The Wholesale Grocers' Boycotte does not prevent me underselling them
17 cents per hundred on

GRANULATED SUGAR—

The Combination price is now 5 cents per lb., and I am selling at \$4.83 per hundred.
I have a large stock.

**New Currants, New Raisins,
New Figs, Canned Goods (1891 pack)**

Which I am selling at lowest Cash prices. Write for quotations of Teas and General Groceries.

JAMES LUMBERS,
WHOLESALE GROCER,
TORONTO.

MARKETS—Continued.

showing a tendency to weaker prices. The market this week has fully maintained the steady tone previously ruling, competition being brisk for all grades, especially for finest kinds, as these descriptions are much wanted and still very scarce. Advices from Calcutta to Toronto state: "There was less demand at auction, common grades declined 3 per cent., and medium about half an anna. The few fine teas on offer were well competed for and sold at late rates"

Gow, Wilson & Stantons' circular state: It is satisfactory to note that the week's average price for Ceylon has again advanced a farthing per pound, making a gain of half penny in a fortnight. It now stands a penny above the quotation a month ago. Demand for all but poor liquoring teas has been very strong, with animated competition, advances being paid here and there, especially for choice parcels of Pekoe and broken Pekoe. Commonest teas alone have lacked the support of buyers. Quality has as usual at this season been gradually improving and thus inducing more concentrated attention towards Ceylon growths.

PETROLEUM.

The market is not in any specially interesting stage so as to influence business one way or the other. The present requirements of consumers impart all the activity there is in the trade. Prices are unchanged, Canadian refined being 15 to 16c.

The Petrolia Advertiser reports: Petrolia crude 1.35 $\frac{1}{4}$ per bbl., Oil Springs crude \$1.35 $\frac{1}{4}$ per bbl. Crude remains about the same as last week, nothing having transpired to make any material change. The drill keeps at it night and day, but no heavy gushers are brought to light. In the aggregate the production is increasing, but not to the extent to cause any alarm on the part of the producers or to affect the price. On the other hand the stocks are decreasing fast, and by the end of the present month every shadow of a surplus will have vanished—whether ever to appear again is a question to be demonstrated by the inevitable future. Refined remains still at 12 $\frac{1}{2}$ cents in barrels or 9 to 9 $\frac{1}{2}$ cents in bulk. At these figures there is any amount going out, and, notwithstanding these prices a very good article is being made.

DRUGS AND CHEMICALS.

The trade in chemicals handled by general traders and grocers is a normal one, sulphur, alum, vitriol and such lines being in steady request at unchanged prices.

BUTTER AND CHEESE.

BUTTER.—Receipts of butter both here and at outside points have been very light all week, and prices are higher. Country merchants in some sections north and west say they have increased buying prices for fresh sweet grades at 20c. in trade without getting an increased supply. On spot fine grades are urgently inquired for at full prices. Consignments have come forward in mixed qualities from common to good and have



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Pure Soap.
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Made specially for
laundry purposes!
Good for any washing
or cleansing!
Sell Surprise.

The St. Croix Soap Mf'g Co.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

St. Stephen, N. B.

sold at 14 to 16c. Picked or selected lots have gone as high as 19c. while bakers have been able to buy the culls at 10c. up as to quality. Dealers look for an increased make when the cheese factories close. Creameries are very scarce and firm at 25 to 26c. In British Columbia, Ontario dairy is worth 25c. and Manitoba 20 to 22c.

CHEESE.—Quiet and without change. Dealers are buying small lots of August make at 9 $\frac{1}{2}$ to 9 $\frac{3}{4}$ c. here. Out of stock sales have been made at 10 to 10 $\frac{1}{2}$ c.

COUNTRY PRODUCE.

BEANS.—New crop is beginning to move and prices are unsettled. Quality averages good. In the west a car of choice hand picked sold for Halifax at \$1.55 f.o.b. Local dealers have not yet purchased many, but a car of prime medium was distributed among the dealers, this week at \$1.35 to \$1.40. Resales in smaller quantities are being made at \$1.55 to \$1.65.

DRESSED MEATS.—Beef is plentiful and easy at 3 $\frac{1}{2}$ to 5c. for forequarters, and 6c. to 8c. for hind. Veal is scarce and firm at 8 $\frac{1}{2}$ to 9c. Mutton and lamb easy at 7 to 8c. respectively, mutton is not wanted.

DRIED FRUIT.—Weak and unsettled. Offerings are larger and sellers are asking for bids, while buyers are holding off. Ordinary dried sold out of store at 5 1-2c. today, and dealers would not pay over 4 1-2 to 5c. for lots delivered here. Evaporated lower; 50-box lots sold here at 7c., and cars were offered to arrive at the same price.

EGGS.—Have advanced still further. Held fresh are offered at 15c., but for strictly new-laid buyers have to pay 16c. Receipts have

fallen off materially this week, and it has at times been difficult to secure supplies and a few pickled have come out.

HAY AND STRAW.—Demand for hay continues good, supply is liberal, and prices are steady at \$11.50 for average timothy on track. Straw dull and unchanged, at \$5.50 to \$6.50.

HONEY.—Supplies are coming forward freely and prices are irregular. Good quality extracted sells at 9 to 10c. Comb averages 15 to 16c., but the range is 13 to 18c.

HOPS.—Are still quiet. Local dealers are getting 14 to 16c. for single bales out of stock for 1891 and 12 to 14c. for 1890, but for large lots of 1891 Canadians 13 to 14c. is quoted.

POTATOES AND VEGETABLES.—The potato market is very irregular. Light street receipts here have advanced out of store prices to 50 to 60c. per bag, but 45c. seems to be the top figure for track offerings, owing to the uneven quality. Onions are plentiful and easy at \$2 to \$2.25 per bbl. for natives.

POULTRY AND GAME.—In fair demand at steady prices. Chickens are selling at 30 to 35c. for country store stock, and 50 to 60c. a pair for hand picked. Ducks rule from 45 to 60c. a pair. Geese sold at 5c. for scalded to 7 $\frac{1}{2}$ c. for hand picked. Turkeys steady at 12 $\frac{1}{2}$ c. per lb.

Partridges are steady at 50c. a brace for average quality. Wild ducks scarce and firm, with prices ranging from 40 to 75c. a pair for butter ball to large black.

DRESSED HOGS AND PROVISIONS.

Receipts of dressed hogs are light. Demand for packers weights are good at steady

WE ARE BUYING

Dried
Apples.

SEND SAMPLES
AND QUOTATIONS.

ESTABLISHED 1866.

STANWAY & BAYLEY
BROKERS

AND
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

WE ARE BUYING

Evaporated
Apples

SEND SAMPLES
AND QUOTATIONS

ESTABLISHED 1841.

W. H. Schwartz and Sons,

Coffees,
Spices,
Mustard.

HALIFAX, N.S.

ORIENT MILLS.

SINCLAIR, HOOD & CO.,

(SUCCESSORS TO W. A. BRADSHAW & CO.)

Importers and Manufacturers of

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

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Commission Merchants,

185 NOTRE DAME ST., EAST,

P.O. Box 615. WINNIPEG, MAN.

*We are desirous of representing two or three more Importers or Manufacturers in any lines of Grocery goods we do not now handle.



All kinds of produce handled. Consignments solicited. Carriers supplied.

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

ORANGES.

Last car of Florida oranges for the season just received. Fancy stock. Send for prices of oranges and lemons. Prices are advancing 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 Storekeeper 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.

T. W. CLARK & CO.,

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Consignments solicited and business transacted for Eastern Canada Merchants.

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References: Bank of British Columbia.

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WANTED,
CHOICE DAIRY BUTTER

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Hams, Breakfast and Roll Bacon,
New curing, now ready.

For Choice full flavor goods send us a Sample order.

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The Ontario Produce Co'y.

Produce Brokers and Commission Agents,

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WANTED I
CHOICE DAIRY TUB BUTTER.

Apples and Potatoes.

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TEAS, COFFEES, FRUITS, SUGARS, ETC

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THOMPSON & KING,

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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,

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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.

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Solicit consignments of Country Produce from Storekeepers.

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GENERAL AGENT

Consignments Solicited.

SPECIALTIES: Canned Goods, Dried Apples, Evaporated Apples, Codfish.

Quotations and samples sent on application. A trial solicited.

41 St. Francois Xavier Sts., Montreal.

McLAREN'S



Is Honest Goods and just the Thing on Which to make or Extend a Business.

The Best Grocers Make a point of Keeping it always in Stock.

MARKETS—Continued.

prices but smaller hogs are slow. Good packing hogs 125 to 300 lbs have sold readily at \$5.90 to \$6.10 per cwt.

BACON—Long clear is selling as soon as ready, the supply being hardly liberal enough for the demand. Prices are firm at 9c. No larger lots are obtainable.

PORK—Mess is lower at \$14.50 to \$15. Short-cut Canadian remains steady at \$17 to \$17.50.

SMOKED MEATS—Hams are still plentiful and easy at 11c. for old. New make of backs and bellies are going at 11c. and rolls at 9c.

LARD—Since cutting has become more general, the supply of lard has been larger and values are easier, at 10 1-2 to 10 3/4 c. for pure. Compound remains at 8 1-2 to 9c.

FRUITS.

Fewer fruits remain to market now. Apples are improving, quotations now running from \$1 to \$1.75 per barrel. Pears are in great variety at \$2.50 to \$4.50 per barrel. Quite a liberal supply of peaches for the fag-end of the season continues to be received at 60 to 90c. Grapes are firmer and higher with cooler weather, at 2 to 3c. for Concord, 2 1-2 to 4c. for Rogers, and 3 1-2 to 4c. for Niagaras. Quinces are very plentiful at \$3 to \$3.25 per barrel and 40 to 50c. a basket. Cranberries are \$8 to \$8.50 per barrel and \$3 to \$3.50 per box.

GREEN FRUIT.

Maori lemons are the only description now in stock. They quote at \$8.50 to \$9. Jamaica oranges are plentiful and well seasoned usually, at \$7.50 to \$8. Re-packed in New York they arrive here in good condition. Florida oranges are in very slender supply so far. They are green and hard yet. It will be a fortnight before they are ripened for use. They are worth \$3.50 to \$4.50. The market for them opens this year lower than it ever did before. Bananas are scarce at \$1.25 to \$1.75. Sweet potatoes quote at \$2.75 to \$3.00 for Baltimores, and \$3.50 for Jerseys.

FISH.

A slow trade is the order of the season. A very moderate quantity of any description is selling, with prices in the main on the basis reported last week. There is one exception. Lake herring quote as low as \$1.75 and up to \$2.50 per hundred, by count, but this is owing to an increase in the receipts of quite small fish. British Columbia salmon is 16c. and selling quietly. A car is standing on offer now, and there is every probability that there will be a big loss upon them before they are disposed of.

SALT.

Seasonable activity is reported by the salt houses. Prices are unchanged. In car lots the quotations are: Dairy, \$1.20; fine sacks, 88c.; coarse sacks, 70c.; barrels, \$1.20. The demand seems to be strongest for coarse sacks.

DRY GOODS.

Orders are small. The retail traders are cautious and the wholesalers are not pushing trade. The weather is too fine for the sort of trade that is commonly seasonable at this time of year. Last week's trade however, was better than that of the corresponding week of a year ago. That is not saying much, however.

FLOUR AND FEED.

Trade is fairly active. Prices in some lines are easier. In trade lots prices are: \$5.75 for Manitoba patent, \$5.25 to \$5.35 for Ontario patents, \$4.50 for straight

roller, \$4.40 to \$4.50 for extra, \$2.25 to \$4 for low grades, \$5.25 to \$5.40 for strong bakers'. Graham flour is \$4.50, standard oatmeal \$3.80 to 4. rolled oats \$4. Kiln-dried corn meal is \$4, rolled wheat \$5, wheat bran \$12, cracked corn \$30, mixed chop \$20 to \$25, split peas \$4, pot barley \$4.25, oats 30c.

MONTREAL MARKETS.

MONTREAL, Oct. 15, 1891.

The grocery and allied markets generally show a better feeling this week, but the change is hardly appreciable yet. However the last half of October is the time that activity ensures, consequent upon the advance in freights after that, and some anticipatory ordering is already being done, which gives the market generally a more lively look. Dried fruit—Teas, spices, coffees, etc., have shared in the improvement.

SUGAR, ETC.

There is a fair business doing in sugars, and while raws are stronger and have advanced on all grades, the local refiners have made no advance in the price of refined, but hint at an early advance of strength on raws Granulated is still quoted at 4 5/8 and yellows 3 1/2 to 4 1/4 according to quality.

There is a very small demand for syrups, and prices are unchanged at 2 3/4 to 3 1/4 c., no transactions of importance are reported in molasses, but there is a fair jobbing trade passing in Barbadoes at 38 to 38 1/2 c.

TEAS.

There is a good demand for Japan teas, anything worth from 13 1/2 to 15c. bring in very good demand. Better goods are also moving well, business on the whole being very fair. Blocks are quiet and more or less neglected on spot

COFFEES AND SPICES.

The coffee market has shown no change during the week, but a fair degree of activity has experienced and were it not for the unsettled condition of primary markets the demand would be better. Rios have sold at 19 to 19 1/2 and Jamaica at the same figure in fair sized lots. Spices have shown more activity during the week, and some fair sized lots of pepper have changed hands at 9 1/2 and cloves at 9 1/4 c.

RICE.

There is a good demand for rice at unchanged prices. We quote:—Patna, \$4.50 to \$5; Japan, \$4.25 to \$4.50; standard, \$3.90, and off grades \$3.50 in car lots.

DRIED FRUIT.

The market for dried fruit has shown considerable activity during the week, and some large sales of prime new Valencia to arrive have been made on the basis of 18s. to 18s. 6d. for first hands, seconds moving for 1s. less. The S. S. Avlona arrived in port today, being the first direct steamer from Spain this season. She only brings between 50,000 and 60,000 boxes altogether. This quantity is small, but although this is so the demand is disappointing. Jobbers are now taking orders from customers at 5 1/2 to 6c., which is a noticeable decline from previous figures. It is expected, however, that as soon as the season for domestic green fruit which is very plentiful, that more attention will be paid to foreign dried, and prices are consequently expected to improve.

The S. S. Avlona also brings first direct shipments of new currants, for the moment the market is fully supplied. A fair demand is experienced and considerable sales have been made ex ship of round lots at 5 5/8 to 6c. The quantity to hand and expected is

only moderate in the aggregate, but owing to the lower grades lacking keeping qualities they have an easy tendency.

CANNED GOODS.

There is nothing doing in canned goods, the large supplies of fresh fruit and vegetables being very large and sufficient for all requirements. The tomato pack for this province alone is estimated at 23,000 cases, and while packers are asking \$1, they would, no doubt, accept a bid of 95c. or less for a round lot.

GREEN FRUIT.

The market shows no change in green fruit, and lemons and oranges are unchanged at \$4.50 to \$6 for the former, and \$3.50 to \$4.50 per case for the latter.

FISH.

There is no change in fish, and the arrivals so far, have not been large. Prices, generally, are steady under an ordinary sort of demand.

PROVISIONS.

The position of the provision market is without change of note. Pork continues to move out in a very satisfactory manner at firm prices, the stocks in dealers' hands here being very small. Canadian short cut, per brl. \$17 to \$17.25; mess pork, western, per brl. \$15.25 to \$15.75; short cut, western, per brl. \$17.25 to \$17.50; hams, city cured, per lb. 10 1-2 to 11 1-2; hams, canvassed, per lb. 00 to 00; lard Canadian, in pails, 0.08 3/4 to 9c; bacon, per lb. 9c. to 10c; lard com. refined, per lb. 7 3/4 to 8c.

EGGS.

The demand for eggs was good to-day, and the receipts moderate. The market holds steady at 14 to 14 1/2 c. with an occasional sale at 15c.

PARTRIDGE.

The receipts of partridge are moderate and are picked up freely on arrival. Choice birds bring 40 to 45c. per brace, and seconds about 25c.

BUTTER.

Butter does not take on any particular activity, but for all that moves along in a steady satisfactory way. For late made creamery high prices have checked the demand, and the movement is small in consequence, but shippers are paying more attention to seconds, Townships, etc., at 17 to 18c., and some business has been done for export, while the supply is not large, which has a hardening tendency on prices. Western dairy is not active, the quality being unacceptable. Late made creamery, 22 to 22 1/2 c.; earlier makes, 21 1/2 to 21 3/4 c.; finest Townships, 17 to 18c.; finest Western, 14 1/2 to 15c.

CHEESE.

Cheese presents a fairly steady aspect, and although not active, enquiry for French country stock, which has been experienced since Saturday, has stirred up business a little. This induced some free buying in St. Hyacinthe on Saturday, where 5,000 odd cheese were taken from first hands at 9 3/8 c., and at the wharf the other day 3,000 more odd were turned over, the most of it at 9 3/4 c., with the rise which meant a fraction or so more. On the whole, therefore, it is safe to call it a steady 10c. market at the present time. At any rate strictly finest late made stock, which is not plentiful here, could not be moved under that figure, while colored would undoubtedly command a premium, and unless more of it is turned out in the country, may be possibly worth a noticeable fraction over white before long. Finest Septembers, 10c.; finest August and Septembers, 9 3/4 to 9 7/8 c.; fine, 9 3/8 to 9 1/2 c.; medium, 9 to 9 1/4 c.; cable, 46s. 6d.

SPECIALTY.

- Stone Ground Flour -

No Frozen Wheat used.

Meals and Feed of all kinds.

Mention this Paper.

J. & R. ROBSON,
Brantford, Ont.

Dominion Mills,
LONDON, ONT.

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

Write for Samples and Prices.

CARTLEY & THOMSON,
305 to 311 Talbot St.

HARRY T. DEVINE & CO.,
FLOUR, FEED AND PRODUCE MERCHANTS.

Sole Agents for Vancouver, New Westminster and District for **LEITCH BROS.' CELEBRATED OAK LAKE MANITOBA FLOUR.**

City Office and Store : 130 Condova St.
Wharves, No. 1 and 2 : False Creek,
Westminster Avenue,
VANCOUVER, B.C.

BRANDON ROLLER MILLS,
Brandon, Man

—MANUFACTURERS OF—

Hungarian, Patent, Strong Bakers

-- FLOUR --

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

Dealers in all kinds of grain and feed.
ALEXANDER, KELLY & CO'Y,
PROPRIETORS.

N. WENGER & BROS.,
AYTON, ONT.

- - MILLERS - -
(Hungarian Process)

BRANDS :
KLEBER, MAY BLOSSOM.

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

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

IRELAND'S HEALTH FOODS.

The choicest Breakfast Cereals and Hygenic Foods made. This class of prepared cereals is put up only in packages and known as

"OUR NATIONAL FOODS."

Dessiccated Wheat	For Dyspepsia, &c.	Rye Meal	Liver & Kidney Troubles
Dessiccated Rolled Oats	Porridge, easily digested.	Farinose or Germ Meal	Porridge, &c.
Snow Flake Barley	Porridge, Puddings, &c.	White Corn Grits	Porridge and Corn Cakes
Dessiccated Rol'd Wheat	Porridge, &c.	Gluten Flour	Diabetes and Indigestion
Buckwheat Flour, S.E.	Griddle Cakes, &c.	Breakfast Hominy	Porridge, Puddings, &c.
Prepared Pea Flour	Soup, Brose, &c.	Prunty Barley	Puddings, Soups
Baravana Milk Food	For Infants	Pearl Barley (xxx)	Soups, &c.
Patent Prepared Barley	Invalids and Children	Farnia	Puddings, &c., very choice
Patent Prepared Groats	Children, Light Suppers	Snow Flake Hominy	Puddings, &c., very choice
Barley Meal	Seons, Porridge, &c.	Gluten Biscuits	For Diabetes

For sale by all first-class grocers and the trade supplied by

The Ireland National Food Co., (Ltd.), Toronto.
F. C. IRELAND, B. Sc., Managing Director, 109 Cottingham Street.



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



MONTREAL Markets Continued.

GRAIN.

No business of importance is reported in grain and prices are unchanged. We quote: No. 1 hard Manitoba, \$0 No. 2 do. \$1.05 to \$1.07; No. 3 do., 97c; No. 2 Northern, \$1.04; peas, 74c. per 66 pounds in store, 75c. afloat; oats, 31c. to 32c. per 34 pounds; corn, 68c. to 69c. duty paid; feed barley, 48c; good malting do. 55c. to 57c.

FLOUR.

The flour market does not pick up any and business is still of the same jobbing kind that has been noted from day to day. A slow movement progresses countrywards, but with the fine reports generally of all kinds of produce from the farming sections buyers anticipate a smaller movement on this account. On lower province and eastern account nothing beyond the ordinary is doing as buyers have not commenced to think of winter stocks yet. Patent spring \$5.15 to \$5.30; Patent winter \$5.00 to \$5.25; straight roller \$4.75 to \$4.85; Extra \$4.40 to \$4.50; Superfine \$4.10 to \$4.25; City strong bakers' \$5.00; Strong bakers' \$4.75 to \$5.00.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Oct. 12, 1891.

There was not the increase in trade the past week that had been looked for, though good business was done. Buyers seem to be holding off, as they are only filling immediate wants. Flour, sugar and molasses are a shade easier, while fish are in good demand and prices are firmer, with a prospect for still greater advance. Canned goods are arriving from the packers, and prospects point to lower prices in some lines than last season.

FLOUR—While there is a good demand for breadstuffs, the prices are weakening. We quote: Manitoba, \$5.80 to \$6; high grade family, \$5.40 to \$5.50; medium patent, \$5 to \$5.15.

MEAL—There is only a small amount moving and prices are unchanged.

OATMEAL—The trade is well supplied with oatmeal at the lower prices, though the amount moving is not large, \$4.60 to \$4.75 being the present price.

FISH—Our market has been only fairly supplied with big fish, pollock being especially in demand, and prices have advanced from 50c. a quintal the past ten days, with prospects good for still higher prices.

COD—Are not coming in as freely as usual, which has caused a firmer tone to the market.

COUNTRY PRODUCE—Butter still keeps scarce and prices are not much changed. Cheese is in only limited demand, with all dealers fairly well stocked, 10 to 10½c. being the prevailing price. Potatoes are in good demand and sell readily at \$1.10 to \$1.15 per barrel. Beans are \$1.80 to \$1.90, pot barley is \$4.15 to \$4.25, split peas \$4 to \$4.25, rice 3¼ to 3⅞c., oats 38 to 41c.

Customer—You sell cracked eggs at half price, do you not?

Clerk—Yes'm, we always sell cracked goods at 50 per cent. discount. Anything else to-day?

Customer—Yes you may give me a dollar's worth of cracked wheat, and here is your fifty cents

HOW BAD DEBTS ARE MADE.

People often wonder how it is that a retail grocer gets so many bad debts among his accounts. To the dealer who has had the "experience," while the deadbeats have the "money," the operation is a very simple one.

The whole trouble arises from the slowness of the dealer to say "no" when more credit is wanted. The merchant grants a little more credit in order, as he thinks, to keep his customers in good nature and so secure the old balance. But it is just here he makes a fatal mistake. If a customer cannot pay one week's or one month's bill, certainly the lapse of time will not help matters, but the account will get so large that the customer will find it cheaper to "move than to pay rent," as the expression goes, and he jumps his account and goes to look for some other victim.

This is the history of three-fourths of all the cases of bad debts; and if the merchant had said "no" when the first bill was in arrears, his loss would have been small compared with what it finally was. And further, a firm refusal to extend credit would often have the effect of making the customer pay up, hoping for another chance to "get in" to the grocer. Then is the time to give the dead-beater the grand bounce and be rid of him.

Bear in mind, and act upon the knowledge, that if a man cannot pay one week's bill, he certainly cannot pay a two weeks' bill.—St. Louis Grocer.

IRASCIBLE STOREKEEPERS.

It is a fact that some men cannot help being fretful and cross. They are born so, and they carry these unamiable qualities from the cradle to the grave. We feel sorry for such people, says a contemporary, for we regard their failings as incurable diseases.

Men who are constitutionally of an irascible temper ought not to engage in the storekeeping business; for in that field they are likely to encounter so many crosses and tribulations that they are sure to fret themselves to death in a few years, not to speak of the worry they occasion other people.

Irascibility is one of the worst faults a retail storekeeper could possibly have, as it drives away trade, makes enemies, and while he may be at heart a very good fellow, his manner conveys the general impression to his customers that he is about as near a savage as it is possible for a white man to be.

A man, to become a successful storekeeper, must be patient and self-possessed at all times. He cannot afford to fly in a passion at every trifling annoyance which he encounters. The children of a town hate an irascible merchant, and will give him the go-by whenever they can, or else in a spirit of malicious mischief constantly devise schemes for fretting and annoying him. They will

yell at him derisively when he goes down the street, slam his doors and perhaps break his windows and do other things which tend to keep him in a state of continuous mental disturbance.

We pity a man of this kind. We believe it is a mistake for him to attempt to continue in business. He had better sell out his store and stock and remove to some secluded and quiet locality where he will not be brought into constant friction with other people.

Irascibility grows upon a man when it once gets a good hold upon him. As he gets to be older he becomes a chronic grumbler. He opposes every movement of a public spirited character in the town in which he resides. He is a disturbing factor in church and politics. Nothing in the world seems to move in accordance with his opinions. He is really deserving of sympathy, but he never gets it. His fellow townsmen learn to dislike him, and as the gray hairs within his crown, he is derisively called "Old Snarly." Even his age is not respected.

It seems to us as we contemplate the career of such a man, that his existence is not worth the trouble which it costs him.

BUSINESS CHANCE.

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

Grand Pacific Hotel

KAMLOOPS, B.C.

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

H. SMITH, Proprietor.

COUGH DROPS.

Every retailer should have them at this season of the year. 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.

A. H. BADGEROW.

ALEX. H. DIXON.

The Badgerow, Dixon Bonded Vinegar

Manufacturing Co.,

79 and 81 Jarvis St., Toronto

Highest award, Toronto Exhibition.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

DAVIDSON & HAY

**Wholesale Grocers,
86 Yonge Street,
TORONTO, ONT.**

- FLATS -

In stock fresh "Clover Leaf" Salmon and "Clover Leaf" Lobsters, in flat tins, containing the finest parts of the fish.

Be particular to look for the word "CLOVER LEAF" on every label.

Sloan & Crowther

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

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

WHOLESALE GROCERS

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

HAMILTON, ONT.

Rice and Valencia Raisins.

To the Trade.

We offer
1000 Boxes Valencia Raisins,
2300 Sacks of Rice.

Write for quotations.

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

RIO COFFEE

Ex. S. S. Phidias.

WARREN BROS. & BOOMER,

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

**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.

JUST ARRIVED !

Consignment finest Mocha Coffee.

Write for Samples and Quotations.

SMITH & KEIGHLEY

**WHOLESALE GROCERS,
9 Front St. E., 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.

- CEYLON TEAS -

THE CELEBRATED
"Crescent Brand"
is packed expressly for

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

PERKINS, INCE & Co.,

41 and 43 Front St., Toronto.

NEW FRUITS IN STORE.

Valencia Raisins
and Currants.

J. F. EBY. HUGH BLAIN.

FIGS CHOICE
NEW
ELEMÉ
7 Crown 28-56 lbs.

EBY, BLAIN & Co.,
Wholesale Grocers,
FRONT AND SCOTT STS. TORONTO.

THE POSITION OF COFFEE.

Three months ago, on March 21st, we stated that the statistical position of coffee was sounder than it ever had been before, and that there was no chance of prices falling for some months to come. So far our prediction has been fully verified. The import season of the London and Continental markets is over, and the world's supply stands at 50,000 tons below that of last year. The effect has naturally been to enhance the price of coffee, but instead of causing consumption to drop off, it has increased in the United States, one of the most, if not quite the most, important consuming country, and a high authority in London States that the home consumption may be said to be increasing pretty steadily, it having comprised during the first five months of the year 114,310 cwt. against 107,630 cwt. in 1890, and would probably further augment if circumstances all round were more propitious for dealers and consumers. The last mail from home brought out the news of a fall in the price, but this was due to there being no desirable qualities brought forward, and buyers not being keen about purchasing those kinds that were to be found in the salerooms, and sellers, especially Central American, requiring money and allowing their parcels to be knocked down at whatever sum was offered for them. Since then there has been a reaction, but little attention at the present time need be paid to Reuter's quotations, which afford only a comparative idea of the true value of the product, and are largely influenced by speculative action. The position of coffee to-day is stronger than it was, and if only a consignment of really good plantation could find its way into the salerooms, there is no telling what price it would realize.

There now looms before us that spectre of the Brocken, the Brazil estimates. A good authority lately set down the total exports of coffee from Brazil for the season 1890-91 at five and a quarter millions, and taking the estimate, seven millions, which we are inclined to consider at least half a million too high, Brazil will export one and three-quarter million bags above what she has done this past season, or, reducing it into tons, one hundred thousand tons. That this will have an effect on the market it cannot be doubted, but much of it will not reach home till after all East Indian, which promises to be an early crop in every district, has been marketed. We shall be surprised if the world's supply of coffee on May 31st, 1892, stands at a higher figure than it did on the same date in 1890. We are told that the production is going to increase enormously, but those who give utterance to these statements appear to utterly ignore the numerous "ifs" on which this depends.

Where planters have most to fear, in our opinion, is from Java. Plantation crops are reported to be heavy, and being of a quality

similar to East Indian, it will cause London buyers to hold off as much as possible till larger supplies come forward. Coffee from Southern Indian districts should be in the market some weeks before the first Java reaches Amsterdam, and we may safely predict that, provided the first consignments show a clean, bold, and coloury bean, the price they will realise will equal the average of the past season. Reports from the various districts so far point to the quality of exports being decidedly better than last season's, which will have some effect on the value of the coffee in London. We shall be much surprised if the average of next season's "plantation" falls below 95s. In the meantime there is no reason to anticipate a general fall in price. We prefer to wait and see this Brazil crop of seven million bags shipped before we make any forecast on the effect it will have on the future of coffee, and in the meantime would advise planters to put all their available land, not already opened, under coffee.—Madras Times.

THE MANUFACTURE OF OLIVE OIL.

The gathering of the olive is as far as possible done by hand, and the greatest care must be taken to pick only the dead-ripe olives, and to avoid breaking the bearing twigs which will produce the next year's crop. Coarse sheets are sometimes spread under the trees, and the fruit gently shaken off, so that only the perfectly light portion falls. It is then looked over, cleared of accidental admixture and inferior berries, and taken to the mills as soon as possible. The peasants often pretend that keeping the fruit till it ferments facilitates pressing and gives a larger yield. This is, however, an excuse for delay, and any supposed advantage is more than counterbalanced by a deterioration of quality. The simplest and most primitive mill was one in which one or two large mill-stones travelled edgewise over a bed of hard stone. Oxen or horses attached to a strong radial axis furnished the power. In this way the fruit was reduced, stones and all, to a slimy paste. But more perfect and complete machinery of modern design had superseded the old picturesque oil mill, which, as far as France is concerned, is now only to be found in remote villages. Besides, changes in the arrangements of the industry have tended to do away with the old cumbrous mill. It is now very unusual for a farmer or olive grower to press his own crops. In all centres of olive culture there are sure to be one or more professional oil pressers, who have embarked considerable capital in the requisite plant. Of these there are two classes. First, there are those who simply crush and press for the farmer who brings his crop to them, and who are paid in kind by retaining a percentage of the produce as agreed upon. Then there are others who may be called merchant

crushers. These buy up olives from the growers and dealers, manufacture the oil, and sell it themselves.

Several large firms in Marseilles possess branch mills in different centers of olive culture and in Algeria and Tunis, working upon the large scale, and their produce is as well known by its trade as are special wines. The system of the lower grade of oil crushers is obviously liable to abuses which are difficult to suppress, and the peasant frequently finds, when his oil is returned to him, it is very far below the calculation he had made of the probable yield of his crop. The crushed fruit is distributed into short, squat sacks, made of esparto and horse-hair, holding about 15 lbs. each. The mouths of these scourtins, as they are called, are indrawn, as if half closed. Consequently when 10 or 12 of them are piled one above the other on the bed plate of the press the bottom of one bag rests on the mouth of the next below and perfectly closes it. When the pile is set true the press is worked very slowly and gradually. The oil oozes from all sides of the scourtins, and trickles from the delivery groove of the bed plate into a receiver. This first pressing is *huile vierge*, virgin oil, and has a delicate greenish color, and a peculiar nutty flavor. Cleanliness in the crushing mill and press is an essential. Everything about the oil must be scrupulously clean, so that no color or stale and rancid flavor be communicated to it. When the oil ceases to flow, the bags are taken out, and their hard, apparently dry contents broken up. The mass is mixed with boiling water and steamed. A second time it is pressed, precisely as before, and the mixture of oil and water that comes away is allowed to stand till the oil has cleared and risen to the top. It is then syphoned off as second quality oil. The marc, or residue, is either sold as oil cake for stock feeding or manure, or is treated by quite another class of manufacturers, who get from it a third quality of oil, suitable only for soap making, by treating it with chemicals, chiefly bisulphide of carbon. The processes up to this point do not admit of any variety, but the skill of different firms is supposed to be shown in clarifying and refining. The product of the presses is kept in immense tanks or in jars, till a sediment has deposited itself, when the clear oil is separated and filtered through specially prepared papers, through cotton or other ways, fancied to be trade secrets. It will be clear, then, that olive growing and oil pressing are two distinct trades, and that they are best kept separate. Unless a grower had a large capital at command to work a mill, and kept a staff of skilled hands, he would never be able to attend to the digging, pruning, and fertilizing of his olive trees, more particularly as this has to be done just at the same time of the year as the all important first pressing. The grower has plenty to do, if he attends to his work properly. Left to itself the olive tree certainly produces some fruit, but one well cultivated repays its owner ten-fold. An outlay of about £10 per acre is considered a sound investment. A full grown *Pendoulier* well cared for will give about 30 gallon measures of olives for its crop; the *Cayon* under similar circumstances may give an average of 7 or 8 gallons. The output of oil is about 14 per cent. for the two pressings.—Textile Mercury.

Johnston's



Fluid Beef.

It is a genuine and reliable Meat Food, absolutely pure, and free from any adulteration.

It is manufactured from the finest quality of BEEF and supplies all the virtues that exist in PRIME BEEF.

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

AGENTS FOR

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

PICKLING VINEGAR.



T. A. LYTLE & CO.,

Bonded Manufacturers,

124--128 RICHMOND ST. W.,

TORONTO.

ESTABLISHED
1842.

L. CHAPUT, FILS & CIE.,

Wholesale Grocers, Importers of

Teas, Wines, Liquors, Fruit, Molasses, Etc.
Marsala and other Sacramental Wines.

GREENBANK'S Solid and Powdered LYE, Caustic Soda, Caustic Potash, Chloride of Lime, etc.

Merchants are cordially invited to visit our stores, which will be found to be the most spacious in the city. Samples and quotations sent without delay when asked for.

CORNER OF } De Bresoles Street, 2, 4 and 6.
 } St. Dizier " 17.
 } Le Royer " 123 to 133.

First Street East of Notre Dame Church,
MONTREAL.

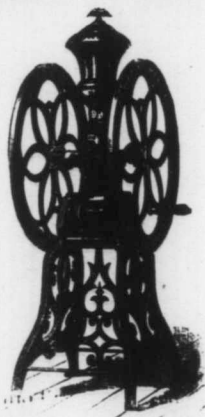


Send for Price List of our various brands of chewing gum.

C. T. HEISEL,

36-38 Lombard St.
TORONTO.

COFFEE MILLS.



Coffee Mills, Scoops,
Cash Drawers and Grocers' Hardware.

Send for Illustrated Catalogue.

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



M. LEBVRE & CO.



Reg. Trade Mark.

Established 1849.

GOLD, SILVER

—AND—

BRONZE MEDALS

20 1st prizes.

MICHEL LEFEBVRE & COY

Manufacturers of

Lion--L--Brand

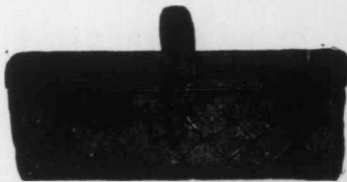
Pure Vinegars, Mixed Pickles, Jellies, Jams,
Preserves.

Montreal, P.Q.

P. DOTY & SON,

(Successors to W. B. Chisholm)

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

Oakville, Ont.

ALL GROCERS SHOULD SELL
THE

ROYAL
DANDELION
COFFEE

Manufactured by

ELLIS & KEIGHLEY,

TORONTO.

SAPOLIO Is a solid handsome cake of SCOURING SOAP which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.
36 Front st., East, Toronto, Ont.
Dominion Agents.

TULLOCH & CO'Y,

Manufacturers' Agents and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

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

CONSIGNMENTS OF PRODUCE SOLICITED.



SALES MADE OR PENDING.

Allen Stairs, general store, Southampton, N.S., sold out.

D. F. Power, grocer, Halifax, stock for sale by tender.

John Harvey, miller, Acton, Ont., advertises his business for sale.

R. G. Murdoch & Co., wholesale fruit dealers, Toronto, have sold out to R. Berger.

The Hudson's Bay Co.'s general store, Fort Ellice, Man., has sold out to T. V. Wheeler.

PARTNERSHIPS FORMED AND DISSOLVED.

Rousseau & Brazeau, grocers, Montreal, dissolved.

Kelly Bros., general store, Acton, retiring from business.

Jas. Veale, crockery, Toronto, retiring from business.

Moran & Bent, general store, Amherst, N.S., dissolved.

A. W. Moffatt, grocer, Amherst, N.S., succeeded by Chas. F. Black.

Herres & Co., general store, St. Agatha, Ont., succeeded by Hasenflug & Co.

John Hennessy, general store, Joggins, N.S., succeeded by Hennessy & Molancon.

E. G. Shand, grocer, Windsor, Ont., Edgar D. Shand admitted partner; now Shand Bros.

Howard & MacDonald, general commission, Brandon, dissolved, F. Howard continuing.

FIRES.

Mrs. Garrett Brock, fruits, Ottawa, burnt out, partially insured.

Patrick McEvoy, grocer, Ottawa, burnt out, partially insured.

I. M. Chase & Co., match manufacturers, Halifax, partially burnt out, no insurance.

P. Baskerville & Bros., groceries and liquors, Ottawa, bonded stock partially burned, insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

Chas. E. Bennett, grocer, Brockville, Ont., has assigned.

Clarence Ed. Carter, grocer, Montreal, assigned in trust.

J. G. Archambault, grocer, Montreal, has assigned in trust.

John B. Smith, general store, Fort McLeod, is in liquidation.

Mrs. L. Godin, fish dealer, Ottawa, has assigned to A. C. Larose.

Jas. Dorais, general merchant, St. Chrysostome, Que., has assigned.

Donald McLean, grocer, Petrolea, Ont., has assigned to J. Peat, Petrolea.

G. H. Gass & Co., general merchants, Spring Hill, U.S., have assigned.

H. J. Corin, grocer and fruit dealer, Toronto, has assigned to W. H. Davis.

The creditors of L. R. Baker, general merchant, Beauharnois, Que., have been called together.

Anderson & Co., grocers, Halifax. C. F. Mott advertises the business to be closed by 29th prox.

Jas. Taylor, tinware and crockery dealer, Toronto, has assigned to D. M. Robertson, Toronto.

Susan Vance, general merchant, Hepworth, Ont., has assigned to J. J. Jermyn, Wiarton.

David L. Holtzman, general merchant, Morriston, Ont., has assigned to H. J. Holtzman, Drayton.

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.

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.

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.

PURE CONFECTIONERY, FINEST BISCUITS.

Manufactured by
J. McLAUCHLAN & SONS,
OWEN SOUND, ONT.

ALL GROCERS SHOULD SELL
THE

Royal Dandelion Coffee.

Manufactured by
ELLIS & KEIGHLEY,
TORONTO.

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

Importers and Manufacturers of

COFFEES, SPICES, MUSTARDS,
CREAM TARTAR, BAKING POWDER, &c.,
FLAVORING EXTRACTS,
CANDIED PEELS,
JAMS, JELLIES, MARMALADES and
CANNED FRUITS.

STEEL, HAYTER & CO.,
Importers of

INDIAN TEAS

Direct from their estates in Assam.

New Season's Teas are now arriving.

PROPRIETORS OF THE WELL-KNOWN
"MONSOON" BRAND.

Samples and Quotations on application.
11 & 13 Front St. E. Toronto.

Calcutta and London Firm: Octavius Steel & Co
Telephone 2354.

LEONARD BROS.,

Wholesale Fish Dealers,
Are now prepared to fill all orders for their
Celebrated Boneless Codfish

(from new fish)

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

SEND FOR QUOTATIONS.

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

Cleveland's Baking Powder yields best profit to the grocer, and is of such a superior quality that a customer gained is always retained.



It Never Fails !!!

To give satisfaction to the consumer.
 Profitable results to the Grocer.
 Big returns to the Jobber.

It pays every one to handle "BARM" Yeast. Write us for particulars.

BARM YEAST MFG. CO.,

TELEPHONE 1920.

35 Wellington St. E., Toronto.

DURABLE PAILS AND TUBS.

TRY



THEM

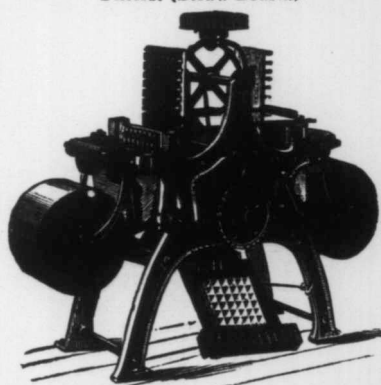
The Wm. CANE & SONS MANUFACTURING Co
 OF NEWMARKET, ONT.,

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.

Northumberland Paper and Egg Case Co.

Sole Manufacturers of Machine Made Egg Case Fillers. (Straw Board.)



We also make a first-class Wooden Case, and can therefore supply a complete Egg Case at the lowest possible price. For prices and other information, address the Mills, CAMPBELLFORD, ONT

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.

GOLD MEDAL, PARIS, 1878.

W. BAKER & Co.'s Breakfast Cocoa



from which the excess of oil has been removed,
Is Absolutely Pure and it is Soluble.

No Chemicals

are used in its preparation. It has more than three times the strength of Cocoa mixed with Starch, Arrowroot or Sugar, and is therefore far more economical, costing less than one cent a cup. It is delicious, nourishing, strengthening, **EASILY DIGESTED**, and admirably adapted for invalids as well as for persons in health.

Sold by Grocers everywhere.

W. BAKER & CO., DORCHESTER, MASS.



Licorice Lozenges.

Manufactured exclusively by

YOUNG & SMYLLIE,
 Brooklyn, N.Y.

These goods can be obtained from any of the leading First-class Houses in Canada.

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, Oct. 15, 1890.

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

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

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

BAKING POWDER.



Cleveland's Superior Baking Powder in tin cans, per dozen net.

10 cent tins	1 00
1/4 lb.	1 50
6 oz.	2 20
1/2 lb.	2 80
12 oz.	4 25
1 lb.	5 50
5 lbs.	25 50

Dunn's No. 1, in tins	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

Per doz.	
Empire, 5 dozen 4 oz cans	\$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, 4 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.

Abernethy	84
Arrowroot	\$0 11
Butter	0 64
Cabin	0 74
Cottage	0 84
Digestive	0 10
Daisy Wafer	0 16
Garibaldi	0 10
Gingerbread	0 11
Ginger Nuts	0 10 1/2
Graham Wafer	0 09 1/2
Lemon	0 10
Milk	0 09 1/2
Nic Nac	0 12
Oyster	0 06 1/2
People's Mixed	10 1/2
Pic Nic	0 09
Prairie	0 08 1/2
Rich Mixed	0 14
School Cake	0 11 1/2
Soda	0 06 1/2
" 3 lb	0 21
Sultana	0 11
Tea	0 11
Tid Bits	0 09 1/2
Variety	0 11
Village	0 07 1/2
Wine	0 06 1/2

BLACKING.

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

JACQUARD FRENCH BLACKING.

No 2	per gross	2 30
No 3	"	3 45
No 4	"	4 60
No 5	"	6 90

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

BLUE.

Reckitt's Pure Blue, per gross	2 10
TELLIER, ROTHWELL & CO'S.	
Parisian Square Blue, per lb. 13 to 14c	

BROOMS.

Per doz.		
Carpet	4 strings	2 90
X Parlor	2	2 65
Louise	3	2 65
1 Gem	4	3 25
2	3	2 65
3	3	2 20
4	2	1 95
O Hurl	4	2 65
5	3	2 35

2 Hurl	3	"	2 05
3	3	"	1 70
OK	2	"	1 85
Hvy Mill	4	"	3 70

CORN BROOMS.

CHAS. BOECKH & SONS, per doz			
X Carpet, 4 strings, net	\$3 20		
2	4	"	2 90
3	3	"	2 65
XXX Hurl	4	"	2 60
1X	4	"	2 40
2X Parlor	4	"	2 25
3	3	"	1 95
4	3	"	1 70
5	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
1	1	"	1 20
4	1	"	1 30

CANNED GOODS.

Per doz	
Apples, 3's	\$1 00 \$1 10
" gallons	2 60 2 75
Blackberries, 2's	2 00 2 10
Blueberries, 2's	1 25 1 40
Beans, 2's	1 00
Corn, 2's	1 05
" Special Brands	1 30 2 10
Cherries, red pitted, 2's	2 25 2 40
Peas, 2's	1 10 1 15
Pears, Bartlett, 2's	2 00
" Sugar, 2's	1 70
Pineapple, Baltimore	2 40 2 50
Bahama	2 90 3 00
Peaches, 2's	2 10 2 25
" 3's	3 00 3 50
" Pie, 3's	1 60 1 65
Plums, Gr Gages, 2's	1 75 2 00
" Lombard	1 75 2 00
" Damson Blue	1 90 2 00
Pumpkins, 3's	0 75
" gallons	3 00 3 25
Raspberries, 2's	2 25 2 40
Strawberries, choice 2's	2 25 2 40
Succotash, 2's	1 50 1 65
Tomatoes, 3's	1 05
Finnau haddies	1 50
Lobster, Clover Leaf	2 95
" Other brands	2 10 2 30
Mackerel	1 00 1 10
Salmon, Horseshoe, talls	1 40
" flats	1 70
" white	1 10 1 25
Sardines Albert, 1/2's tins	11 1/2
" 1/2's	18
" Martiny, 1/2's	10 10 1/2
" 1/2's	16 17
" Other brands, 9 1/2, 11, 16, 17	
P & C, 1/2's tins	23 25
" 1/2's	33 36

Sardines Amer, 1/2's	6 1/2, 8
" " 1/2's	3, 11

JAMS AND JELLIES.

DELHI CANNING CO.	
Jams assorted, 1's	2 35
Jellies, 1's	2 25
TORONTO BISCUIT & CONFECTIONERY CO	
Per lb	
Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb.	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	
Marmalade—orange	0 12

CANNED MEATS.

Comp. Corn Beef 1 lb cans	\$1 60 \$1 65
" " 2 "	2 60 2 70
" " 4 "	4 80 5 00
" " 6 "	8 00 8 25
" " 14 "	18 00 19 50
Minced Collops, 2 lb cans	2 80
Roast Beef	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 35
" "	2 25
Soups & Bouilli	1 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	\$12 00

CHEWING GUM.

ADAMS & SONS.	
To Retailers.	
Tutti Frutti, 36 5c bars	\$1 20
Bo-Kay (new) 150 pieces	1 00
Sappota, 150 "	1 00
Magic Trick, 115 "	0 75

ALWAYS ORDER RECKITT'S BLUE.

Prices Current, Continued—

Red Rose, 115 pieces	0 75
Sweet Fern, 230	0 75
Puzzle Gum, 115	0 75
Oolah, 115	0 75
Monte Cristo, new 180	1 30

C. T. HEISEL.

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

CHOCOLATES & COCOAS.

TODHUNTER, MITCHELL & CO'S.	
Chocolate—	Per lb.
French, 1/2's, 6 and 12 lbs.	0 30
Caracas, 1/2's, 6 and 12 lbs.	0 35
Premium, 1/2's, 6 and 12 lbs.	0 30
Sante, 1/2's, 6 and 12 lbs.	0 26
Diamond, 1/2's, 6 and 12 lbs.	0 24
Sticks, gross boxes, each	1 00
Cocoa, Homopac, 1/2's, 8 & 14 lbs	30
" Pearl	25
" London Pearl 12 & 18 "	22
" Rock "	30
" Bulk, in bxs.	18
BENSORP'S ROYAL DUTCH COCOA.	
1/2 lb. caup, per doz.	\$2 40
1/4 " "	4 50
1 " "	5 50

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.)	
Mott's Broma, per lb	\$0 30
Mott's Prepared Cocoa, per lb	28
Mott's Homopac Cocoa (1/2's)	32
Mott's Breakfast Cocoa, per lb	40
Mott's No. 1 Chocolate, in tins	35
Mott's Breakfast Chocolate, per lb	28
Mott's Caracas Chocolate, per lb	22
Mott's Diamond Chocolate, per lb	20
Mott's French-Can. Chocolate, per lb	26
Mott's Navy or Cooking Choc., per lb	20
Mott's Cocoa Nibs, per lb	5
Mott's Cocoa Shells, per lb	5
Mott's Vanilla Chocolate stick 2 1/2 x 3 1/2	24
Mott's Pure Confec. Chocolate 2 1/2 x 3 1/2	38
Mott's Sweet Confec. Choc. 2 1/2 x 3 1/2	30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—	
Hygienic, 1 1/2 lb. boxes	70, 75
Island Moss 1 lb in 12 lb boxes	35
Soluble (bulk) 15 & 30 lb bxs	18, 20
Soluble (tins) 6 lb and 12 lb	20, 25
Cocoa Nibs, any quantity	30, 35
Cocoa Shells, any quantity	40
Cocoa Essence, per doz	1 05
Chocolates—	
Mexican, 1/2, 1/4 in 10 lb bxs	30
Queen's Dessert, 1/2, 1/4 in 10 lb bxs	35
Vanilla, 1/2, 1/4 in 10 lb bxs	35
Sweet Caracas, 1/2, 1/4 in 10 lb bxs	32
Chocolate Powder, 15, 30 lb bxs	35
Chocolate Sticks, per gross	30
Pure Caracas (plain) 1/2, 1/4 lbs	40
Royal Navy (sweet) 1/2, 1/4 lbs	40
Confectioners' in 10 lb cakes	30
Chocolate Creams, in 8 lb bxs	30
Chocolate Parisien, in 6 lb bxs	30

WALTER, BAKER & CO'S

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

Grocers' Style, in cases 24 boxes, 6

lbs each	25
48 Fingers to the lb., in cases 12 bxs 12 lbs each	25
48 Fingers to the lb., in cases 24 bxs 6 lbs each	25
Cocoa—	
Pure Prepared boxes, 12 lbs each	40
Cracked, boxes, 20 lbs each, 1 lb and assorted papers	32
Cracked, in bxs, 12 lbs., each, 1 lb. papers	32
Cracked, in bags, 6, 10 & 25 lbs each	32
Cocoa and shells, 12s and 25s	30
Breakfast Cocoa—	
In bxs, 6 & 12 lbs., each, 1 lb. tins	45
In boxes, 12 lbs., each, 1 lb. tins, decorated canisters	45
Broma—	
In boxes, 12 lbs., each, 1 lb. tins	40
GIBSON & GIBSON'S per lb	0 30
Sydney Gibson's Cocoa, 1/2's	0 30
Dr. Clarke's Cocoa, 1/2's and 1's, tins	0 45
Soluble Cocoa bulk in boxes	0 18
Prepared do "	0 22
Sydney Gibson's Chocolate, 1/2's, and 1's	0 30
Gibson's Rock do 1/2's	0 28
Dr. Clarke's do 1/2's	0 30
Confectioners' Pure Chocolate 10 lb. blocks	0 30
Vanilla choc. sticks, per gross	1 00
Gibson's Icina, 1/2, 2 doz. in case	1 25
Gibson's Icina, 1 lb 2 "	2 25
Packed chocolate, white and pink assorted, or if required, any kind separate.	

COFFEE.

GREEN	
Mocha, c. per lb.	30, 35
Old Government Java, c. per lb.	27, 32
Rio, c. per lb.	19, 21
Plantation Ceylon, c. per lb.	29, 31
Porto Rico, c. per lb.	24, 28
Guatemala, c. per lb.	24, 26
Jamaica, c. per lb.	24, 26
Maracabo, c. per lb.	24, 26
WOLE ROASTED OR PURE GROUND.	
ELLIS & KEIGHLEY'S.	
Java, c. per lb.	33, 34
Java and Mocha, c. per lb.	34, 36
Plantation Ceylon, c. per lb.	35
Arabian Mocha, c. per lb.	37
Santos, c. per lb.	28, 28
English Breakfast, c. per lb.	16, 24
Royal Dandelion in 1 lb tins	26

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

EXTRACTS.

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

FIRE LIGHTER.

"Star" Fire Lighter, per gross.	\$1 70
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FLOUR AND MEAL.

Flour, Manitoba Patent	5 40 5 50
" Ontario patents	4 60 5 10
" Straight Roller	4 20 4 25
" Extra	4 00 4 10
" Low grades	2 00 3 75
" Strong bakers'	4 90 5 00
Oatmeal, standard, bbls	4 25
" granulated,	4 35
" rolled	4 35
Rollad Oats	4 35
Bran, per ton	12 25 13 00
Shorts	17 00 18 00
Cornmeal	4 00 4 40

FLUID BEEF.

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

FRUITS.

FOREIGN	c. per lb.
Currants, Provincial, bbls	6 1/2, 6 3/4
" " " bbls	6 1/2, 6 3/4
" " " cases	6 1/2, 7
Filiatras, bbls	6 1/2, 6 3/4
" " " bbls	6 1/2, 6 3/4
" " " cases	6 1/2, 6 3/4
Patras, bbls	6 1/2, 7
" " " bbls	7, 7 1/2
" " " cases	7 1/2, 7 3/4
Vostizas, cases	7 1/2, 9 1/2
" " " cases	8 1/2, 10
5-crown Excelsior (cases)	9 1/2, 10
" " " cases	9 1/2, 9 3/4
" " " cases	5 1/2, 6
Dates, Persian, boxes	12 1/2
Figs, Elemes, 14 oz., per box	5 12
" " " 10 lb boxes	15 16
" " " 20-lb "	16 17
" Seven-Crown "	16 17
Prunes, Bosnia, bags	5 1/2
" " " cases	5 1/2, 6 1/2
Raisins, Valencia, off stalk, New, off stalk	4 1/2, 7
Selected "	7 1/2, 8
Layers	8 1/2, 9
Raisins, Sultanas	10, 11
" " " Eleme	7 1/2, 8
" " " Malaga:	
London layers	2 70 3 00
Loose muscatels	2 35 2 75
Imperial cabinets	3 25 3 50
" " " qrs., flat	1 00
Connoisseur clusters	4 00 4 25
Extra dessert "	4 75 5 00
" " " qrs.	1 50
Royal clusters	6 00 6 50
Fancy Vega cartoons	2 75
Black baskets	4 00
" " " 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, Messina	8 50 9 00
Oranges, Jamaicas	7 50 8 00
" " " Floridas	3 50 4 50

DOMESTIC.

Apples, Dried, per lb	0 05 0 06 1/2
do Evaporated	0 08 0 08 1/2

GLASSWARE.

TAYLOR, SCOTT & CO.	
Lamp Chimneys, O	c. per doz 32
" " " A	35
" " " B	45

GRAIN.

Wheat, Fall No. 2	0 94 0 95
" Red Winter, No. 2	0 94 0 95

Wheat, Spring, No. 2

Wheat, Spring, No. 2	0 94 0 95
" " " " " " " " " "	per bbl. 1 10
" " " " " " " " " "	per bbl. 1 07
Oats, No. 2, per 34 lbs.	30 31
Barley, No. 2, per 48 lbs.	50 52
" No. 3, extra	44 46
" No. 3	40 42
Rye	88 85
Peas	60 63
Corn	60 70

HAY & STRAW.

Hay, Pressed, "on track 11 00	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.	cts
Durham, Fine, in 1/2 and 1 lb tins	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
" " " Fonnigetta	15 16
Almonds, Shelled Valencias	15 16
" " " 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	16 17
" " " Bordeaux	12, 13
" " " Naples, cases	12, 13
" " " Marbots	13
" " " Chills	12 13

PICKLES & SAUCES.

BRYANT, GIBSON & CO'S TORONTO	
PICKLES.	
John Bull, mixed, in bulk	\$0 45
" " " Chow Pic'le, in bulk	0 50
" " " m'xed & Chow Chow	1 90
" " " Mixed & Chow-Chow pts	2 15
" " " Mixed & Chow-Chow qts	3 40
" " " " " " "	16 g. 1 90
Horse Radish, bottles, per doz	2 25
SAUCES.	
John Bull, kegs, per gal	1 25
" " " 1/2 pt. bottles, per doz	1 25
" " " 1/4 pt. bottles, per doz	1 00
(according to quantity) 90c to 1 00	
Devonshire Relish, kegs, per gal	1 75
" " " " " " "	1 25
per doz	1 25
Niagara Tomato, kegs, per gal	1 25
" " " Reputed pints	1 25
Raspberry Vinegar, per doz	2 25
Raspberry Syrup and vinegar	2 25
Terry's Candied Peels	c. per peels
Lemon, 7 lb boxes	...
Orange	...
Citron	...

CROSS & BLACKWELL'S.

Pickles, all kinds, pints, per doz	3 25
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DON'T FAIL TO PUT
B. F. P.
COUGH DROPS
ON YOUR LIST.
THEY ARE THE BEST.

Manufactured by
The
Toronto
Biscuit and
Confectionery Co.,
Toronto.

Prices current, continued—

LEA & PERRIN'S.		per doz.
Worcester Sauce, 1/2 pts.	\$3 60	\$3 75
" " pints	6 25	6 50
LAZENBY & SONS.		
Pickles, all kinds, quarts.		Per doz 3 25
" " pints		6 00
Harvey Sauce—genuine—1/2 pt.	3 25	
Mushroom Catsup " "	2 25	
Anchovy Sauce " "	3 25	

PRODUCE.

DAIRY.		Per lb
Butter, creamery, rolls	\$0 21	\$0 22
" " tubs	0 19	0 21
" " dairy, tubs, choice	0 16	0 18
" " " " medium	0 13	0 15
" " low grades to com.	0 10	0 13
Butter, pound rolls.	0 15	0 18
" " large rolls.	0 12	0 14
" " store crocks	0 12	0 14
Cheese " "	0 09 1/2	0 10 1/2

COUNTRY

Eggs, fresh, per doz.	0 14 1/2	0 15
" " limed	1 50	1 60
Beans	2 00	2 25
Onions, per bbl.	0 40	0 60
Potatoes, per bag	0 13	0 15
Hops, 1890 crop	0 13	0 15
" " 1891	0 08	0 10
Honey, extracted	0 12 1/2	0 14
" " section		

PROVISIONS.

Bacon, long clear, p lb.	0 09
Pork, mess, p bbl.	15 00
Hams, smoked, per lb.	0 11
" " pickled	0 10 1/2
Bellies	0 11
Rolls	0 09
Backs	0 11
Lard, Canadian, per lb	0 10 1/2
Hops	5 75
Tallow, refined, per lb.	0 05 1/2
" " rough	0 02

RICE, ETC.

Rice, Aracan	3 1/2	4c
" " Patna	4 1/2	5 1/2
" " Japan	5	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

SPICES.
GROUND.

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

STARCH.

EDWARDSBURG STARCH CO. LIMITED,
MONTREAL.

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

BRITISH AMERICA STARCH CO
BRANTFORD.

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

KINGSFORDS OSWEGO STARCH.

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

ST. LAWRENCE STARCH CO.'S

Culinary Starches—

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

Laundry Starches—

No. 1, White, 4 lb. Cartons	5 1/2
" " "	4 1/2
" " "	4 1/2
Canada Laundry	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1/2
Ivory Gloss, fancy picture, 1 lb packs	6 1/2
Patent Starch, fancy picture, 1 lb. cartons	7 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 " "	3 1/2
Brown " "	3 1/2
Raw	3 40

SYRUPS AND MOLASSES.

SYRUPS.		Per lb.
bbls. & bbls.		
D	2 1/2	2 1/2
M	2 1/2	2 1/2
B	2 1/2	2 1/2
V.B.	2 1/2	2 1/2
E.V.B.	2 1/2	2 1/2
E. Superior	2 1/2	3
XX	2 1/2	3
XXX	2 1/2	3 1/2

MOLASSES.

Per gal.	
Trinidad, in puncheons	0 38
" " bbls	0 40
" " 1/2 bbls	0 42
New Orleans, in bbls	0 48
Porto Rico, hds	0 38
" " barrels	0 42
" " 1/2 barrels	0 44

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, 8's	54
Royal Arms, 12's	55
Victoria, 12's	53
Brunette and Lovely, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" " in 75 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	53
Diamond Solace, 12's	50
Myrtle Cut Smoking, 1 lb tins	70
1/2 lb pg, 6 lb boxes	70
oz pg, 6 lb boxes	70

GLOBE TOBACCO COMPANY.
CUT SMOKING TOBACCO.

Per lb	
The Old Flag, 1/2 lb. in 5 lb. boxes.	70c
" " 1 lb. Fancy Tins	70c
" " " " "	41c
Gold Flake, 1-5, 6 lb boxes	70c
" " 1-5, 5 " "	70c
" " 1-10, 5 " "	80c
" " 1 " fancy tins	70c
" " " " "	41c
" " 1 " glass jars	77c
Hand Made, 1-5, 6 lb boxes	65c
" " 1-5, 6 " "	68c
" " 1 " fancy tins	68c
" " " " "	40c
" " 1 " glass jars	75c

GRANULATED SMOKING TOBACCO.

Uncle Tom, 1-5, 6 lb boxes	45c
" " 1-10, 6 lb " "	45c
LONG CUT SMOKING TOBACCO.	
Wig Wag, 1/2, 6 lb boxes	41c
" " 1-5, 6 lb " "	43c
" " 1-10, 6 lb " "	45c

FINE CUT CHEWING TOBACCO.

Golden Thread, 5 & 10 lb pails	95c
Globe, " "	90c
Victoria, " "	75c
High Court, " "	70c
Jersey Lilly, " "	65c
Golden Thread, 1-16 " Foil in 1/2 gro.	
boxes, per gross	9 05
Solace, " 1-16 " Foil in 1/2 gro.	
boxes, per gross	6 05

CIGARS—S. DAVIS & SONS, Montreal.

Per M	
Madre E' Hijo, Lord Landsdowne	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00

KINGSFORD'S

OSWEGO

STARCH



KINGSFORD'S
OSWEGO
SILVER GLOSS
CORN STARCH
T. KINGSFORD & SON

PURE AND SILVER-GLOSS CORN STARCH
FOR THE LAUNDRY! FOR THE TABLE
THE STANDARD OF EXCELLENCE ABSOLUTELY PURE

FOR SALE BY ALL LEADING JOBBERS IN CANADA

T. KINGSFORD & SON,

OSWEGO, N.Y.

THE ST. LAWRENCE STARCH COMPANY,

(LIMITED)

Starch Manufacturers, PORT CREDIT, ONTARIO.

Prices current, continued—

El Padre, Reina Victoria	55 00
" Reina Vict., Especial	50 00
" Conchas de Regalia	50 00
" Bouquet	55 00
" Pins	50 00
" Longfellow	80 00
" Perfectos	80 00
Mungo, Nine	35 00
Cable, Conchas	30 00
Queens	29 00
Cigarettes, all Tobacco—	
Cable	7 00
El Padre	11 00
Marricito	15 00
DOMINION CUT TOBACCO WORKS, MONTREAL.	
CIGARETTES. Per M.	
Athlete	\$7 50
Puritan	6 25
Sultana	5 75
Derby	4 00
B. C. No. 1	4 00
Sweet Sixteen	3 50
CUT TOBACCOS. per lb.	
Puritan, tenths, 5 lb. boxes	74
Old Cham, ninths, 5 lb. box	71
Old Virgin, 1-10 lb pkg., 10 lb boxes	62
Gold Block, ninths, 5 lb boxes	78
CIGARETTE TOBACCO.	
B. C. N. 1, 1-10, 5 lb boxes	88
Puritan, 1-10, 5 lb boxes	85
Athlete, per lb.	1 15
Hyde Park	10 50
SOAP.	
Ivory Bar, 1 lb. bars	5 1/2
Do. 2, 6-16 and 3 lb bars	5
Primrose, 4 lb bars, wax W	4 1/2
" 1 "	4 1/2
John A. cake, wax W. per doz	42
Mayflower, cake	42
Gem, 3 lb bars per lb.	3 1/2
" 18 oz. 1 and 2 lb. bars	3 1/2
Queen's Laundry, per bar	3 1/2
Pride of Kitchen, per box	2 75
Sapallo, 1 gross boxes	3 25
" per gross, net cash	12 00
TAYLOR, SCOTT & CO.	
per doz.	
Baby's Own	1 doz boxes \$1 25
Our Boys	1 " " 1 25
Sea Foam	1 " " 75
London Bouquet	1 " " 85
Oatmeal	1 " " 60
Paris Assorted	1 " " 0 75
Albert Oatmeal bar, 2 doz. boxes	0 75
" White Castile bar, 2 doz. boxes.	0 75
Fatherland, 1 doz boxes, p. gro.	5 00
MORSE'S SOAPS. Per lb.	
Mikado (wrapped)	0 04
Eclipse	0 04
Stanley Bar	0 04
Defiance	0 04
Toronto, 12 oz.	Per doz 0 50
Ruby, 10 oz.	" 0 30
Monster, 8 oz.	" 0 24
Detroit, 14 oz.	" 0 48
Lily White	" 0 90
Everyday	" 0 80
Queen City, 14 oz.	" 0 72
Per box	
Mottled in 5 box lots, 100 bars	5 00
" 60 bars.	3 00
Floater (boxes free)	6 50
Electric	2 75
Hard Water Electric	2 50
Royal Laundry	3 25
Octagon	4 00
Per doz	
Royal Magnum	0 25
" 25 doz per box	0 20
Anchor, Assorted	0 10
" Castile	0 50
Morse's Assorted	0 45
Morse's Rose	0 45
" Windsor	0 45
" Castile	0 45

Bouquet, paper and wood	0 80
Prize Magnum, White Castile	0 72
" Honey	0 72
" Glycerine	0 72
" Oatmeal	0 72
Per box	
" Honeysuckle	0 72
Sweet Briar	0 85
Extra Perfume	0 55
Old Brown Windsor Squares	0 30
White Lavender	1 00
Per doz	
White Castile Bars	0 85
White Oatmeal	0 85
Persian Bouquet, paper	2 50
Oriental	0 45
Pure Coconut, 3 doz. bxs, wood	0 40
Heliotrope, paper	1 50
Carnation	0 60
Rose Bouquet	0 60
Cocoa Castile	0 40
Arcadian	0 45
New Arcadian, per gross	4 25
Ocean Bouquet	0 45
Barber's Bar, per lb	0 25
Pure Bath	1 00
Magnolia	1 20
Oatmeal	0 85
Unscented Glycerine	0 90
Grey Oatmeal	0 60
Plain Honey	0 70
Plain Glycerine	0 70
Plain Windsor	0 70
Fine Bouquet	1 00
Morse's Toilet Balls	0 90
Turkish Bath	0 60
Infants' Delight	1 20

WOODEN WARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 70
" 3 "	"	1 90
Pails, 2 hoops, clear	No. 2	\$1 80
" 3 "	"	1 80
" 3 " painted	"	1 80
Tubs, No. 0		9 50
" 1		8 00
" 2		7 00
" 3		6 00
Washboards, Globe		\$1 90
" Water Witch		1 40
" Northern Queen		2 25
" Planet		1 70
" Waverly		1 60
" X X		1 50
" X		1 30
" Single Crescent		1 85
" Double		2 75
" Jubilee		2 25
per case		
Matches, 5 case lots	Single cases	
Parlor	1 70	\$1 75
Telephone	3 90	4 00
Telegraph	4 10	4 20
Safety	4 20	4 30
French	3 60	3 75
Railroad (10 gro. in case)		
Single case and under 5 cs.	\$1 00	
5 cases and under 10 cases	3 90	
Steamship (10 gro. in case)		
Single case and under 5 cs.	3 80	
5 cases and under 10 cases	3 70	
per doz.		
Mops and Handles, comb.	1 25	
Butter tubs	\$1 60	\$3 20
Butter Bowls, crates as'd	3 60	

CLOTHES PINS.

5 gross, per box	0 75
4 gross,	0 85
6 gross,	1 20
CHAS. BECKH & SONS.	
per box	
5 gross, single & 10 box lots	0 75
Star, 4 doz. in package	0 85
" 6 "	1 25
" 4 " cotton bags	0 90

INDURATED FIBRE WARE.

1 pail, 6 qt.	\$4 00
Star Standard, 12 qt.	4 50

Milk, 14 qt.	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO NEWMARKET.

per doz.	
Steel hoops, painted and grain'd	2 20
Brass hoops, oiled and varnish.	3 25
No 1 tubs	9 50
No 2	8 50
No 3	7 50

BARM YEAST.

per box	
3 doz. 5c. packages, in boxes	1 00
3 doz. 10c.	1 95
1 1/2 " 10c. and 3 doz. 5c. packages	2 00
in assorted boxes	2 00

"OUR NATIONAL FOODS."

Desiccated Wheat	pkgs. doz	\$2 35
" Rolled Oats	4 "	2 35
Snow Flake Barley	4 "	2 35
Desiccated Rolled Wheat	3 "	2 35
Buckwheat Flour, S. R.	4 "	2 25
Prepared Pea Flour	2 1/2 "	2 00
Baravens Milk Food	1 "	3 53
Patent Prepared Barley 1	"	2 00
Patent Prepared Groats 1	"	1 50
Gluten Flour	4 lb.	3 00
Farina, very choice	1 1/2 lb.	1 40

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto:	
10 dy. to 60 dy.	2 30
8 dy. and 9 dy.	2 65
4 dy. to 7 dy.	2 90
3 dy.	C.P. 3 95
3 dy.	A.P. 3 45
HORSE NAILS:	
" C" 60 to 60 and 10 per cent. from list.	
HORSE SHOES:	
From Toronto, per keg	3 50
SCREWS: Wood—	
Flat head iron 7 1/2 p.c. dis	
Round " " 7 1/2 p.c. dis.	
Flat head brass 7 1/2 p.c. dis.	
Round head brass 70 p.c.	

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

1st break (25 in and under)	1 45
2nd " (30 to 40 inches)	1 35
3rd " (41 to 50 ")	3 40
4th " (51 to 60 ")	3 70
5th " (61 to 70 ")	4 00
ROPE: Manila	0 12 1/2
Sisal	0 08 1/2
New Zealand	0 08 1/2
BINDER TWINE:	
Crown Brand (from factory)	11
Red Cap	12
Blue Ribbon	14
Silver Composite	9
AXES: Per box, \$6 to \$12.	
SHOT: Canadian, dis. 7 1/2 per cent.	
HINGES: Heavy T and strap	0 42 1/2
" Screw, hook & strap	0 42 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil.	
25 lb. irons	per lb 5 1/4
No. 1	" 5
No. 2	" 4 1/4
No. 3	" 4
TURPENTINE: Selected packages, per gal.	0 55
LINSEED OIL per gal, raw	0 59
Boiled, per gal.	0 62
CASTOR OIL: Best per lb.	0 08 1/2
GLUE: Common, per lb.	0 10

PETROLEUM.

F. O. B. Toronto	Imp. gal.
Canadian	0 15
Caroon Safety	0 17 1/2
Canadian Water White	0 20
Amer'n Prime White	0 23
" Water White	0 25
Photogene	0 27

DRUGS AND CHEMICALS.

Alum	lb \$0 02
Blue Vitriol	0 06
Brimstone	0 02 1/2
Borax	0 13
Camphor	0 65
Carbolic Acid	0 35
Castor Oil	0 17 1/2
Cream Tartar	0 30
Epsom Salts	0 01 1/2
Paris Green	0 15
Extract Logwood, bulk	0 13
" boxes	0 15
Gentian	0 10
Glycerine, per lb	0 18
Hellebore	0 16
Iodine	5 50
Insect Powder	0 35
Salpêtre	0 08 1/2
Soda Bicarb, per keg	2 56
Sal Soda	1 00
Madder	0 19 1/2

VINEGAR.

A. HAAZ & CO	
XX, W.W.	0 20
XXX, W.W.	0 25
Honey Dew	0 30
Pickling	0 30
Malting	0 45
THE BADGEROW FALCONER VINEGAR CO	
French Bordeaux	per gal 0 34
Tarragona	" 0 32
Triple	" 0 30
Fruit Vinegar	" 0 27
Pickling	" 0 25
XXX	" 0 25
Extra XX	" 0 22
XX	" 0 20
X	" 0 18
Cider Vinegar	0 16 to 0 25
Honey Vinegar	0 25
Eng. Malt Vinegar	0 50 to 0 60
Bottled Malt Vinegar, qts.	2 00
Methylated Spirits	2 00 to 2 25

FISH.

Pickarel	per lb	0 06
Pike	do	0 05
White fish		0 07
Salmon Trout		0 07
Lake herring		1 75
Pickled and Salt Fish:		
Labrador herring, p. bbl	5 75	5 50
Shore herring	4 50	5 50
Salmon trout, per 1/2 bbl	4 25	4 50
Dried Fish:		
Codfish, per quintal	5 25	5 75
" cases	5 00	5 50
Boneless fish	per lb	0 04
Boneless cod	"	0 06 1/2
Smoked Fish:		
Finnan Haddies	per lb	0 07 1/2
Bloaters	per box	1 00
Digby herring	"	0 16
Sea Fish:		
Haddock	per lb	0 06
Cod	"	0 06
B.C. salmon	"	0 16

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

NO BLUEING -

Material whatsoever is used in the manufacture of
OUR GRANULATED.

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

Offer for sale all grades of REFINED SUGARS and SYRUPS of the well-known brand of

Redpath

CERTIFICATES OF STRENGTH AND PURITY.

OFFICE OF THE PUBLIC ANALYST,

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Co., Montreal:

GENTLEMEN,—I have personally taken samples from a large stock of your Granulated Sugar, "REDPATH" brand, and carefully tested them by the Polariscope, and I find these samples to be as near to absolute purity as can be obtained by any process of Sugar-Refining.

The test by the Polariscope showed in yesterday's yield 99.90 per cent. of Pure Cane Sugar, which may be considered commercially as ABSOLUTELY PURE SUGAR.

JOHN BAKER EDWARDS, P.L.D., D.C.L., F.C.S.,

Public Analyst for the District of Montreal, and Professor of Chemistry.

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

To the Canada Sugar Refining Company:

GENTLEMEN,—I have taken and tested a sample of your "EXTRA GRANULATED" Sugar, and find that it yielded 99.88 per cent. of Pure Sugar. It is practically as pure and good a Sugar as can be manufactured.

Yours truly,

G. P. GIRDWOOD.

THE CANADIAN GROCER

PURE ROCK SALT

FOR
Cattle and Horses.
TORONTO SALT WORKS,
128 Adelaide Street East

Sole Agents for
RETSON MINING COMPANY.
Write for Quotations



THE CANADA MEAT PACKING CO.,

MONTREAL,

BEEF AND PORK PACKERS,

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

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

WRITE FOR QUOTATIONS.

:- HOW TO SELL GOODS :-

Send Ten Cents to the GROCER PUBLISHING Co. for a copy of
B. F. Cumming's Prize Essay on "How to Sell Goods."

GROCER PUB. CO.,

6 Wellington St. W., Toronto.

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J. EDWARDS. J. E. INSLEY.
LELAND HOTEL
Corner Hastings and Granville Streets, one block
from Railway Station and Steamship dock.
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INSLEY & EDWARDS,
Proprietors.

THE SANITARIUM
BANFF, N.W.T.
Special apartments for invalids. Bath houses
in connection and a staff of male and female at-
tendants. The best of accomodation for Travel-
ers. Rates, \$2.00 and \$2.50.
B. G. BHETT. J. HASTIE,
Medical Director. Prop.

- **The Alberta Hotel** -
CALGARY, N.W.T.
Strictly first-class. Headquarters for Commercial
Men. Large sample rooms.
H. A. PERLEY, Prop.

- **Queen's Hotel** -
MOOSOMIN, N.W.T.
Newly built, newly furnished.
Four large sample rooms.
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The Hilliard House
RAT PORTAGE, ONT.
Strictly first-class. The favorite commercial
house along the line of C. P. R.
LOUIS HILLIARD, Prop.

The Clarendon Hotel,
Winnipeg, Man.
RUTLEY & McCAFFREY Proprietors.

THE LELAND HOUSE,
Portage La Prairie, Man.
Best sample rooms west of Winnipeg. Strictly
first-class.
WM. NEVINS, Prop.

Queen's Hotel,
WINNIPEG, MAN.
First-class in every respect.
JAS. O'CONNOR, Prop. FRED. SPRADO, Mgr.

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 crop-
ping 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.

W. BOULTER & SONS,
PICTON, ONT.

PACKERS OF THE CELEBRATED

LION



BRAND

Canned Fruits and Vegetables.

Every can has a Lion on the Label as Trade
Mark and the words Bay of Quinte canning fac-
tories. This Label is a guarantee to the con-
sumer that the quality is first-class. Ask your
wholesale grocer for the Lion Brand; do not take
any other. The Wholesale Trade only supplied.

Bay of Quinte
Canning Factories.

Head Office, Branch,
PICTON. DEMORESTVILLE.

EVERY Reader of this paper is a buyer.
Therefore advertisers should see that
their advertisements do not grow
stale. Change them constantly, intro-
ducing new goods if you have them; if
not let us know what you have in season-
able articles. This is what buyers want

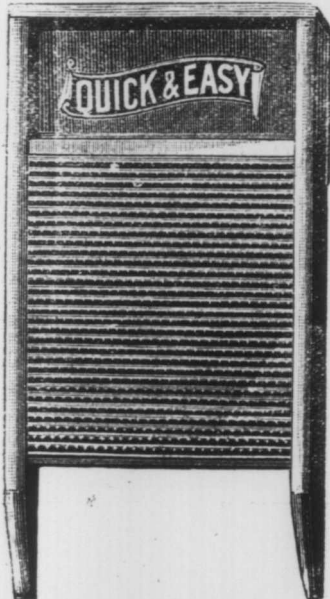
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IVORY BAR
SOAP

"Quick and Easy"

IS THE BEST

WASHBOARD

The Brandon Manufacturing Co., Ltd., Makers
Strachan Avenue, Toronto.



This board has a double crimp and only the best materials are used in its manufacture all first-class grocers keep it.

Star Polishing Paste

For all kinds of Metals, Glass, etc., cannot be excelled for putting a brilliant lustre on same.

Retails at 5c. and 10c.

Send direct to

STAR MFG. CO., London.

TORONTO SALT WORKS,

128 Adelaide E., Toronto,

Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.

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

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

CORTICELLI

SPOOL SILKS & TWISTS,

EMBROIDERIES & FANCY SILKS.

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