

**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

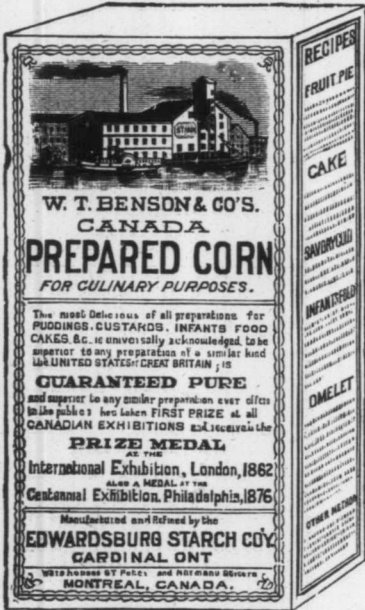
PUBLISHED WEEKLY  
 \$200 PER YEAR

VOL. V.

TORONTO, MARCH 27, 1891.

No. 13

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& GENERAL STOREKEEPER

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

J. B. McLEAN & CO., (Ltd.)  
PUBLISHERS.

115 ST. FRANCOIS XAVIER STREET,  
MONTREAL.

6 WELLINGTON STREET WEST,  
TORONTO.

Vol. V.

TORONTO, MARCH 27, 1891.

No. 13

## SPECIAL TO OUR READERS.

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

## OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

## THE FAILURES OF 1890.

In a neat little pamphlet bearing the title, "A Record—not a Prospectus," the Bradstreet Company summarizes the facts of last year's failures in this country and the United States, and puts them side by side with the similarly classified facts of each of the three preceding years. The figures show that the line of failure coincides pretty closely with the line of rating, as where the latter sags lowest there the failures are heaviest, both in the number and amount of them. Nearly 92 per cent. of the total number of failures last year fell upon business men whose rating was below the class 'Good,' and the same proportion is almost constant throughout the four completed years since 1886. Also, nearly 90 per cent. of all the failures of 1890 include businesses in which the capital invested was not more than \$5,000. This percentage, too, approximates roughly to what is the average of failures on small capital for the past four years. The course of failure seems to have taken its way much as it was staked out by the Bradstreet Company.

The fact that 90 per cent. of the failures were made up by concerns whose capital was not more than \$5,000 seems to point to lack of capital as the greatly preponderating cause of failure. Of course there may have been other causes which helped to keep the centre of failure down in the range of small capitals, but then these other causes ought to be represented proportionally in the failures that overtook concerns of capital above \$5,000. Since these are only ten per cent. of the whole, there is little room for the

operation of the causes that might be involved along with inadequate capital for the destruction of the small affairs. Probably the inference we are most warranted in making is, that the smaller the capital the greater is the disposition to extend business beyond the limits of capital.

The Record also submits the results of one year's investigation into the causes of failure. The conclusions drawn from these results, unlike the other statistics referred to, are not based upon observations extending over four years, but have only the data of one year's business under them. They may not exactly, therefore, assign the proportion to the various causes, but since 1890 was a normal year it is not unlikely that they do. The following exhibits the results to which an examination of last year's business failures in Canada and Newfoundland has led the compilers:

Failures due to	No.	Assets.	Liabilities
Incompetence .....	312	\$1,166,815	\$2,439,863
Inexperience .....	68	146,224	264,256
Lack of capital .....	905	3,509,583	5,702,563
Reckl's grant'g cred's .....	51	220,194	410,786
Failures of others .....	38	241,715	527,417
Person'l extravag'nce .....	9	18,458	54,750
Neglect of business .....	44	91,024	218,220
Uneven competition .....	29	93,186	229,571
Disast'f, or com. crisis .....	96	840,787	1,588,168
Speculation outside .....	44	328,574	768,350
Fraudulent disposition .....	30	89,440	278,056
Total .....	1,626	\$6,746,000	\$12,482,000

Here, lack of capital plays the largest part, and incompetence the next largest. Personal extravagance is the least mischievous cause and fraud is the next lowest in responsibility. This statistical determination of the causes of failure agrees remarkably with our estimate of the importance of these causes, published in a series of articles a few months ago. In those articles the comparative gravity of the various pitfalls in the trader's way was pointed out, and this report gives figures that correspond closely with our words.

We are glad to have our views backed up by so careful an application of the inductive method as the Bradstreet Company has the facilities and materials for bringing to bear upon the matter. The same investigations continued yearly for some time may end in the establishment of a scientific basis of credit. This would be nearly as desirable a consummation as the reaching of an exclusively cash basis of trade, and is certainly a much more practicable one for trade reformers to aim at.

## THE COMMERCIAL TRAVELLER.

So many things have been written about the Commercial Traveller, some true to life, some unreal and impossible of occurrence, and some tinted with all the varied shades of the prismatic brain of the penny-a-liners, that the really true knight of the road feels his soul shrinking at the bare idea of reading an article headed by the subject of his avocation.

Those who have read the works of that great and wonderful genius, Balzac, whose scalpel laid bare the deepest and most repulsive wounds of the social world, high and low, and whose writings display such a profound knowledge of the human heart and an extraordinary range of knowledge, and who painted life far deeper and more true to nature than even George Sand or Rousseau, will pleasantly recall the scene from his "Provincial Life," and see in the "Illustrious Gaudissart" such a picture of a commercial traveller of his day as to make one marvel at the writer's erudition and prescience. In order to give those of our readers who have not read the works of the great French novelist a glance at the commercial traveller as portrayed by him, we think it pardonable to reprint such of his opinions as can be clipped from the story and still prove interesting, instructive and reflective reading, and we feel sure our readers will admit that Balzac's description, though written over fifty years ago when the commercial traveller, as an indispensable part and parcel of the commercial world, was still an infant, though happily out of his long clothes, shows a wonderful pre-knowledge of his subject, and most of his observations are applicable to the traveller of our day. In reading "The Illustrious Gaudissart" one feels as if Balzac were still in the flesh and a regular reporter on one of our progressive dailies, so familiar is his picture to us.

Waiving any further remarks on this subject on our part, for time and space would be inadequate to exhaust it were we inclined to

enter upon the task of adding to the literature of the "road." Let us see what Balzac writes:

"The Commercial Traveller, a personage unknown to antiquity, is one of the striking figures created by the manners and customs of our present epoch."

How familiar and commonplace this sounds to us, as if clipped from last evening's paper.

"The Commercial Traveller! Is he not to the realm of ideas what our stage-coaches are to men and things? He is their vehicle, he sets them going, carries them along, rubs them up with one another. He takes from a luminous centre a handful of light, and scatters it broadcast among the drowsy populations of the duller regions. This human pyrotechnic is a scholar without learning, a juggler hoaxed by himself, an unbelieving priest of mysteries and dogmas, which he expounds all the better for his want of faith. Curious being. He has seen everything, known everything, and is up in all the ways of the world."

How true this is of some of the newlings who start out with a head full of knowledge and ideas, and come in at the end of the trip with a dearth of orders and much smaller opinion of himself and his abilities and a far greater respect for the knowledge of "Old Smith" up North.

"Jester and jolly fellow, he keeps on good terms with all political opinions, and is patriotic to the bottom of his soul. A capital mimic, he knows how to put on, turn and turn about, the smiles of persuasion, satisfaction and good nature, or drop them for the normal expression of his natural man. He is compelled to be an observer of a certain sort in the interests of his trade. He must probe men with a glance and guess their habits, wants, and above all their solvency. To economize time he must come to quick decisions as to his chances of success—a practice that makes him more or less a man of judgment. Blest with the eloquence of a hot-water spigot turned on at will, he can check or let run, without floundering, the collection of phrases which he keeps on tap, and which produce upon his victims the effect of a moral shower-bath." (Called by us in the vernacular "the gift of the gab.") "Loquacious as a cricket, he smokes, drinks, wears a profusion of trinkets, and never permits himself to be 'stumped'—a slang expression all his own. Activity is not the least surprising quality of this human machine. Not the hawk swooping upon its prey, not the stag doubling before the huntsman and the hounds, nor the hounds themselves catching scent of the game, can be compared with him for the rapidity of his dart when he spies a 'commission,' for the agility with which he trips up a rival and gets ahead of him, for the keenness of his scent as he noses a customer and discovers the spot where he can get off his wares."

"How many great qualities must such a man possess. You will find in all countries many such diplomats of low degree: consummate

negotiators arguing in the interests of calico, jewels, frippery, wines, and often displaying more true diplomacy than ambassadors themselves, who for the most part, know only the forms of it. No one in France can doubt the powers of the commercial traveller, that intrepid soul who dares all, and boldly brings the genius of civilization and the modern inventions into a struggle with the plain common sense of remote villages, and the ignorant and boorish treadmill of provincial ways. Can we ever forget the skilful manoeuvres by which he worms himself into the minds of the populace, bringing a volume of words to bear upon the refractory, reminding us of the indefatigable worker in marble whose file eats slowly into a block of porphyry? Would you seek to know the utmost power of language, or the strongest pressure that a phrase can bring to bear against rebellious lucre, against the miserly proprietor squatting in the recesses of his country lair? Listen to one of these great ambassadors of industry as he revolves and works and sucks like an intelligent piston of the steam engine called speculation."

"Let us walk around the Commercial traveller, and look at him well. In the first place, what an acrobat, what a circus, what a battery, all in one, is the man himself, his vocation, and his tongue! Intrepid mariner, he plunges in, armed with a few phrases, to catch five or six hundred thousand francs in the frozen seas, in the domain of the red Indians who inhabit the interior of France. The provincial fish will not rise to harpoons and torches; it can only be taken with seines and nets and gentlest persuasions. The traveller's business is to extract the gold in the country "catches," by a purely intellectual operation, and to extract it pleasantly and without pain. Can you think without a shudder of the flood of phrases which, day by day, renewed each dawn, leaps in cascades the length and breadth of sunny France?"

"You know the species; let us now look at the individual."

Balzac then goes on to describe the "Illustrious Gaudissart." Lack of space and time prevents our describing in detail all the qualities of this famous traveller, and we must ask our readers to look up the works of this renowned Frenchman and revel in the grand portrayal for themselves, but we might cursorily glance at "this incomparable commercial traveller," the paragon of his race, a man who possesses in the highest degree all the qualifications necessary to the nature of his success, and hold the mirror up to the faces of our own "knights of the grip."

"His speech" says Balzac "is vitriol and likewise glue to catch and entangle his victim and make him sticky and easy to grip, vitriol to dissolve hard heads, close fists, and closer calculations. His line was once "the hat," but his talents and the art with which he snared the wariest provincial had brought him such commercial celebrity that all vendors of the "article Paris" (small wares of all kinds) paid court to him, and humbly begged that he would deign to undertake their commissions."

A description then follows of how he was wined and dined on his return home trips, and how his renown, his vogue, and the flatteries showered upon him gained him the name of "Illustrious."

"All things smiled upon our traveller, and the traveller smiled back in return. Similia similibus—he believed in homœopathy. Puns, horse-laugh, clothing, body, mind and features, all pulled together to put a devil-may-

care jollity into every inch of his person. Free-handed and easy going, the man who jumps lightly to the top of a stage-coach, gives a hand to the timid lady who fears to step down, jokes with the postilion about his neckerchief and contrives to sell him a cap, smiles at the maids, gurgles at dinner like a bottle of wine and pretends to draw the cork by sounding a flip on his distended cheek; plays a tune with his knife on the champagne glasses without breaking them, chaffs the timid traveller, contradicts the knowing one, lords it over a dinner-table and manages to get the titbits for himself. A strong fellow, nevertheless, he can throw aside all nonsense and mean business when he flings away the stump of his cigar and says with a glance at some town, "I'll see what these people have got in their pockets. All things to all men, he knew how to accost a banker like a capitalist, a magistrate like a functionary, a royalist with pious and monarchical sentiments, a 'bourgeois' as one of themselves. In short, wherever he was, he was just what he ought to be, he left Gaudissart at the door when he went in, and picked him up again when he went out."

"In his close relation to the caprices of humanity, the varied paths of commerce had enabled him to observe the windings of the heart of man. He has learned the secret of persuasive eloquence, the knack of loosening the tightest purse strings, the art of arousing desire in the souls of husbands, wives, children and servants, and what is more he knew how to satisfy it. No one had greater faculty than he for inveigling a merchant by the charms of a bargain, and disappearing at the instant when desire had reached a crisis. Full of gratitude to the hat making trade, he always declared that it was his efforts in behalf of the exterior of the human head which had enabled him to understand its interior, he had capped and crowned so many people, he was always flinging himself at their heads, etc. His jokes about hats and heads were irrepressible, though perhaps not dazzling."

Who of our readers that has had any extended experience with commercial travellers will not catch in the graphic description of the great French philosopher a living echo of the "Illustrious Gaudissart" in the person of our own travellers. True, the Gaudissart of the latter end of the nineteenth century has become more settled, stable and less flighty and more given to solid business, while horse-play and kindred amusements of Balzac's hero have been relegated to the shelf of forgetfulness. There is not wanting, however, that perfect and intuitive knowledge of human nature without which no traveller can be said to be successful. He may possess geniality, dress well, deport himself becomingly, but unless he has the faculty of worming himself into the inner-self of his customers and creating in them the desire to buy where no desire exists, or at best is but weak, in other words, unless he can hypnotize his subject he will not be "on the road" long. One might travesty Horace and say "Venditor nascitur, non fit," THE SALESMAN IS BORN NOT MADE.

We hope the few extracts taken from Balzac will be of interest to our readers and to commercial men generally, and though some of the characteristics of Gaudissart may not be adaptable to our time, still we think a good deal of pleasurable enjoyment can be obtained by reflecting that "the Commercial Traveller" has been considered worthy of portrayal by a man so great, so eminently wise, learned, erudite and immoral as Balzac. One word more to our readers. Buy Balzac's works and see yourselves.



## MEN OF THE TIMES.

A. M. SMITH.

"I left the lines and tented field,  
Where lang I'd been a lodger."

In the winter of 1838, the Pique frigate, having on board the 93d Highlanders, bound for Gibraltar, touched at Cork. There the commanding officer of the regiment found orders awaiting him that countermanded those under which he had embarked. The despatch which intercepted the troops at Cork ordered them to proceed to Canada, to aid the authorities there to suppress the rebellion. The killed warriors were by no means pleased with the change, for being literally sans culotte they naturally preferred a warm climate to a cold one. In due time they reached the scene of disturbance in Lower Canada, and subsequently in Upper Canada, and did their part in the work of restoring civil order and peace. When that work was done, and before the regiment was transferred to another part of the Empire, some of its members, having overcome their dislike to the climate, obtained their discharge and adopted this country as their future home.

Among these was Mr. A. M. Smith. He had entered the service in his boyhood, and was yet a raw youth, 21 years old when he quit it in 1840. In the same year he went into the grocery trade as an employe, and in 1846 he commenced business as a grocer on his own account. He has thus been a Canadian civilian for upwards of half a century, and has been in business in Toronto throughout the whole time. He has long been recognized as one of Canada's most respected and substantial merchants. As the grocery trade is the one with which he has been most continuously identified, it may be supposed that management of a grocery business was always his sole commercial care. Not so, however. He had interests in many other lines, notably in lumbering, banking, navigation, dry goods, farming, and real estate. At the present time, he takes life comparatively easy under responsibilities that would overload many a man in his prime. He is senior member of the firm Smith & Keighley, wholesale grocers, Front street, Toronto; he is president and controlling proprietor in the Canada Lake Superior Transit Company, whose steamboats—the Campana

and Carmona—have been running from Sarnia to Duluth; he is a director of the Canada Permanent Loan and Savings Society; he is president of the Western Assurance Company; he is a director of the Ontario bank; he was till recently a member of the council of the Toronto Board of Trade, of which he is an ex-president.

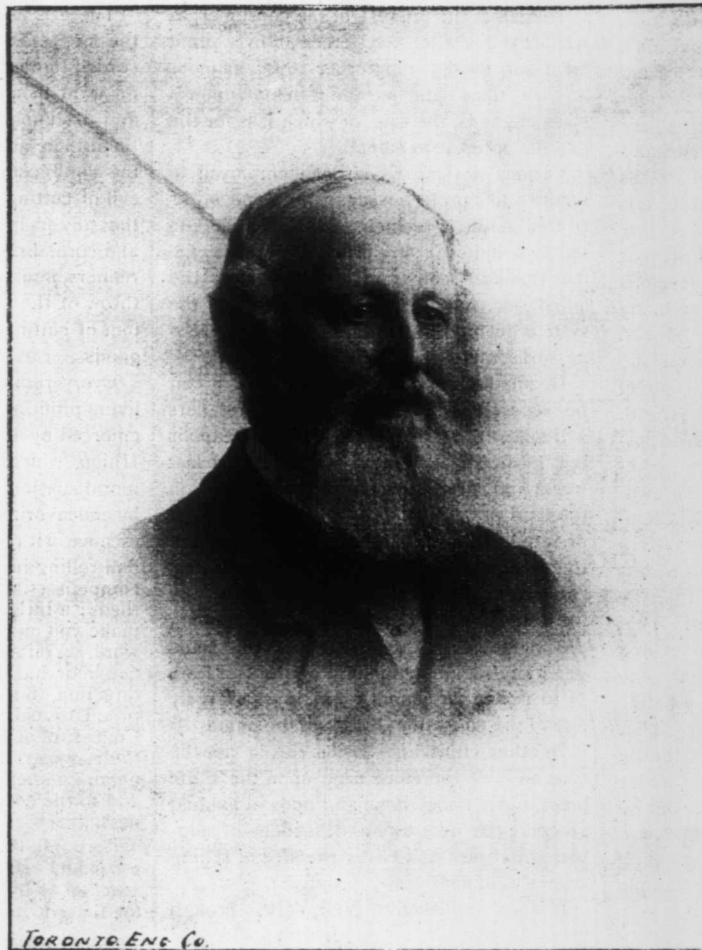
When he began business in the city of Toronto the conditions of trade were not what they are now. In the first place there was little money in the country, and credit had to be recognized to an extent that can scarcely be understood now. This province had not half its present population, and the

a series of renewals before he got any money, and would usually be glad in the end to get, not all, but what he could. In those days, too, there were no purely wholesale grocery houses in Toronto, those who could presume to do so hanging out the sign "Wholesale and Retail." Goods had to be brought from Montreal or New York, and as the facilities for transit were very backward, the trader usually made one trip go as far as possible. In the fall he would buy enough stock to last till May. During the long time he had thus to carry stock interest would be consuming the profit. The lack of banking conveniences was also a great fetter to trade. But rent was low, and taxes were not more than one-tenth of what they are now.

Though Toronto commerce was in a crude state when Mr. Smith first had to do with it, it afforded no better chances for a tyro to begin the building of a fortune than does the Toronto commerce of to-day. The system is now more elaborate, there is much more to be learned, and to a young man whose training was chiefly military the difficulties would be great. There is, however, not the drawback of want of money there was then: from one-third to one-half the customers of a wholesale store are now cash buyers. The volume of business is now vastly greater, and if the expenses are vastly greater the conveniences are as much greater. A man in those times could turn his capital at most but twice or thrice a year, and had to pay out interest because of the credit system and the necessity of carrying stock. Now, because of the ready facilities for getting stock at short notice, and because of the larger trade and freer circulation of money, he can turn his capital ten or twelve times a year, and instead of paying interest on

stock carried he obtains discount for cash paid. Of course a beginner in our times would have to obtain support to make a start, but the same was the case fifty years ago. Mr. Smith traded till 1855 under the style simply of A. M. Smith. Then, in partnership with John Smith, he carried on business as A. M. Smith & Co. In 1870 he and Mr. Keighley formed the firm which still exists as Smith & Keighley.

Mr. Smith's versatility did not hang on a single hinge. Though he filled many parts in the world of commerce, he yet found time to win credit in other departments of activity. In 1863 he was elected to represent East



A. M. SMITH.

troubles which preceded and attended the Rebellion had retarded progress and hindered the free interchange of money. A common feature of the trade before and about the middle of the century was of the following type: A contractor, who had the building of a house, a bridge, a road or some other job employing many hands, would come to the grocer and request the latter to supply goods to the workmen who presented the contractor's order; that when a certain amount had been given on the strength of these orders the contractor's note should be taken. The note would rarely be paid when it became due, the grocer would probably have to make

Toronto in the Parliament of Canada, then made up of the two provinces, Upper and Lower Canada. His opponent was the Hon. John Crawford, who was left in a minority of 508. Mr. Smith was therefore a member of that historic parliament which adopted the resolutions for the confederation of the B. N. A. provinces—the last parliament of the United Canadas. The official reports of the time place Mr. Smith on record as having made a speech in behalf of confederation. His martial ardor did not die out when he quit the regular service. In 1858 he formed a Highland company of city volunteers. He remained in command till it became part of the Queen's Own Rifles, in which regiment he held the rank of major for some time. He was appointed colonel of the provisional regiment which was formed in this city and called out during the raid. For his services then he was publicly thanked by the lieutenant general in command of the district.

It may be regarded as one of the causes of Mr. Smith's success that his birthplace is in Aberdeenshire. The people of that shire are proverbial for the instinct of thrift that is in them, an instinct that usually develops into fortune where there are not too many Aberdeen customers or Aberdeen competitors. It is said that the Aberdeen men on the average wear bigger hats than the people of any other section of similar size in the world. Mr. Smith has certainly shown himself possessed of the characteristics usually accredited to his shire fellows. Ability, shrewdness and husbandry are instructively exemplified by his career. But he owes to a ruling principle of conduct to which he has always been known to hold, more than he owes to native parts or propensities. That principle is, to do business at all times in a strictly straightforward way. A man who disregards this principle may have spasmodic success, but he must ultimately fail. That also is a fundamental belief with Mr. Smith. Another thing that ministered to his success was the fact that he liked business. But he also enjoyed life. If he had not, if he had been simply a sordid man, he had the ability to have acquired more than even the ample wealth that is now his.

There is at present talk of all the canneries of the Fraser being consolidated under one control, with headquarters in Vancouver. Six at least are known to have gone into the syndicate.—Winnipeg Commercial.

The item recording a sale of Ceylon tea in London at 87s. per lb. at auction with subsequent resale at 110s. is still swinging around the circle. Of course, among the trade it is well understood that the parcel was raised under special conditions, involving enormous trouble and expense, and bought and sold simply as a unique specimen. A small sample, as we have previously noted, was received and tested on this side of the ocean, and the verdict seemed to be that the buyer submitting to extravagant price named should in some way be preserved as a much greater curiosity than the tea.

### A PROFIT ON SUGAR.

The following will appear in the American Grocer of March the 25th: We are pleased to note that retail grocers generally are reviving the war against cutting retail prices on sugar, and are advocating the enforcement of the card system. The present is an opportune time for such a movement, when free sugar, after April 1, will take a much lower range of prices, so that, where the movement may before have failed, it can now succeed. There are no good reasons why a staple article, such as sugar, constituting from one-third to one-fifth the total sales of the dealer, should be sold at or below cost. It is against the interest of the consumer, as well as the retailer. It forces an over-profit on shelf goods and other miscellaneous articles, thus reducing the demand upon a class of goods, the sale of which it is for the grocers' interest to extend.

Various devices have been employed to secure a fair profit on sugar, but none works so well as the agreement among retailers to sell at a uniform card price. We are aware that this has been tried in some places and failed, not, however, from any fault in the system but from the indifference or recklessness of some of the retailers.

In small cities, towns and villages it can be successfully carried out if the retailers will follow the example of the Minneapolis retail grocers, alluded to in our issue of last week, and enter into an agreement to sustain the card price. In cities where the number of retail groceries exceed 3,000 it is difficult to get all to pull together for better profits. An investigating committee appointed by the Retail Grocers' Union found "that among the members of the union and the trade generally sugars are sold at a profit of from ½ to 1 cent per pound," which was largely due to the educational work of the union.

In other cities and towns this is not the case and we therefore urge upon the trade press, upon associations and upon individual grocers; the necessity and wisdom of stopping an absurd and costly practice of selling sugars at or near cost.

It is accomplished in New York, through moral suasion, backed by the Grocers' Union. In Philadelphia the scheme was very successfully carried out for a long time, effecting a saving in profits estimated at \$1,248,000 per annum, or \$24,000 per week. And yet, in some places, there are those who are willing to throw away this profit on sugar for no other reason than the belief that by so doing they are weakening a competitor. They forget, or else never knew, that it is the service and not the price that leads to success. On no other theory can the existing differences between the prices of various retail stores in the same place be accounted for.

The time is particularly opportune for inaugurating this reform. On April 1 sugars will be reduced an average of 2 cents per

pound. Let the retail price be kept at a point where it will at least cover the expense of distribution. If granulated sugar costs from the jobber 4½ cents it means that its cost to the retailer when freight, cartage, labor, loss in weight, paper, twine, and delivery are considered is 4⅞@5 cents per pound, and, therefore, it should be retailed at 5½ cents per pound if a profit is desired.

Not to do this is to throw away the profits on other lines already crowded to the danger point, for prices have been so cut in proprietary goods, and reduced on tea and coffee, that the retailer is having hard work to make his business profitable enough to even cover store and living expenses.

There is no trade or profession in which the net returns are so meagre as those accorded to distributors of food. And it is so for want of concert of action, a little nerve and backbone on the part of the trade. Shall there not be a reform inaugurated with the coming of free sugar, which will cure this evil of cutting profits? We are confident that any such movement will have the united and cordial support of the jobbers and the refiners, and that it will lead to the overthrow of the foolish and unreasonable custom of cutting prices on popular proprietary goods.

Every retailer is entitled to a fair and living profit, and this sentiment is constantly enforced by the New York Retail Grocers' Union, which has accomplished more by moral suasion than some other cities have by endeavoring to force the trade into acquiescence with reform measures. Start the ball rolling in every community. Visit your competitors and talk the matter over with them; a little tact and forbearance will thus make you more money than months of hard work. You may be surprised to find your neighbor has been thinking in the same direction, but perhaps was afraid or too proud to call and talk it over with you. Concert of action will cause local jealousies to disappear, break down unreasonable and unfair competition, make credits safer, and add to the comforts and profits of the business.

Certainly these are gains worth securing, especially when they may be so easily reached as by having a uniform card price for sugar in competitive districts.

## To Grocers!

There are three articles which the consuming public have decided are the best of their kind in the market, and it will pay every grocer to keep them in stock. They are

The "Horseshoe" brand of canned fruits and vegetables.

Packed by Bowby Bros. & Co., of Waterford, Ont.

"Cairns" Home-made marmalade, jams and jellies.

Packed by Alexander Cairns, Paisley, Scotland.

The "Trident" brand of canned salmon.

Packed by Ed. Wadhams, Ladner's Landing, B.C.

Every package of the above brands guaranteed as to quality and weight.

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



# " HILLWATTEE TEA "

The number one blue label is about as fine a blend as money can buy. The number two red label is by long odds the best value in our market at the price. We keep in stock full lines of China, Japan, Assam, Ceylon and Formosa Teas. **Send for samples.**

## LUCAS, PARK & CO.,

WHOLESALE GROCERS AND IMPORTERS,

73 McNab St. North, Hamilton, Ont.

Letter orders a specialty. Personal care given to same.

MUNN'S

## Labrador Herrings

Quality very choice. Apply early as quantity is very limited.

STEWART MUNN & CO. - Montreal

### KOFF NO MORE.

Every retailer should have them at this season of the year. Watson's Cough Drops are the best in the world for the throat and chest; for the voice unequalled. "R. & T. W." Stamped on each drop. Write

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

Mention THE GROCER.

## M. J. Woodward & Co., PRODUCERS OF CRUDE,

Manufacturers of

Illuminating Oils,  
Lubricating Oils,  
Paraffine Oils  
and Wax, &c

PETROLIA, - ONTARIO.

## DURABLE PAILS AND TUBS.



TRY

THEM

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

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

Chas. Boeckh & Sons, Toronto,  
Jas. Lee & Co., Mon'

## LOCKERBY BROS.,

WHOLESALE GROCERS,  
75 ST. PETER STREET,

MONTREAL, P. Q.,

ARE OFFERING THIS WEEK

SUGARS.  
TEAS.

Barbadoes  
and  
Cuba

MOLASSES.

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

Canned Salmon, Lobsters, Mackerel and Oysters.

## HUDON, HEBERT & CIE.,

WHOLESALE GROCERS

— AND —

WINE IMPORTERS,

NO TRAVELLERS ON THE ROAD.

304, 306 St. Paul St.

143. 145 Commissioners St.

**MONTREAL.**

## — A Stunner. —

Bowlby's Preserved Apples--Something new, finest goods of the kind ever offered. \$1.50 per doz. Send for sample case.

TURNER, ROSE & CO., Montreal.

BEST GOODS IN THE MARKET.

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

PUT UP BY THE MOFFATT PACKING CO.,  
**MONTREAL.**





Yes, anyone with half an eye,  
Even if he's near sighted,  
Can see that there's at least one firm  
Where patrons are delighted.  
The mind's eye of a sightless man  
Has powers of observation,  
Which tell him that we sell him goods  
The Best in all Creation.

Doubters will be convinced if they

Send for

a few

sample caddies

or price list

to

Empire Tobacco Co.,

Montreal.

#### OATMEAL PRICES ADVANCING.

The steady upward movement in the oat market since February, has been attended by advances in the price of products. Oats have not for years been so dear thus early in the season as they are to-day, and their present position is merely that of balancing for another step forward. Consequently oatmeal is higher and firm, as shown by our quotations in Prices Current. Standard in barrels is \$6, while granulated, rolled and rolled oats are \$6.20 in barrels. The last three varieties of meal have gone up 45c. since last week, and the first 40c. The leading oatmeal millers of the province met in Toronto on Friday evening. Reports were presented from several mills which showed that the stock of raw material was much below that of a year ago. The above prices were accordingly adopted. Oats are now close to 60c. a bushel and the scarcity of them and their firm position make it improbable that meal will be cheaper before the new crop is cut.

#### HE ADVERTISED RIGHT.

Several times have we pointed out to our advertisers the advisability of changing their advertisements weekly, or at the very least, monthly, and putting what they had to say in as few words as possible, but whatever it is, have it to the point.

We have an instance in mind, in this city, where Sam Jones' bible-founding style made a liner-hit and a home run, and this, after the persuasive methods of the breakfast table chatty and common-place composition had proved a wretched failure. It happened this way:

One of those good, faithful, vallet-sort of men, with more charity than means and more intelligence than muscle, found himself stranded. After waiting many months patiently for the situation which never came, he became seedy and as a last resort took to advertising. (We have substituted a fictitious name, but otherwise can vouch for the facts.)

His first efforts were a good illustration of the commonplace Wanamaker style of advertisement writing, and ran something like this:

**WANTED.**—A middle-aged, industrious and intelligent man would like a position. Is pretty good at most anything, but especially competent in some things; to take care of horses, say, or for any light clerical or steward's work. Handy man around house or office. Highest references as to honesty and faithfulness. Address **TRUSTWORTHY.**

This fell flat; no response from any quarter. The disappointment was severe. He waited a week for another Saturday edition, when his appeal took this shape:

**WANTED.**—Situation. Wages no object—but a home. Any light work, by an honest, capable American. Best references. Address or call on—

To this plain business way of putting it he received three postal cards. The first was from a skin-flint, who wanted a man to take care of a vacant flat and board himself, for the munificent privilege of free lodgings,

The second was from a charity organization, which wanted a handy supernumerary to bring up coal, keep the fires going, take the orphans to exercise, wind up the clock, etc.; no wages. The third was a "skin game"—nice situation, light work and good salary; but a deposit of \$100 required—"not for publication but as a guarantee of good faith." The old dodge.

This was rough. Two dollars and eighty cents already spent in the "want column" and no returns. Advertising began to have the appearance of being a dead swindle. The exchequer was low—painfully low. He had travelled a good deal; his shoes were unshapely and his feet were sore. Already he was spotted as a free-lunch fiend.

The genius of a forlorn hope seized upon him as another Saturday came, and the paper announced his wants thus:

Can a man,

A good, square man

Get anything to do on

God's green earth?

This struck a responsive chord at once. — street is not noted for its fine equippages; vegetable wagons and push-carts are the rule. But next Monday, coupes and carriages, with dock-tailed horses, attracted the wondering gaze of the denizens of the tenements; and during the afternoon numbers of footmen with buckskin breeches and bear-skin capes were seen wandering up and down the block looking for No. —, while Mr. — was kept busy prancing out to the sidewalk to be interviewed. He had already accepted three situations positively, and four others conditionally. He now raised his demand for wages, and offered his services to all who gave him cheer.

He read the advertisement for the one-hundredth time. "Saints forever, what was there in it?" "It was not the advertisement," thought he, "for there was nothing in that; it was not the paper, for that was the same as before; it must be simply good Providence." Thus he reasoned.

But expert advertisers will see that the advertisement simply reflected clearly the situation; it was, in fact, the plain truth cut short and fired at the public through a stinging interrogation point in such a manner that every reader felt that the question was put direct to himself alone. It came from the genius of desperation which had asserted itself above the man, and, in the language of the breezy West, it was a howling success.

#### WOULD NOT BE WITHOUT IT.

C. W. Kelling, general merchant, Cargill, writes: Enclosed herewith please find the sum of one dollar for GROCER. I appreciate the GROCER very much. Would not like to be without it. Yours truly, C. W. KELLING.

#### A USEFUL PAPER.

John Matheson, grocer, Hay P. O., writes: Enclosed find renewal subscription for your useful paper. Yours truly, JOHN MATHESON.

#### A WELCOME VISITOR

Mr. A. McDonald, Mountain Grove, who had his place burned by the late fire in Mountain Grove, writes: "Now that I have got started again, I am happy to have the GROCER, as it is a welcome visitor.



**New Eastern Townships  
MAPLE SYRUP AND SUGAR.**

ABSOLUTE PURITY GUARANTEED.

Wilkins & Co., Adamsville, Que., are contracting for the product of over 100,000 trees.

Among the makers who supply us are a few who have sugar orchards counting 4,500 trees, notably the Old Col. Westover Bush—The Colonel is a hero of the "Fenian Raid of 1866."

Address **JOHN WILKINS,**

20 Temperance St., Toronto, Ont.  
Montreal and Lower Province merchants will please address Wilkins & Co., Adamsville, Que.

M. LEFEBVRE & CO.



Reg. Trade Mark.

Established 1849.

**GOLD, SILVER**

—AND—

**BRONZE MEDALS**

20 1st prizes.

**MICHEL LEFEBVRE & CO'Y**

Manufacturers of

**Lion--L--Brand**

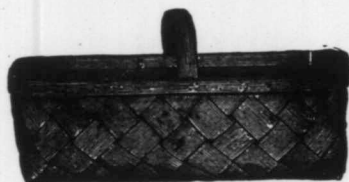
Pure Vinegars, Mixed Pickles, Jellies, Jams, Preserves.

Montreal, P.Q.

**P. DOTY & SON,**

(Successors to W. B. Chisholm)

MANUFACTURERS OF



THE CHISHOLM  
PLANT BOX.

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

OAKVILLE, ONT.

**MUNN'S PURE  
BONELESS  
CODFISH**

The finest on the market. Packed in 10 lb., 20 lb., and 40 lb. Boxes. Tied up neatly in 2 lb. bricks. Every brick is guaranteed full weight and Genuine Codfish.

**TASTY  
ECONOMICAL  
DELICIOUS**

Send for Sample at once.

**STEWART MUNN & CO.,  
MONTREAL.**



**STUART,  
HARVEY & Co.**

Importers and

**WHOLESALE GROCERS**

A Large and Well-Assorted Stock of

Teas, Sugars and General Groceries

**HAMILTON, ONT.**

**FEARMAN'S STAR BRAND  
HAMS AND BACON.**  
Hamilton, Ont.



**HUCKINS  
SOUPS**

Require only to be heated. Prepared with great care from only the best materials. Have enjoyed the highest reputation for more than 32 years.

**TEST FREE**

Send us 20 cents, to help pay express, and receive, prepaid, 2 sample cans of these Soups, your choice.

**J. H. W. HUCKINS & CO.,**  
Sole Manufacturers, Boston, Mass.

SOLD BY ALL LEADING GROCERS.

**LEONARD H. DOBBIN, MONTREAL.** Sole Agent for Canada.

- Tomato, Mock Turtle,
- Ox Tail, Green Turtle,
- Pea, Julienne,
- Beef, Vermicelli,
- Chicken, Terrapin,
- Macaroni, Consomme,
- Okra or Gumbo,
- Soup and Bouilli,
- Mullagatawny.

**RICH AND  
PERFECTLY SEASONED.**

TRADE MARK



**Ram Lal's  
PURE  
INDIAN TEA**

GUARANTEED ABSOLUTELY PURE  
AS MANUFACTURED ON THE  
GARDENS IN INDIA.

Buyers selling our celebrated Ram Lal's Teas are guaranteed these teas are grown, blended by an expert, and packed on the Garden of India. Coming direct to us here, being in heavy leads, these teas retain the lovely flavor and strength Indian Teas are noted the world over for, and Ram Lal's in particular.

**JAMES TURNER & CO.,  
HAMILTON.**

**TURNER, ROSE & CO.,  
MONTREAL.**

WHOLESALE AGENTS.



It is thought that only a small proportion of the lobsters will be packed this season in Maine.

Grape growers in Essex county say this year's crop will be greater than it has been for years.

Turner, Rose & Co., Montreal are offering some extra fine canned apples. See advertisement this week.

The St. Lawrence Starch Co., has now upon the market stock manufactured in its works at Port Credit.

Depencier Bros, Merrickville, have had a fire which did \$3,000 damage to stock and \$200 to building. Stock was covered by insurance.

Dodds Bros hardware and grocery store, Watford, was entered by burglars Sunday night and a quantity of knives, revolvers etc. were stolen.

Mr. Frank W Ferguson, St. Thomas, Ont., has accepted a position as traveller for the wholesale crockery firm of McMahan, Broadfield & Co., of Toronto.

Report says the farmers of Delaware are beginning to tremble for their peach crops, for they are not at all certain that they will pull through this weather uninjured.

Sanderson, Percy & Co., Toronto, are receiving a large shipment of Star and double glass this week. It has been delayed in transit, having been due here some time ago.

Fire occurred in Wawanesa, Man., on the Morris and Brandon railway, the other morning, destroying the general stores kept by Hector Dobson and Wilkes & Whitelaw.

The new salmon cannery at Lulu Island B.C., is approaching completion. It will have a capacity of about 20,000 cans for the season. It is also the intention to pack fruit and vegetables.

Willow cheese factory, one of the best in Canada, built by Mr. Bissell in Augusta, six miles from Brockville, was finished last week. It will be a model, and is fitted with every modern improvement. It will be in operation on April 1.

The Imperial Produce Company is this year the first of Toronto's commission houses to clear out its stock of old butter. It has not a package left, and is in a first-rate position to handle 100 tubs for any dealer or assemblage of dealers who have it to sell.

Tiger Tea Co. have adopted a novel method for this market in introducing their teas. They send girls to the leading establishments in the city where a large number of persons are employed to give them tea at

luncheon time. They also have had three girls at one of the theatres giving out cups of Tiger brand to whoever wished them.

Assistant Secretary Spaulding at Washington has informed the Collector of Customs at Eastport, Me., that the provision of the law exempting molasses from payment of duty from April 1 next is not limited to the productions of any particular country, and consequently molasses imported from Canada is entitled to the benefits of the said provision.

In the case of Baird v. Walker, which was an action taken by James Baird, a merchant of St. John, N. F., against Sir Baldwin Walker, commander of H. M. S. Emerald, for damages sustained by the closing of Baird's lobster factory, on the French shore, last summer, by Walker, judgment was given the other day by the Supreme Court in favor of Baird, thus deciding that the Queen has not the power claimed over a subject under the circumstances prevailing in this case.

Mr. R. Donald, King street E., Toronto, has supplied his customers and the passers by with free drinks for some days past in the shape of a cup of delicious Dutch cocoa. Everyone was invited to take a cup and many availed themselves of the opportunity. It has proved a good advertisement for the store as well as for the cocoa. It is Mr. Donald's intention to have a tea woman in his shop to give callers a cup of tea whenever they desire it to introduce his goods.

Housebreakers were busy on the night of the 19th, among the provision warehouses on Front street, Toronto. About seven o'clock P. C. Duncan discovered the store door of Messrs. McIntosh, provision merchants, open. Although the safe was standing open nothing had been touched. About ten o'clock it was found that the provision store of Messrs. Gunn, Flavell & Co., 28 Front street east, had been broken into and some pork carried off. A bag filled with pork was found on the sidewalk. Later on Park's store on West Market street had been entered, but very little stolen.

About 2 o'clock on the morning of the 19th, the store of Mr. A. Laing, grocer and grain buyer, Wyoming, Ont., was entered by burglars, who blew the safe open, but obtained no booty. The burglars, visited neighboring stables to get a horse and rig to make better speed, but were followed and as quickly as possible constables were on their track. Two citizens overtook the men at Watkin's, four miles away. On the demand to surrender the robbers drew revolvers, and, jumping into the pursuers' rig, drove rapidly away. The two men were finally captured three miles below Courtright, handcuffed and taken before a magistrate, who committed them to Sarnia jail. A full set of burglars' tools was found in the snow near the place where they captured the horse and buggy.

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

## A BUSINESS MEN'S ASSOCIATION IN RODNEY.

THE CANADIAN GROCER articles on Business Men's Associations have had the effect of stirring up an interest in the formation of one of them at Rodney. A largely attended meeting of the business men of the place, was held on Tuesday evening, March 17th, when Mr. Wray, of the West Elgin Mercury, read the constitution of a similar organization from THE CANADIAN GROCER. Mr. Wray was appointed chairman of the meeting, and Mr. S. B. Morris, banker, secretary. It was then resolved to form an association at Rodney, of the kind referred to in the CANADIAN GROCER. The officers elected were:

President—Mr. S. B. Morris, banker.

Vice-President—Mr. E. C. Harvey, druggist.

Secretary—Mr. L. E. Wray, editor Mercury.

Treasurer—Mr. O. R. G. Stinson, grain merchant.

Committee—Mr. W. Morris, merchant; Mr. W. Bristow, hardware dealer; Mr. Barnes, flour and feed dealer, and the president and secretary.

Some twenty-five business men signed the roll. The Association will be thankful for any information regarding the practical working of similar organizations.

It is believed that as such an association was greatly needed in Rodney, it will be the means of accomplishing much good.

Grocers make money by selling

## EMPIRE BAKING POWDER

PURE, STRONG, and CHEAP.

ELLIS & KEIGHLEY,

Toronto, Manufacturers.

**E. LAZENBY & SON,**  
18 TRINITY STREET, LONDON.



Absolutely the Finest Quality of Pickles Packed, most generally used in England. Quotations on application.

Canadian Agents: Arthur P. Tippet & Co., St. John and Montreal.



# CORTICELLI

**SPOOL SILKS & TWISTS,  
EMBROIDERIES & FANCY SILKS.**

To satisfy and please your customers you must keep the best lines. "CORTICELLI" has that reputation; if you want to put in a line of these goods. Send for further information and prices to

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



**SILVER  
STAR  
STOVE  
POLISH,**

**THE PHENOMENAL POLISH,**

BLACK, BRILLIANT, BEAUTIFUL,  
Handsome put up in 3 doz. hinged cases,  
can be had from all wholesale grocers,

Or from **F. F. DALLEY & CO.,**

PROPRIETORS,  
Hamilton, Canada.

## JAS. WATSON & Co.,

Coffee and Spice  
Dealers.

Toronto, Ont.



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

## SOMETHING NEW.

The Tutti Frutti Automatic Vending Co. supply their Tutti Frutti Automatic Selling Machines to all who have good positions. For all particulars apply to

**E. BELLINGER, Manager,**  
60 Yonge St., Toronto, Ont

## N. K. FAIRBANK & CO.,

COMPOUND  REFINED LARD.

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

## Condensed Mince Meat.

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

Will not ferment in warm weather.

Sells at all seasons by all wholesale grocers.



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

Packed in  $\frac{1}{4}$  and gross cases.

Sole manufacturer for Canada.

Ask your wholesale grocer for it.

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

## GEO. MATTHEWS

-PACKER and CURER.-



**PURE LEAF LARD A SPECIALTY.**

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

IMPORTANT TO THE TRADE.

## Non-Explosive Fire Lighter.

A new patented article which is beyond question the most economical and effective fire-lighter ever placed on the market. It is patented in Canada and United States. Although on the market only ten days over eighty retailers in the City of Hamilton are handling it successfully

THE NON-EXPLOSIVE FIRE LIGHTER is put up in pressed cakes of eight squares each and is retailed at 3 cents per cake or 2 cakes for 5 cents. ONE SQUARE is sufficient to light a heavy wood fire, thus enabling the consumer to light 16 fires at a cost of 5 cents.

Packed, 1 gross of cakes in a case—Price, \$2.40 per case. 50% profit and a fast seller.

**W. H. GILLARD & CO.,**  
**WHOLESALE GROGERS, HAMILTON, ONT.,**

Sole Agents for Canada.

Orders promptly filled. Sub-Agents wanted in all Eastern Cities.



## TORONTO MARKETS.

TORONTO, March 26, 1891.

### GROCERIES.

Improvement in the grocery trade makes haste slowly. There is progress, but while it may be at a pace as smart intrinsically as it was a year ago it is certainly less showy. The difference between this spring and the corresponding period of last year may be entirely a matter of difference in the wholesale terms. Last spring these were favorable to buying ahead of the immediate demand, so that business done then was often not on a basis of actual trade, but on that of a speculative prospect. Goods were bought in March for late April or early May consumption, profits being aimed at by anticipation of coming scarcity of stock and high prices. They are aimed at now through discount more generally, and buying therefore is much more in accordance both with immediate wants and ready money. Trade is less deceptive in its appearance, therefore, and there may be as much currently disposed of by retailers as when they bought more largely and carried a much longer time. The present week's trade is without special features, but the outlook is improving. Prices are going up for grain, the city real estate market is reviving, and the weather betokens an early break-up.

### CANNED GOODS.

The demand is expanding into reasonably large proportions. There are not many round lots called for but there is quite a business maintained by the flow of small orders, which are small not so much because of distrust in the market as because of reduced incentives to buy for speculation. The prices are too high for much to be gained by that, and the short terms limit the time too closely. Buying has come to be almost concurrent with the consumptive demand, takes off smaller quantities and moves oftener. All lines moved quite uniformly, and all are firm. A lot of 500 cases of canned peas was sold on Tuesday at \$1.25 to a Montreal buyer. Sales of new canned tomatoes have already been made on this market.

Boulter & Sons, Picton, have just shipped 1,000 cases of gallon apples to London, England.

### COFFEES.

The position of coffee is much firmer than it was, though there have been no advances made in our quotations. Chase & Sanborn have advanced their prices, and may shortly be followed by others. According to the following extract from the circular of a New York operator this state of things will not be lasting:

"For the first time since January 15 our visible supply of Brazil has again reached the aggregate of 400,000 bags, a figure which

rampant bulls predicted would not again appear on the bulletin boards before June 1. There are still a number of steamers loading in Rio and Santos, and a likelihood of coffee being transferred from Europe to New York for manipulating purposes; so that the outlook for April and May—no matter how short the supply for March may prove—is anything but fearful to behold from the standpoint of the bears. The prospects of a dire scarcity of coffee during April have disappeared more suddenly than was anticipated, and with fair chances that the harvesting of the new crops in Brazil is likely to begin as early as it did in 1888, it seems preposterous to look for a sharp advance of late options within the next two months. Brazil—especially Rio—seems disposed to sell, and this is no surprise to impartial observers. The Brazilians see before them the largest crops ever known in the history of coffee, and prices which are within 7 per cent. of the highest currency prices ever realized in Rio since coffee exchanges existed, when options sold here in 1887 at 22c.

### DRIED FRUIT.

Currants are 6d. to 9d. higher in Patras than they were at the time of our last report. There has been no advance made here. Hogshead prunes have advanced  $\frac{1}{4}$ c. on spot. There are hardly any here. Most houses have sold out entirely. They are now quoted  $7\frac{3}{4}$  to 8c. Cases remain with the same range,  $8\frac{1}{2}$  to 9c. for "U," but holders are stiffening. A lot of 1889 hogsheads were sold, but they will not be put on the market until they are re-cleaned. Others are steady and unchanged, and trade at the present time is light.

### NUTS.

The demand is small, and there is no feature but that of sameness, which is not more characteristic of this week than of most weeks since the opening of the year.

### RICE AND SPICES.

The week's trade has been normal, but the quantity of fine rice is very small, while prices are firm. The total quantity of rice afloat from the East to the United Kingdom is about 60,000 tons against 33,000 tons in 1890; and the exports from Burmah to Europe during the past two months were 132,000 tons, as compared with 115,000 tons last year and 124,000 tons in 1889. Spices are steady.

### SUGAR.

Granulated still quotes at 7 to  $7\frac{1}{2}$ c. and yellow at  $5\frac{3}{4}$ c. up to  $6\frac{1}{4}$ c. Buying is still ruled by the measure of the moment's consumptive demand, and so is in small quantities and not in particularly short intervals, as the consumption of sugar is nearly at its minimum rate at this season. The dulness is therefore more a matter of controlling circumstances that are actually present than of circumstances that are anticipated. Although the United States tariff will enable manufacturers in that country to put sugar on the market at a cost 2c. below that now involved, it will not be apt to affect us until our summer demand opens out, as cheapness will not greatly stimulate consumption before that time. Before that time changes will probably be made by the Canadian government to make cheaper sugar here.

### SYRUPS AND MOLLASSES.

The trade is fairly active in syrups because of the increased scarcity of butter. In molasses there is a steady, regular trade.

### TEAS.

The market is in the firm condition still that scarcity of stock has kept it in for some time. A very good business is being trans-



JAMES LUMBERS.

I quote:

EXTRA GRANULATED SUGAR 6.<sup>95</sup> per lb.,  
REFINED 5 3-8.

For one or more barrels, subject to change with the market, but always 17 $\frac{1}{2}$ c. per 100 pounds

## Less than the Combination

Bright Yellow Sugar, 5 $\frac{3}{4}$ c.; send for Sample. My Discounts are 1 $\frac{1}{2}$  per cent. off Sugars.

I carry a full line

Teas,  
Sugars,  
Tobaccos,  
Canned Goods,  
and all  
General Groceries

### Gunpowder Tea.

I have a consignment of Gunpowder Tea in 30 pound caddies which I am offering at 21c. per lb. This is a special bargain and if you are open for anything in this line I will be pleased to send you samples.

### RED HERRINGS

OR, DIGBY CHICKENS.

Which I am offering at 13c. per box. There are about 45 herrings in a box.

# JAMES LUMBERS

Wholesale Grocer,

67 Front St. East,  
TORONTO, ONT.



# DAVIDSON & HAY

Wholesale Grocers,  
36 Yonge Street,  
TORONTO, ONT.

## IN STORE

Full lines of the best brands of British Columbia Salmon including "Lynx" and "Clover Leaf." Also the celebrated "Clover Leaf" Lobsters. If not already handling these goods send trial order.

## Sloan & Crowther

WHOLESALE GROCERS,  
TORONTO.

# JAPAN TEAS

EX S. S. YORKSHIRE, VIA. SUEX.

272 Hf. Chests	Sun Dried.
68 " "	No. 1 Nibs.
47 " "	No. 2 do.
22 " "	Siftings.

We have just received the above teas. They are extra value. Correspondence for Sample and Quotations Solicited.

## H. P. ECKARDT AND CO

Wholesale Grocers,  
3 FRONT ST. EAST, TORONTO.

## Thos. KINNEAR & Co

Wholesale Grocers and Importers of  
TEAS,  
SUGARS,  
COFFEES,

AGENTS FOR

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

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

47 Front St. E., - TORONTO.

## WARREN BROS. & BOOMER,

IMPORTERS

AND

WHOLESALE GROCERS,

35 and 37 Front St. East,

TORONTO, ONT.

SUGARS, COFFEES AND TEAS,  
SPECIALTIES.

## EDWARD

ADAMS & CO.

ESTABLISHED 1846.

Wholesale Grocers and Importers of

TEAS,  
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Tobaccos, Wines and Spirits  
95 & 97 Dundas St., London, Ont.

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FINEST SELECTIONS IN THE MARKET

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Direct from their estates in Assam.

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SAMPLES AND QUOTATIONS ON APPLICATION

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## J. W. Lang & Co.

Wholesale Grocers,  
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Canned Goods.

We will give special attention to enquiries for these goods DURING MARCH.

Send for Prices.

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## PERKINS, INCE & Co.,

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Offer full stock of

TEAS,  
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A few choice MALAGA RAISINS remaining, also CHOICEST and FINE FIGS in Boxes.

Just arrived: Prime Sicily Filberts

J. F. EBY.

HUGH BLAIN

First Direct Importation

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**BRIGHT NEW ORLEANS MOLASSES.**

BARRELS ONLY.

Write for Samples and Quotations.

## EBY, BLAIN & Co.,

Wholesale Grocers,

FRONT AND  
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Send for  
SAMPLES,  
ADVERTISING,  
PRICE.

The St. Croix Soap Mfg. Co.,  
ST. STEPHEN, N.B.

**MARKETS—Continued.**

acted in all lines that are in stock, particularly in Japans and the lowest priced Hysons to be had. A lot of Japans have been bought to arrive at a figure that will prevent sales being made below 16c. The lowest price paid for blacks is 16c. In Indian and Ceylon teas the local trade has been very good this week. London auctions of Indian tea have been about equal to last week, supplies continuing small have been well competed for, and prices in consequence, somewhat hardened for all descriptions. The recent slackness of which dealers complained appears less pronounced, and it is probable that a knowledge of the strong statistical position of tea, may be inducing buyers to replenish stocks in some measure.

**PETROLEUM.**

Canadian refined is firmer and quotes no longer at 15½c., the lowest price being now 16c. On Saturday crude oil advanced to \$1.36, and it is likely to go higher.

Says the Petrolea Advertiser: According to our predictions, crude is still on the rise, and remains firm to-day at the above quota-

tions. Until spring is regularly opened up and new developments made in the drilling line, prices will remain as they are. We understand a large number of new ventures are to be made this spring on new territory, with both the hope and expectation that some good producing will be got.

The refined market keeps pretty much to the same figures as quoted the past few weeks, when the price will be gauged entirely by the price of crude.

Refined here is 12c. f.o.b. 60 days, or 2 per cent. off for cash.

**DRUGS AND CHEMICALS.**

The market shows no change. Trade is fairly good.

**BUTTER AND CHEESE.**

There is an urgent demand for good butter and for lots of it. The best butter though is hardly scarcer than is medium stock, and even low grade butter is in very small compass. The scarcity of stock is almost phenomenal for this time of year, when dealers are usually embarrassed with the abundance of old butter that remains unsold when the new begins to come in. The European demand is what relieved this market in mid-winter, and that demand was of benefit to us solely because the European winter was an extraordinarily severe one and the weather allowed of our stock being transported in good condition. The same cause bettered the New York market and made our old butter a marketable commodity there as well. Cables from England and advices from New York report the butter market in both places to be good for sellers now, as the stock of old is about exhausted. Prices here are as follows: Choice dairy tubs, 19 to 21c.; medium dairy tubs, 15 to 16c.; low grades, 5 to 11c.; pound rolls, 20 to 25c.; large rolls, 16 to 18c. The roll butter is now all new. There is no roll butter that has been made over from tubs coming in.

Cheese is higher, and there is scarcely any to be had below 11c. Some extra choice has been sold at 12c.

**COUNTRY PRODUCE.**

APPLES—Are left alone these days more than would be expected from the prices butter is selling at, but as only the very best are wanted and they have been held high, the trade has fallen off. Medium fruit begins to show the effects of weather, and only prime apples keep their flavor and soundness. Barrels of extra can't bring more than \$4.75, while other grades are left alone pretty much at \$2 upwards.

BEANS—Are going out of demand now and may be expected to diminish in market importance from this forth. Good hand-picked are lower, and bring \$1.55, while common are \$1.30.

DRIED APPLES—Are 8 to 8½c., and though moving freely into consumption, the market keeps sufficiently stocked to keep prices steady.

EVAPORATED APPLES—Are firmer at 13½ to 14c. There is no conspicuous want of stock, but the demand is rather better.

EGGS—Are scarce. The Easter demand has bettered the situation somewhat, but the bad condition of the roads which prevents marketing has been the chief factor in bringing prices up. Fresh eggs are worth 19 to 20c., and these prices are firm.

HAY—Is rather dull, at \$6 for mixed and \$8.50 for timothy.

HIDES—Have not changed. No. 1 green is 5 to 5½c., with the upper figure weak.

HONEY—Is easier and in declining demand, while stocks are full. Cear is 8 to 9½c., the latter being paid for basswood. Sections are 14 to 16c.

HOPS—Are going steadily into consumption at 35 to 38c. for '90 stock and 15 to 18c. for yearlings.

OATS—Are firm at 57 to 58c.

ONIONS—Are steady and in demand at \$3 for whites and \$3.50 for reds.

POTATOES—Are worth 90c. on track. The offerings are light and prices are firm. Out of store lots are \$1.05 to \$1.10.

SEEDS—The seed market is now a hive of activity. The buying since the weather began to break up has been brisk at the prices quoted last week, viz.: Alsike \$7.20 to \$9.60, red clover \$4.75 to \$5.10, and timothy \$3.60 to \$4.50.

SKINS—Sheepskins are still \$1.10 to \$1.40 and are fairly plentiful. Calfskins are 6 to 8c.

STRAW—Is plentiful and in low demand at \$6.50.

TALLOW—Is unchanged at 2c. for rough and 5½ to 6c. for refined.

WOOL—Is dull at 19½ to 20c.

**FISH.**

The demand has overtaken the supply in most lines of frozen fish, and stocks are all but depleted. There are no longer any trout, whitefish, lake herring, pickerel or smelts. Pike is about the only lake fish to be had. The wholesalers were inadequately stocked for Lent. They had a bad experience last year and did not want to have a similar one this year. The bad weather early in February caused them to tack in the wrong direction for the Lenten trade. In the soft spell referred to they had to "dump" so much stock that they concluded to carry comparatively tight stock, and Lent had scarcely more than opened before Montreal was drawing supplies from this market. The United States market also offered better prices and thither much of the stock went before the consumptive demand had developed here. This Good Friday finds the stock of frozen lake fish nearer absolute bareness than it has been for years. Spring salmon, however, has begun to come in from British Columbia, and is selling at 28c. The first receipts from the Fraser reached this market on Tuesday. Pike sells at 4c. Pickled, salt, dried and smoked fish are re-

WE ARE BUYING

**Dried Apples.**

SEND SAMPLES  
AND QUOTATIONS

ESTABLISHED 1899.

**STANWAY & BAYLEY.**  
BROKERS  
AND  
GENERAL COMMISSION MERCHANTS.

44 FRONT ST. EAST. TORONTO.

WE ARE BUYING

**Evaporated Apples**

SEND SAMPLES  
AND QUOTATIONS.



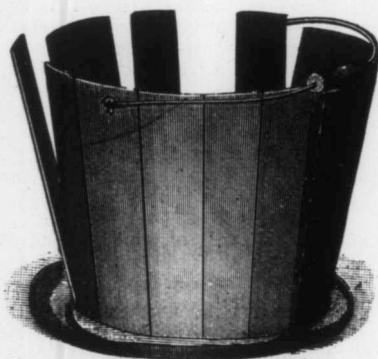
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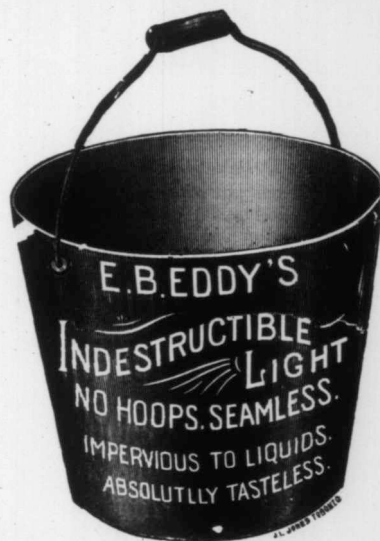
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The Old Wooden Bucket.



E. B. Eddy's Indurated Fibre Pail.

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

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

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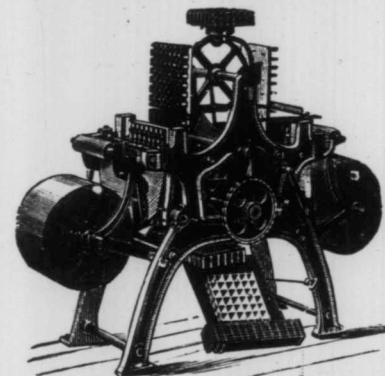
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Northumberland Paper and Egg Case Co.

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



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

## MARKETS—Continued.

ceiving more attention because of the scarcity of frozen stock. They are firm but unchanged in quotation. In sea fish, cod is up to 8 and 9 1-2c., and flounders are down to 4 1-2 and 5c.

## GREEN FRUIT.

Trade mends a little each week, and has got up to a fair movement now. No change in the prices of lemons or oranges is to be noted. Lemons are in better request because of the prevalence of colds and of what seems to be another visit of la grippe. Yellow bananas are, \$2 to \$2.25 for seconds and \$3 for firsts. Reds are \$1.75 to \$2. Pine-apples run from \$2.50 to \$4.50.

## PROVISIONS.

The market is duller. The receipts of hogs are not large, yet they suffice for the demand just now. Products are in light request. Prices are unchanged and fairly firm.

BACON—Long clear is steady at 7½ to 8c., bellies at 10 to 11c.; backs are 10c., and rolls are 8½c. and 9c.

DRESSEE HOGS—Run from \$5 to \$5.75.

HAMS—Are 11 to 11½c.

LARD—Is 9 to 9½c. for Canadian.

MESS PORK—Is \$14.50 for U. S. heavy, \$15 for Canadian, and \$16 for short cut.

## SALT.

There is no notable change in the salt market. Prices hold at last week's quotations and trade is fairly good.

## DRY GOODS.

Trade is not so bad this week, but evidently still waits somewhat on roads and money. The improved markets for agricultural products may increase the circulation of the latter, and the prospects for bright weather are growing stronger. The hopes of the dry goods men are consequently rising. They have had a fairly good week of it, if we compare it with the weeks they have lately been accustomed to, but, compared with their expectations, the week has been disappointing.

## RAW FURS.

Raw furs are in reduced demand. They are:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50; Muskrat, fall, 12c.; spring rat, 25c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

## HARDWARE.

## BINDER TWINE.

A fair business has been done during the week in binder twine. Prices are about the same as last year on blue ribbon; crown is a shade higher, and red cap lower. Sales are being made at the following prices:—Blue ribbon, 14¼c.; red cap, 12¼c.; crown, 11¼c.; silver composite, 9¼c. Freight is allowed to any station south and east of Owen Sound in lots of 1,000 pounds of any one brand. On a mixed lot no allowance will be made for freight.

## GLASS.

Owing to the scarcity on spot, the market is firmer and some houses are asking an advance. The port of Antwerp has been blocked with ice for a month, preventing shipments intended for this market going forward.

## TURPENTINE.

Turpentine has declined 1c. to 61 and 62c. in selection packages.

## Butter, Eggs, Potatoes, Onions, Cheese, Oats, Apples, Hay, Straw, Hogs, Poultry, Fish, Evaporated and Canned Goods wanted at once

## BEST BRANDS OF

## Bakers' and Family Flour

## ALSO WANTED.

We handle all lines of FARM AND ORCHARD PRODUCE as well as DAIRY.

Write for Quotations for this market or Britain to

## IMPERIAL PRODUCE CO'Y.,

OF TORONTO, LTD.,

69 Front Street East, Toronto.

## MONTREAL

## MONTREAL MARKETS.

MONTREAL, March 26, 1891.

## GROCERIES.

This week has not shown any new feature in groceries, and business generally has been of a steady quiet character with no wholesale movement to speak of. Tea and coffee have been fairly active, and so has green fruit, but other lines have been rather slow. Values generally rule firm and the position on the whole is an essentially steady one.

## SUGAR, SYRUPS, ETC.

There is no change in the position of the sugar market. Raw sugars are as firm as ever, and the price of refined at the refineries remains the same 6½c. for granulated, and 5½ to 6c. for yellows. Business continues of a more or less hand-to-mouth character.

Syrup has been in somewhat better demand recently, and while no large sized transactions are reported there has been a steady trade at 3½ to 4c. Molasses has been moving fairly well during the week on a 34c. basis. A report was received here on Friday last that some cargoes had been picked up on the Island at 15c. and 4c. or about 20c. per wine gallon, by American houses, but it is not credited by importers here. This would mean 34c. loaded here.

## TEAS.

There is no change in the teamarket which remains firm. Low grade Japans are in good demand and firmly held, two large lots being turned over the other day at about 19c.

## RICE.

This article remains as before and we quote Japans firm, \$4.25 to \$4.50 with no Patna offering. Standard is at \$3.90, off grades \$3.50.

## FRUIT.

The fruit market has not presented any particularly notable feature since our last report, but there has been quite an active business doing in staple lines of green fruit, especially, oranges and lemons, and several shipments have been turned over since our last, while representatives of several of our leading firms are down in New York now on a purchasing trip. Oranges have fully maintained their position and moved at \$4.50 to \$4.75 and in some cases \$5.00 for specially nice lots, while no lemons can be had under \$3.50 to \$4.00.

In dried fruits there is nothing to note, business being of a small quiet nature and not calculated to induce any new features. Valencia raisins rule about the same here but are easier in New York, and perhaps some concession would be made here also in the case of a round lot. We quote firsts 6 to 6¼ and seconds 5¾ to 6¾c. Currants show no change here but are sensibly firmer in New York. About 5¼ to 6c. is the range for business on spot. There is no change in prunes, nuts, etc.

## FISH.

There is positively nothing to report in this article since our last report, business ruling small and unimportant, with no change of movement in values.

## APPLES.

The apple market remains unchanged locally, with a jobbing business at \$5 or thereabouts. Recent returns from London were favorable on both home and Canadian stock, but Liverpool still appears to be in a more or less congested condition.

## HOPS.

Brewers' remain indifferent, and claim to have all the stock they want, while they will only talk business where a positive bargain is offered, so that there is little doing. The most recent transaction was between 33 to 35c., but prices are purely nominal in the absence of business.

## PROVISIONS.

There has been nothing particular to note in this market except some odd movement of Western pork towards lumbermen's hands for use during the drive, prices remaining essentially the same. Canadian short cut, per bbl \$15.00 to \$15.50; mess pork, western, per bbl \$14.50 to \$15.50; short cut, western, per bbl \$15.50 to \$16.00; hams, city cured, per lb 10½ to 11½c.; hams, canvassed, per lb 10 1-2 to 11½c.; lard, Canadian, in pails, 8¼ to 8 1-2c.; bacon, per pound, 9 to 10¼c.; lard, com., refined, per lb, 7¼ to 7¾c.

## EGGS.

Limited receipts and a steady if not active demand all along materially improved prices in eggs since our last, and the market has been kept well cleared up at an advance of from 2 to 3c. Sales on Saturday were made as high as 24c., and we quote 21 to 23c.

## BUTTER.

There is no change to the position of this market, and choice table descriptions continue as scarce as ever. We do not learn that any further purchases have been made on American account, while the lots purchased last week by New York and Boston buyers are still in store here. For choice stock 23 to 24c. is the idea in large lots and 1c. additional for selected parcels, while anything like nice dairy brings 21 to 23c. easily. Western dairy is still comparatively



**MONTREAL MARKETS.—Continued.**

plentiful and remains about 14 to 15c. for ordinary descriptions of stock. Finest creamery, 23 to 24c.; fine stock, 21 to 22c.; finest dairy, 20 to 21c.; Morrisburg and Brockville, 19 to 21c.; Western dairy, 14 to 15c.; old butter, 6 to 8c.

**CHEESE.**

The market is perfectly clear of stock here now, for there are only about 3,000 boxes remaining, and they will probably be moved to-day or to-morrow, consequently there is little or nothing to note here. Advices from Great Britain are very strong and with a steadily advancing cable, it having gone up 6d. during last week, everything points to the strongest wind up for years. Finest late makes, 11c.; fine stock, 10 1-4 to 10 1-2c.; medium grades, 9 1-2 to 10c.; cable, 55s. 6d.

**FLOUR AND GRAIN.**

The grain market has been somewhat quiet during the past week but there has been quite a nice little movement to note here for all that, while values on all descriptions have been firm, especially on oats which have been moved quite freely in car lots. The stocks in store, compared with those of a week ago, show an increase of 17,823 bushels of wheat, 12,677 bushels of oats, 2,257 bushels of barley, 998 bushels of rye, and the decrease 839 bushels of corn, 12,434 bushels of peas. Compared with the same date last year there is an increase of 211,807 bushels of wheat, 112,470 bushels of oats and a decrease of 39,774 bushels of corn, 290,013 bushels of peas, 33,913 bushels of barley and 21350 bushels of rye. We quote No. 2 hard Manitoba, at \$1.10 to \$1.12; No. 3 do., 98c. to \$1.00; No. 2 Northern, \$1.02 to \$1.05; feed do., 63c. to 65c.; peas 85c. per 66 pounds in store; Manitoba oats, 56c. Upper Canada do., 58c. per 34 pounds; corn, 80c. duty paid; feed barley, 52 to 54c.; good malting do., 60c. to 65c.; rye 70c. to 75c.

The flour market has not been so active during the week just past, but the advance in prices has been fully maintained, strong bakers' and straight rollers being generally held for full figures. The stock in store shows an increase of 2512 barrels compared with a week ago and 167 barrels compared with the same week last year. We quote as follows:—Patent spring \$0.00 to \$5.80 patent winter, \$5.35 to \$5.50; straight roller, \$4.90 to \$5.00; extra, \$4.40 to \$4.60; superfine, \$4.00 to \$4.25; fine, \$3.75 to \$0.00; city strong bakers', \$0.00 to \$5.50; strong bakers', \$5.25 to \$5.50.

**ST. JOHN, N. B., MARKETS.**

ST. JOHN, N. B., March 24, 1891.  
**GROCERIES.**

In the wholesale trade there has been considerable excitement for some days, in consequence of the sharp advance in the values of flour, oatmeal, cornmeal, oats, pork, sugars, and some other lines of lighter groceries, the effect of which has caused a more active demand for all those commodities named. The nearness to spring has also stimulated trade to a considerable extent. Dealers in general were not expecting such a sudden change in prices, and many were left with small stocks. Coasting vessels are beginning to arrive, and altogether the prospect for increased business is steadily improving.

**SUGAR**—An advance in sugar has caused the market to assume a more active demand, but the change in quotations has not been

Buy direct from the Mills.

**MANITOBA FLOUR.**

All Grades from Choice Hard Wheat.

Correspondence from Cash Buyers Solicited.

**LEITCH BROS.,**

FLOUR MILLS. - OAK LAKE, MAN.

**MELDRUM & DAVIDSON,**

MERCHANT MILLERS,

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MANUFACTURERS OF

Choice Winter Wheat and Manitoba

**FLOURS**

Mikado, White Lilly, Delight, Manitoba

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

HALIFAX AGENT. J. P. COX.

**CAR LOTS or BROKEN LOTS**

—OF—

Flour, Meal, Buckwheat Flour, Cornmeal,

Rye Flour, or anything in the Flour, Feed or Grain line furnished on shortest notice at lowest prices.

J. & R. ROBSON,

Millers and Grain Dealers, Brantford, Ont.

**SEAFORTH OATMEAL MILLS**

Manufacturer of and Dealer in

Rolled, Granulated & Standard Oatmeals,

Split Peas, Pot Barley, Cornmeal, and General Produce. Eggs a specialty.

**D. D. WILSON,**  
SEAFORTH, ONT.

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

Manufacturers of

**Winter Wheat Flour**

KLEBER and EDELIVEIS } Patents.

MAY BLOSSOM—(straight roller).  
MINERVA—(extra).

Write for Samples and Prices.

**N. Wenger & Bros.,**  
AYTON, ONT.

**Canadian White Enamel Sign Co.,**

Sole Agents for Caesar Bros.

The Most Durable Sign Letter.

4 Adelaide St. W., Toronto.  
A responsible agent wanted in every town and city.

**WALKER, HARPER & COMPANY**  
OXFORD MILLS.

"FLOUR" Manufactured by Improved Roller System.

**BRANDS:**

Golden Star. Golden Sheaf.  
Oxford. Ontario Queen.  
Regal. Jubilee.

Manufacturers of  
STANDARD AND GRANULATED OATMEAL.  
ROLLED OATS. ROLLED OATMEAL.

DEALERS IN  
Grain, Seeds, Bran, Shorts, Beans, Middlings, Chop Feed, Pot Barley, Split Peas, Cornmeal.

ADDRESS:  
**NORWICH, ONT.**

Mixed cars a specialty.

**HODD & CULLEN**

Roller Millers.

**FLOUR**

Manufactured "Hulgarian" System.

Our brands are

Classic,  
Anchor,  
White Frost,  
Challenge,  
Diadem,  
Strong Bakers.

Heavy dealers in

Oats, Oatmeal, Beans,  
Peas. Middlings, Bran.

Quotations by wire.

Address, **STRATFORD, ONT.**

**EMBRO OATMEAL MILLS.**

D. R. ROSS, EMBRO, ONT.

A CHOICE QUALITY OF

Roller, Standard and Granulated

**Oatmeal**

IN BARRELS, HALF BARRELS OR BAGS.

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

## ST. JOHN'S MARKETS—Continued.

the means of causing any excitement that naturally followed some other lines. Granulated is now selling at 6 1-2c.; yellows from 5 3/8 to 5 3/4c., with a firm tone.

**MOLASSES**—Keeps about steady for the old crop, and about two cents higher is asked for some new stock now offering.

**PROVISIONS**—The tone of the market for plate beef is quite firm, and extra plate is quoted at \$13 to \$13.25 for new pack. Pork is higher than last quoted, and demand is better. Supplies are coming in plentiful, but not sufficiently large to cause any decline in the present value, which is, for American clear mess, \$16.50 to \$17.25 per barrel. Mess pork, \$15.50 to \$16. Hams are unchanged at 11 1-2 to 12 1-2c. Lard, 8 1-2 to 10c.

**FISH**—The supply is still very light and prices are firm as last quoted. Demand is moderate.

**FLOUR**—The firmness of the flour market continues in accord with western prices, and reports predict a further advance. High grade family \$5.60 to \$5.75. Medium patents \$5.40 to \$5.55 and Manitoba patents \$6.30 to \$6.35.

**OATMEAL**—Has again made another jump upwards, and those dealers who were fortunate enough to be supplied are now able to get handsome profits and still sell below the import prices. Quotations for roller are \$6.50 to \$6.60, while standard can be obtained for \$6.45 to \$6.50.

**CORNMEAL**—Has surprised every one by the sudden upward movement, buyers have stocked up fairly well for the present and are selling now lower than the mills, which is \$3.60 to-day for large lots. It is also said that higher prices are in order in conjunction with the corn market.

**OATS**—The price of oats is now higher than it has been for several years and is quoted at from 65 to 70c. per bushel with quite an active demand.

**CANNED GOODS PACKERS.**

The annual meeting of the Canadian Packers' Association, will be held at the Walker House, Toronto, on Thursday, April 2nd, at 2 p.m. sharp. Every canned goods packer, whether a member of the Association or not, is invited to be present.

**TRADE SALES.**

Suckling & Co. sold the following stocks on Tuesday:

G. J. McKee, Simcoe, dry goods, amount \$17,000, at 61 1-2c., to P. W. Bell, Collingwood.

Kingston Syndicate, dry goods, \$21,000, at 51c., to T. P. Pearce, Belleville.

D. Dengate, Woodstock, boots \$5,600, at 66 3/4c., to G. & E. McGuire, Tilsonburg.

Napanee Syndicate, dry goods, \$19,000 at 55c., to N. B. Gould, Port Hope.

T. Wadsworth, tailor, Parkdale, \$1,500, at 39c., to G. S. Booth, Toronto.

J. W. Argle, Toronto, hats, \$1,100, at 21c., to J. H. Thompson, Toronto.

Mr. Hugh Malcolmson, of the Kent Canning and Pickling Co., Chatham, was in the city last week. He reports good sales for this company's pickles.

Mr. Ross, of the Embro Oatmeal Mill, advises us that he has advanced the price of his oatmeal in sympathy with oats, and he thinks present high prices will be maintained until the next crop comes off.

**VICTORIA COMMERCIAL TRAVELLER TAX REDUCED.**

The Commercial Travellers' Association of Canada, has succeeded in obtaining the following concession from the corporation of Victoria, B.C.: The full amount of the license tax, \$50, which is now levied on commercial travellers, will be collected as prescribed by law, but a rebate of \$40 will be allowed bona fide commercial travellers who pay said license, making the net license fee \$10. This latter amount the said corporation have collected for years past, not merely from travellers representing foreign houses or Canadian houses outside of Victoria, but from local travellers as well. The \$50 tax, until it was thus reduced to \$10 again, was also collected from local travellers. The remission is secured not only to the members of the Commercial Travellers' Association of Canada, but to all genuine travellers.

Mr. W. W. Watson, of the Canada Sugar Refining Co., Montreal, is in town this week.

Mr. Theo. O. Leonard, the Oswego Starch Co. representative, was in the city last week on his monthly visit.

Cheese factories are to be erected by Mr. Thos. Ross this spring at Harrington and Ogdensburg, Argenteuil.

The laboratory branch of the Inland Revenue Department Ottawa, is about to take up the analyses of sugars, syrups, and molasses.

Mr. S. Fenton, of the Erie Preserving Co., St. Catharines, returned from a three months' European trip on Monday. He says the prospects for the sale of our canned goods there are not bright. Apples will find a market at a price.

Mr. James Walker, of Beamsville, a well-known fruit raiser, was in the city last Saturday, says the St. Catharines News, and said that so far this season the peach buds were safe, and that if no untoward even took place there would be a large crop of peaches this year.

Reports received in New York from the southern fruit growing districts give unanimous support to the belief that early fruits will be plentiful. Canadian consumers, however, will continue to pay high prices for the early fruits they require, as the duties collected are heavy.

Mr. Richard Tew has returned from Europe where he spent several weeks in quest of fine stock. He got what he wanted, as the samples which followed him attest. These include new lines in porcelain opaque, granite, and china which exemplify in their patterns and designs the latest ideas in tableware.

Half a million gallons of Cuban molasses in bulk arrived at Philadelphia on Monday on the oil tank steamship Circassian Prince, from Havana. The fact that the vessel has carried petroleum previously does not injure the contents, but reduces its heavy body to thinner consistency and keeps the molasses from sticking to the tanks. The importers will hold it in bond until April 1st, when sugar and molasses will be free.

An American has been granted a patent for the manufacture of eggs and promises to drive hens quite out of the market. The machine-made article is claimed to equal the old-fashioned sort in every way and can be sold with profit at three cents per dozen. They will decay as speedily as legitimate hen

fruit, but it is note worthy that the patentee does not claim they will produce chickens if put in an incubator.

The census report on grape culture in the United States show that the raisin product of California in 1890 was 2,197,463 boxes. It is estimated that the product will be eight or ten millions of boxes in the next five years. This great raisin crop adds immensely to the wealth of the country, and will eventually render it quite independent of the foreign product. Within the next fifteen years California will produce a fair supply of figs and olives.

Mr. E. Cody, Embro, was in town this week and called upon THE GROCER. Speaking of the trade situation, he said the shortening of credits was doing a great deal of good. It was the best system for solvent business men. It was the means of closing up many small traders all over the country who would not make money for themselves and prevented their competitors from making a profit. Retailers are now becoming more careful buyers and less reckless sellers.

**EVERY** Reader of this paper is a buyer, therefore advertisers should see that their advertisements do not grow stale. Change them constantly, introducing new goods if you have them; if not let us know what you have in seasonable articles. This is what readers want

Grocers make money by selling

**EMPIRE BAKING POWDER**

PURE, STRONG, and CHEAP.

ELLIS & KEIGHLEY,

Toronto, Manufacturers.

**EDWARDS, CATCHPOLE & CO'Y**

MANUFACTURERS OF

French Blacking,  
Stove Polish,

Writing Inks and Mucilage.

33 Wellington East, Toronto.

**WE WISH**

TO REPRESENT

**AN A.1. MILLING HOUSE**

— IN —

Flour, Oatmeal, &c.

Have good connection, can give good references, and know that business will result. Address,

**JOHN PETERS & Co.,**

14

Halifax, N.S.



**JAMES E. BAILLIE,  
PORK PACKER,  
TORONTO.**

Long Clear Bacon, Mess Pork, Short Cut Pork, Breakfast Bacon, Backs, Spiced Rolls, Pure Lard, Sugar Cured Hams, White Beans, Dried and Evaporated Apples, at close prices. Write for quotations.

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

**T. W. CLARK & CO.,**

General Commission and Provision Merchants and Wholesale Dealers in Dairy Products.

Consignments solicited and business transacted for East- rn Canada Merchants.

Established 1886.

**VANCOUVER, B.C.**

References : Bank of British Columbia.

**WILLIAM RYAN,  
Produce and Commission Merchant,  
72 FRONT ST. EAST, Toronto, Ont.**

— DEALER IN —

Labrador Herring, barrels and halves. Lake Superior Whitefish and Salmon Trout. Lake Herring. New Cured Hams and Bacon. Pure Canadian Lard. Mess and Short Cut Pork.

Write for Prices.



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

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

**ORANGES.**

Our First Car RIVERSIDE SEED-LINGS and WASHINGTON NAVELS now due ; two cars FLORIDA ORANGES just arrived. Mostly saleable sizes. Lowest market price.

**J. F. YOUNG & CO.,  
PRODUCE AND COMMISSION MERCHANTS**

74 Front St. E., Toronto.

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

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

FANCY CALIFORNIA EVAPORATED AND GREEN FRUITS A SPECIALTY.

Correspondence solicited, and prices on Foreign Fruits, Figs, Dates, Nuts, etc., furnished on application.

29 Church St., Toronto  
TELEPHONE 806.

**WM. DAVIES & Co.,  
TORONTO.  
PACKERS AND CURERS.**

Choicest Smoked Hams and Breakfast Bacon. Bbl. Pork, Long Clear, and Pure Lard  
**AT REDUCED PRICES.**

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

For Choice full flavor goods send us a Sample order.

Jas. Park & Son,  
Toronto, Ontario.

**H. W. NORTHRUP & CO.**

Commission Merchants,  
South Wharf, - Saint John, N. B.  
Dealers in  
**Provisions, Groceries, Fish, Teas  
Dulse, Fruit, Spices, etc.**

—AGENTS FOR—

Canned Finnen Haddies, and Bread-Makers Yeast Cakes.

**LEONARD H. DOBBIN,  
Commission Agent.**

AGENT FOR  
Bryant and May's Safety and other matches.  
Write for Prices.

Fraser Building St. Sacramento St.,  
**MONTREAL, P.Q.**

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

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

41 St. Francois Xavier Sts., Montreal.

**LAURENCE GIBB  
Provision Merchant,  
83 COLBORNE STREET, TORONTO.**

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

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

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

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

**Reesor & Rogers,  
Produce and Commission Merchants**

Solicit consignments of Country Produce from Storekeepers.

71 Colborne St., Toronto.

Telephone 2291.

Established 1874.

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

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

**McLAREN'S**



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

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

### WAGES OR SHARING.

Recent writing on economic problems seems, much or most of it, to have been done without the thinking necessary to make it valuable. Conspicuous men have published articles in leading periodicals, discussing the labor and wages question in the most trivial and superficial style. One instance of this style of treating the most important questions is given in a late number of a leading monthly magazine, wherein a Brooklyn clergyman makes the assertion that the wages system must in the near future give place to the sharing of profits. This assertion is made by an aged man, whose long life has been passed in work that has kept him out of touch with the business world. He knows absolutely nothing of the environments of capital in business. Production with all its intricate details, is only a vague conception to him. Looking at the whole country, or the whole industrial world, in a general view, and accepting the current demagoguery of the professional agitators as correctly showing the conditions of labor and the relations of labor and capital, this unthinking "reverend" economist coolly proposes one sovereign means for the cure of all existing evils and the readjustment of all relations on a basis of justice and equity.

That means is the abandonment of the wages-paying system and the adoption of the profit-sharing system. So bold a proposition on so important a question invites discussion and suggests thought, even though no thought may have preceded the assertion. Several queries present themselves at the outset: 1. Can capital, the aggregate of the money or other elements of production in the world, induce labor to go into the partnership implied in this proposition? 2. Would labor be willing to go into the partnership, assuming the usual risks that inhere in association? 3. How could labor subsist from the time of originating an enterprise in company with capital to the time when the profits shall be available for division, on stipulated terms between labor and capital? 4. Must capital still shoulder all the preliminary expenses and insure to labor its food, shelter and clothing while the enterprise is advancing? 5. In case of no profits at all, is labor to be wholly unrecompensed for its share in the abortive effort to produce? 6. In case of absolute loss, large or small, is labor to be assessed to foot the bills, paying in a stipulated proportion, or is capital to bear all the loss, as it does under the wages-paying system?

Labor may well ponder these questions. They lead directly to the core of the subject. It is not plain that capital could go into a wholly one-sided partnership like that implied. Capital has always taken, and it must always take, the risks in productive enterprises. No amount of theorizing can remove the solid facts in the case. Capital struggles with all the uncertainties under either sys-

tem. Under the wages-paying system labor enjoys the only certainties. Daily, weekly, or monthly, labor receives its wages. If the enterprise fail labor is the only element that comes out whole, and capital suffers all the loss. The trouble with the theorists, who talk so glibly about the beauties, the justice, the equity, the cure-all-iveness of the profit-sharing system, is that they assume that all enterprises are successful, that every conjunction of capital and labor implies inevitable profits. That assumption naturally and necessarily blinds them to the real character of the struggle which capital has always to wage with raw materials, demand and supply, and all the other elements in the complex industrial problem. Capital cannot afford the proposed partnership. Labor cannot afford to throw away its certainties under the wages-paying system for the uncertainties that inhere in the profit-sharing system. Every establishment that has reached permanent profits implies a score of establishments that failed to get a hold on the business world. Yet in all cases the labor employed in the defunct establishments received its full recompense, while bearing no proportion of the loss entailed in the failure.

Confronted with the stipulation to be satisfied with a portion of the profits and to take care of itself until the profits are at hand, labor would promptly refuse to go into the contract. A capitalist owns a thousand acres of coal land. He wishes to develop it. He needs labor. He asks labor to join him on the sharing basis, and he wishes to bind labor strictly to that system. What follows? The land lies in a mountain. There are no houses, no markets to supply food, no schools, no conveniences of any sort. How can labor subsist in the wilderness during the months that must be taken up in prospecting, boring, building, deforesting, uncovering, mining and marketing? Must not capital still go ahead and subdue the wilderness at enormous expense? Is pure profit-sharing a possibility in such a case? Labor can ask and answer the question to its own satisfaction. Labor having no ability to subdue the wilderness, must depend upon capital all the way along. Capital must depend upon itself all the way along to secure profit. It must invest, risk, administer and wait. Labor realizes at once.

Plainly, the hard facts and all reasonable inferences oppose the profit-sharing theory. The very fact that labor can not live without money while the work is going on, and that it must live at the expense of capital, is sufficient to make the question a settled one at the start, and settled against the proposition to abolish certain wages and adopt problematic profits. There may be a very seductive glamour about the theory of profit-sharing, but it needs only careful thinking to reveal the insuperable obstacles that hinder that theory from being put into general practice. Co-operation on a thousand lines has been a failure. In few cases has it succeeded, espe-

cially in production. Yet co-operation contains the nearest approach to profit-sharing that has ever been devised. Established firms, that freely offer to share their profits with their laborers, can not be said to exemplify the possibility of the sharing system, for not one of them has grown from small beginnings, with labor and capital contributing equally and risking equally, to the large profit-reaping point. There never has been, probably there never will be, such a joint venture by labor and capital. The attack on the wages paying system really means nothing. The craziest fanatic alive knows that labor must go on receiving wages, avoiding risks and enjoying the only certainties that are connected with production, and that capital must go on running all the risks and bearing all the losses. Labor receives all its legal claims upon capital in its wages. Capital may give a portion of what it makes to labor, in addition to the wages paid, but it is neither morally nor legally bound to do so. Wages will never be abolished. Labor would prevent the abolition. Capital might gain great advantages by substituting profit-sharing for wages-sharing, but labor is not willing now, and it never will be willing, to go into partnership on the basis proposed by the unthinking demagogues.—A. B. Salom, in Iron Industry Gazette.

Master the whole business and the way to fortune has been mapped out.

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

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

Grocers make money by selling

## EMPIRE BAKING POWDER

PURE, STRONG, and CHEAP.

ELLIS & KEIGHLEY,

Toronto, Manufacturers.



SAWS CIRCULAR, Shingle, Re-sawing, Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.



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

EMIL POLIWKA & Co.

36 Front st., East, Toronto, Ont.

Dominion Agents.

Grocers make money by selling

**EMPIRE  
BAKING  
POWDER**

PURE, STRONG, and CHEAP.

ELLIS & KEIGHLEY,

Toronto, Manufacturers.

**TO GROCERS.**

**SIMCOE CANNING COY'S**

Goods are warranted first-class.

**PUSH THEM.**

Order through your wholesale House.

**W. BOULTER & SONS,  
Picton, Ont.**

PACKERS OF THE CELEBRATED



Canned Fruits and Vegetables.

Every can has a Lion on the Label. This label is a guarantee to the consumer that the quality is first-class. Ask your Grocer for the Lion Brand Do not take any other.

Bay of Quinte

Canning Factories.

Head Office,  
PICTON.

Branch,  
DEMORESTVILLE.

IT HAS NO EQUAL.



THE BARM YEAST MAN'FG COMPANY,

35 Wellington St. East, Toronto.

TELEPHONE 1920

**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.



A Food. A Drink. A Medicine.

**Johnston's Fluid Beef**

Has threefold usefulness

As Beef Tea,

As a Stimulating Tonic,

As a perfect Substitute for Meat.

It contains the vital principles of Prime Beef.

**W. G. A. LAMBE & CO.,**  
Late WILLIAMSON & LAMBE.

**STORAGE**

54 & 56 Wellington St. E., Toronto

**JAMS  
AND  
JELLIES**

**SUPERIOR  
IN  
QUALITY.**

Raspberry, Strawberry, Blackberry, Plum, Grape, and Apricot Jams.

Red Currant, Raspberry and Strawberry Jellies.

Glass, Tin and Wood Packages.

✠ ADMITTED BY ALL ✠

That our Jams and Jellies are superior in quality. We have a full line in all size packages. Can ship in a moment's notice. Goods guaranteed.

**DELHI CANNING CO.,**

DELHI, ONT.

**O**UR Mr. Tew, who has just returned from a visit to the English potteries, has brought out with him lines of Porcelain, Opaque, and Printed Wares, etc., entirely new to the Canadian market.

Our Tea, Dinner, and Toilet Wares top the market in both shape and decorations. Our Maple Leaf and Alaska Granite lines command inspection. Please examine our goods before ordering elsewhere.

**R. TEW & CO.,**  
Crockery, Glassware, Fancy Goods, Lamps, etc.  
**10 FRONT ST. East,**  
(Adjoining New Board of Trade Building.)



SALES MADE OR PENDING.

J. B. Davies, general merchant, Norman, Ont., advertises his business for sale.

J. Helgason, general merchant, Selkirk West, Man., has sold out to Paul Magnusson.

Coles, Whitwell & Co., general merchants, Simcoe, Ont., have sold out to S. M. Sovereen.

Kanady & Besson, grocers, Windsor, Ont., advertise their stock for sale on the 27th inst.

McDonald Bros., wholesale and retail grocers, Sherbrooke, Que., have sold out to Ballantyne & Johnson.

Mills Bros. (R. Mills only), grocers, advertise their stock in the King St. store, Toronto, for sale by auction on the 30th.

PARTNERSHIPS FORMED AND DISSOLVED.

McCurdy & Co., general merchants, Antigonish, N. S., have dissolved.

F. H. Todd & Sons, general merchants and lumber dealers, St. Stephen, N. B., have dissolved.

REMOVALS AND DEATHS.

Geo. M. Jaques, general merchant, Malvern, Ont., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

D. Lahaie, grocer, Montreal, has assigned.

F. T. Betts, grocer, Brockville, Ont., has assigned.

A. A. Rafuse, general merchant, Middle la Howe, N. S. has assigned.

Thos. Cox, grocer, Brantford, has assigned to F. H. Lamb, Hamilton.

Boulton & Co., general merchants, Russell, Man., have assigned.

John Cunningham, grocer, Clinton, Ont., is offering to compromise.

Felix Plante, general merchant, Moose Jaw, N. W. T., has assigned.

An extension has been granted to Robt. Alexander, grocer, Winnipeg.

Gilbert L'Ecuyer, general merchant, Clarencville, Que., has assigned.

Hulse & Son, potters, London, have assigned to T. E. Peake, London.

M. Tierney, grocer, Hastings, Ont., has assigned to I. O. Proctor, Cobourg, Ont.

W. F. Thomson, general merchant, Millbank, Ont., has assigned to C. B. Armstrong, London.

An extension has been granted to Hamilton & Whitman, general merchants, Treherne, Man.

Jas. Park & Son, wholesale and retail provision dealers, Toronto, have assigned to John Taylor, Toronto.

STORES OPENING.

G. D. Stinson, hotel keeper, Fort Frances, Ont., is adding a general store to his business.

ASSOCIATION DOINGS.

LONDON RETAIL GROCERS' ASSOCIATION.

LONDON, March 17, '91.

THE CANADIAN GROCER

GENTLEMEN,—The regular monthly meeting of the Retail Grocers' Association, of London, was held in Sherwood Hall, on the 11th inst. A fair representation of members was present. Several matters of interest to the local Association were taken up, and advanced a step. The Secretary was asked if any further information had been received from the Association in Toronto, regarding the Dominion Association. The delinquent list is spoken of as being a great benefit to the members. The business of the meeting being almost entirely of local interest, and not fully completed (some important matters left with committees and the Secretary to arrange and report at next meeting) we will be obliged to defer giving a full report until then. Our membership is steadily increasing, the meetings are interesting and harmonious. THE CANADIAN GROCER is highly spoken of by the members of the Association. London Association will always be pleased to hear from sister Associations.

E. SUTTON, Secretary.

TALKS WITH THE TRADE.

Mr. W. H. Dunkin, Cornwall, Ont., was pleased to see a GROCER representative, as it saved him the trouble of sending in his subscription for another year. When asked if he took the CANADIAN GROCER he said: "Look here," and he threw out the American, the New England, and another large grocery paper, with the remark, "I look them all over." "But," said the representative of the green book, "Where is the CANADIAN GROCER?" "Oh I take that home to read." And so we find it in a great many cases. THE CANADIAN GROCER is read by the business man at his own fire-side, when the arduous duties of the day are over. Mr. Dunkin was highly complimented on the array of choice bright shelf-goods in his store. He has one of the largest sized store refrigerators for spiced meats, fresh meats, etc., as well as ice boxes in the counters for butter, lard, cheese,

etc., etc. Mr. Dunkin may well feel proud of his store, as well as the trade he holds. He says it pays to keep a nice store, and we think he knows.

Mr. G. W. Armstrong, Cornwall, is another subscriber to the CANADIAN GROCER that finds its columns instructive, and when it arrives, if he is busy, it is carefully laid aside to be perused when time permits. Mr. Armstrong looks forward to great and beneficial results from grocer organizations throughout the country, and thinks the trade about ripe for a move in Cornwall with that object in view. While he may feel some annoyance at practices common to all cities and towns, he keeps on the "even tenor of his way," buys close and sells at a profit. Such men will be doing business when price cutters are in the sheriff's hands. M. J. H.

DETECTIVE AGENCIES.

HOWIE'S DETECTIVE AGENCY, 86 WELLINGTON St. West, Toronto, Ont., established 1886 Telephone 1309.

SITUATION WANTED.

YOUNG MAN WANTS SITUATION—UNDERSTANDS THE GROCERY BUSINESS THOROUGHLY, first-class references. Apply, J. George, 463 Church St.

BUSINESS CHANCES.

HONEY—GOULD & COMPANY, BRANTFORD, are supplying grocers with pure honey. Write for prices and catalogue of bee hives, extractors, foundations, etc.

TO LET—GENERAL STORE—ONE OF THE finest business stands in county of York; rent moderate, immediate possession. Apply to Box 420, Richmond Hill, Ont.

**- STORAGE -**

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,  
TORONTO.

Women Who Know a Good Thing



When they see it all say that the "TARBOX" SELF-WRINGING MOP is indispensable to every well-regulated household, **LIGHT, HANDY, DURABLE.** Wrung at arm's length without wetting the hands, thus avoiding CHAPPED, or Sore hands. No stooping or straining of the back. Sold everywhere. Ask your dealer for it and take no other. The name of "TARBOX" cast on every mop. Dealers will consult their interests by addressing us if they are not carrying a stock of the above mop.

**TARBOX BROS.,**

73 Adelaide Street West, Toronto,

Sole Manufacturers



WHOLESALE AND JOBBING TRADE ONLY.

THE GLOBE TOBACCO WORKS COMPANY OF LONDON

LIMITED,

Are again manufacturing their Choice Standard Brands of Tobaccos from pure Virginia and Kentucky leaves.

CUT PLUG SMOKING:
Gold Flake. Uncle Tom.
Hand Made. Wig Wag.

FINE CUT AMERICAN CHEWING:
Golden Thread. Victoria. Globe.
High Court. Jersey Lily.

ASK FOR THEM.

M. MASURET,
President.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Mar. 26, 1890.
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.

Table listing baking powder prices: Dunn's No. 1, in tins, per doz \$2 00; Cook's Gem, in 1 lb pkgs, \$1 75; Empire, 5 dozen 4 oz ca s, \$0 75.

COOK'S FRIEND.

Table listing cook's friend prices: Size 1, in 2 and 4 doz boxes, \$2 10; Pound tins, 3 oz in case, 3 04; Ocean Wave, 1/2 lb, 4 doz cases, 75.

BISCUITS.

Table listing biscuits: Arrowroot, per lb \$0 11 1/2; Abernethy, 9; Ginger Nuts, 11 1/2; New York Fruit, 14 1/2.

BLACKING.

Table listing blacking prices: Day & Martin's, pints, per doz \$3 20; Spanish, No. 3, 4 50; Jaquot's French No. 2, 3 00.

BLACK LEAD.

Table listing black lead prices: Reckitt's Black Lead, per box, 1 15; Royal Black Lead, per gross, \$1 80.

BLUE.

Table listing blue prices: Reckitt's Pure Blue, per gross, 2 10.

BROOMS.

Table listing brooms: Carpet, 4 strings, per doz, 2 90; XXX Hurl, 4, 2 60; Ship, 4, 4 60.

CORN BROOMS.

Table listing corn brooms: X Carpet, 4 strings, net, \$3 20; XXX Hurl, 4, 2 60; Ship, 4, 4 60.

CANNED GOODS.

Table listing canned goods prices: Apples, 3's, per doz \$1 10; Blackberries, 2, 2 00; Blueberries, 2, 1 25; Beans, 2's, 0 95; Corn, 2's, 1 10; Pears, Bartlett, 2's, 2 00.

Table listing jellies: Red Currant, 1 lb. white, \$2.75; Black Currant, 1 lb. white, \$2.75.

CANNED MEATS.

Table listing canned meats: Comp. Corn Beef 1 lb cans, \$1 60; Minced Collops, 2 lb cans, 2 60; Par Ox Tongue, 2 1/2, \$7 25; English Brawn, 2, 2 50; Soups, assorted, 1, 1 35.

MINCE MEAT.

Table listing mince meat: Mince Meat, 1/2 gal glass jars, \$9 50; Condensed, per gross, net, \$13 50.

CHEWING GUM.

Table listing chewing gum: Tutti Frutti, 36 5c bars, \$1 30; Bo-Kay (new), 150 pieces, 1 00; Sappota, 130, 1 15; Magic Trick, 115, 0 85.



MARMALADE, JAMS AND JELLIES.
(Blaklock Bros., Montreal, Agents.)
Marmalade. Price, f.o.b. Montreal. dz.
'Home Made,' glass 1 lb, \$2.35; White 1 lb, 2.25.

ALWAYS ORDER

RECKITT'S BLUE.





Prices current, continued—

PICKLES & SAUCES.

Table listing various pickles and sauces with prices. Includes items like John Bull mixed pickles, Horse Radish, and various sauces.

PRODUCE.

Table listing various produce items such as dairy products, eggs, beans, onions, potatoes, and honey with their respective prices.

Table listing oils and fats including Bellies, Rolls, Backs, Lard (Canadian), Hogs, and Tallow.

RICE, ETC.

Table listing different types of rice and other grains like Aracan, Patna, Japan, extra Burmah, Grand Duke, and Tapioca.

SPICES.

Table listing various spices including Pepper, Ginger, Cassia, Cloves, Allspice, Cayenne, Nutmegs, Mace, and Mixed Spice.

STARCH.

Table listing different starch products from Kingsford-Oswego, such as No. 1 Laundry, Canada Laundry, and various grades of Silver Gloss.

Table listing various types of starch including 12-lb boxes, Silver Gloss, Oswego Corn Starch, and Custards.

SUGAR.

Table listing different grades and types of sugar like Granulated, Paris Lump, Extra Ground, and White refined.

SYRUPS AND MOLASSES.

Table listing various syrups and molasses products such as Redpath's D, M, B, and Corn Syrup.

MOLASSES.

Table listing different types of molasses like Trinidad and New Orleans.

TEAS.

Table listing various tea products including Gunpowder and different grades of chests.

Table listing various types of tea and coffee including Young Hyson, Half chests, and PING SUEYS.

JAPAN.

Table listing Japanese tea products like Half Chests, Choicest, and various grades of Gunpowder.

CONGOUS.

Table listing Congou tea products including Half chests and Caddies.

OOLONG.

Table listing Oolong tea products like Half chests and Assams.

Table listing Assam tea products including Chests and half-chests.

TOBACCO AND CIGARS.

Table listing various tobacco and cigar products such as British Consols, Ingote, Laurel, and various other brands.

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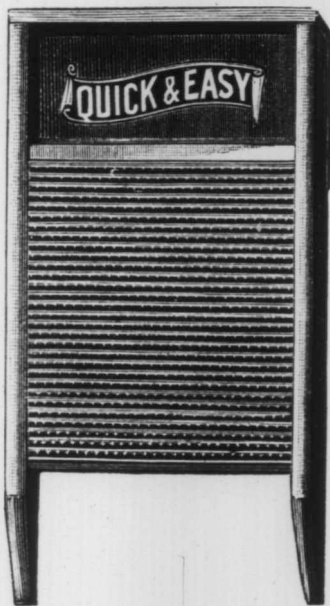


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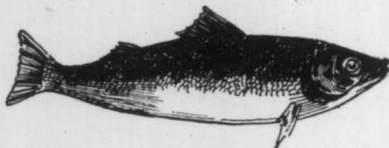
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