

THE CANADIAN GROCER

GENERAL STOREKEEPER

PUBLISHED WEEKLY.
\$200 PER YEAR

VOL. VI.

TORONTO, DECEMBER 30, 1892.

No. 53

FINE GOODS OUR SPECIALTY.

Manufacturers of **THE QUEEN** Special Warrant

TO HER MAJESTY THE QUEEN

BY APPOINTMENT TO THE COURT OF ENGLAND AND THE KING OF ITALY

PRINCIPAL PURVEYORS OF THE PRINCE OF WALES

TRADE MARK

COLMAN'S MUSTARD

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

ONLY GOLD MEDAL PARIS 1878

TWO GOLD MEDALS
INTERNATIONAL HEALTH EXHIBITION LONDON 1884

Only Prize Medal London 1883
Only Silver Medal Paris 1875
Only Medal Dublin 1865
Grand Gold Medal Moscow 1872 & 83

CROSS OF THE ROYAL ORDER OF HONOUR 1878


ASK YOUR
WHOLESALE GROCER
FOR
RAILROAD AND STEAMSHIP
MATCHES

GUARANTEED
Second to None.

H. A. NELSON & SONS
Manufacturers and Wholesale Dealers
88 AND 92 FRONT ST. W.
TORONTO.

FOR SALE BY ALL GROCERS

MAKE SIMPLY WITH BOILING MILK OR WATER



DUNN'S BAKING POWDER

THE COOK'S BEST FRIEND
Largest Sale in Canada.

Don't fail to handle

THE CELEBRATED IMPORTED

MEMIER'S CHOCOLATE

ANNUAL SALES EXCEED 35 MILLION LBS.

TO HAVE IT ADVERTISED
FREE & FREELY

IN YOUR OWN AMONGST
YOUR CUSTOMERS WRITE TO
G. ALFRED CHOUILLON Agent Montreal.

EL PADRE AND CABLE

MAURR E HIJO (7 SIZES)

MUNGO CIGARS. EXCEPTIONALLY FINE.

"LA CADENA" and "LA FLORA" The Cream of the Havans Crop.

THE CANADIAN GROCER

The McKay Milling Co., Ltd.,

OTTAWA,

Manufacturers of High Grade Patents, Strong Bakers,
and Family Flours.

OATMEAL — Granulated, Mid Cut, Fine Cut, Flour Cut and Round Cut.

WE MAKE THE CELEBRATED **K-Y** ROLLED OATS.

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East.

KOFF NO MORE.

WATSON'S COUGH DROPS

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

TORONTO.

The Norton Manufacturing Co.

H. P. Brockbridge, President.
Edwin Norton, Vice-Pres.
G. C. Warren, Secretary.
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MANUFACTURERS OF

TIN CANS

By Automatic Machinery.

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

CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

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PEERLESS WASHING - COMPOUND - IS THE BEST

SAVES LABOR, SAVES EXPENSE,
SAVES TIME.

Is not Injurious to the Finest Fabric

IS NOT INJURIOUS TO THE HANDS.



**Pure Gold
Mfg. Co.**

51 FRONT STREET EAST, TORONTO

To Our
Grocer Friends:

GENTLEMEN —

We are in the last month of the year;
Christmas Holidays with their festivities
will soon be here, and '92 will soon be
passed. We will be pleased to have your
orders by card for any small quantities you
may require to stock up for Christmas
trade, and in reference to freight or express
in transmitting these small amounts you
will find us liberal. Let us hear from you as
you may want.

And wishing you the compliments of the
season,

We remain,

THE SNOW DRIFT CO.,

BRANTFORD

**MORSE'S
MOTTLED**



We have removed
to our new premises,
No. 146 & 148 Car-
ling St. Call and see
us when in our City.

**GORMAN,
ECKERT
& CO.**

LONDON.

TRY A SAMPLE ORDER

**MACLAREN'S
IMPERIAL
CHEESE**

IN GLASS JARS.

LARGE, MEDIUM and SMALL.

WRIGHT & COPP,

Dominion Agents,

TORONTO.



"GOLD MEDAL," SWEET.

**FRY'S
CHOCOLATE**

¼ lb. cakes.

6 lb. Boxes.

Each cake moulded in 10 divisions.

RED and WHITE WRAPPER.

The most attractive and best selling sweet Chocolate in the market.

Pays a good profit.

For sale by all leading dealers.

Toronto Office, **J. S. FRY & SONS, 43½ Wellington St. E.**

**MARTIN F. EAGAR,
BROKER,**

Importers' and Manufacturers' Agent,

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REPRESENTING:

Bensdorps Royal Dutch Cocoa &c.,

C. James & Co.,

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Teas.

Food Preservers.

Green and Dried Fruits.

Blueing.

Disinfectants.

Chicory.

NOTE—Special attention given to the introduction of New Goods and Consignments. Storage and Advances made when desired.

IF YOU WANT A GENUINE SURPRISE

..... Ask for Sample of

JAPAN TEA--at 12 1-2c. f. o. b. Montreal or Toronto.

IF YOU WANT A BARGAIN

— ORDER —

Porto Rico Molasses in Barrels, 32c.

And whatever you want you can get from

Lightbound, Ralston & Co.,

Wholesale Grocers,

MONTREAL,

EDDY'S MATCHES

INDURATED FIBRE WARE.

TO THE DEALER THERE IS A GREAT SAVING IN FREIGHT & STORAGE.

EDDY CAN SELL YOU
 WOODEN WARE
 WASH BOARDS
 PAPER
 TEA
 TOILET TISSUE
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Factories :--Hull, Que.

Branches :--Toronto, Montreal, Winnipeg.

SMOKING TOBACCO.

THE

Vol. VI.
 J. B. McLEA
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THE CANADIAN GROCER

& GENERAL STOREKEEPER

PUBLISHED WEEKLY
\$200 PER YEAR

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

Vol. VI.

TORONTO, DECEMBER 30, 1892.

No. 53

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.
THE J. B. McLEAN PUBLISHING COMPANY,
 FINE MAGAZINE PRINTERS
 AND
 TRADE JOURNAL PUBLISHERS.

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

A retrospect of the year does not call up any events that figure prominently in the history of the grocery trade. A record of the trade of 1892 would exhibit rather a general state of things than a series of occurrences. The previous year was more eventful but probably not more satisfactory. This year's trade has been undoubtedly of larger volume, prices in everything, except sugar and canned goods and probably some minor lines have been higher, and payments have been better. The year has not been without its failures, but appears to be honorably distinguished from average years in its better showing in respect to failures. There have been fewer failures in the grocery trade, and the total liabilities of insolvent grocers have been lower than they were a year ago. The material conditions of this year would appear to be less favorable to good prices, large trade, satisfactory collections and a good state of solvency than were those of 1891. The crops in 1891 were the largest ever taken off in this country. The farmers got low prices, they did not sell freely until the

turn of the year, and such money as they did realize on their crops inside of that year went to pay interest or principal on loans, to pay implement notes, etc. The results of the full yield of 1891 did not come to the benefit of the trade generally until 1892 was entered upon. This year itself has been a good one in our staple crops, and the farmers have not been deceived by false hopes in the future. They have been selling very freely from the moment their products were ready for the market. Thus they have reason to be in a much better position as regards their buying and paying capacity than they were last year. They have had a considerable part of the proceeds of both this year's and last year's good crops to use in buying or in paying. On these two years' crops a low range of value has generally prevailed, but their abundance at present low prices is probably nearly as good a national asset as the yield of two average years at average prices. Some staple products have been much higher than they were, as hogs, cheese and butter. A good part of the hog trade was done in the summer, when prices were fairly good but not anywhere near what they are now. The butter and cheese trade has been very large, the exports of cheese being greater than ever they were before, while our butter shipments recall the days of fifteen years ago. The dairy industries are very important ones, and are coming to be an appreciable factor in the redressing of the balance disturbed by the drop in the prices of grain. The better trade done by grocers, the easier collections and higher state of solvency have therefore their basis in better material conditions existent this year, partly this year's own product and partly the legacy of last year.

* * *

This year's trade has also been more profitable than that of a year ago. This is

largely due to the same cause as the increase in the volume of the business done. Merchants take heart and look after profits more carefully when buying becomes free and money comparatively plentiful. The desire to capture other people's trade, which is the motive of the excesses of competition, is to some extent satiated when general trade is good. Then everybody gets something to do, the undeserving as well as the deserving. There certainly has been an improvement this year in the matter of competition. Common sense and experience have also some claim to a share of the credit for this improvement. Men who have been a few years in the trade have the conviction forced upon them that price-cutting is bad policy to take to from choice. The sale of sugar, however, appears to be still an exception. The wholesalers have apparently bidden a long farewell to profits on sugar. This of course the retailers had done long ago. The spirit of retail price-cutting is also held in check by firmness in the primary market or at leading distributing centres. This influence has been at work this year in many lines of goods, notably tea, coffee, dried fruit, and salmon. There appears to be a streak of perversity in the trade to account for this. There is no other way of explaining why grocers go in for depressing prices when they are already low, and in putting on a bigger increment of profit when prices are high.

* * *

Of more importance to the grocer than the general results of this year's trade are its individual results for himself. These no one can furnish him with but himself. Knowledge of them he should at once proceed to obtain by getting a summary of his affairs before him, as soon as possible after the opening of the new year. The first thing to be done in the slack spell is to take stock. Let that not be omitted. The next thing is

to make out your balance sheet. The information got by these investigations cannot be over-estimated. The effect upon your next year's business cannot be otherwise than exceedingly healthful. A trader never really discovers how much he is at the mercy of his own ignorance until he makes conscientious casting up at the beginning of the year. The results are rich in lessons of economy, in suggestions of management, in indications of weak points that need bracing. The trader must be incorrigibly given over to his business faults, if he does not amend them in the light of revelations made by the inventory of his stock and books. There is many a principle of economy in practice today that can be traced to the stock-taking. In the process of collecting and preparing the matter for his annual summary, the merchant obtains incidental benefit that is of scarcely less value than the knowledge of where he stands. The handling of the stock brings out goods too dingy or faded to be presentable on the shelves with fresh goods. These ought to be separated from the rest of the stock and classed as bargain lines. They must be run off before they become worthless. He will also be able to compile statistics useful to him as a guide in buying. If this year's sales of a certain brand or quality of goods has increased more than some other brand or quality, that is an indication to the grocer that will give direction to his buying. The overhauling of the stock leads to a general tidying up, and every true shop-keeper knows the value of this and frequently subjects his shelves to such treatment. In numberless ways traders reap benefit from taking stock and making out a balance sheet.

* * *

In the weekly change sheets issued by the commercial agencies fire figures more or less prominently throughout the year as a cause of loss in the grocery trade. These losses are more frequently offset by insurance than they used to be. The beginning of a new year is a good time for traders to look after their fire insurance. Do not allow it to lapse. It is a dangerous piece of economy to carry on trade without it. If you are insured, a fire can do no more than convert your property into another form. If you are not insured, a fire can wipe out in an hour the results of a lifetime of frugality and success. The trader who has his store, stock and delivery equipment covered by an insurance policy can really look upon this property as money deposited in a bank against a day of

misfortune. There is the same kind of difference between a man who keeps a few thousand dollars of cash always in his own personal care and the man who banks his money, as there is between the man whose property is insured and the man whose property is not. Not only is the difference the same in relation to protection and the risk of loss, but it is the same in relation to the security of a liability. A man who is aware that X always keeps his money on his premises will give consideration to that fact in entertaining an application of X for credit, and will make his terms accordingly, placing the credit upon some less hazardous basis than the precarious chance that X may not be robbed of all his wealth. The same is true of an application for credit of a man who is not insured. The wholesaler may be satisfied that the applicant's standing and record are good, but will probably be averse to selling upon a basis of credit that can be destroyed by fire. Insure all the property you have engaged in merchandise, and thus you will protect your capital and brace your credit.

BAD CANNED GOODS IN ENGLAND.

The public analysts are now devoting considerable attention to tinned food, and are careful to publish, whenever possible, alarmist reports. The recent cases of a young man dying, as alleged, from eating bad sardines, and of three persons being ill at Bradford because they would eat some tinned lobster which was obviously tainted, are naturally made the most of in the daily papers, although they are capable of a simple explanation. If people will eat food, tinned or otherwise, which is bad, they must expect to suffer. The Paddington analyst has just been examining some tinned ox-tongue, and has certified that it is of a 'poisonous' nature. Wisely enough, he warns people against consuming tinned food which 'appears wet or pappy and emits a faint or a putrid odor' after being opened, though it is difficult to conceive that such advice should be necessary for people outside lunatic asylums.

Sundry suggestions have also been published in reference to this matter. Dr. Farquharson proposes that medical officers of health should take steps to formulate a system of examining tinned foods; while the suggestion made in the Pall Mall Gazette by Mr. Otto Hehner is that there should be appointed special inspectors of all tinned foods imported into this country, expressing his opinion as an expert that fruit and vegetables in tins may also, under certain conditions, become even more dangerous than either fish or meat. Our retail friends, who come into direct contact with consumers, will find it easy to give them a timely word of advice in

respect to this matter, viz., not to eat food whose wholesomeness they have the slightest suspicion, but return it at once to the vendor and get another tin.—London grocer.

THE SALMON PACK OF '92.

The following is the return which has been made up at the office of the Inspector Fisheries for the year 1892, of the various salmon canneries doing business in British Columbia. Although showing a lesser pack than the year 1891 by 80,414 cases, the tonnage of fresh and cured salmon, other than canned, will when recorded show a great increase over the former year in the total production of the fisheries:

FRASER RIVER.

	Cases
Beaver Cannery	7,6
Richmond Cannery	5,1
Harlock Packing Co.	4,1
B. C. Canning Co.	1,8
Terra Nova Canning Co.	4,5
A. B. C. Co.'s Canneries (4)	16,0
Bon Accord (Sea Island)	8,0
Ewen's Cannery	8,0
Laidlaw & Co. (Ladner's)	1,9
Laidlaw & Co. (Sapperton)	5,0
English's	6,0
Total Fraser River pack	68,1

SKEENA RIVER.

	Cases
North Pacific Co.	11,2
Inverness Cannery	11,2
Balmoral Cannery	11,2
B. C. Canning Co.	11,2
British American Packing Co.	11,2
Standard Packing Co.	11,2
Royal Canadian Packing Co.	11,2
Skeena Packing Co.	11,2
Total Skeena River Pack	90,0

RIVER'S INLET.

	Cases
River's Inlet Cannery	5,5
Victoria Packing Co.	8,9
Wannuck Canning Co.	4,6
Total River Inlet pack	19,1

NAAS RIVER.

	Cases
McLellan's Cannery	11,2
B. C. Cannery Co.	7,5
Cascade Cannery	7,5
Total Naas River pack	26,2

VARIOUS.

	Cases
Price's Cannery (Gardner Inlet)	6,0
Alert Bay Cannery	4,2
Lowe Inlet Cannery	8,0
Total	18,2

RECAPITULATION.

Fraser River	68,1
Skeena River	90,0
River's Inlet	19,1
Naas River	26,2
Various	18,2
Total B. C. pack	221,7



THE TEA TRADE AND OVER-COMPETITION.

GROCERY TOWN, Dec. 22, 1892.

DEAR GROCER :

I was very much pleased to read in your last week's issue a letter from a brother grocer, of Hamilton, on Teas. It may seem strange, but before I opened the paper I made the remark that I would like grocers, who have had years of experience, to give some of it in your columns, such as Mr. Lambe has given. I am glad there is one bold enough to do so.

There is so much jealousy, and there are so many narrow-minded men in trade, that, generally speaking, merchants would rather do something to ruin a brother's trade than to help him along.

I consider it a pleasure to impart any information I am in possession of, if I can save a brother grocer from making a wrong step, for we are all approaching a day that will end this busy life we lead, and I only wish we grocers were bound together with brighter bands of friendship.

I know a wholesale grocer who does all he can to injure the retail trade, and yet sends his travellers out through the country begging retailers to buy his goods. He runs a retail store beside his wholesale, and pretends his sons own the business, but everyone knows better, and mighty little he sells wholesale in his own town. They cut prices to such an extent that poor retailers are working for almost nothing in order to compete, he having the advantage of his own wholesale stock, and so it goes. "Man's inhumanity to man makes countless thousands mourn."

Yours, etc.,

FRIENDSHIP.

P. S.—Would like to learn more on the tea question from experienced grocers.

RETAILER AND MANUFACTURER vs. TRADE PAPERS.

This week Mr. Newton Dexter, who is Secretary of the Business Men's Association of the State, organized an association of merchants of the Mohawk valley. As editor of the Merchant's Mail, Mr. Dexter never hesitated to speak his mind. As a public speaker, he is as fearless and independent as he was a writer. The remarks were just, and coming from the source they did, we give them for the benefit of our readers. Mr. Dexter said : "There is a sub-

ject I want now to dwell at some length upon, as to my mind it is one of the important ones connected with this movement, and that is the trade papers. I often run across a merchant who is not the reader of a trade paper. I am interested in meeting such persons, as they carry me back to the days in this country long before my presence here. There is a peculiar charm about such a person—in fact, when I see one I am about as curious as though I had run across a relic of the war of 1812. They belong to a past age, and, as there are only a few of them left, one must be interested in them.

"See here, I've been in business over 30 years, and never took a trade paper, and I guess I can worry through the rest of my life without one," is what one of these relics told me the other day. I am convinced that that man will worry through the rest of life. He was worrying the day I met him ; had been worrying for some time past, "because business is not what it used to be," and if he don't keep right on worrying, I'll have missed my guess.

"My friends, there are a great many things in this life that we could get along without. Some years ago if a merchant wanted to go from New York to Buffalo he had the choice of two routes—the canal boat or stage coach—and his journey took nearly two weeks. He can take that journey now in about ten hours. Doubtless, our friend who never subscribed for a trade paper, if he were to take that journey would prefer the canal boat.

"There was a time when we got along without the use of the Empire Express and had our mail delivered once a week ; without the telegraph, the telephone, electric lights and motor cars. and undoubtedly we could now get along without them, just as well as the man who never reads a trade paper ; but we would have a great deal of worrying, and the live, go-ahead merchant to-day is continually demanding better and quicker service in all departments.

"There is not a factor in business to-day deserving of more hearty recognition upon the part of the retail merchant than the trade press.

"Who started and acted as pioneers in the matter of organizing merchants for better protection ? The trade paper, and in doing that work spent its money freely. Who was it that has stood in the national and state legislative halls and thundered with a voice heard all over the land against the passage of bills that placed the burden upon the retailer ? Again, I answer, the trade journals of the country.

"Who was it that stood in the same legislative halls throughout whole sessions and fought for bills in your interest ? The trade journals.

"Who is it that has voiced your sentiment against trade abuses of every description, roused sentiment upon the subject, and fin-

ally conquered ? Again, the same answer, the trade press.

You haven't to-day a better friend in the cause than the trade journals, and while thousands and thousands of merchants all over the country appreciate this fact, and feel that the trade paper is doing all in human power to protect them as retail merchants, yet I feel that the time has come when you, as retail merchants, should show your appreciation in a more substantial manner than by being subscribers only.

"There are many manufacturers who have an erroneous impression of the value of a trade paper. 'We don't care to spend money in papers that only retailers see,' some say. Yet if any question arises that affects the manufacturer, how quick he is to have the trade press understand the question in all its bearings. Some years ago, when the canned goods bill was introduced, the obnoxious clause in it was killed by the influence of the trade press and the influential tradesman that the press interested. So, again when the bill was introduced requiring the date of packing to be printed upon the label, the trade press did more to kill it than all other combined factors. When a manufacturer feels that his goods or methods of doing business are being jeopardized, then he knows there is no more powerful opponent or friend than the trade paper.

Some three years ago the trade press poured hot shot through its columns against the methods of a certain patent medicine manufacturer. Result—the man's goods were thrown out of stock from the Atlantic to the Pacific oceans, and that manufacturer has not yet recovered from the crusade, and never will. Many such illustrations I could give you.

But let manufacturers know and feel that you are interested in your trade paper. When the representative calls upon you to sell you goods, in a pleasant way ask him if his firm is in business yet. When he inquires why you should ask such a question, simply answer him, because you fail to see his goods advertised in the trade press. Believe me, gentlemen, when I say to you that every dollar you spend on the trade press, and every word you speak in its favor, will be returned to you a hundred fold.—American Grocer.

The "Fall number" of THE CANADIAN GROCER is a production of which any editor may be justly proud. Its attractive cover is a triumph of the designer's and lithographer's art, while the letterpress is characterised by that smart, terse, epigrammatic, yet business like style and grip, so marked a feature of American—to use the word in its widest sense—journalism. The Australian Storekeeper.

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

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NOT SO BLACK AS PAINTED.

There is a very absurd and mistaken notion among thoughtless or suspicious people, that all commercial travellers are a wild, tough lot when away from home. That they indulge in all sorts of harum scarum scrapes; that they are given to dissipation and flirtation, and that they pay for their little peccadillos by charging it up in their expense account with the house employing them.

This is a very unjust judgement, and one which can not be verified against any majority of grip sack men.

Long and intimate acquaintance in all parts of the United States with the traveling fraternity gives the writer authority to testify, that taken as a class the drummers are as brave, hard working, self sacrificing, honest, conscientious and virtuous a lot of men as can be found in any other calling or profession. There are black sheep in every large flock, and plenty who will jump over the bars into pastures green when occasion offers; but you will find them as well in the sheepfold of the good sheppard called clergymen, and when one is found he is spotted and held up for private gossip and public scandal, but that does not necessarily corrupt the whole fraternity. The commercial traveller is generally a free hearted, whole souled, offhand fellow.

He often has to be all things to all men, since he must deal with human nature as he finds it, and no one understands human nature better than he. He is always polite to strangers and affable to the ladies, among whom he generally acts the true and perfect gentleman.

It is he who patiently answers the numerous questions of his travelling companions, and who assists them out of difficulties and dilemmas innumerable. He is first to give up his comfortable seat in the crowded carriage to the female, be she ugly or fair, old or young. He knows all the ropes pertaining to travel, and is an animated cyclopedia of information.

He is well posted in politics, the state of the country, and the lay of the land. He can talk soft nonsense, or discuss hard facts. He can argue upon philosophy, psychology or theology, and when it comes to talking shop he is seldom "treed."

Most old and experienced travellers are family men, and men who love their wives and children, and love their homes as devotedly, if not more so, than men whose callings do not call them from home. Most of them when absent have an intense longing to get home to the loved ones left behind, and genuine homesickness is not uncommon among the most sturdy road men; but there is a fascination for the old paths that time can scarcely efface. It is with them like the seafaring men, they become restless when long in port. Idleness illy agrees with an active nature such as theirs, and since business is business, they must be

hustlers who win. The traveller has an ambition that brooks no rivalry, but leads him on to better efforts, the more insurmountable are the obstacles to his progress. He faces storms, endures all manners of fare unlike the comforts of home. He faces danger and hardships, adversities and discouragements in multitudinous forms, and yet there are those who begrudge him the comfort he takes when he can find it, and complain that he wants the earth. After facing all manner of vexations, discouraging and annoying incidents, after facing danger by fire and flood, after facing death itself by disaster, he returns to face the head of the firm, which is often the hardest of all to face. When trade is slack and collections are bad he has to face it. Then he has to right about face and face the cold, cruel, exacting business world again; a world even more full of storm than sunshine. What a marvel then that the grip man has so genial a smile, apart from his regular business York shilling smile, as he has! Taking the manifold trials and temptations ever in his pathway, is it not marvelous that he withstands them as he does? Those that are not tempted deserve not the credit of being honest, sober and virtuous, as do those who are tempted and withstand the temptation.

The very first, last, and most prominent qualifications, of the commercial traveller are that he shall be honest and free from bad and vicious habits. Reputable firms are not wont to employ disreputable men, since reputation must be sustained.

This fact alone should give the highest credentials of character to every man employed as a representative on the road; and should set at naught every unfavorable opinion thoughtless people form against them. There is one green spot in the arid desert of a traveller's life, and that is found within the gates of "home, sweet home."

However he may wander from his own fireside,
Wherever he is called upon to roam;
He's as happy as can be with his babies on his
knee

When at last he reaches home, sweet home.

—Detroit Herald of Commerce.

LOOKING AFTER THE CASH.

Following is an advertisement clipped from the Globe, published at Boissevain, Man., which is worthy of study by many Manitoba merchants:

SPECIAL NOTICE.

Another year is drawing to a close and I would ask those interested to consider the following facts:

Men come to me in March and April and ask for credit until after the next harvest. I agree to furnish them on this understanding, but how many keep their contracts.

The storekeeper is afraid of offending his customers and hesitates to ask for his own and sees the grain going to pay for implements, binding twine, threshing, etc., and

when these is paid he is asked, in many cases, to carry the account another year.

Is it right or just to treat in this manner, the storekeeper who really provides the necessities of life?

Storekeepers of Manitoba have to carry on their books from year to year from three to six thousand dollars of such accounts—who is to blame?

I am aware that this is an unusually hard year, owing to light crops and low prices, but I claim I have a right to expect a settlement of my account to the end of the year, if I am asked to continue furnishing goods until another crop.

After six years' experience in Boissevain I have decided that unless a customer makes a settlement at least once a year his account is no good to me and I will refuse credit to those who do not square up the year.

J. D. BAINE.

A FEW "WHEN'S" FOR MERCHANTS

When you have a decided taste for it, possess sufficient capital, and are acquainted with the details, you are fitted to engage in any business.

When you come to consider every other business superior to your own, you may conclude that your own business is superior to yourself.

When you have learned to serve faithfully you may be expected to command wisely.

When your stock is turned over often, you can afford to sell cheaper and still increase the net profit.

When you enquire into the cause of a marked success, you will invariably discover that much of it was due to the ability to select and retain efficient employes.

When you lock your store door at night leave your business inside. No balmy sleep with worry for a bedfellow.

When you have decided on a course of business which is satisfactory to your own mind and experience, do not allow the doubts of others to dampen your enthusiasm.

When you have exerted your abilities, and success seems doubtful, train your mind to review results kindly. Be sanguine. Worry, not work, is the bane of many lives.

When a business is said to run itself, it is generally the result of the force of gravitation. Gravity is always downward.

When you begin to have some doubts of the superiority of your own abilities, you are on the threshold of a fresh advance. Over self-confidence is the rock which has sunk many a young mercantile mariner.

When you expect an advertisement to create business, word it for business. An advertisement has no life of itself; it depends for its efficiency upon the vigor with which you endow it.

When you receive tuition from experience don't forget to graduate.

When you find yourself inclined to be rash in buying stock, remember "it is better to cry after the goods than over them."

When you allow business to unduly worry your mind, it is a sure indication that your adventure is a "size too large."

When you are told that "A rolling stone gathers no moss," also remember that "A setting hen gathers no fat." Don't be entirely guided by old "saws."—Ex.

RUN ON TEAS--

This is the time to purchase. Why? Because we want to sell and you do not wish to buy. We have the goods at OLD PRICES, and invite you to inspect our travellers assortment. If in a hurry, CALL or SEND for Samples.

WE ARE FREE SELLERS.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS,

Telephone 447.

73 McNab St. North, Hamilton, Ont.

Our Travellers will start out on Tuesday, January 3rd, 1893.

95 CENTS PER DOZEN IS THE PRICE.

OLD MILL BRAND TOMATOES

The only hand packed goods in the market. For appearance, quality and flavor, the finest packed.

W. H. Gillard & Co., Hamilton.

AGENTS FOR CANADA.

ALEXANDER TURNER.

LLOYD T. MEWBURN.

ALEX. G. OSBORNE.

JAMES TURNER & CO., HAMILTON,

Wholesale Agents, Hamilton, for

BATTY'S PICKLES AND SAUCES

A trial order will satisfy the buyer Batty's are the best.

“MONSOON” PURE INDIAN TEA. Always reliable, never changes. In cases of 60 1-lb. caddies, or 120 halves.

WE HAVE JUST RECEIVED NUMEROUS LINES OF INDIAN AND CEYLON TEAS, IN CHESTS AND HALF CHESTS.

STANDARD BLENDED TEAS.

OUR BLENDING DEPARTMENT IS NOW OPEN, UNIFORMITY CAN BE RELIED ON. WE HAVE THE FIRST CHOICE OF THE MARKET AND THE BEST ESTATES AT OUR DISPOSAL, AND GUARANTEE EXCELLENT VALUE. WRITE FOR PARTICULARS.

STEEL, HAYTER & CO.

11 AND 13 FRONT ST. EAST

Growers' and Importers, Toronto.

LIME JUICE.

In a recent report the United States consul at Kingston gives the following description of the manufacture of lime juice in Jamaica :

The juice in its crude state is obtained either by running the limes through an ordinary cone mill, when the same is convenient and the fruit to be had in sufficient quantities, or by placing them in a squeezer especially adapted to the purpose, which seems to be the simpler and more usual plan.

To clarify the same requires straining and filtration, when some foreign substance is added to prevent decomposition of the vegetable matter, in which shape most of the juice is shipped from the island.

In order to concentrate, it is strained from the seed and pulp and placed in a copper battery and boiled on the same principle as sugar, care being taken not to scorch or burn it, as that destroys the acid. The more densely the juice is concentrated, the more valuable it is ; but it is not advisable to go too far, as it burns easily without forming a crust on the copper. No iron vessel must be used, as the iron turns the acid black. From the latest date (the year ended 31st March, 1891) the amount exported, which was doubtless about all that was made, was 53,884 gallons, of which 44,492 gallons went to the United Kingdom, 110 to Canada, and 9,282 to the United States.

The average valuation in the export list is 20c. per gallon, but the price for the raw juice ranges from 18 to 30c., according to the supply and the demand, while the concentrated juice sells according to the percentage of citric acid it contains.

Substantially the same process is adopted in the manufacture of sour orange juice, which, when concentrated, I notice to be invoiced at from 45 to 50c. per gallon ; and 1,102 gallons, the entire amount manufactured during the period above stated, was exported to the United States.



TO YOU IT IS

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

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

ALL ABOUT MAKING MACARONI.

Few people who eat that toothsome article macaroni know how or where it is manufactured. They, however, do know when it is properly prepared it forms one of the most palatable and healthful dishes that is set on the table. Many imagine that macaroni, vermicelli, spaghetti and noodles are chiefly made in Italy and imported into this country. To a certain extent this is true, but of late years the industry has so grown on this side of the ocean that now but one-tenth of the entire amount consumed in the United States is imported. Some years ago it was distinctively an Italian dish. The natives of that country were the first to make it, and they made a national dish of it. Other countries took up the article, until now it is known the world over. While at first Italy had the monopoly of its manufacture and exported large quantities of it, now it is made in different countries of Europe and also in the United States.

In this country the work is done nearly entirely by Italians, who have immigrated from the mother soil, or by their American descendants. In New York City there are several large factories which produce an average of 35,000 pounds a day, this is consumed in that city, but quantities are shipped to different places in the United States and to Canada and to Cuba. A representative of this paper visited the factory and made a tour of inspection through its three floors and watched the different steps which converts the flour into the hard and brittle substance that afterwards becomes so palatable in the hands of the chief or adept housewife. The flour and water is first put into what is called a dough-mixing machine. It is cylindrical in form, and within it are knives or plates, which are worked by steam power. The dough is kept in this machine until it is thoroughly mixed. Then it is thrown into a circular trough about six feet in diameter. Through this trough rolls a large stone weighing 3,300 pounds. Over and over the dough this heavy weight passes, rolling it out flat. This process is kept up for half an hour. The next step is the placing of this well-rolled material in a powerful circular press worked by steam. The bottom of this machine is a copper plate or mould. It is about an inch thick and perforated with holes, in the center of which is a pin. The dough is forced through these holes, the little pin in the center of each making the hollow center in the macaroni. It comes out in long strings, soft and so pliable that it could be tied in a knot. It is then taken up stairs where a man lays it out in straight lengths on wire trays covered with paper. The whole is covered with heavy paper and the trays are put up in racks to dry.

It lies in this position for eight days before it hardens and dries completely, as the dampness prevents it from drying properly. On nice, clear days the windows are allowed to

remain open, but on windy days they are kept closed and the steam is kept on, running the temperature up to between 70 and 90 degrees. This heat does not affect the macaroni, but keeps the air dry. Vermicelli, spaghetti and noodles are all made the same way, except that the holes in the moulds through which it is forced are smaller. The vermicelli is made both white and of a yellowish tint. The coloring is done with saffron. When it is taken upstairs to dry it is laid out in curled-up shapes to give it a fancy appearance. There is yet another product that the factory makes—that is fancy pastes. These are used for soups the same as noodles, but present a much nicer appearance. For the pastes the same mixing and rolling process is gone through with, as in making the macaroni. Then the dough is taken up to the second floor, where it is placed in a pressing machine set in a horizontal position.

Instead of the ordinary round holes in the moulding plate, the perforations take a number of different forms. All the letters of the alphabet are produced. The are very small, but complete as to form and enlarge after being placed in the soup. Thus the Smiths, the Joneses, the Browns and the Johnsons may have received the initial letters of their names in their soups. Numbers, stars, rings and wheels are also made, while the pretty shapes of pepper, olive and lemon seeds are also produced. After the different articles are thoroughly dried and hardened they are packed for shipment. The macaroni is made up in pound packages, wrapped in the familiar blue paper that many a housewife imagines has come all the way from Italy. It is also put up in other colors, with labels of other kinds, bearing Italian names, all of which give it a foreign look. There are several ways of cooking macaroni. Some people cook it with tomatoes, others with cheese. The latter is probably the most palatable.

A lady who is quite an adept in preparing the article gives the following recipe for its preparation : Breaks the sticks into inch pieces, put in boiling water and boil twenty minutes. When half done add a little salt. When done strain in a colander and set it in cold water until the dressing is prepared. To make the dressing, melt a lump of butter the size of a walnut and stir in an even tablespoonful of flour, add a cup of milk and a little salt and allow it to boil. Put in a half cup of grated sharp cheese, allow it to melt, add the yoke of one egg which has been thoroughly mixed but not beaten light. Then stir in the macaroni and put it where it will heat, but not boil."—Interstate Grocer.

It was reported Tuesday in university circles at Montreal that W. C. McDonald, tobacco manufacturer, has donated McGill \$100,000 cash down, and a yearly sum of \$8,000 in order to secure to the medical faculty the eminent services of Dr. Osler, the distinguished Canadian professor, now at Johns-Hopkins university.

J. F. EBY.

HUGH BLAIN.

ONCE A YEAR

At **STOCK-TAKING** time we make it a point of going carefully over our **LARGE** and Well Assorted **TEA STOCK** and giving our customers extra values to enable us to reduce our stock. Write us for samples and quotations.

EBY, BLAIN & Co.,

Wholesale Grocers, TORONTO, ONT.

GROCCERS!

Samples of our new lines of Brooms are now in our travellers hands.

It will pay you to handle them, and we particularly call your attention to our brands.

Imperial, Extra Fine.

Victoria, Fine.

Standard, Select.

Leader, Tipped.

We also manufacture all kinds of Special Brooms for Floor, Yard, Stable, Warehouse, and Factory use.

CURLING BROOMS ON BAMBOO HANDLES OUR SPECIALTY.

Our best grades have separate Paper Cover on each Broom.

SEND FOR NEW PRICE LIST.

CHAS. BOECKH & SONS

Manufacturers, TORONTO.

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.

CHAS. SOUTHWELL & Co., LONDON, ENGLAND.

ENGLISH JAMS, JELLIES, PRESERVES, AND MARMALADES.

SPECIALTY IN CLEAR JELLY MARMALADES

"Scotch Home Made,"
"Perfection."
"Lemon Jelly Marmalade,"
"Lime Fruit Marmalade,"

Made from
Seville Oranges,
Messina Lemons,
West India Limes.

PUT UP IN GLASS JARS SPECIALLY PREPARED FOR EXPORT.

Chas. Southwell & Co. are also manufacturers of Candied Peels, Excelsior Packet Concentrated Jellies, etc., etc. All goods having their brand are exceptionally choice quality.

FULL PRICE LIST ON APPLICATION.

WORKS: DOCKHEAD, LONDON, ENGLAND.



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

F. W. Fearman is a candidate in the election for alderman in ward No. 1, Hamilton.

A. McLean is about starting a pork packing establishment near the outer G. T. R. depot, Ottawa.

Samuel Ewing, head of the firm of S. H. & A. S. Ewing, spice manufacturers, Montreal, is dead, at the age of 88 years.

The Halifax Retail Grocers' Association have changed the date of their regular meeting from the first Monday to the third Wednesday in each month.

J. Ferguson, of Buffalo, N. Y., a former Londoner, is in that city to spend Xmas with his brother, Wm. Ferguson, of Ferguson & Co., grocers, Dundas street.

The township of East Zorra will vote on a by-law on January 2nd to abolish statute labor. The movement for a reform in the system of road making is taking root in that county.

The horse attached to J. L. Fitzgerald's grocery waggon, London, ran away on the Wortley Road Saturday, and took in Craig and Queen street subsequently. No great harm was done beyond the scattering of the waggon load of groceries.

J. E. Scott and family removed from Aylmer to London, where Mr. Scott has purchased a grocery business. Mr. and Mrs. Scott have during their residence in Aylmer made a host of warm friends, who will be extremely sorry to part with them.

On Tuesday, December 13th, Wm. Stuart and Wm. Turkey, two immigrants who have been in this country about a year, blew open with gunpowder the safe of Mr. Henry Johnston, of Bryanston, and took therefrom \$450 in notes and a number of valuable business letters.

The following have been elected officers of the Montreal Wholesale Grocers' Association: President, Geo. Childs; vice-president, Charles P. Hebert; treasurer, D. T. Tees; directors, Chas. Chaput, W. W. Lockerby and J. C. Rose; committee of arbitration, Geo. Forbes, Wm. Kinloch, H. Laporte and H. H. Regan.

In the case of Reg. v. Dulmage before the Common Pleas Division at Osgoode Hall judgment on motion to make absolute a rule nisi to quash the conviction of the defendant for breach of a transient traders' by-law of the town of Petrolea, on the ground, among

others, that the evidence of non-residence and non-assessment was insufficient. Rule absolute quashing the conviction, with costs against the informant, on the ground that there was no evidence of non-assessment. Usual order for protection. Aylesworth, Q. C., for the defendant. W. R. Meredith, Q. C., for the magistrate and the prosecutor.

The grocery store and dwelling at the M. C. R. station, Tilsonburg, owned by Peter Graham, and occupied by Wesley Snell, was destroyed by fire the other morning about 7 o'clock. The fire originated in the kitchen, and quickly spread to the store, the furniture being all that was saved. Mr. Snell had \$200 insurance on his stock, while Mr. Graham had \$700 on the building.

James Henderson, employed by Howson Bros., produce merchants, Teeswater, Ont. had the other evening an experience with a runaway horse that he will not forget in a hurry. He was drawn along the ground for a considerable distance, expecting every moment to be dashed to pieces, when the line broke, releasing him from his perilous position with only a bad shaking up.

The large plate glass window in Mrs. Ryan's grocery store, Nitschke Block, Dundas street, London, was so badly shaken by the concussion resulting from the boiler explosion on Sunday night that it fell out of the window sash in one piece and was broken on the sidewalk. A strange fact in connection with the loss of the window is that it was nearly an hour after the explosion when the glass fell. The M. C. R. round house and freight sheds were among the places that suffered severely in the way of broken glass resulting from the explosion.

A meeting of the creditors of the old established firm of Thomas Fisher & Co. of Bolton village was held last week at the office of the assignee, Chas. Langley, Wellington east. The trouble of this firm are of long standing, dating from the retirement of Mr. Taylor some years ago but until this assignment was made, the crash had been warded off. The statement presented at the meeting showed the liabilities to be about \$18,000, with the assets nominally the same namely, stock, \$7,000, and book debts, \$11,000, and many of the wholesale houses in the city are considerably interested. The insolvent made an offer, which, however, was not accepted, and the meeting appointed inspectors, and instructed the assignee to offer the estate for immediate sale.

ABANDONED STORES.

A great deal has been said and written about abandoned farms, but little about abandoned stores. Yet any one familiar with the leading thoroughfares in great cities could tell an interesting story about the latter. The subject is really a melancholy one. The passer-by sees a small shop

neatly and perhaps expensively fitted up, and with a stock of goods attractively displayed. A few months go by and the showy sign disappears, along with the stock of goods and its proprietor. The expectation of a profitable trade has been disappointed, and very likely the capital invested has been wholly or partially sunk. Frequently very ambitious business ventures succumb to the relentless laws of trade and a fine stock of goods passes into the hands of some great firm, which makes money out of it at a "bankrupt sale." Scores of such cases can be enumerated yearly on any business thoroughfare. Still the stores do not remain abandoned. Some hopeful person with small capital at once steps in and rents them, often to repeat the sad experience of his predecessor.

There is a strange fascination about trade which induces hundreds of people who are earning a living in some subordinate capacity, and who have saved a few hundred dollars by strict economy, to launch out on "their own hook" as merchants or tradesmen in various lines of business. In many cases they have had no special training in the line selected, and have no aptitude for it. They work longer and harder than ever before, but failure is inevitable. Only the well trained and shrewd can succeed even where there is ample capital.

This is a view of mercantile life which many young men, especially the numerous class who flock to the cities from the farms, do not give heed to. They overlook the fact that the shores of mercantile life are strewn with wrecks. Many a farmer's boy comes to the city and works more hours daily than he ever did on the farm, while his surroundings are far from being as desirable and healthful as those of the home he has left behind. It is hard to make him believe this, and the glamor of city life will continue to draw him from a calling which, diligently and intelligently followed, will enable him to lead a more independent and healthful existence than falls to the lot of a majority of his fellowmen.—Commercial Journal.

Bottles! Bottles!

Ale, Wine, and Spirit
Bottles.

FOR SALE BY

BLAIKLOCK BROS.,

17 Common St.,
Montreal.

Fruits of the Season.

NOW IN STORE.

Grenoble, Marbot and French Walnuts,	California Evaporated Apricots,
Sicily Filberts,	Good Average Sultanas,
Tarragona Almonds,	Choice Sultanas,
Cases Vostizza Currants,	Loose Muscatels,
Half Cases Vostizza Currants,	Imperial Cabinets,
Cases Patras Currants,	Connoisseur Clusters,
Hallewee Dates,	Ex. Dessert Clusters,
Eleme and Natural Figs,	Royal Buckingham Clusters,
Fancy Seven Crown Figs,	Royal Buckingham Clusters,
Arguimbans Off-Stalk and Four Crown Layer Valencias,	quality very fine.

H. P. Eckardt & Co.

Wholesale Grocers,
TORONTO.

**FOOD
FOR
INVALIDS.**



STERILIZED.

Doctors recommend it for the sick as it is

**Easily
Digested.
A PERFECT FOOD.**

DELAFIELD, MCGOVERN & CO.,

91 Hudson St., Sole Agents.
NEW YORK.

33 RIVER STREET,
CHICAGO.

215 CALIFORNIA ST.,
SAN FRANCISCO.

For sale in Canada by
AMES TURNER & CO
Hamilton, Ont.

HUDON, HEBERT & CIE.,

Wholesale Grocers

—AND—

Wine Importers,

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

MONTREAL, CANADA.

Now in stock and ready to quote :

2000 boxes Sultana Raisins.
200 barrels FINE PROVINCIAL Currants.
200 half barrels FINE PROVINCIAL Currants.
New Nuts of all kinds.
Fine Off Stalk Valencia Raisins, different brands.
A few boxes NEW MALAGA Fruit left.

L. CHAPUT, FILS & CIE.

Wholesale Grocers, Montreal.

Bensdorp's Cocoa

1-4, 1-2 and 1 lb.

No first-class Grocer can afford to be without it
Send for quotations.

Caverhill, Rose, Hughes & Co.,

Wholesale Grocers, MONTREAL, P. Q.

Todhunter, Mitchell & Co.,

—DIRECT IMPORTERS OF—

HIGH GRADE COFFEES,

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

Grocers draw trade by selling their FAVORITE EXCELSIOR BLEND.

RELIABLE ROASTING BY PATENTED PROCESS.

TORONTO.



Empire Tobacco.

DO YOU SELL IT?

VANILLA.

Notwithstanding the various preparations that have lately been put upon the market as substitutes for the vanilla for flavoring purposes, a great deal of attention is still directed to the cultivation of the plant and the preparation of the fruits for commercial purposes. Perhaps the most recent and formidable rival in the cultivation of vanilla is Fiji, from whence some good samples have more than once been received. The first consignment sent to London brought from the consignees a very congratulatory report on the prices realized, namely 22s 6d per pound for three fourths of the consignment and 21s 6d for the remaining fourth. The consignees further say that "unless the quality had been very satisfactory no such price could have been obtained, and if further consignments are up to the quality now sent in, we can say that Fijian vanillas will command a good price and a great sale. Speaking from an experience of nearly forty years, during which we have handled a considerable quantity of vanillas, we can unhesitatingly say the quality of that sent here is equal to any vanilla grown in the Mauritius or elsewhere. The beans are plump and well cured, and are beginning to throw out splendid crystals. In future consignments, it will be necessary to sort the vanillas and tin them according to length, and to take care not to pack the tins too closely."

In connection with the subject of the preparation of vanilla for market, one of the most striking departures from the ordinary mode of drying the pods seems to be that of keeping them moist, or rather wet, for some ample pods have recently been received in London preserved in alcohol. They are described as of fine appearance and good aroma though, of course, partly exhausted by the action of the spirit, which it has been suggested, will probably be sold with the beans. It is said that "by placing the pods in alcohol when freshly gathered, a much more fragrant tincture is obtained than by exhausting the cured beans purchased in Europe."—Scientific American.

BUSINESS OF DIFFERENT SORTS.

That fellow with his feet on his desk is setting a bad example, but don't be too sure he is loafing; perhaps his ideas are apt to evolve. To-morrow they will crystallize and then he will be in the diamond business.

Red tape is one thing, but system is another. Red tape may be perverted system.

Red tape usually is a perfect system misunderstood.

Red tape is often your inability to appreciate system.

Red tape in many cases is an ignorant use of system.

Red tape and red flags exasperate alike the bull and the bullhead.

Red tape is not necessarily dry goods, but occasionally it is an indication of dry rot.

Red tape to many is an all-fired nuisance.

System foresees every possibility.

System provides for every emergency.

System prevents the conflict of energy.

System inspires generous confidence.

System obviates the necessity of friction.

System requires cheerful obedience.

System diminishes care.

System's general does not do corporal's duty.

System takes brains, expands brains and relieves brains.

System is a good thing to have in the establishment.

Flatter the vanity of a customer who requires an order to buy five cents' worth by deferential excuses and attend to the seven or eight fellows who have their money in their hands and know what they want right away.

That is business.

Don't prolong the dealing with one customer in order that some other clerk will have to attend to the wants of a second which are intricate and tedious.

You will find that poor business.

You are making a mistake in laughing at the fellow who writes in violet ink on tinted paper nicely perfumed and printed with a monogram or motto and soiled by his fingers. "Send me won grose uv mr jones shew tax today Shure-Xpres." His writing may look a cross between knot holes and season cracks, but

There's business in it.

Standard goods have a standard price. Look out for the fellow that has something just as good for a good deal less.

That's skin business.

Common sense is not unconstrained.

Experience is common sense well trained.

Education is both common sense and experience thoroughly instilled in the brain.

Common sense doesn't cost anything.

Its lavish use pays big in experience, but as a rule nothing in this world is so miserly used.

Common sense will never get you into trouble. Common sense will often get you out of a scrape.

Patent medicine won't do what common sense can do.

Your own common sense is worth far more to you than the other fellow's.

It don't pay to misrepresent in selling.

There are no wild, weird mysteries in business.

To the mystified customer a careful, full explanation is best.

Keeping nothing back inspires confidence.

Confidence secured is a permanent customer made.

Chromos with bargains do not hold like solid information.

Know all about your business from start to finish.

If you cannot explain a point it is a fault, and it is your fault.

Don't get stuck twice for the same lack of information.

—W. H. E. C. in Business.

MOST PERFECT MADE.

It contains neither Ammonia, Alum, or any other injurious ingredients.

It is the lightest and fluffiest of all powders.

DR. PRICE'S
Cream Baking Powder.

NEW NUTS ARRIVED

Tarragona S. S. Almonds,
 Sicily Filberts,
 Grenoble Walnuts,
 Marbot Walnuts,
 Hallowee Dates, Cahors Walnuts.

DAVIDSON & HAY,

36 YONGE ST.

TORONTO.

EPPS'S COCOA

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

C. E. Colson, Montreal

MUNN'S Famous Boneless Codfish

NEW and GENUINE.
 NOW ARRIVING.

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

MUNN'S Skinless Codfish

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

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

"JERSEY BRAND" CONDENSED MILK.



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

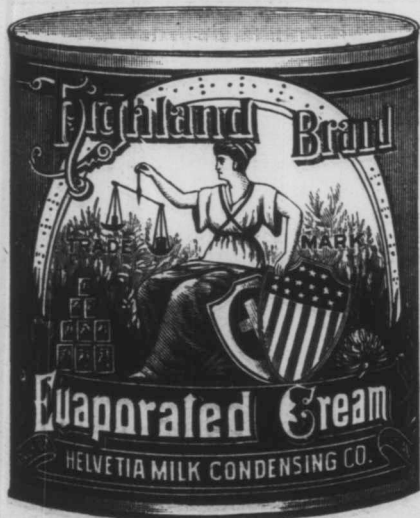
MANUFACTURED BY
 FORREST CANNING CO'Y,
 HALIFAX, N.S.
 STANWAY & BAYLEY, Agents, Toronto.

GRIMBLE'S ^{English Malt} Six GOLD Medals VINEGAR

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

GILLARD'S Specialties

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



WE ORIGINATED THE PROCESS

Whereby all the nutriment and relishing properties of milk are extracted, canned and
 sterilized to keep perfectly in all climates. Sold by all wholesale grocers under our

Highland Brand Evaporated Cream

Pleases all who appreciate a perfect quality of pure (unsweetened) milk or cream. Sur-
 passes cream for coffee, and thoroughly takes the place of unprepared
 milk or cream for all purposes. Prepared by

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

WRIGHT & COPP, Ontario Agents. L. H. DOBBIN, Montreal,
 Toronto Quebec Agent.



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

TORONTO MARKETS.

TORONTO, Dec. 29, 1892.
GROCERIES.

The facts that enter into a market report this week are both few and inconsequential. The year's trade is practically done. Selling is not what the staffs of the houses now come together for. Travellers are here because there is nothing to do outside. House salesmen are engaged in making preparations for the annual stock-taking. The salesrooms lack nothing but customers. The Christmas and holiday trade is generally voted good. Not all the fruits specially stocked on holiday account have been disposed of, but the surplus is not supposed to be larger than usual, and is expected to disappear before January is over. Quiet reigns in all lines of trade. Of collections there is little said in the way of fault finding, except that in the city they are not up to those from the country. Bargains are usually incidental to stock-taking, and traders who want to sort up their stocks of the less staple classes of dried fruit, etc., ought to get good value the next fortnight.

COFFEE.

Purchases of coffee are of minor moment, even as compared with other lines in current trade, slow as all other lines are. The price is still very firm. Rios are quoted at 20c. upwards.

DRIED FRUITS.

The holiday scurry in dried fruit has spent itself. It is usual, however, for trade to revive in this line in January, and this revival is looked for this year. All prices are well maintained, except in Malaga raisins, which

holders are offering at inviting prices. Whatever surplus of these is carried into next year, is likely to be available at easy prices. Valencia off stalk raisins are firm at from 5½c. for good fruit. Inferior grades are to be had still as low as 4¾c. In currants prices remain as they were, being firm at from 5¾c. for barrels. Prunes are steady at from 7½c. Sultana raisins quote from 6½ to 11½c. Malaga raisins quote as follows:—London layers \$2.20 to \$2.50, Blackbaskets in boxes \$4, in quarter flats \$1.30, blue baskets in boxes \$4.75, connoisseur clusters in boxes \$4, in quarter flats \$1.25, superior Dehesa layers in boxes \$5, in quarter flats \$1.75, Royal Buckingham \$6, Imperial cabinets \$2.20 to \$2.75, finest Vega \$7. Figs are scarce in 10 lb. boxes. Bags are 4½ to 6½c., boxes 10½ to 16½c., according to size and quality. Dates are steady at 5½ to 5¾c. Prime Grenobles 16 to 16½c., lower grades of Grenobles 15 to 16c., Marbots 13½ to 14c., Cahors 11 to 12½c., Tarragona almonds 15 to 16c., Sicily filberts 9½ to 11c. The prices of peels remain at 15 to 16c. for lemon, 16 to 18c. for orange, 28 to 30c. for citron.

SUGARS.

There has been no change in the price of raw sugar to cause any difference in the price of refined, and the demand for the latter has been too light to stimulate the price. Granulated is unchanged at 4½ to 4¾c., and yellow quotes upwards from a cent lower.

Willett & Gray, New York, in their weekly Statistical, say: This week—Raws advanced 1-16c. Refined unchanged. Total stock in all the principal countries, at the latest uneven dates, is 744,080 tons, against 650,410 tons at the same uneven dates last year. Havana and Mantanzas stock none, against 25,000 tons last year.

Raws—The week has been quiet, because of the small quantity of available sugar, but the tone is very strong and Europe has led in a small advance. Refiners have, however, obtained a new supply from foreign countries, including, we think, some 20,000 tons of beet-root sugars and some small lots new crop Cuba sugar from the south side of the island for early shipment. Various causes tend just at the close of this year to keep prices comparatively high, or higher than is usually expected at the beginning of the cane crops. Advices from cane producing countries are favorable for good average crops, Barbados particularly having changed for the better since last mail. No new estimates are made of the Cuba crop, and none will be reliable for some time to come. Mr. Licht reduced his beet estimate this

(Continued on page 16.)

CANNED GOODS.

TORONTO.

This week has developed no new feature in the canned goods trade. The price for staple vegetables remains from 80c. to \$1. Buyers are scarce, and they are all bears. Fruits have not been called for since the active demand was extinguished by the coming of Christmas. Salmon is steady at from \$1.45 up.

ORANGES

Florida,
Jamaica,
Valencia,
Mandarines,
Tangerines.

LEMONS. NUTS. PRUNES.
COCOANUTS. FIGS. DATES
CRANBERRIES. BANANAS.

CLEMES BROS.

Phone 1766. TORONTO, ONT.



DANIEL G. TRENCH & Co.,
CHICAGO, ILL.
CANNING FACTORY OUTFITTERS.
GENERAL AGENTS FOR
SPRAGUE MFG. CO., FARNHAM, N. Y.
CANNING MACHINERY OF ALL KINDS.

W. A. Carson.

R. B. Morden.

J. Anning.

BELLEVILLE CANNING CO.

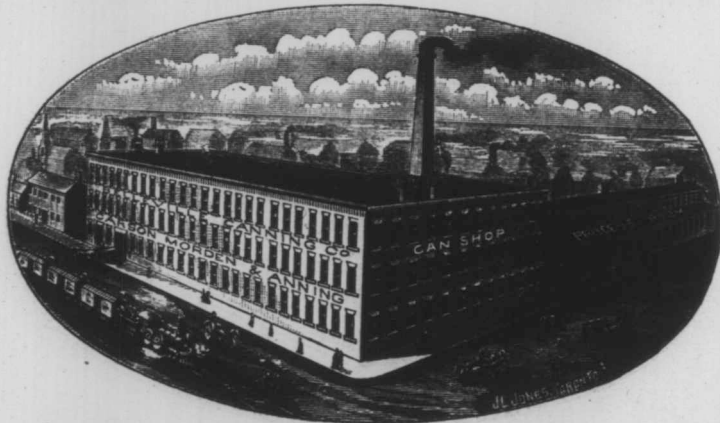
—PACKERS OF THE—

"Queen Brand" Fruits and Vegetables.

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

FIRST-CLASS GOODS.

We respectfully ask the trade to recommend this brand to their customers:



HENDERSON & LIDDELL,

3 Eastcheap, London, Eng.

DEALERS IN

Sugar, Dried and Green Fruit,
Rice and Canned Goods

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

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



The Standard of Excellence!

Always Reliable.

Never Vary.

If your wholesale grocer does not keep "Kent" Bottled Pickles, write direct to

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

Bay of Quinte Canning Factories.

PICTON and DEMORESTVILLE.

W. BOULTER & SONS,

PROPRIETORS,

PICTON, ONT.

FINNAN-HADDIES

Direct from Packers.

BEFORE PLACING YOUR ORDERS GET QUOTATIONS FROM

L. H. DOBBIN, - MONTREAL.

It always pays to
BUY THE BEST

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

Lakeport Preserving Co.,
Lakeport, Ont.

Factories at Lakeport and Trenton.

"Nothing succeeds like success."



The sale of our
BEAVER BRAND PICKLES
INCREASED

79 PER CENT.
DURING THE LAST YEAR.

Wishing all our Friends a
Happy and Prosperous New Year.

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

MAPLE PRODUCTS.

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

Address

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

Boy
Brand
Corn

DAILEY'S

Boy
Brand
Tomatoes

Please try them.

His boys eat them.

Prepared by the
Kingsville

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



BUYERS!

OUR interests are identical. It has paid us to pack a superior quality of Canned Goods. It will pay you to sell them. Our sales for 1892 have doubled 1891.

You may double yours by securing now, while the price is right and stock fresh and complete, a full assortment of our leading lines.

All of which is guaranteed strictly A1.

Delhi Fruit and Vegetable Canning Co.,

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

MARKETS—Continued

week forty-five thousand tons, making the crop 135,291 tons under last year. At the same time he reduced his cane crop estimates 25,000 tons, making them 18,302 tons under last year. All reductions in the estimates are important this year, because of the possible deficiency in supplies to meet any increased consumption, but there seem to be other causes at work in the political and financial centres, and in our own country, which may offset expectations of resulting exceptionally higher prices. At the close the market is more active at 1-16c advance over last week.

Refined—The demand continues fair and is fully up to the demand of last year at this time. Prices remain steady, except for the lowest grades, and even with the firmer tendency of the raw market we anticipate no general change in quotations for remainder of the year. The Mollenhauer refinery, which was set down for work last September, is going through the experience of all new refineries, and will scarcely produce any sugars this year.

SYRUPS AND MOLASSES.

There is no syrup in stock here to be had below 2c. Little of any kind is selling.

Molasses is also quiet. West Indian grades are quoted at from 30c. upwards. Choice New Orleans molasses is selling to some extent.

TEA.

Tea is let alone, but will begin to have its turn before the middle of next month. In the meantime prices are firmly maintained and the position retains all its firmness. Wholesalers would be free purchasers of low grade Japans if there were any of the latter offering, as the stock is very small. All low grade teas are good property.

MARKET NOTES.

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

Adams & Sons Co.'s price list on chewing gums is changed this week as will be noticed in our Prices Current.

The maple leaf, the Delhi Canning Co.'s brand, is a guarantee that the quality is superior. Consumers have caught on.

Burnham's Clam Bouillon is an article no first-class grocer should be without. It is a delicacy that will please your customers, and do your establishment proud.

Eby, Blain & Co. have received a consignment of Peek, Frean & Co.'s choice biscuits. They are offering high-grade New Orleans molasses at reasonable prices.

The New York Commercial Bulletin says: Venturesome people are predicting that the price of a gallon canned tomatoes will rise to



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

The St. Croix Soap Mfg Co.,

St. Stephen, N.B.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

\$3 per dozen ere long, and move up to \$4 before next crop. Sales have been made at \$2.80 to \$2.85 during the past week.

W. T. Harris, Chatham, N. B., dealer in general merchandise, offers 200 cases canned lobsters, also dried cod of finest quality.

Reports from the southern parts of California indicate a large crop of oranges. Last season the crop was backward, while this season it is well advanced, and indications point to general shipments going forward some weeks earlier than last year. Several estimates are out regarding the coming crop. The figures furnished by the railroads place the crop at 5,000 to 6,000 carloads, or 1,450,000 to 1,750,000 boxes. This is the expected output providing the weather continues favorable until harvest time.—California Fruit Grower.

Ranking with the highest grades of goods in the world as regards quality and purity, are Batty & Co.'s celebrated Nabob Sauce and Pickles. The sale for these high class condiments is world-wide, and they are found in the most remote corners of the universe. Large consignments of these goods have just been received by Caverhill, Rose, Hughes & Co., Montreal; Sloan & Crowther, Toronto; James Turner & Co., Hamilton. A trial order placed with any of these firms will receive prompt and careful attention, and convince the buyer that Batty's Nabob will tickle his customers' palates. Wright & Copp, Toronto, who are Dominion agents, will furnish free information for these goods.

BUTTER AND CHEESE.

Butter is not offering freely. The market has risen appreciably since last week, the price of choice tubs being quite firm at 19c. Tubs are scarce even relatively to the butter of all descriptions that is offering. Tubs not ranking first class are taken at prices sealing down to 15c., this figure being paid for very ordinary stock. Rolls are worth from 16 to 17c. Very fine butter might possibly bring a still higher price.

Cheese is unchanged and very firm at 11 to 11½c.

PETROLEUM.

The oil trade is of good volume, prices remain as they were, the basis being 14 to 14½c. for Canadian refined.

COUNTRY PRODUCE.

BEANS—The market is firmer and lightly stocked. The price is \$1.35 to \$1.40.

DRIED APPLES.—The purchases on United States account have been large the past two weeks. The price is 4¾c. outside. Jobbers get 5 to 5¾c.

EVAPORATED APPLES—The market is dull. The price is 6¾ to 7c.

EGGS—Fresh are 18 to 19c. Strictly new laid are 22c. Lined are 14½ to 15½c.

HONEY—No movement noted. Extracted is worth 7 to 10c., and honey in the comb is 13 to 15c.

HOPS—The range is 17 to 20c., and there is little doing.

ONIONS—The price is \$2.25 to \$2.50 per barrel.

TORONTO, Dec. 30, '92.

WE—PAYING—ARE

4 ³/₄ C.
F. O. B.

FOR
BRIGHT--DRY--SOUND
NEW CROP
DRIED APPLES.

WE BUYING ARE

NEW

- DRIED APPLES -

ADDRESS

STANWAY & BAYLEY,

42 FRONT ST., EAST, TORONTO.

--TERMS--

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

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

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

John Jamieson & Co's
LOCHFYNE
HERRINGS
 56-60 E. Howard Street, GLASGOW.
 Agent, W. S. KENNEDY,
 463 St. Paul St., MONTREAL.

DRESSED
POULTRY

We are now booking orders for shipment on or about December the fourth next, to points in British Columbia, delivery in time for Xmas trade. Poultry will be thoroughly frozen and packed in either close or open cases, weighing two hundred pounds each. We offer special prices on large lots.

PARSONS PRODUCE CO.,
WINNIPEG, - - MANITOBA.

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

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

Warehouses on C. P. R. Track.
 EXCISE, CUSTOMS AND FREE,
 AND LOW RATES STORAGE.

CORRESPONDENCE SOLICITED.

NOTICE.

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

Having largely increased their capacity. We advise all dealers to see their price list before placing their orders for Jams, Jellies, Canned Fruits, and Canned Vegetables.

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

Their Flavoring Extracts are of the choicest quality.

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

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

Megloughlin, Marshall & Co.,
 Wholesale Provision Merchants,
 3 and 4 Corn Exchange,
Manchester,
 Also at **England.**
 Liverpool and Glasgow.

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

W. GIBBINS & CO.,
 Commission and
 Manufacturers' Agent,
WINNIPEG, MAN.

We are open for Consignments of Dried and Evaporated Apples, Beans, Peas, &c., or will take orders for packers and others.

JAS. DICKSON & CO.,
 26 WEST MARKET STREET,
 Provision and Commission Merchants.

Eggs, Butter, Hams, Lard, Bacon, Cheese, Dried Apples, Finnan Haddies, Dried Cod Fish, bought or sold on commission. Agents for all lines of Canned Corned Beef. Egg Carriers supplied.

The only strictly Commission House in this city sends its patrons throughout Ontario their best wishes for a Happy Christmas and Prosperous New Year.

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

PARK, BLACKWELL & CO.
 (Limited.)
 - SUCCESSORS TO -
JAS. PARK & SON,
TORONTO.

Full lines of Superior Cured Hams, Breakfast Bacon, New Special Rolls, Beef Hams, Long Clear Bacon, Butter, Cheese, Lard, Eggs, Etc.
 Write for Price List.

PUT
TEXAS BALSAM
IN STOCK
 The Great Healer for all kinds of wounds on Horses and Cattle. \$3.00 worth only costs you \$1.50. Express prepaid. Cash with order.
C. F. SEWORTH,
 6 Wellington St. East,
 Toronto.
 Sample 25c. postpaid.

S. K. MOYER,
 Commission Merchant

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

SPECIALTIES :
 Oysters, Oyster Carriers, Smoked, Salt and Fresh Fish. Consignments and Orders solicited.

76 Colborne St.,
 Toronto, Ont.



GEORGE McWILLIAM. FRANK EVERIST.

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

FIGS, DATES, NUTS,
 ALMERIA GRAPES, Etc.,
 Florida Oranges are now arriving in car lots, stock fine, also Messina Lemons. Will fill all orders at lowest possible price.

J. Cleghorn & Son,
 94 Yonge St., TORONTO.

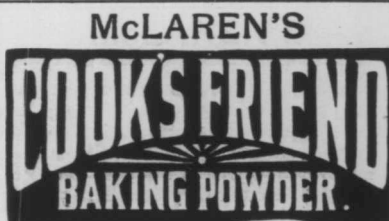
Fancy Florida Oranges--
 Car arriving weekly.
 Car Messina Lemons--
 Just arrived.

We are handling best brands Bulk and Canned Oysters, Haddies-Portland and St. Johns, Fancy Bloaters and all kinds Fresh Fish, New Golden Dates, Figs, Nuts, etc.

WILLIAM RYAN,
PORK PACKER
 Toronto, Ont.

HAMS, MESS PORK,
BREAKFAST BACON, SHORT CUT,
ROLLS, LARD.
WRITE FOR PRICES.

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

POTATOES—The price is firm at 80 to 85c. for out of store lots. Cars on track are 70 to 75c.

DRESSED POULTRY—Turkeys are rather plentiful, but current offerings are light and the demand is low. Chickens are 35 to 50c. a pair, ducks 60 to 80c., turkeys 10 to 10½c. per lb., geese 7 to 8c.

HOGS AND PROVISIONS.

The delivery of hogs continues very light. Occasionally the stress of need forces the price up to \$7.75, but the range commonly holding is \$7.50 to \$7.60. All products continue firm at last week's prices.

BACON—Long clear 9c. Smoked backs are 12c., bellies 13c. to 13½c., rolls 10c.

HAMS—Are 12½ to 12c.

LARD—Pure Canadian is 10½c. in tubs, and 10¾c. in pails and 10c. in tierces. Compound is 9c.

BARREL PORK—U.S. heavy mess is \$17.50 to \$18. Canadian short cut is \$18.50 to \$19.

DRESSED MEATS—Beef forees are 5 to 6c. hindquarters 7 to 8½c., veal 6½ to 8c., mutton 6½ to 7c., lamb 7c. to 8½c.

GREEN FRUIT.

The movement of green fruit is of course checked by the cause that affects all other lines. The holidays are a period for which the demand is sated beforehand. Prices are pretty much the same as they were, with the exception of Valencia oranges which are very firm from \$4.50 up, and are expected to touch \$5 very shortly. Jamaicas are \$5 to \$5.50 in barrels and \$3 to \$3.50 in boxes. Florida oranges are \$3.25 to \$3.50. Fancy Floridas—Mandarines and Tangerines—are quoted at from \$3.50 to \$4. Lemons are \$3.25 to \$4.50. Bananas are \$1.75 to \$2. Pineapples are 20 to 30c. Malaga grapes are \$7 to \$8. Fancy cranberries are \$9 per barrel. North Shore stock is offered in baskets at 75 to 90c. Apples are plentiful at \$1.50 to \$2.50 per barrel.

FISH AND OYSTERS.

The fish trade is of small consequence locally and at present. Manitoba white fish is 7½c., other whitefish is 7c., and salmon trout is the same price. Lake herring are \$2 to \$2.50 per hundred. Sea herring is 5c. Steak cod is 6½ to 7c. Market cod is 4½c. Codfish, skinned and boned, sells at 6½c., and is in fair request. Labrador herring is \$6, shore herring \$5 to \$5.50, and Digby 11 to 12½c. per lb., boneless fish is 4c., boneless cod is 7 to 8c. Oysters are \$1.25.

MONTREAL MARKETS.

MONTREAL, Dec. 30, 1892.

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

GROCERIES.

Trade in groceries is quiet now and of a holiday character, with a fair trade in lines of goods most wanted at this season. Orders, however, are not large, but of the small prompt delivery kind, but the tone is healthy all round, and as noted last week there are still enquiries about supplies of staple lines from western houses which may lead to something extensive after the turn of the year. As to the actual week's business teas

have been quiet and firm, and sugar is steady both for the refined and the raw products, a further advance being expected in the latter, owing to reduced estimates, both in beet and cane. In dried fruit cheap offerings of inferior fruit have operated with some buyers, but there is little material change in holders ideas or really prime stock. Coffee is scarce in first hands, and prices here rule steady. Spices are the same way, and syrups and molasses have shown a fair degree of activity.

SUGAR.

There is no change in the position of the sugar market. The demand is somewhat restricted, but the tone is very firm despite the fact that orders are mainly confined to hand to mouth lots. Yellows are quoted at 3¾ to 3¾c. and granulated 4½c. in straight wholesale lots at the refineries.

SYRUPS AND MOLASSES.

An active demand has been noted for syrups round lots selling at 2 to 2½c for bright in half brls. while darker goods are placed at 1¾c. As noted last week some inferior stock is offering but we cannot find that it meets any purchaser.

Barbadoes molasses is firm and fairly active while stocks are not large and nothing good could be had under 32½c. for a round lot.

TEAS.

The market is generally quiet, the principal business consisting of a few dribbling orders, which demonstrates clearly the holding off policy. Prices, however, are very firmly held on all grades.

COFFEE.

Supplies of coffee in first hands are scarce at the moment and difficult to quote, most of the stocks being in the hands of the grinders. We quote nominally Jamaica 18 to 18½c., Rio 19 to 21c., Maracaibo 18½ to 20c., Java 22 to 25c., and Mocha 23 to 25c. for straight lots.

SPICES.

There has been some enquiry for pepper, a fair quantity of stock changing hands at 7c. to 7½c. in round lots, while cloves are firmly held at 7½c.

RICE.

There is little or no change in rice. We quote: Standard, \$3.85 to \$4; Louisiana, \$5.25 to \$5.50; choice Burmah, 4 to 4½c.; Japans \$4.50 to \$5; Patnas, \$5.25 to \$5.50; Carolina, \$7 to \$8.

NUTS.

There has been a fair trade doing in nuts and prices are unchanged. We quote Pecans 11 to 12½c., Terragona almonds 16½c., Grenoble walnuts 13½ to 14½c., filberts 10 to 10½c., Ivica 14½c., Brazil 15c., marbotts 12½c., cocoa nuts \$3.50 to \$4.50 per bag of 100 for old, new \$5 to \$5.50.

DRIED FRUIT.

The great difficulty in dried fruit has been the offering of cheap inferior Valencia raisins but despite the foes business has been close in prime fruit and holders of it do not show any anxiety. We note sales of round lots Valencia seconds at 5c net cash from first hands and other lines of firsts have been turned over at 5½c. A jobber therefore could find it hard to accept less than 5½c for

really good stock and this is about the idea on ordinary off stock fruits. Layers have changed hands at 6¼c. Currants are steady at 5¼ to 5¾c.

FRUIT.

There has been a fair trade in oranges in a sorting up way. We quote: Florida \$3.50 to \$3.75 per box, Valencias \$4.50 to \$5 per case, Jamaica \$6 to \$6.50 per brl.

Lemons meet a fairly active demand and prices are firm. We quote fancy Messina \$4 to \$4.25 per box, Malaga \$6.50 to \$7 per chest and \$3 to \$3.25 per box.

Figs are in fair demand at 5½ to 6c. per lb.

Dates rule unchanged at 5 to 6c.

FISH.

The demand for fish is very good for this season of the year and stocks are only moderate, so that the few dealers in the business are making money. The supply of green cod is small and includes some old goods. Extra choice green cod cannot be bought under \$5.25 to \$5.50. Halifax haddock are being laid down here at 2¾c. and jobbed out at 4c. per lb. We quote: Haddock 3¾ to 4c., cod 3 to 3½c., steak cod 4½ to 5c., lake trout 7c., white fish 7 to 7½c., pickerel or dore 8c., dried cod \$5.50; No. 1 green cod, \$5.25 to \$5.50; B.C. salmon, \$13 per brl.; Labrador salmon, \$13 to \$14 per brl.; No. 2 mackerel, \$14 per brl.; do \$7 per half brl.; Labrador herring, \$5.25 to \$5.50 per brl.; C. B. and N. S. herring, \$5.25 per brl.

APPLES.

The apple market is quiet and unchanged. We quote \$2.25 to \$2.75 as to quality.

POTATOES.

We note sales of car lots of potatoes at 80 to 85c. per bag, and the market has a distinctly firm tone in view of a lightly supplied market.

HONEY.

There is no change in honey, choice white clover stock in good sized lots changing hands at 13 to 14c.

DRESSED POULTRY.

Naturally there was a brisk business in poultry during the week, and prices on turkeys especially ruled very firm in consequence of rather light supplies. Straight lots of 90 to 100 birds fetched as high as 10½ to 11c. but now with the rush over the market shows a softer tendency. We quote turkeys 10½ to 11½c., geese 6 to 6½c., ducks 8 to 8½c., chickens 7½ to 8c.

PROVISIONS.

The provision market has been quiet. We quote as follows: Canadian short cut, per brl. \$19 to \$20; Mess pork, Western, new, per brl. \$19 to \$20.00; Hams, city cured, per brl. 11 to 12½c.; Lard, Canadian, in pails 9 to 9½c.; Bacon, per lb., 11 to 12c.; Lard, com, refined, per lb., 8½ to 8¾c.

EGGS.

Eggs are steady at 14½ to 15c. for western limed and 15 to 17c. for local.

BUTTER AND CHEESE.

Butter has shown somewhat more activity in a shipping way during the week, creamery to the aggregate of 1,500 packages changing hands for shipment at 22½c. Dairy stock is steady in a jobbing way. We quote: Late made fall creamery, 23 to 23½c.; earlier makes 22c.; Townships 20 to 21c.; Morrisburg and Brockville 18 to 19c.; Western dairy 17 to 18c.

Cheese firm and unchanged, with prices nominal at 10¼ to 11c. for shipping lots.

FLOUR AND FEED.

TORONTO.

The flour market is quiet, and presents no new features to make comment upon except that fact. The price of straight roller did not go quite so low this week, \$3.10 being the bottom price. Feed is quiet.

FLOUR.—City millers' and dealers' prices are: Manitoba patents, \$4.60; strong bakers', \$4.25; white wheat patents, \$4.50; straight roller, \$3.40; low grades, per bag, \$1.25 to \$1.50.

Car prices are: Toronto freights—Manitoba patents, \$4.35 to \$4.45; Manitoba strong bakers' \$3.90 to \$4.10; Ontario patents, \$3.40 to \$3.50; straight roller, \$3.00 to \$3.20; extra, \$2.60 to \$2.70; low grades, per bag, \$1.00 to \$1.50.

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

FEED—Bran is \$11.50 to \$12, shorts \$12.50 to \$13 mixed feed \$22, feeding corn 57 to 58c., oats 29 to 31c.

HAY—Baled timothy is \$9.

STRAW—Is steady at \$5.50 to \$6.

MONTREAL.

The market is fairly active on local account, but prices are easy in sympathy with outside markets. The export trade is practically nil, and prices on the other side are too low to induce shipments in any quantity. Patent, winter \$3.95 to \$4.15; patent, spring \$4.20 to \$4.35; straight rollers \$3.45 to \$3.65; extra \$3.00 to \$3.15; superfine \$2.60 to 2.85; city strong bakers \$4.00 to 4.10; strong bakers \$4.00 to \$4.10; oatmeal \$2.05 to \$2.10 bran \$14; shorts \$15.

**SITUATION WANTED.
MARATIME PROVINCES.**

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



THEY ARE RIGHT.

We have packed all kinds of Vegetables, Fruits, etc., and our CANNED GOODS are in the hands of the wholesalers. Our Factory New Throughout.

**The Strathroy Canning and Preserving Co., Ltd.,
STRATHROY, - ONT.**

FOREIGN CORRESPONDENCE.

Letters translated from or written in any foreign language.

J. H. CAMERON, 10 Front St. E.

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

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

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

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

Correspondence Solicited.

**Embro
Oatmeal
Mills**

D. E. 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.

E. M. PINCOMBE.

W. W. SUTHERLAND.

STRATHROY OATMEAL AND CORNMEAL MILLS.

Pincombe & Sutherland,

STRATHROY, ONTARIO.

Manufacture by the latest improved process

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

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

OATMEAL

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

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

GENERAL GRAIN DEALER.

Highest price paid for Oats and Peas in car lots.

WALTER THOMSON, London and Mitchell.

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.



TO IMPROVE THE SOCIAL CONDITION OF GROCERS' ASSISTANTS.

The social condition of grocers' assistants is deplorable. Who is to blame for this? Firstly, the assistants themselves; secondly, their employers; and lastly, the public.

In considering this matter we will take the assistant first. It is a noteworthy fact that the average man engaged in the trade is, as far as his own well-being is concerned, the most apathetic and listless individual you could well meet. Let us make a comparison. A hypothetical case is perhaps the best means of illustration.

Suppose two boys of equal intelligence and capability just leaving school, both eager as boys are for the struggle with the world. One goes to the city. In an office he finds himself inferior in general intelligence to the body of clerks with which he is connected. Well, is he disheartened? Not by any means. He sets himself to reach the higher level, chiefly by education and partly by imitation.

It has been said that "the more knowledge a man possesses the more conscious is he of how little he really knows," and so the office boy as time goes on becomes, by dint of perseverance and a spirit of emulation and ambition inspired by the influence of those around him, educated and cultured, and by reason of this education and culture as near an approach to a gentleman as his proclivities will allow. Socially, therefore, he is a success.

Now the other boy has different ideas. He is fascinated by the external aspect of the business which is the best known in an ordinary household, and elects to become a grocer. Well, he surmounts the little difficulties that bar the way to every enterprise, and finds himself behind the counter. What is his experience? He is not an inferior? No, quite the reverse. He is a fair scholar. His fellows are not. He has been educated on the system of to-day. They were either never at school at all, or else have a smattering of the forms in vogue a quarter of a century ago.

Mark the result. The boy comes to despise his companions, then to despise his master, and in the end he despises his trade and everything connected with it. Devoid of every ennobling thought, he sinks to a very low stratum of the social fabric.

But, it may be argued, and with truth, that in many cases an assistant is desirous of improving himself and is prevented by the long hours. This brings us to the employers, who may be impeached on three counts.

1st.—The practice of encouraging or tolerating assistants who have not served their time.

2nd.—Their general, or at least common proceedings with regard to a man's character.

3rd.—Dishonesty in themselves, and the instigation to dishonesty of their employes.

Be it emphatically declared before going further that the employers must not be held

accountable for the long hours. The shame of this rests with the public, and we will deal with it later.

But the fact cannot be denied that the degrading position of the trade is owing in a great measure to the first-mentioned practice. For instance, an employer has a shop lad who displays some intelligence, and is in consequence an object of interest. It happens he is taken behind the counter, and picks up a little knowledge of the trade. In a year or so he leaves and obtains a situation elsewhere at about fifteen shillings a week. See the injustice. This half-paid individual is taking the place which by right belongs to a bona fide assistant. We need not discuss the question of the difference in salary, which is to the employer's benefit, except just to remark that the majority of proprietors of shops will no doubt through experience have discovered that a fair hand can make the difference. But if this latter were not so, it does not alter the fact that, as it is the employer's interest to elevate and uphold the status of the trade, he should be prepared to sacrifice something for this end, and crush out the usurping "improver." This view may smack somewhat of the Dockers' Union, but no one can deny the justice of the contention.

The second count in the indictment against the employer is of itself a gross act of injustice against society at large, yet it is perhaps the least noticed of the grievances which exist in the commercial world.

The scandalous and outrageous idea held by many masters that no responsibility rests upon them when another employer applies for a man's reference is a terrible wrong against an honest assistant, and through him against the social condition of the trade.

It is quite a common occurrence for one employer to recommend to another a man whom he knows to be incompetent, lazy, and very likely dishonest. Note how this handicaps the hard-working assistant whose dominating desire is his employer's interest, and whose integrity is beyond suspicion.

A master, after advertising for a man, singles out two or three likely fellows for preference. There is not much as far as he can see to choose between the three, and so all depends on the character which the advertiser may receive from the men's former employers. If the character given is a fair judgement of the master's observation, all well and good; but if an employer gives an assistant a false and misleading reference, which is the means of his being engaged, to the prejudice of a more worthy man (not to speak of the possible loss to his new master), his action cannot be too loudly condemned. There are men behind counters to-day who, if their real ability or absence of ability was known, would never draw a week's salary, whilst others more deserving are in positions beneath them, doing the work for which the black sheep get credit. It may be asked in all justice if this danger to the moral and

social welfare of shop assistants should not be vigorously dealt with.

We pass now to the last cause, as far as the employers are concerned. The provision trade has the honor of being considered one of the most tricky businesses known. The employer is to blame for this. A man who deliberately shuts his eyes to a wrong done by another is not held blameless for the wrongdoer's action. A man who shuts his eyes to a wrong done by another in his interest is more guilty than the evil-doer. What is to be thought, then, of the man who not only passively allows this, but encourages it, fosters it, pays for it, and demands it? This is not the place to parade in a detailed manner the dishonest practices of an unscrupulous tradesman. They are unhappily incontrovertible facts, and, while they exist, the social condition of the assistants in the grocery and provision trades is not likely to undergo any material improvement.

All honor to the few who have fearlessly striven to do right; all honor to those employers whose creed is conscience first and profit afterwards.

They have preached a propaganda, which is daily bearing fruit, of uncompromising hostility to the unworthy conduct of their weaker brethren, pronouncing in its onward course the sound truth that men can live and prosper in this trade, as well as in any other, without recourse to cowardly acts of jobbery and robbery, which are a hideous blot on the nobility of character that belongs, or should belong, to every creature of the human race.

Now good friends the "Public," a word with you. Do not support the late closers. Take it seriously to heart. Do your shopping early every day of the week, and help on this social reformation as you are wont to do in other cases. You must decide this question.

It is at the hands of the British public in the councils of public opinion that the matter must be ultimately settled. We want to improve the social condition of our trade, and you must, you will help us. There are many avenues through which we could find improvement and culture and education, but, alas, we have no time.

Well, we ask you hopefully, we appeal to you with confidence, to do your part to remove a stigma from the social life of England, for our salvation, to your honor, and the well-being of the State.

And now we have a fair idea of the evil and its causes. In order to eradicate the evil we must therefore remove the cause. The assistants must do their part, and do it earnestly, courageously, bravely. They must stick together, and move together, for "Unity is strength."

Away with this shameful indifference to our own fate. There is no business, or trade, or profession in the universe more calculated to develop, or that offers better opportunities for developing, our natural endowments. It is a great fault that we do not work more

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

Every Grocer should have the Salada Tea Co's Teas in stock. In pound and half pound lead packages. They are guaranteed to give satisfaction or you can return them any time. Send us a small order.

P. C. LARKIN & Co.,
WHOLESALE GROCERS,
25 Front St. E.,
TORONTO.

ESTABLISHED 1851.

JUST RECEIVED
4,500 Boxes
Valencia Raisins

WRITE FOR OUR PRICES.

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

BALFOUR & CO.,
IMPORTERS OF TEAS

—AND—
WHOLESALE GROCERS,
HAMILTON.

WESTERN ONTARIO AGENTS FOR THE
Irish Mustard.

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

Raisins
FIGS **DATES**
Currants
NUTS **PEELS**
LARGE ASSORTMENT.

J. W. LANG & CO.,
Wholesale Grocers,
59, 61, 63 FRONT STREET EAST,
TORONTO.

COOKING FIGS.

In Bags about 50 lbs. each.

Fine Quality and Cheap.

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

VALENCIAS

Our shipments now arriving ex S. S. Ardengorm and Broomhaugh, were purchased at the lowest point.

Layers, very choicest quality.
Best value in market.

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

❖ARRIVED❖

New Sultanas.
SPECIAL LOT OF BAG FIGS
DATES, PRUNES,
GRENOBLE WALNUTS.

SMITH & KEIGHLEY
Wholesale Grocers,
9 Front St. E., Toronto

NEW
Grenoble, Marbot
—AND—
Bordeaux
Walnuts
NOW IN STOCK.
PERKINS, INCE & Co.,
41-43 Front St. East,
TORONTO.

JOHN BURGESS & SON
SAUCE
AND
PICKLE

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

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

EDWARD ADAMS
& CO.

Importers of Teas

—AND—

Wholesale Grocers
LONDON, ONT.

SPECIAL BRAND TEA.
LOOK OUT FOR

GOAT

JAPAN TEA.
Nothing equal to it at the price.
See our travellers.
Write for samples and prices.

Thos. KINNEAR & Co
Wholesale Grocers,
49 Front Street East,
TORONTO.

Elliott, Marr & Co.,

Importers of Teas
—AND—
Wholesale Grocers.

LONDON, ONT.

hand in hand with our employers ; make ourselves not only useful to them, but make them dependent on us, and then we can command recognition of social rights, and social privileges ; we can command salary, respect, consideration, everything. And will they grudge it? No! a thousand times no. They will meet us more than half way in any scheme for improvement, meet us, aye, and go before us, leading the van, as some of them did in the early closing agitation two years ago.

And if employers study their own interests they will pay attention to the causes attributed to them, using their influence to abate the evil, and thus cease to bar the way to an improved social condition of the trade.

We arrive now at the subject proper which forms the title of this essay, viz., "How Best to Improve the Social Condition of Assistants Engaged in the Grocery and Provision Trades." With the foregoing facts in our minds the answer is plain enough. It is unnecessary to recapitulate the body of this essay, but we might lay additional stress on the shortening of the hours.

To suggest any scheme we must anticipate this curtailment. Granted then that the evils portrayed here have been remedied, we may briefly outline an idea for the social benefit of shop assistants.

It is jointly in the hands of the Grocers' Association and the Grocers' Employees' Association.

If they were to arrange for a room or rooms in which assistants could pass a pleasant evening together a great deal would be accomplished, as this would tend to stamp out the petty jealousy which unhappily is a peculiar feature of our relationship with one another. If this worked satisfactory a further step might be the formation of various clubs and societies as the tastes of the assistants directed. Possibly arrangements could be made for educational classes also.—Prize Essay in *Manchester Grocers' Review*.

GROCERS' WINDOWS.

A walk about certainly reveals the fact that more attention is being given to the matter of window display than ever before, and that the value of such exhibits in an advertising way is being more fully appreciated than heretofore. This is to be accounted for:

1. On the general principle of progressiveness, which affects all things.
2. Competition necessitates utilizing every method promising to secure a profitable trade.
3. The food shows have no doubt had an educational effect by the many splendid examples afforded in the arrangement of goods.
4. The frequent demonstrations given of the importance of window displays as trade winners by *The Commercial Enquirer*, and

by other papers that have wisely followed its lead.

There is nothing strikingly new in the way of arrangement of these displays that the writer could discover. The pyramid seems to be the favorite form of outline. While this predominates, various other forms are numerous—cylindrical forms, squares, concave and convex semi-circles, arches, etc. The massing of one brand of goods in solid forms prevails largely, and is a very commendable feature of the displays.

In the neighborhoods where fancy groceries constitute a large part of the stock, these goods are displayed in tempting variety and pleasing combinations of form and color.

The rule, and a good one, of confining exclusively to the goods to be sold, is seldom broken.

One peculiarity in the way of window decoration noted in a good many instances, and which seems to call for adverse criticism is the practice of utilizing a fine plate glass front for plastering thereon numerous big announcements of bargains. The most noticeable example of this was found at a corner grocery in an excellent neighborhood where it would seem that mere cheapness of price would be a secondary consideration. Both windows contained very creditable displays which, however, were largely obscured by the paper signs pasted on the glass. The advertising effect of the painstaking arrangement of goods was thus almost entirely destroyed.

Window cards are excellent advertisements if executed neatly and disposed properly, as has been emphasized by the *Commercial Enquirer* from time to time.—*Commercial Enquirer*.

COFFEE RAISING IN BRAZIL.

Coffee is not a shrub, as is generally supposed, but a tree, which, if allowed to go untrimmed, would attain twenty feet or more in height, but which is generally kept down to eight or ten feet for convenience in picking, says a Brazil correspondent in the *Providence Journal*. A grove can be started by burying the berries or from slips. The latter are preferable, placed about six feet apart, and those plants which have been taken from the nursery with considerable earth around their roots will bear fruit in two years, though their full yield is not attained under four years. It is calculated that 1,000 thrifty trees will yield on a fair average 3,200 pounds of coffee per annum, but in some parts of San Paulo province the yield is as high as 6,500 pounds. There are two and sometimes three harvests to a year, but after fifteen or twenty years the old trees must be cut down to give place to new ones.

When fully ripe the berry is about the size, shape and color of a large cranberry. The tough red skin encloses two grains or seeds. The old way of preparing it for market, still much used in Brazil, was as fol-

lows: When the berries have acquired a rich blood red they are picked into bags by the negroes, twenty-three pounds being considered a fair day's work for one picker. The bags are then emptied on a tereno or drying place, which is generally a level piece of ground beaten smooth or covered with cement. After a few days in the sun the outer skin becomes black, hard and shrivelled, and when the berries are pounded in huge wooden mortars until the skins are broken without injuring the tough grains.

By sifting, the skins and grains are separated and the latter are again spread out in the sun until the pellicle enveloping each grain is as dry as dust. Then they are again subjected to the mortars and the winnowing fan, and are ready for sale or immediate consumption. The improved method now in vogue on the wealthier estates consists in drying the freshly picked grains on wooden trays or pavements, by which they escape the earthy flavor acquired when dried on the bare ground, and the outer and inner envelopes are removed by passing them through two mills.

The main feature of the first mill is a horizontal copper cylinder, whose surface is roughened after the manner of a rasp. It revolves against a board, between which and the teeth space is left for the grains to pass but not the husks. The grains drop into water and are left to soak twelve hours, in which time the parchment-like film that envelopes each seed is softened. They are spread out again on trays in the sun, and when thoroughly dry are passed through the second mill, which resembles those used for grinding plaster, except that the two vertical rolling disks are of wood, six feet in diameter and five inches thick, their light weight abrading the pellicles without injuring the grains. Then the fanner is brought into requisition and the berries are put in bags for transportation.

The freight on a sack of coffee (138 pounds) is about one cent per mile, therefore, coffee coming from the end of the Dom Pedro II. railway must pay in the neighborhood of four dollars the sack for transportation to the shipping point—one-third of its value when delivered in Rio. From Rio to New York the freight rarely exceeds sixty cents a sack, and it is often as low as twenty-five cents. Thus fifty miles of railroad carriage in the country where it grows costs more than 5,200 miles of ocean. Many of the planters still send their coffee to market by mule train, considering that the cheaper way of transportation.

The entrance into Santos of a mule train from the interior is something worth seeing. The train is always preceded by a white horse wearing a string of bells, and the mules obediently follow the leader. Sometimes troops of several hundred arrive in a morning, and again there are weeks when none appear. Every mule brings two bags

of coffee on his back. Having made long, slow journeys, often hundreds of miles, the animals are pitiable looking objects when their burdens are removed, for the constant sawing of the loads has not only abraded the skin, but in many instances ground off the flesh to the bone.

The bags are dumped in huge piles in the custom house yards, and around them cargadores immediately collect like swarms of black bees. There is an export duty to pay and every bag must be pierced and a sample withdrawn in order to determine the quality and the duty thereon. The tariff, based on the market price, is regulated anew every Saturday.

The sampling instrument is a brass tube, shaped exactly like a pen. When the point is pushed into a sack of coffee the berries run down through the tube, and after a handful has been abstracted the instrument is withdrawn and its point turned over like a crochet hook, thus closing the opening. The operation occupies only a few seconds, and the "samples" taken out amount to many tons in the course of a year. They, together with all samples of exported sugars, are presented to the lepers' hospital.

The gangs of cargadores employed in "toting" the coffee away from the custom house and loading it upon waiting vessels are a feature of Santos. Naked, except from waist to knees, their chocolate-colored hides glisten in the sun and their well-cultivated muscles stand out like whipcords. Each gang has its leader, generally the tallest and most powerful negro among them, who carries a rattle, to the music of which his followers keep step in a rapid jog trot, singing a low, monotonous song meanwhile in words to us unintelligible. Sometimes the rattle gives place to a flag.

A St. John, N. B., merchant, who recently bought a lot of Ontario lard branded "Pure Leaf lard," has been fined by the Dominion authorities for selling some of the same, the analysis having shown that it was adulterated with cotton seed oil. The merchant sold the lard out of the original package and is now after the Toronto house for heavy damages. This is by no means an exceptional case, and in several instances has resulted in St. John merchants transferring their orders to American houses, rather than run the risk of having an adulterated article palmed off on them by upper province dealers.—Maritime Grocer.

LOWAN'S COCOAS AND CHOCOLATES

Are Standard, and sold by all grocers.

A GREAT HIT!

Adams' Tutti Frutti Automatic Girl Sign Box. Works by clock work. A big attraction for your window. Send for circular.

ADAMS' & SONS CO.,

11 and 13 Jarvis St., TORONTO, ONT.



EXTERIOR VIEW.



INTERIOR VIEW.



USE SPANISH BLACKING

THE KING OF BLACKINGS

F. F. DALLEY & CO. - - HAMILTON, ONT.

E. BROWN & SON'S

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

BOOT PREPARATIONS

SOLD EVERYWHERE.

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

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



SALES MADE OR PENDING.

Alex Tytler, grocer and liquor dealer, London, has sold out.

The stock of Andrew Myles, grocer, St. John, N. B., has been sold at auction.

The tobacco stock of L. W. Bisson, Montreal, has been sold at 35c. in the dollar.

The stock of J. H. Giguere, grocer, Montreal, has been sold at 75c. in the dollar.

F. A. Maloney, general merchant, Chapleau, Que., is advertising his stock for sale.

The general store stock of B. Dixon, Malorytown, Ont., is advertised for sale by tender.

The grocery stock of James Malcolm, Whitevale, Ont., is advertised for sale by auction.

The assets of Murdoch Bros., grocers and crockery dealers, Bowmanville, Ont., have been sold.

The stock in the estate of Fred R. Smith, grocer, Windsor, N. S., has been sold to H. H. Coalfeet.

The general store stock of Thos. Fisher & Co., Bolton, Ont., is advertised for sale on the 5th of Jan.

P. E. Bourassa's general store stock, Hadlow Cove, Que., was offered for sale by auction on the 23rd.

PARTNERSHIPS FORMED AND DISSOLVED.

Brunet & Asselin, general merchants, Coteau Landing, Que., have dissolved.

P. Edmond Dennis is registered proprietor in the Ontario and Manitoba Milling Co., Montreal.

J. B. Pelletier and Frere, grist mill owners, Charlesbourg, Que., have dissolved, L. Pelletier continuing.

The Montreal Match Co., Louiseville, Que., have obtained a charter of incorporation. The capital stock is \$10,000.

Andrew L. Price has been admitted a partner in the firm S. H. White & Co., general merchants, Sussex, N.B.

Vipond, Fraser & Co., wholesale fruit dealers, Montreal, have dissolved, and are succeeded by J. J. Vipond & Co.

Ernest A. Jeffrey and Israel Montreuil have registered the partnership Jeffrey, Montreuil & Co., fish dealers, Quebec.

Ernest A. St. Denis and Solomon Coles, Point Fortune, Que., have registered a partnership under the style Coles & Co., to trade as general merchants.

Michael Crispo, John E. Corbett, and Placide Crispo, Harbor au Bouche, N.S., have registered co-partnership as general merchants, under the style of Crispo, Corbett & Co.

FIRES.

R. B. Elgie, box manufacturer, Toronto, is burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

P. Gosse, grocer, Quebec, has assigned.

J. D. Martineau, grocer, Montreal, has assigned.

Lewis McKeen, grocer, Mabou, N. S. has assigned.

Hughes & O'Brien, grocers, Victoria, B.C., have assigned.

Duncan S. Chisholm, grocer, Antigonish, N. S., has assigned.

S. B. Smith, general merchant, Jemseg, N. B., has assigned.

Wm. Ellis, grocer, Alvinston, Ont., has assigned to Richard Cole.

P. W. Maskell, general merchant, West Jeddore, N. S., has assigned.

The creditors of C. Rousseau, grocer, Quebec, are taking stock in his store.

George Perreault, general merchant, St. Pierre les Becquets, Que., has assigned.

Oliver Buck, jr., general merchant, Norwood, Ont., has assigned to Edwin T. Campbell.

John McConachie, general merchant, Honeywood, Ont., has assigned to John Ferguson.

E. J. Little, dry goods and grocery merchant, Windsor, Ont., has assigned to James T. Smith.

The creditors of Valiquet & Co., general merchants, Farnham, Que., have met to appoint a curator of the estate.

MAKES A NICE "AD."

Yerxa & Co., the big Nicolle avenue retailers, have a new attraction this week in the form of a Hungerford Roaster, and thousands have witnessed the interesting process

of coffee roasting, and hundreds have bought their fresh roasted coffee fresh from the mill.

Yerxa & Co. are enterprising. They believe in novelties and in object lesson advertising. They examined the Hungerford Coffee Roaster and saw at once its great merit over similar machines and they decided to invest, and they did. The result was the exhibition referred to this week, when the Hungerford machine was introduced to the public in this novel manner.

In dimensions the roaster is about three feet in diameter, cylindrical in form, and the heat used is generated from a gas machine placed under the apparatus. In the center of the roaster is placed a revolving cylinder or dial about two inches in diameter, by means of which the attendant can tell just how far the process of roasting the coffee has been proceeded with. The appliance is very ingenious, and it is an infallible index as to the state of the contents of the roaster.

A great many of the most enterprising grocers of the country realize the fact that the Portable Roaster referred to above is the best advertising device that can be put in the show window of a grocery house, and the manufacturers guarantee that no machine will turn out a handsomer roast. It is a durable, first-class machine, and is an ornament to a store. Messrs. Sheuer & Fleischer have a beautiful little plant in the show window of their store in Paterson, N. J.

Messrs. Cobb, Bates & Yerxa, of Boston, have contracted to have the same attractive advertisement in some of their show windows.—Minneapolis Commercial Bulletin.

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



MARCH 18th, 1892.

MC JAGGS (in bed)—"Wid ivery other bone in me body broken, me head bustin' wid pain and wid me clothes torn from me back, I can lick the man who says they iver had the loikes of that cilebration in Oireland."

Cough Drops

Unequaled for coughs and sore throat.

Packed in elegant 5 lb. Tins or Bottles. Prices on application.

Wm. Paterson & Son
BRANTFORD.

E. LAZENBY & SON

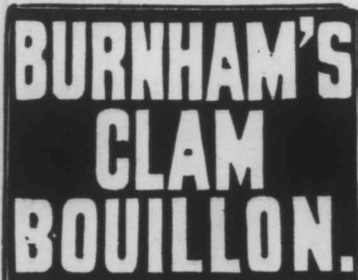
LONDON, ENGLAND.

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

Our goods can be obtained from leading houses everywhere.

SOLE MANUFACTURERS OF
LAZENBY'S HARVEY SAUCE.

A. P. TIPPET & CO., Agents for Canada: Toronto and St. John.



IT IS A GREAT SUCCESS.

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

Three sizes, retails at 25c., 50c., and 90c., in bottles only. Order from **James Turner & Co., Hamilton, Ont.**, or write E. S. Burnham Company, "Manufacturers," 120 Gansevort St., New York, U.S.A.

R. H. HOWARD & CO., Toronto. ROBT. MOORE, Travelling Agent, London, Ont.

BATTY & CO'S PICKLES AND SAUCES



Are the Finest Quality and Guaranteed Pure.

A full line of these celebrated Goods are now kept in stock by

Caverhill, Rose, Hughes & Co.,
Montreal.

Sloan & Crowther,
Toronto.

James Turner & Co.,
Hamilton.



123 and 125 FINSBURY PAVEMENT, LONDON. WRIGHT & COPP, Dominion Agents, TORONTO.

SITUATIONS VACANT.

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

SALESMAN WANTED—A GOOD GROCERY hand; one who is acquainted with general trade; must be sober and well recommended; no other need apply. Address C. Moore, Orillia.

WANTED—BY NOV. 1ST—ENERGETIC, EXPERIENCED salesman for general store; well up in dry goods; not afraid of work; state salary; must have A1 references. Address Box 342, Woodstock, Ont.

BUSINESS CHANCES.

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

WANTED—1,000,000 LBS. EVAPORATED AND sun dried apples, for which highest cash prices will be paid, delivered on cars. Special arrangements with large dealers. Send samples, stating quantity, etc., promptly to Michael Doyle & Co., Exporters and Jobbers, Evaporated and Dried Fruits, Rochester, N.Y., U.S.A.

SITUATION WANTED.

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

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.

THE FINEST IN THE LAND.



EVERY CHOCOLATE IS STAMPED
G. B.

GANONG BROS., Ltd.
ST. STEPHEN, N.B.



Dominion Clothes Pin

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

C. C. BROWN,
DANVILLE, QUE.



OCEAN WAVE.

BEST VALUE MADE.

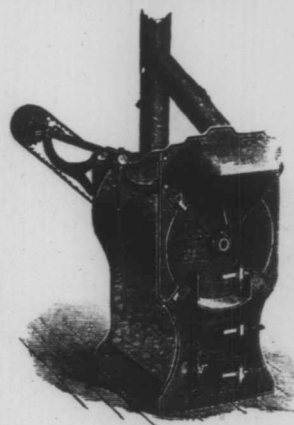
Absolutely guaranteed to give and continue to give satisfaction.

It Never Varies.

SOLD ONLY IN CANS

By the live wholesale and retail trade and manufactured by

The Hamilton Coffee and Spice Co.,
HAMILTON, ONT.



Portable Coffee Roasters,

FOR RETAIL GROCERY TRADE,

—ALSO—

STATIONARY COFFEE ROASTERS

and Coffee and Spice machinery for wholesale trade.

Send for new Illustrated Catalogue.

THE HUNGERFORD CO.,

67 Pearl Street, New York.

SWEET CIDER

Clarified and Filtered Sweet Cider, 15 cts. per gallon, any size Packages from 5 gallons to 40 gallons, and Packages returnable at same price as charged.

Pure Cider Vinegar,	-	18c. per gallon.
Pure Fruit Jellies in 28 pound pails,	-	6c. per pound.
Pure Fruit Jams in 28 pound pails,	-	8c. per pound.

No Charge for Pails.

Cider is warranted to keep sweet and nice until next May.
Send in your orders at once.

ERIE PRESERVING CO.,

ST CATHARINES, ONT.

FAMOUS

"STAR"

Sugar Cured Meats

Mild, Sweet, Delicious Flavor.

All live dealers have them.

Be sure you have fresh stock

F. W. FEARMAN,
HAMILTON, ONT.

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

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

(CLEANLINESS)
Nixey's
Black NO DUST
Lead

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

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

"SILVER MOONLIGHT
PLUMBAGO"
STOVE POLISH.

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

NIXEY'S
"SOHO SQUARE" BLUE
THE PUREST—BEST—NO SEDIMENT.
ONLY HALF THE USUAL QUANTITY
REQUIRE.
Eight 1-oz. squares in Box for 6d.
Of all Grocers and Oilmen; or write to
19, SOHO SQUARE, LONDON, ENGLAND.

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

6d. and 1s. Tins.
NIXEY'S
"INVICTA" KNIFE POLISH.

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

Canadian representatives:

Mr. W. Matthews, 7 Richmond St.
East, Toronto.

Mr. Charles Gyde, 33 St. Nicholas
St., Montreal.

IN MEMORIAM

IN CONSEQUENCE OF THE DEATH OF THE

Sacred Siam Cow

We have decided to sell for a few weeks (as far as practicable),

BLACK TEAS ONLY.

And we ask special attention to our assortment of

BLACKS

FINEST MONING CONGOUS,
FINEST KAISON CONGOUS,
FINEST PECCO CONGO S.
FINEST PACKLING CONGOUS,

FINEST SELECTED CEYLONS,
FINEST SELECTED DARJEELINGS,
FINEST SELECTED ASSAMS,
FINEST SELECTED ORANGE PECCO.

Our experience (of over 25 years) enables us to guarantee satisfaction to those who are not judges of BLACK TEAS, and to court a trial order from those who are.

Regan, White & Co.,

Wholesale Grocers, MONTREAL.

Send for Samples.

3, 5 and 7 St. Helen St.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Dec. 29, 1892.

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

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

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

BAKING POWDER.

PURE GOLD, per doz	
5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case	16 00
3 1/2 lb. cans, 1 and 2 doz. in case	10 50
18 oz. cans, 2 and 4 doz. in case	4 60
12 oz. cans, 2 and 4 doz. in case	3 70
8 oz. cans, 2 and 4 doz. in case	2 40
6 oz. cans, 2 and 4 doz. in case	1 90
4 oz. cans, 4 and 6 doz. in case	1 25
Dunn's No. 1, in tins	3 00
" " " " " "	75
Cook's Gem, in 1 lb pkgs	\$1 75
" " " " " "	85
" " " " " "	40
" " " " " "	65
" " " " " "	12
Per doz	
Empire, 5 dozen 4 oz cans	\$0 75
" " " " " "	1 15
" " " " " "	9 00
" " " " " "	9 00
1/2 5 lb cans	9 00
bulk, per lb.	15



COOK'S FRIEND.

(In Paper Packages.) Per doz

Size 1, in 2 and 4 doz boxes	\$2 40
" 10, in 4 doz boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 oz in case	3 00
12 oz tins, 3 oz in case	2 40
5 oz tins, 4 "	1 10
5 lb tins, 1/2 "	14 00
Ocean Wave, 1/2 lb, 4 doz cases	75
1/2 lb, 4 "	1 30
No. 1, 2 "	1 90
1 lb, 2 "	2 20
5 lb, 1/2 "	9 60
WHITE STAR, per doz	
4 oz tins, 3 doz in case	0 75
12 " 3 doz in case	2 00
5 lb " "	9 00
5oz glass jars, 2 1/2 doz in case	1 10
10 oz glass jars, 2 doz in case	9 00
Bulk, per lb.	0 15



BISCUITS.

TORONTO BISCUIT AND CONFECTIONERY CO.

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

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

BLACKING.

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

P. G. FRENCH DRESSING (LADIES).

For ladies' and children's boots and shoes.

No. 7, 1 or 2 doz. in box	\$2 00
No. 4	1 25
P. G. FRENCH BLACKING.	
No. 4	\$1 00
No. 6	4 50
No. 8	7 25
No. 10	25

BLACK LEAD.

NIXEY'S

Refined in 1d, 2d, 4d. and 1s. packages, (9 lb. boxes)	7s 6d	\$2 25
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d	2 00
Silver Moonlight, Plumbago Stove Polish (13 1/2 lb. boxes)		
6 1/2 lb. in large 1d. pkts, 1 gross	4s 3d	1 50
13 lb. in large 1d. pkts, 2 gross	8s 6d	3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d	2 50
13 lb. in large 2d. pkts, 1 gross	7s 6d	2 50
Reckitt's Black Lead, per box	1 15	
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz.; or 1/4 gro., 4 oz.		

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
NIXEY'S	
Soho Square in 8 lb. boxes, of 16x6d boxes, London	6s 0d
Soho Square in 8 lb. boxes, of 16x6d boxes, Canada	\$3 25

CORN BROOMS.

CHAS. BOECKH & SONS, per doz

X Carpet, 4 strings, net	\$3 60
" " " " " "	3 20
" " " " " "	2 00
XXX Hurl 4 " " "	2 90
1X " " " "	2 65
2X Parlor 4 " " "	2 50
3 " " " "	2 25
4 " " " "	1 85
5 " " " "	1 50
Warehouse 4 " " "	3 25
Ship 4 " " "	4 00
1 Cable 2 wire bands, net	3 25
" " " "	4 00

FOR COOKING

ST. LAWRENCE

CORN STARCH.

ices Current Continued—

CANNED GOODS.

Apples, 3's.....	\$0 85	\$1 00
" gallons.....	1 75	2 00
Blackberries, 2's.....	2 00	2 25
Blueberries, 2's.....	1 00	1 10
Beans, 2's.....	0 90	1 00
corn, 2's.....	0 85	1 00
" Special Brands.....	1 30	1 60
Cherries, red pitted, 2's.....	0 85	1 00
Peas, 2's.....	0 85	1 00
Peas, Bartlett, 2's.....	1 75	2 00
" Sugar 2's.....	1 50	1 75
Pineapple 2's.....	2 75	3 00
Peaches, 2's.....	2 00	2 25
" 3's.....	3 00	3 25
" Pie, 3's.....	1 75	2 00
Plums, Gr Gages, 2's.....	1 75	1 65
" Lombard.....	1 50	1 90
" Dawson Blue.....	0 85	1 00
"umpkins, 3's.....	3 00	3 25
" gallons.....	3 00	2 40
Raspberries, 2's.....	2 00	2 40
strawberries, choice 2's.....	2 00	2 40
uccotash, 2's.....	1 65	1 00
omatotes, 3's.....	0 85	1 00
"histle" Finnan haddies.....	1 50	2 50
obster, Clover Leaf.....	2 40	2 50
" Crown flat.....	2 40	2 50
" tall.....	1 90	2 00
" Other brands.....	1 80	2 10
ackerel.....	1 00	1 10
almon, tall.....	1 45	1 60
" Hats.....	1 70	
ardines Albert, 1/2's tins.....	12%	
" 1/4's.....	20	
" Martiny, 1/2's.....	10 10%	
" 1/4's.....	16 17	
" Other brands, 9/11.....	16 17	
" P & C, 1/2's tins.....	23 25	
" 1/4's.....	33 36	
ardines Amer, 1/2's.....	6 8	
" 1/4's.....	9 11	

CANNED MEATS.

(CANADIAN)		
omp. Corn Beef 1 lb cans.....	\$1 60	\$1 75
" 2 " " ".....	2 65	2 80
" 4 " " ".....	4 80	5 00
" 6 " " ".....	8 00	8 25
" 14 " " ".....	17 50	18 50
finced Collops, 2 lb cans.....	2 60	2 75
oast Beef.....	1 50	1 75
" 2 " " ".....	2 60	2 75
" 4 " " ".....	4 75	5 00
ar Ox Tongue, 2 1/2 " ".....	8 00	8 25
x Tongue.....	7 85	8 00
urck Tongue.....	3 25	3 50
" 2 " " ".....	6 00	6 25
" 2 " " ".....	2 75	2 80
mb. Sausage.....	2 50	2 80
" 2 " " ".....	4 00	4 25
oups, assorted.....	1 35	1 50
" 2 " " ".....	2 25	2 50
oups & Bouilli.....	1 80	2 00
" 6 " " ".....	4 50	5 00
otted Chicken, Turkey, or Game, 6 oz cans.....	1 60	1 75
otted Ham, Tongue or Beef, 6 oz cans.....	1 35	1 50

Deville Tongue or Ham, 1/2 lb cans.....	1 40
Deville Chicken or Turkey, 1/2 lb cans.....	2 25
Sandwich Ham or Tongue, 1/2 lb cans.....	1 50
Ham, Chicken and Tongue, 1/2 lb cans.....	1 75

CHEWING GUM.

ADAMS & SONS CO.

To Retailers		
Tutti Frutti, 36 5c bars.....	\$1 20	
Pepsin Tutti Frutti, 23 5c. packets.....	0 75	
Orange Blossom.....	1 00	
(each box contains a bottle of high class perfume. Guaranteed first class)		
Monte Cristo.....	1 30	
(with brilliant stone ring)		
Sappota.....	1 00	
Sweet Fern.....	0 75	
Red Rose.....	0 75	
Magic Trick.....	0 75	
Oolah.....	0 75	
Puzzle Gum.....	0 75	
Bo-Kay.....	1 00	
Mexican Fruit, 36 5c. bars.....	1 20	
Flirtation Gum (115 pieces).....	0 65	
Automatic.....		
Tutti Frutti Girl.....	800 pieces.	6 00
Sign Box (new).....		

C. R. SOMERVILLE.

Mexican Fruit, 36-5c. Bars.....	1 20
Pepsin (Dyspepsia), 20-5c. Bars.....	0 70
Sweet Sugar Cane, 150 pieces.....	1 00
Celery.....	0 70
Lalla Rookh (all flavors) 100 ".....	0 70
Jingle Bell.....	1 00
Cracker.....	1 00
O-Dont-O.....	1 00
Little Jap.....	1 00
Dude Prize.....	1 00
Clock Gum comprising 500 pieces Gum (assorted flavors), and 1 "Little Lord Fauntleroy" clock guaranteed.....	3 75
La Rosa (20-10c. pieces).....	1 40
Baby (100-1c. pieces).....	0 65
Alphabet (100-1c. pieces).....	0 65
Keno Prize (144-1c. pieces).....	1 00
Love Talk (100-1c. pieces).....	0 70

CHOCOLATES & COCOAS.

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 25
Diamond, 1/2's.....	6 and 12 lbs.	0 22
Sticks, gross boxes, each.....		0 00
Cocoa, Homopatic, 1/2's, 8 & 14 lbs 30		
" Pearl.....		25
" London Pearl 12 & 18 ".....		30
" Rock.....		30
" Bulk, in bxs.....		18
EPF'S.		
Cocoa— per lb		
Case of 112 lbs each.....		0 35
Smaller quantities.....		0 37 1/2

BENSDOB'S ROYAL DUTCH COCOA.

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

FRY'S

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

Chocolate— per lb		
Carracas, 1/2's, 6 lb. boxes.....		0 40
Vanilla, 1/2's.....		0 40
"Gold Medal" Sweet, 6 lb bxs.....		0 30
Pure, unsweetened, 1/2's, 6 lb bxs.....		0 40
"Fry's" Diamond 1/2's, 6 lb bxs.....		0 35
"Fry's" Monogram, 1/2's, 6 lb bxs.....		0 35
Cocoa— per doz		
Concentrated, 1/2's, 1 doz in box.....		2 40
" 1/2's.....		4 50
" 1 lbs.....		8 75
Homopatic, 1/2's, 14 lb boxes.....		0 34
" 1/2 lbs, 12 lb boxes.....		0 34

JOHN P. MOTT & CO'S

R. S. McIndoe, Agent, Toronto.

Mott's Broma..... per lb \$0 30		
Mott's Prepared Cocoa.....		28
Mott's Homopatic Cocoa (1/2's).....		32
Mott's Breakfast Cocoa.....		35
Mott's Breakf. Cocoa (in tins).....		40
Mott's No. 1 Chocolate.....		30
Mott's Breakfast Chocolate.....		28
Mott's Caracas Chocolate.....		40
Mott's Diamond Chocolate.....		22
Mott's French-Can Chocolate.....		20
Mott's Navy or Cooking Choc.....		36
Mott's Cocoa Nibbs.....		30
Mott's Cocoa Shells.....		5
Mott's Vanilla Chocolate stick 22&24.....		22c-40
Mott's Confec Chocolate.....		22c-40
Mott's Sweet Choc. Liquors.....		21c-30

COWAN COCOA AND CHOCOLATE CO.

Cocoas—		
Hygienic, 1 1/2 lb. boxes.....		70 75
Iceland Moss 1/2 lb in 12 lb boxes.....		35
Soluble (bulk) 15 & 30 lb bxs.....		18 20
Soluble (tins) 6 lb and 12 lb.....		20
Cocoa Nibs, any quantity.....		30 35
Cocoa Shells, any quantity.....		05
Cocoa Essence..... per doz.....		1 40
Chocolates—		
Mexican, 1/2, 1/4 in 10 lb bxs.....		30
Queen's Dessert.....		40
Vanilla.....		35
Sweet Caracas.....		32
Chocolate Powder, 15, 30 lb bxs.....		25
Chocolate Sticks, per gross.....		00
Pure Caracas (plain) 1/2, 1/4 lbs.....		40
Royal Navy (sweet).....		30
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.....		45
Baker's Vanilla in bxs 12 lbs each.....		55
Caracas Sweet bxs 6 lbs each, 12 bxs in case.....		40
Best Sweet in bxs, 6 lbs. each, 12 boxes in case.....		30
Vanilla Tablets, 416 in box, 24 bxs in case, per box.....		4 00

German Sweet Chocolate—

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



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

CLOTHES PINS.

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

CHAS. BECKER & SONS. per box

5 gross, single & 10 box lots.....	0 75	0 80
Star, 4 doz. in package.....		0 65
" 6 " " ".....		1 25
" 4 " " " cotton bags.....		0 90

COFFEE.

GREEN..... c per lb		
Mocha.....		25, 33
Old Government Java.....		25, 35
Rio.....		20, 22
Plantation Ceylon.....		29, 31
Porto Rico.....		24, 26
Guatemala.....		24, 26
Jamaica.....		22, 23
Maracaibo.....		24, 27
TODHUNTER, MITCHELL & CO'S		
Excelsior Blend.....		34
Our Own.....		32
Jersey.....		30
Laguayra.....		28
Mocha and Java.....		35
Old Government Java.....		30 32
Arabian Mocha.....		35
Maracaibo.....		30
Santos.....		27 28

Reckitt's Blue and Black Lead

ALWAYS GIVES YOUR CUSTOMERS SATISFACTION.

THE CANADIAN GROCER

continued.

NUTS.		per lb
Almonds, Ivica	13	14
" Tarragona	15	16
" Farnigetta	13	14
Almonds, Shelled Valencia	28	32
" " Jordan	40	45
" " Canary	28	30
Brazil	11	12 1/2
Cocoanuts	5	6
Filberts, Sicily	9	10
Pecans	11	15
Peanuts, roasted	10	12
" green	9	10
Walnuts, Grenoble	15	16
" Bordeaux	10	11
" Naples, cases	10	11
" Marbots	12 1/2	13
" Chilis	12	13

PETROLEUM.		Imp. gal.
to 10 bbl lots, Toronto	0 14	\$0 15
Canadian	0 17	0 18
Carbon Safety	0 20	0 22
Canadian Water White	0 24	0 25
Amer'n Prime White	0 27	0 30
" Water White	0 27	0 30
Photogene	0 27	0 30

(For prices at Petrolia, see Market Report.)

PICKLES & SAUCES.		per doz
Home Made Tomato Catsup	6	00
" " " pts	3	50
" " " 1/2 pts	2	00
Chili Sauce	4	50
" " " pts	3	25
Soups (in 3 lb cans)	3	50
Tomato	4	50
Fancy—Chicken, Mock Turtle, Cream of Corn Pea, Celery, Asparagus	4	50
Fancy—Chicken Gumbo, Or Tsai, Consomme Bouillon, Mulligatawny, Mutton Broth, Beef, Pea, Printanir, Julienne, Vermicelli, Vegetable	4	25

LEA & FERRIN'S.		per doz
Worcester Sauce, 1/2 pts	\$3 60	\$3 75
" " pints	6 25	6 50
" " quarts	12 50	13 00
Pickles, all kinds	3	25
" " quarts	6	00
Harvey Sauce-genuine—hlf. pts	3	25
Mushroom Catsup	2	25
Anchovy Sauce	3	25

PRODUCE.		Per b
Butter, creamery, tubs	\$0 21	\$0 23
" dairy, tubs, choice	0 16	0 20
" " medium	0 14	0 16
" low grades to com	0 12	0 13
Butter, pound rolls	0 19	0 20
" large rolls	0 17	0 17
" store crocks	0 17	0 17
Cheese	0 11	0 11

COUNTRY		Per b
Eggs, fresh, per doz	0 18	0 18
" limes	1 15	1 30
Beans	1 75	2 25
Onions, per bbl	60	70
Potatoes, per bag	0 13	0 15
Hops, 1891 crop	0 16	0 18 1/2
" 1892 "	0 05	0 07
Honey, extracted	0 12	0 14
" section	0 12	0 14

PROVISIONS.		per lb
Bacon, long clear, p lb	0 08 1/2	0 08 1/2
Pork, mess, p. bbl	16 50	18 00
" short cut	17 50	18 00
Hams, smoked, per lb	0 11 1/2	0 12
" pickled	0 11	0 11
Beilies	0 12	0 12 1/2
Rolls	0 09 1/2	0 12
Backs	0 11 1/2	0 10 1/2
Lard, Canadian, per lb	0 08	0 08 1/2
Compound	0 05	0 05 1/2
Tallow, refined, per lb	0 05	0 05 1/2
" rough	0 02	0 02

RICE, ETC.		Per lb
Rice, Aracan	3 1/4	4
" Patna	4 1/2	5 1/2
" Japan	5	6
" extra Burma	3 1/4	4
" Java extra	6 1/2	7
" Genuine Old Carolina	9 1/2	10

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

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

SPICES.		Per lb.
Pepper, black, pure	\$0 12 1/2	\$0 15
" fine to superior	10	18
" white, pure	20	28
" fine to choice	20	25
Ginger, Jamaica, pure	25	27
" African	18	18
Cassia, fine to pure	18	25
Cloves	14	25
Allspice, choice to pure	19	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

BRITISH AMERICA STARCH CO BRANTFORD.		per lb
1st quality white, in kegs and bris	5 1/2	4 1/2
1st quality white, 3 lb. cartoons	6 1/2	7 1/2
Lily White gloss, crates	7 1/2	8 1/2
Brantford gloss, 1 lb.	4 1/2	5 1/2
Lily White gloss, 1 lb chromo	6 1/2	7 1/2
Canada Laundry, Boxes	7 1/2	8 1/2
Pure Prepared corn	8 1/2	9 1/2
Challenge Corn	8 1/2	9 1/2
Rice Starch, fancy cartoons	8 1/2	9 1/2
" cubes	7 1/2	8 1/2

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

Oswego Corn Starch—for Puddings, Custards, etc.—		per lb
40-lb boxes, 1 lb packages	8 1/2	8 1/2
20-lb " "	8 1/2	8 1/2

ST. LAWRENCE STARCH CO'S		per lb
Culinary Starches—	7	7
St. Lawrence corn starch	7	7
Durham corn starch	6 1/2	6 1/2

Laundry Starches—		per lb
No. 1, White, 4 lb. Cartons	4 1/2	4 1/2
" " Bbls	4 1/2	4 1/2
" " Kegs	4 1/2	4 1/2
Canada Laundry	3 1/2	3 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	6 1/2	6 1/2
Ivory Gloss, fancy picture, 1 lb packs	6 1/2	6 1/2
Patent Starch, fancy picture, 1 lb. cartons	6 1/2	6 1/2
Ivoryine Starch in cases of 40 packages	83	83

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

SALT.		per lb
Bbl salt, car lots	1 20	1 20
Coarse, car lots, F.O.B.	0 70	0 70
" small lots	0 85	0 90
Dairy, car lots, F.O.B.	1 25	1 25
" small lots	1 50	1 50
Common, fine car lots	0 80	0 80
" small lots	0 95	1 00
Rock salt, per ton	15 00	15 00
Liverpool coarse	0 75	0 80

SYRUPS AND MOLASSES.		Per lb.
Syrups	bbls. 1/2 bbls	2 1/2
D	2 1/2	2 1/2
M	2 1/2	2 1/2
B	2 1/2	2 1/2

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

AGENTS FOR

The St. Lawrence Sugar Refining Co.,
MONTREAL.

Please Your Customers.

This is a safe and sound maxim for every Storekeeper to work on.

You can't do it by selling goods of uncertain merit.

You will always hit the mark by commending and selling

Johnston's Fluid Beef.

IT ALWAYS SATISFIES.

Kingsford's Oswego STARCH.

STRONGEST. PUREST. BEST.

"THE ORIGINAL"

FOR THE TABLE.

"Silver Gloss"

Kingsford's

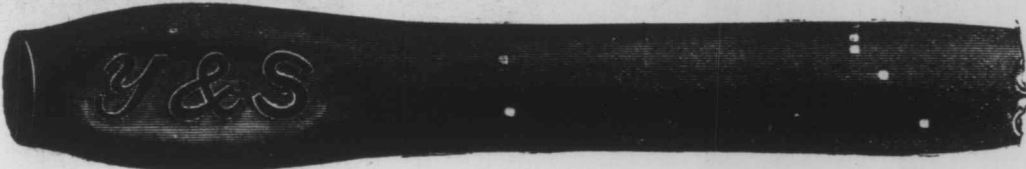
(Others so-called are imitations of our brand.)

Pure Starch.

Corn Starch.

FOR SALE BY ALL LEADING
JOBBERs IN CANADA.

T. KINGSFORD & SON
OSWEGO, N.Y.



PURE CALABRIA "Y. & S." LICORICE, 4, 6, 8, 12 and 16s to pound.

"ACME" LICORICE PELLETS, In 5-pound Tin Cans.

TAR, LICORICE and TOLU WAFERS, in 5-pound Tin Cans.

LICORICE "Y. & S." LOZENGES, In 5-pound Tin Cans and 5-pound Glass Jars.

"PURITY," PURE PENNY-LICORICE, 100 and 200 Sticks in a Box.

Manufactured Exclusively by

YOUNG & SMYLYE,

BROOKLYN, NEW YORK.

Where did you see this advertisement?

Prices current, continued—

V.B.	22	3
E.V.B.	22	2 1/2
E. Superior	22	2 1/2
XX	22	2 1/2
XXX	22	3
Crov n	3	3 1/2
MOLASSES. Per gal		
Trinidad, in puncheons	0 35	0 37
" bbls	0 38	0 46
" 1/2 bbls	0 40	0 40
New Orleans, in bbls	0 30	0 52
Porto Rico, hdds	0 38	0 40
" barrels	0 42	0 44
" 1/2 barrels	0 44	0 46
SOAP.		
Ivory Bar, 1 lb. bars	5 1/2	per lb
" Do. 2, 6-16 and 3 lb bars	5	"
Primrose, 1/4 lb bars, wax W	4 1/2	"
John A. cake, wax W. per doz	42	"
Mayflower, cake	42	"
Gem, 3 1/2 bars per lb.	3 1/2	"
" 13 oz, 1 and 2 lb. bars	3 1/2	"
Queen's Laundry, per bar	5 1/2	"
Pride of Kitchen, per box	2 7 1/2	"
Sunshine, boxes, 100 tablets	6 50	"
" 50	3 40	"
MORSE'S SOAPS. Per lb		
Mikado (wrapped)	0 04 1/2	"
Eclipse	0 04 1/2	"
Stanley Bar	0 04 1/2	"
Defiance	0 04 1/2	"
Toronto, 12 oz	0 50	Per doz
Ruby, 10 oz	0 30	"
Monster, 8 oz	0 24	"
Detroit, 14 oz	0 48	"
Lily White	0 90	"
Everyday	0 50	"
Queen City, 14 oz	0 72	"
Per box		
Mottled in 5 box lots, 100 bars	5 00	"
" 80 bars	3 00	"
Floater (boxes free)	6 50	"
Electric	2 75	"
Hard Water Electric	3 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 30	"
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 Cocoanut, 3 doz. bxs, wood	0 40	"
Heliotrope paper	1 50	"
Ornament	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

TEAS.

CHINA GREENS	
Gunpowder—	per lb
Cases, extra firsts	42 50
Half chests, ordinary firsts	22 38
Young Hyson—	
Cases, sifted, extra firsts	42 50
Cases, small leaf, firsts	35 40
Half chests, ordinary firsts	22 38
" " seconds	17 19
" " thirds	15 17
" " common	11 14

PING SUEYS.

Young Hyson—	
Half chests, firsts	25 32
" " seconds	16 19
Half Boxes, firsts	28 32
" " seconds	16 19

JAPAN.

Half Chests—	
Choicest	38 40
Choice	32 36
Finest	28 30
Fine	25 27
Good medium	22 24
Medium	18 20
Good common	15 18
Common	12 15
Nagasaki, 1/2 chests Pekoe	16 22
" " Oolong	14 15
" " Gunpowder	16 19
" " Siftings	5 9
BLACK.	
Congou—	
Half Chests, Kaisow, Mon-	
ing, Pakling	12 60
Caddies, Pakling, Kaisow	18 50
INDIAN.	
Darjeelings	35 55
Assam Pekoes	20 40
Pekoe Souchong	18 30
CEYLON.	
Broken Pekoes	35 42
Pekoes	20 40
Pekoe Souchong	17 35

TOBACCO AND CIGARS

British Consols, 4's; bright twist,	
5's; Twin Gold Bar, 8's	67c
Ingots, rough and ready, 8'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, 12's	50 1/2
Prince of Wales, in caddies	51 1/2
" in 40 lb boxes	51
Bright Smoking Plug Myrtle, T & B, 3's	60
Lily, 7's	55
Diamond Solace, 12's	50
Mvrtle Cut Smoking, 1 lb tins	70
1/2 lb pg, 5 lb boxes	70
os pg, 5 lb boxes	70

EMPIRE TOBACCO COMPANY.

CUT SMOKING.

Golden Plug, 2 oz. pkg boxes, 5 lbs.	65
Uncle Ned, 2 oz. pkg, bxs 5 lbs	60
Gem, 2 oz, packages, 5 lb boxes	61
Gem, 8 oz tins in 8 lb cases	70

PLUG SMOKING.

Golden Plug	56
Uncle John, 3 x 6, 3s. caddies 16 1/2 lbs	54
Gem, 3 x 6, 3s. caddies 16 1/2 lbs	53
St. Lawrence, 2 x 3, 7s. caddies about 17 lbs	51
Banner, 2 x 3, 7s. caddies about 17 lbs	48
Sterling, 2 x 3, 7s. caddies about 17 lbs	46
Louise, Solace, 12s. caddies about 16 lbs	46
Florence, Solace, 12s. caddies about 17 lbs	42
Hawthorne, 8s. butts 23 lbs	47
Something Good, 6s. butts 21 lbs	46 1/2

FANCY SWEET CHEWING.

Good Luck, spun roll, 16 boxes 4 lbs	65
Empire, 3 x 6, 4s. spaced 8s. bxs 4 lbs	61
Top, 16 oz. spaced 8s. boxes 4 lbs	60
Joy, 3 x 12s, 1 1/2 oz. Spaced 6s. Rough and ready. Butts 25 lbs	52
Judge, 2 x 3, 8s. Flat. Caddies about 20 1/2 lbs	50
Currency, 3 x 3, 7s. Rough and ready. Caddies about 21 lbs	49
Kentucky, 1 1/2 x 3, 13s. Caddies about 21 lbs	50
Kentucky, 1 1/2 x 3, 7s. Caddies about 21 1/2 lbs	49

BLACK SWEET CHEWING.

Star, Narrow, 12s. Butts about 22 lbs	47
Morning Star, 12s. Butts about 22 1/2 lbs	43 1/2
Montreal Twist, 12s. Caddies about 23 lbs	44
Anchor Twist, 12s. Caddies about 23 lbs	42 1/2

CIGARS—S. DAVIS & SONS, Montreal.

Sizes.	Per M
Madre E' Hijo, Lord Landsdown	\$60 00
" " Panetelas	60 00
" " Bouquet	60 00
" " Perfectos	85 00
" " Longfellow	85 00
" " Reina Victoria	80 00
" " Pins	55 00
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
Cigares, all Tobacco—	
Cable	7 00
El Padre	1 00
Mauricio	15 00

DOMINION CUT TOBACCO WORKS, MONTREAL.

CIGARETTES. Per M.	
Athlete	\$7 50
Puritan	6 25
Sultans	5 75
Derby	4 00
B. O. No. 1	4 00
Sweet Sixteen	3 50
The Holder	3 85
Hyde Park	10 50

CUT TOBACCOES. per lb

Puritan, tenths, 5 lb. boxes	74
Old Chum, ninths, 5 lb box	71
Old Virgin, 1-10 lbpkg, 10 lb bxs	62
Gold Block, ninths, 5 lb boxes	73

CIGARETTE TOBACCO.

B. C. N. 1, 1-10, 5 lb boxes	85
Puritan, 1-10, 5 lb boxes	1 15
Athlete, per lb	0 30
Hyde Park	10 50

VINEGAR.

A. HAAZ & CO

XX, W.W.	0 21
XXX, W.W.	0 5
Honey Dew	0 30
Pickling	0 30
Malting	0 45

WOODENWARE. per doz

Pails, 2 hoop, clear	No. 1	\$1 70
" " " "	"	1 90
Pails, 2 hoops, clear	No. 2	1 60
" " " "	"	1 90
" " " painted	"	1 90
Tubs, No. 0		9 50
" " " "		8 00
" " " "		7 00
" " " "		6 00
Washboards, Globe	\$1 90	2 00
" " 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
" " Globe Improved		1 90
" " Quick and Easy		1 80
" " World		1 75
" " Rattler		1 30

Matches, 5 case lots, single cases

Parlor	1 60	\$1 65
Telephone	3 60	3 70
Telegraph	3 30	3 30
Safety	4 20	4 30
French	3 60	3 75

Railroad (10 gro. in case)

Single case and under 5 ca.	\$3 70
5 cases and under 10 cases	3 80
Steamship (10 gro. in case)	
Single case and under 5 ca.	3 50
5 cases and under 10 cases	3 40

Mops and Handles, comb.

Butter tubs	\$1 60	\$3 20
Butter Bowls, crates ast'd		3 60

HOUSEKEEPER'S QUICK WASHING COMPOUND

Housekeeper's Quick-Washing per case	
5c pkgs 100 in case	3 50
10c " 60 in case	4 00

PEERLESS WASHING COMPOUND.

1/4 lb packages, 12 doz in case	\$1 50
1 lb " 6 " "	3 90
1 lb " 3 " "	3 60
5 cts " 100 " "	3 50

YEAST.

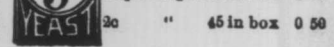
BARM MFG. CO.	per box
1 box containing 2 doz. 5c. pkgs.	0 50
1 " " 2 doz. 10c.	1 00

BREADMAKER'S

per box

5c packages 36 in box	1 00
-----------------------	------

2c " 45 in box 0 50



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

: NO BLUEING :

Material whatsoever is used in the manufacture of

OUR GRANULATED.

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

Manufacturers of Refined Sugars of the well-known Brand

Redpath

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

Lump Sugar, in 50 and 100 lb. boxes.

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

Extra Granulated, very Superior Quality.

"Cream" Sugars, (not dried.)

Yellow Sugars of all Grades and Standards.

Syrups of all Grades in Barrels and Half Barrels.

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

OLD CHUM

THE CANADIAN GROCER

PLUG AND CUT

FINNAN HADDIES

Fresh Smoked.

ORDERS SENT TO

H. W. NORTHRUP & Co.

St. John, N. B.

WILL RECEIVE PROMPT ATTENTION, ALSO

Dry Codfish, Smoked

Herring, &c., &c.

JOHN PETERS & CO.,

General Commission Merchants and Brokers.

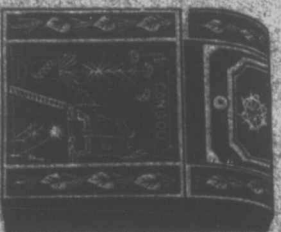
Halifax, N. S. and

Kingston, Jamaica, W.I.

Agents for THE E. S. EDDY LTD CO.,

ST. JOHN, N. B.

We are open to accept orders for any quantity of any of the following goods, either at Retail or Wholesale prices. We have a good assortment and splendid storage facilities. References: The Merchants Bank of Halifax, The E. S. Eddy Associates, etc. Co., St. John, N. B. The Maritime Agency.



Tea Caddies all Sizes

SPECIALLY BAKING POWDER AND TOBACCO TINS,

AND TIN STORES,

LITHOGRAPHED OR JAPANNED.

Write our nearest house for Catalogue and Prices

THE MCGLARY MFG COMPANY,
LONDON, TORONTO, MONTREAL, WINNIPEG.

WAY UP IN QUALITY

BUT WAY DOWN IN PRICE

EMBROID PATTERN

JUST THE KIND

— FOR —

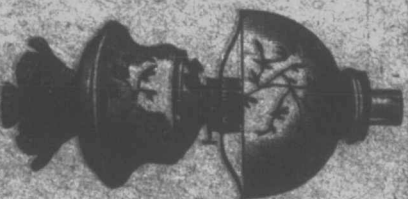
Christmas Trade

An assortment of FANCY LAMPS which we are selling in job lots

Away Below

Regular Prices

They are sure to please you.



ALL KINDS

ALL SIZES

BEAUTIFUL DECORATIONS.

GOWANS, KENT & CO.,

Toronto and Winnipeg.

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

TORONTO SALT WORKS,

128 Adelaide E., Toronto,

Sole City Agent for the "Canada Salt Association"

Orders in all parts of Canada, Daily Salt One ton, 25 cents per bushel.

The "Aurora" grade salt now produced with one extra dump or load.

The above quality of Industrial Grade salt, for use in "Aurora" grade salt one "Star Brand" "Dove" salt.

Florida Oranges,

Almeria Grapes,

Lemons, Cranberries,

Nuts of all kinds,

Figs and Dates.

DAWSON & CO.,

32 WEST MARKET ST.,

Telephone 1471. TORONTO.

Consignments of Produce Solicited.

FACTS IN THE OP OF FAIR DEALING



Standard 4.5. HAZELTON & CO.,
Prime and Sole Agents for Canada.

KEMBLE & CO.

The pure INDIAN TEA of

Calcutta, India.

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

A. DAVISON, Canadian

10 Front St. East, Ont.



PO BOX

HAYD PARK ATHLETE, PURITAN, DERBY, SWEET SIXTEEN CIGARETTES.