

THE CANADIAN GROCER

VOL. VIII.

TORONTO JANUARY, 5, 1894.

No. 1

FINE GOODS OUR SPECIALTY.

MADRE E' HIJO (7 SIZES).

COLMAN'S MUSTARD



BEST ON EARTH

FINO CIGARS, EXCEPTIONALLY FINE.

HUNTLEY & PALMERS English Biscuits

UNRIVALLED FOR EXCELLENCE OF QUALITY.



MANUFACTURERS TO HER MAJESTY THE QUEEN, etc.

KNOWN THROUGHOUT

THE WORLD

READING AND LONDON, ENGLAND

Representative: MR. EDWARD VALPY, 28 Reade Street, NEW YORK

EL PADRE AND CABLE EXTRA.

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

Imitation . .

Is said to be the sincerest flattery. That being so, we ought to feel highly flattered by imitators who, by copying the package try to pass off inferior French Matches for

Eddy's "TELEGRAPH" MATCHES

which are put up in packages like the sketch given here.



To IMITATE is FLATTERY,
To COUNTERFEIT is FORGERY.

We Protect Jobbers handling our Matches from any drop in price, on stock in hand.

The E. B. EDDY CO. :
HULL, CANADA.

BRANCHES AND AGENCIES AT :

Toronto, Montreal, Winnipeg, Hamilton,
Kingston, St. John, N.B., Halifax,
Quebec, Victoria, B.C., St. John, N.F.,
Melbourne and Sydney, Australia.

“Standard Goods are the best to Handle”

THESE

Delicious

SOUPS

are most carefully prepared with the

CHOICEST INGREDIENTS



THE

Most Eminent,
Most Economical,
Most Profitable.

SOUPS

— You can sell

DON'T deal in second-rate goods ; a reputation for selling the best articles will draw the most trade.



THE
“**QUEEN**”
OF
Table Jellies



The most highly concentrated.

Made only from the finest Gelatine.

E. LAZENBY & SON, London, Eng.

Canadian Agents,

Arthur P. Tippet & Co.

FAMILY FAVORITES

Dalu Kola
Imperial
Russian

Congou

The critical tastes of Canadian Tea Drinkers, who appreciate a really good cup of tea, demand peculiar excellence, and to retain and increase the consumption of any particular line strict uniformity of quality must be maintained. The best evidence that we have succeeded in this and that our efforts to supply the trade with lines to meet the universal tastes of the public is the very gratifying increase in the demand and the eulogies received from our customers from all parts of the country. Honest worth and real merit are bound to win.

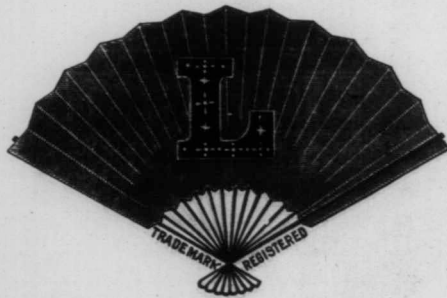
These teas are put up in 50, 80, and 100 lb. Metal Lined Cases, and in this style of package the aroma and freshness are retained until the last pound is sold. We offer grand values in Early Crop Japans and Young Hysons.

W. H. Gillard & Co., Wholesalers only Hamilton, Canada.

JOHN, MOUAT, Northwest Representative, WINNIPEG, MAN.

Commence the "New Year" well by handling the

"FAN" BRAND OF



Japan, Ceylon,
Congou and
Young Hyson

TEAS

Edward Adams & Co., Established 1844 Wholesale Grocers

LONDON, ONTARIO

**BURNHAM'S
CLAM
& BOUILLON.**

IT IS A GREAT SUCCESS.

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

Three sizes, retails at 25c., 50c., and 90c., in bottles only.

Order from E. S. BURNHAM COMPANY, "Manufacturers," 120 Gansevort St., New York, U.S.A., or JAMES TURNER & CO., Hamilton; R. H. HOWARD & CO., Toronto H. P. ECKARDT & CO., Toronto.

ROBT. MOORE, Travelling Agent, London, Ont.

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TORONTO, JANUARY 5, 1894

No. 1

J. B. McLEAN, President. HUGH O. McLEAN, Sec.-Treas.
THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.
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MONTREAL OFFICE: - 146 St. James St.
E. Desbarats, Manager.
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EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.
John Cameron, General Subscription Agent.

ANOTHER year has been added to the century; and another volume of THE GROCER has been placed upon our library shelf. It is the seventh volume, and with this issue appears the first number of the eighth. The number "seven" is looked upon by many as synonymous with perfection. But in this instance it does not apply. Every yearly volume since the inception of THE GROCER has shown an improvement over its predecessor; and that for 1893 was no exception to the rule. Take it in whatsoever respect you may develop-ment is evident. Our subscription list during the year has increased enormously and beyond the most sanguine expectations. True, much of this is due to the ubiquitous representatives we have ever out on the trail of the non-subscriber, but a by no means small proportion of the new subscribers received during the year has been obtained either unsolicited or through the recommendations of travelers, wholesalers and fellow-merchants, all of whom know THE GROCER'S value and, what is more, are not at all backward in proclaiming that they do. "Enclosed please find \$2 for one year's subscription to THE GROCER. No grocer (or general merchant) can afford to do business without

it; neither can I," is in effect what write numbers of men who have either been starting into business or who have been among the few already in business who had not yet become subscribers. The result is that to-day THE GROCER has not only the largest circulation of any trade journal in Canada, but it is more widely diffused. In every city, town, village and hamlet where merchants are to be found THE GROCER is a weekly visitor, and a welcome one at that.

* * *

With a circulation such as it has the value of THE GROCER as an advertising medium is obvious. Places where the traveler seldom if ever penetrates THE GROCER is a regular visitor, telling its patrons what goods are on the market, what they are worth and where they are to be found. And if the retailers have been quick to realize the value of it to them, the wholesalers and manufacturers have not been slow to realize the utilitarian properties it has for them. A glance at our advertising columns makes this evident. Pick up what other publication you choose, none can show such a high class of advertisements, the announcements of some of the oldest, best known and most influential manufacturing and wholesale firms in Great Britain and in Canada being found in each week's issue of this journal. THE GROCER is essentially the trade paper of Canada. But towering as it does above its contemporaries, we are not yet satisfied. Disintegration would begin if we were. But we are only in our youth yet, even if in stature and influence we surpass journals that had been in existence many years before THE GROCER made its bow to the business world. More than once during the past year had we occasion

to increase the number of pages of the paper in order that the advertisements should not crowd the reading matter. Already the work of enlargement for the eighth volume has begun, for with this issue THE GROCER appears as a 48-page paper; and with this number of pages it will be issued weekly until a further enlargement is found to be necessary. Without giving vent to idle boasting, THE GROCER can safely lay claim to giving its subscribers the largest amount of reading matter of any weekly trade paper on this continent. Where our Canadian trade contemporaries give four to six pages of reading matter we give sixteen, while on making a comparison with those published in the United States the result is fifty to one hundred per cent. in favor of THE CANADIAN GROCER. So it is seen that we furnish our readers with quantity as well as quality. These are some of the reasons why THE GROCER is able to obtain good rates and hold its advertisers year after year: It is the standard paper of the trade. It possesses readers. Has no acquaintance with waste baskets. Does not let its advertisers run it. Makes no cut rates. Handles no doubtful business. Has no gratuitous circulation. Cannot be worked by schemers. Won't lie either for love or money. Honestly endeavors to give its readers matter which is worthy their attention. Pays for its reading matter. Expects pay from its readers and advertisers. Has no fear, asks no favors, and simply proposes to go ahead regardless of all difficulties, doing what it believes to be right, and relying on the hearty support of the best element in the trade to which it is allied.

* * *

As in the year that is past so in the year that is to come, THE GROCER purposes giv-

We cover the ground from the Atlantic to the Pacific, and have double the circulation of any other journal in Canada.

ing both advertisers and subscribers all the assistance possible, for increase with them means increase with us. Our interests are too closely interwoven for it to be otherwise. In pursuance of the objects which led to the launching of THE GROCER, we shall continue to give full and faithful market reports, to furnish information of whatever kind may be of interest to the trade, and to point out pitfalls that may be avoided, and to suggest methods whereby the business of our patrons may be made more successful.

* * *

The year 1893 will be remembered in history in one particular at least, and that will be in regard to the heavy and probably unprecedented financial storms which have swept over the business world. Canada fortunately felt less of the storm than any other country; but at the same time she felt enough of it to cause her merchants to take in sail. But although the storm has abated and the outlook is brightening, yet those who are in business this year of grace 1894 cannot afford to lessen their vigilance; indeed, many of them might with advantage increase it. And there are one or two respects particularly in which this can be done. Shorter credits is one of them. In spite of all the advances that have been made in this direction there is still room for further progress. A five minutes' talk on the subject with almost any country merchant will demonstrate this. Then a little closer scrutiny of accounts will not at all be out of place. Care in buying goods as well as selling them on credit will also materially assist in building up the profits for the year. Close attention to business is of course indispensable, while a well-dressed window and a judicious expenditure on newspaper advertising will help a great deal to keep the stock moving. But one thing avoid—don't cut prices. If you do it will come back at you like a boomerang, striking you as well as the competitor at whom it is thrown.

* * *

Two grocers ran for aldermanic honors in the recent municipal contest in this city, and one was taken and the other left. Peter Macdonald, one of the oldest, most successful and respected retail grocers in the city, was the successful candidate. He ran in Ward One. A. R. Williamson, who offered himself in Ward Four, was the defeated candidate. It is to be regretted that the electors of Ward Four did not elect Mr. Williamson. He would have made an honest and painstaking alderman, who, with Mr. Macdonald, would have kept a sharp eye on the interest of the grocers of Toronto.

THE DULLNESS OF RAW SUGAR.

NOTHING demonstrates how quiet the sugar market is more than the backwardness of refiners generally on this continent in the matter of contracting for the next season's supplies of raw material. Nowhere is this more evident than at Montreal, THE GROCER'S correspondent in that city being assured on Saturday morning last by a leading sugar broker that up to that time neither of the big Montreal refiners had contracted for a single bag of raw sugar, whereas last year both of them commenced contracting early in December. The same gentleman approximated the annual consumption of the two establishments in question at 50,000 tons of raw material, or, possibly, a little more, remarking that at the same date in 1892 quite a fair proportion of this quantity had been already engaged. This backwardness is attributed to a combination of causes. First, the general crop prospects of cane sugar in the various producing countries seem to be fair; and secondly, the question of tariff modification, no doubt, restrains buyers to a certain extent. The Cuban crop of cane, also, from which United States refiners draw the bulk of their supplies, promises to be over the average, if anything, and a result of this is that the latter are not operating in the raw market to any appreciable extent at present. This, of course, has an influence on Canadian refiners also, for, as the president of one of the big Montreal companies, who got back from New York on Thursday, remarked, there did not appear to be any rush to secure supplies—this opinion, no doubt, being due to his investigation of the position at the latter centre.

With regard to the crops of East Indian cane, from which the Canadian refiners draw the bulk of their supplies, nothing very definite is at hand in Montreal. A leading broker there showed the writer a cable, stating that the Java crop promises fair, on the whole, while his correspondent had nothing of a definite nature with regard to the output in the Philippines. It is worthy of note, however, that the price of raw sugar at present is considerably under the ruling for the same time last year; and the fact that it is not an inducement to business is only another indication of the backward disposition which actuates buyers.

It is becoming more and more the case every year, however, that no marked animation or manipulation of the raw sugar market occurs until something, one way or the other, is known definitely with regard to the growing beet crop. This has now become, beyond a doubt, the ruling feature of the raw sugar market. At present nothing is known to a certainty, nor can any reliable opinion be formed with regard to the crop until May. The expectation, is, however, owing to the increased acreage under sugar-beet cultivation, that the different

European countries will have a larger output than the year just closed, or, at any rate, an equal one. In fact, it is estimated that the whole of Europe will produce 8,057,000,000 lbs. of sugar for 1893-94, or an increase over the previous year of 600,000,000 lbs., the estimates of the different sugar-producing countries being as follows: Germany, 2,865,980,000 lbs.; Austria-Hungary, 1,719,558,000; Russia, 1,322,760,000; France, 1,278,668,000; Belgium, 462,966,000; Netherlands, 165,345,000; and other countries, 242,506,000 lbs.

In the United States several sections are adapted to beet culture, and the probability is that ere long it will be one of the largest sugar-beet producing countries in the world. In Colorado and Dakota the experiment has already been proved a success. At one factory in Nebraska, also, a return showed that 1,900,000 lbs. was produced during the past season, and another Nebraska factory produced 3,400,000 lbs. of sugar by the 1st of December, showing that at the two points in question the business has gone beyond the experimental stage.

CHARGED WITH INSANITY.

EDWARD J. TAYLOR, a tea agent who for some months has been a prominent figure in Front street, was charged with insanity at the Police Court Tuesday. During the alternate wet and cold days of last week the poor fellow was traveling from warehouse to warehouse with his feet encased in a pair of canvas slippers. To some members of the trade he told a story to the effect that while in Hamilton Saturday week last he missed the Toronto train and undertook to walk home, some thirty-nine miles distant. While en route he claims that he was arrested on suspicion of being the murderer of Mr. and Mrs. Williams. He looked upon his arrest in the light of a huge joke, and laughed heartily over it. Taylor was remanded by the magistrate for medical examination. He is an Englishman by birth.

FLORIDA ORANGES.

IT appears that the first estimates of the orange crop of Florida were too high, owing to the damage done by the fall storms; and if the crop aggregates 4,200,000 boxes, it will be about the top limit. According to Major M. P. Turner of the Florida Fruit Exchange, the fall storms blew a great deal of fruit to the ground and injured other fruit on the trees, by battering it against the limbs and thorns, which causes the fruit to carry badly, and prices in consequence are ruling lower than last year. It is said the grower is not netting more than 40c a box, while the transportation companies are getting 50c to 60c per box more. It is estimated that the gross receipts, if calculated at 4,000,000 boxes, will give the growers \$1,600,000, while the railroad and steamship companies will get \$2,400,000. Up to last week, about 1,200,000 boxes had been marketed.—Ex.

A DRUMMER SOLILOQUIZES.

DEAR GROCER,—Having a little spare time on my hands to-day, I thought I could not employ it better than by writing you a few lines, if you see fit to insert them in your paper, regarding a few observations I have made on business while traveling "on the road." No person has such an opportunity of studying human character and business capabilities as a "drummer," traveling week in and week out, meeting a great many different faces in different positions in life. What grander study can there be than man? And we as travelers meet him in all humors. Business good or business bad, we have to meet our customers with a smile, no matter how heavy our hearts may be, sympathize with them in their business troubles or otherwise, adjust any error or misunderstanding with the wholesale house—as a great many of our customers are unacquainted with any member of the house outside of the travel r—and are held there mainly by his influence; but, of course, he has to sell as cheap as any competitor, and meet opposition in a courteous, business like way.

I believe retailers, as a rule, if they were more conservative in their buying, would find it greatly to their benefit in confining themselves to several good houses as their business calls for. It would make it more of an object for the traveler to call on them, and they would be better served in every way. Take, for instance, a merchant buying here, there and everywhere, not twice in as many months from the same traveler, he is not as well served by any means as if he were more conservative in his buying. We excuse ourselves not calling on him by saying it's not my turn or some other one has the order. Our regular customers we never miss calling on, whether we miss connections or not, or perhaps two travelers strike the same town together, each having their regular customers, whom they call on, getting their orders or not as the case may be, and each perhaps wanting to get to the next town ahead of the other, leave this man uncalled on. There is no person keener to sell goods than a traveler, and many are the ways and means employed to get ahead of each other to do so, and there is an excuse for partly neglecting our duty in not being more particular with such customers. Another thing, should trouble ever arise to the retailer, is it not better policy for him to have had his account pretty much confined than scattered all over? Better arrangements and terms can be made for an extension or being tided over a financial crisis, otherwise if his account is much spread such arrangements cannot so well be made. All successful business men concede this, and all say that some time or other in their lives they have found it a benefit and a great help in time of need, very few being born with

"silver spoons in their mouths," that they could always do without an obligation.

There is nothing like complete harmony between the buyer and seller, and it's very poor policy for a traveler to load a customer too heavily with goods if his trade does not demand so much; it's bound to tell in the long run against the traveler that does so. Every traveler should have the best interests of the retailer at heart. It's our living for one thing. I have heard this remark from retailers sometimes regarding certain travelers: "Oh, he don't care a cent as long as he sells the goods whether we sell them or not." The traveler is always working for the best interests of the house he represents, and the wholesale house should have complete confidence in him. When that feeling ceases to exist between you it's time to dissolve. Sometimes a house may buy an article dear, or it's quoted less "on the road." That price has to be met if even at a loss, as it's "penny wise and pound foolish" not to do so. It takes all kinds of people to make a world, and you will find us a mixed lot. One kind of traveler sells to retailers, and others should be soured on who, being unable to get an order in a town from the merchant, tries to or sells outside of the trade to hotels or consumers.

I don't consider that right, as a rule. Such travelers are pretty well discountenanced. Retailers say we have the best of it, that we are dealing with business men on business principles, while they are dealing with the general public—farmers, mechanics, etc.—and they have to compete with patron stores, grange societies, catalogues, trade circulars, and price lists, from both retail, and some wholesale, houses in our city, who send them to both the retailer and the consumer, expecting to draw trade from both, or to "Run with the hare and hunt with the hounds." I have seen price lists and samples of both dry goods and groceries in the hands of farmers sent out by city houses that can't catch the retail trade, and who make a great tirade against us travelers, such extravagance extra prices, &c., having to be paid to keep up our expenses. Another, and more general, source of annoyance, I often hear the retailer say he has to encounter, is the published price lists and quotations in our daily papers. It don't benefit the retailer any, and adds very few more subscribers, "if any," as I find nearly every merchant takes a trade journal devoted to his special line of business. THE GROCER can't be beat in its line, nor the DRY GOODS REVIEW, &c., and wholesale prices are not given away to the public as they are when published in daily papers. The consumer often confronts the retailer with quotations from the papers, and if he should have more than the patrons' 12½ per cent. profit, he hears of it, of course. Sugar is never quoted back, as that is always sold by retailers at less than patrons' profits, I, myself, agree with those retailers in saying that trade secrets should not be given away to the general public so cheaply.

Another source of annoyance to retailers is the tea pedlars residing in cities and larger towns. They travel every concession with their tea wagons, leaving a 20 lb. to 40 lb. caddy of tea with every farmer known to be good. They don't ask any pay for a year, when they come round again. If

the tea is used, they leave another caddy, and if not touched, take it away. They usually get good, long prices for their teas by so doing, as in every case, better tea, and cheaper, could be bought from their regular merchant, but it is, apparently, not looked at in that light. Shoddy peddlars are always on the warpath, and numerous are the stories than can be told of the poor, unsuspecting farmer being fleeced by them. Bankrupt stocks are always on the market, cutting up trade. They are a great evil to trade. Or, perhaps, a city retailer is overloaded, and he sends a clerk or so with his surplus old stock out to some vacant store in the country for a month or two, till he has it all turned into what cash he can, no matter at what prices, apparently. Some, seemingly, must have the cash, no matter what they sacrifice on the goods; for the present, it is their salvation. The long credit system is greatly the cause of so many failures and bankrupt stocks on the market. Thousands of pages have been written against the credit system, but, in time, I think, it will remedy itself. The tendency is now for shorter credit all round; and may they gradually get shorter till the evil is completely done away with, is the wish of every business man, I can assure you. How often have we heard the remark, "If I were in business I would not give credit," or, "I would not do so and so." That's all very well enough if you are able to stand it, but when you mainly have to depend on the goods on your shelves to pay your debts, you'll find you will have to do pretty much as your opposition does, or, "while in Rome, do as the Romans do," or close up shop, or be satisfied with a smaller business. The cash business, no doubt, is the safest. "A bird in the hand is worth two in the bush," any day. If collections can be made good, and at short dates the credit is not so bad, as the consumers generally have not the cash at all times to pay for their goods. Even these patrons, when they want an obligation, come and get it from the merchant whom they, by their oversight, are trying to put out of business. These patron stores only pay taxes in the city, and don't do the country any good.

All these annoyances tend to make the retailer's life a source of anxiety and worry, and from them it comes to us as travelers, who have the interest of our customers at heart. In these days of hustle and bustle for the "almighty dollar" we have to be up and doing. I find the nearer the man or woman can go on the straight line of truth and virtue the better they will weather the storm. The Bible says: "The wicked may flourish for a while." But the right-doer will have his innings at last, and a long one it will be.

I have endeavored to show up the retailer's and traveler's difficulties. They both have their pleasant sides as well as the reverse side. We must remember there is not a "rose without a thorn," and I think if wholesale houses but knew their customers better they would not be hard on them. As a rule they have a lot to contend against. The traveler should always be observant for his employer's interest, and keep his weather eye on what is going on; and let our motto be like that of the detectives: "We never sleep" (when biz is around).

Thanking you, Mr. Editor, for trespassing so much on your valuable space, I may add I am pleased to see so many of your different trade journals on my ground taken by my customers. I remain yours, etc.,

"A DRUMMER."

RETURN POSTAGE.

MANY men who are punctilious in conforming to business usages often, in writing letters to which they expect answers, fail to enclose stamps to prepay postage on the reply, says an exchange. It would be better still to enclose an addressed stamped envelope with a written address. An inquiry will receive earlier attention and perhaps more careful attention if it involves but little trouble and no expense to the person addressed than if the latter is expected to do considerable work and foot the bill besides. This may seem a small matter—only 2 cents involved—but the principle of the transaction is apt to govern the person who is expected to reply. He is very apt to say to himself, "Well, if this man expects an answer he should at least have enclosed a stamp." There is very little danger of any one taking offense at such an enclosure. The inquirer who hesitates to enclose a stamp to a concern transacting a million dollars' worth of business a year because it is such a trifle may find upon reflection that the existence of that house depends upon an aggregation of twopenny profits.

There are salesmen who at this time of the year are endeavoring to secure positions with other houses, and yet omit the enclosure of return postage on the reply which they unhesitatingly look for to their letter of application. If they receive answers to such unbusinesslike letters they are in luck, and they may be sure that something else has recommended them than their correct observance of business civilities. The amount involved is of no consequence. Even if letter postage should be reduced to a penny, a stamp should still be enclosed to insure a reply.

TALKIN' GOOD TIMES.

Talkin' good times makes 'em good ; man's a fool that frets :
 Know the sun'll rise agen every time he sets!
 When the storm is sweepin' an' the thunder shoutin' loud,
 See the rainbow peepin' through the winders of the cloud!
 Talkin' good times makes 'em good ; ain't a bit o' doubt,
 An' talk is so amazin' cheap, no risk o' runnin' out!
 What's the use in grievin' that don't make it go!
 Jes' keep on believin', and the Lord'll make it so
 —Atlanta Constitution.

THIS MAN SELLS BISCUITS.

ONE of the most enterprising of manufacturing firms is that of the Toronto Biscuit and Confectionery Company, and among those who have given a ready hand in the upbuilding of that firm's rapidly increasing business is numbered M. Dowsley, whose portrait is herewith produced. Mr. Dowsley first saw the light of day at the village of Frankville, eighteen miles north of Brockville. He commenced his business career with A. Card, of Toledo, but desiring to better his position, soon moved to Brockville, where he entered the employment of H. Shepherd & Co., the well



M. DOWSLEY.

known dry goods merchants. With this firm he remained eight years, when he entered the employ of W. C. Smart, gents' furnishings, etc., now deceased, also of Brockville. About three years ago he took the road for the Toronto Biscuit and Confectionery Company, representing them east of Toronto. Mr. Dowsley makes his home in Brockville, where he is as popular as he is over the section he covers.

Grocer—"Mr. Slopway, do you know why the Czar of Russia would make a success in the grocery business?" Mr. Slopway—"I don't think I do." Grocer—"Well, it's because he doesn't trust anybody."—Ex.

SELF-DEPENDENCE.

THE eye of the employer is often worth more than the hands of a dozen employees. In the nature of things, an agent cannot be so faithful to his employer as to himself. Many who are employers will call to mind instances where the best employees have overlooked important points which could not have escaped their observation as a proprietor. No man has a right to expect to succeed in life unless he understands his business, and nobody can understand his business thoroughly unless he learns the same by personal application and experience. A man may be a manufacturer

but he has got to learn the details of his business personally, he has got to learn something nearly every day, and he will find he will make mistakes nearly every day. And these very mistakes are helps to him in the way of experience if he but heeds them. He will be like the Yankee tin peddler, who, having been cheated as to quality in the purchase of his merchandise, said: "All right, there's a little information to be gained every day. I will never be cheated in that way again." Thus a man buys his experience, and it is the best kind, if not purchased at too dear a rate.

Among the maxims of the elder Rothschild was one, an apparent paradox: "Be cautious and bold." This seems to be a contradiction in terms, but it is not, and there is great wisdom in the maxim. It is, in fact, a condensed statement of what I have already said. It is to say, "You must exercise caution in laying your plans, but be bold in carrying them out."

A man who is all caution will never dare to take hold and be successful; and a man who is all boldness is merely reckless, and must eventually fall.

There is no such thing in this world as luck. There never was a man who could go out in the morning and find a purse full of gold in the street to-day, and another to-morrow, and so on day after day. He may do so once in his life; but so far as mere luck is concerned, he is as liable to lose as to find it. "Like causes produce like effects." If a man adopts the proper methods to be successful "luck" will not prevent him. If he does not succeed, there are reasons for it, although, perhaps, he may not be able to see them.—Ex.

CHATS WITH BUSINESS MEN.

“Do you know,” said a salesman to me, the other day, as he thrust his hands into his trousers’ pockets, “all the unscrupulous men are not out of the trade yet.”

“I suppose not,” I said, “but what have you discovered now?”

“I’ll tell you,” he went on. “A certain retailer, whose name I am not at liberty to mention, wanted to purchase some Epps’ cocoa from one of our city travelers, but said he would only give a certain price for it. The price he stipulated was 2½ cents below that agreed upon by the trade. Of course, our traveler refused point blank to accept the offer, knowing that the house would not entertain it; and, furthermore, stated that he did not believe there was a house in the trade that would sell the cocoa at such a price. A day or so later our traveler again called on the aforesaid retailer. Standing in front of the store was a delivery wagon, and among the goods being delivered were two boxes of Epps’ cocoa. ‘I see you are getting in some cocoa, but you did not, surely, get it at the price you offered me,’ asked the traveler. ‘Indeed I did,’ rejoined the retailer. ‘I told you I would pay no more than I offered you, and I didn’t; so you see there are some houses that are more willing to meet us buyers than is yours.’ Our traveler,” resumed my informant, “has since found how the trick was done, and

this is how it was done: The traveler who received the order, ostensibly, did so at the regular price, but it was with the understanding that when the retailer paid his bill, 2½ cents per pound were to be deducted from the invoice price of the cocoa. By this means the smart traveler of a sharp house got not only an order for cocoa, but for a good many other articles besides. This trick has been repeated several times since. It is, no doubt, a smart trick, but is it an honest one? I maintain that it is not, even if the traveler who practised it is a member of a west-end church.”

* * *

“Say, look here,” said a jobber to me, a few days ago, as he led the way into the shipping room, and stood over a barrel of butter. “Now this will give you something of an idea as to how some people ship butter to us,” he continued, as he lifted the cover, and revealed a barrel full of butter, which had the appearance of having been rolled about among a mass of broken pottery, sherds of all shapes and sizes being embedded in the several rolls. “Now the cause of this,” explained the jobber, “is this: when the people were packing this barrel, they placed a crock of butter in the centre, the result of which was that the crock broke in transit, and the sherds were scattered about as you see them. O yes, we’ll have to send the butter back. What else could we do with it? I tell you, most people are not half careful enough in shipping their butter.”

“No, indeed, they are not,” chimed in the accountant. “I know that some of them are making up into rolls old stale tubs, and injuring the trade in this way.”

BYSTANDER.

WORDS OF ADVICE.

EX-PRESIDENT HARRISON, in a recent address before the students of a business college in the States, said:

“And now, young gentlemen, a few words having a more specific application to you and to this interesting event in your lives. You are to go into business. That is a very broad word in the dictionary, but we have narrowed it in use. In the street it has to do only with transactions that can be expressed in figures. Addition, subtraction and division are its elements, and the successful business man is he who works all of his problems by addition and leaves subtraction and division to his competitors. I do want to offer you one or two suggestions. And the first is that a good character — for integrity, for truthfulness, for fairness — is the strongest lifting force that any young man can carry into and through his business life.

Let fidelity be your watchword; however simple the task, let it be done with scrupulous faithfulness; however small the trust, let there be no default. A cheerful face and spirit has a large commercial estimation. The man who mumbles protests over his work will not survive the first reduction of the force. To make one’s self the most valuable man in the shop, or store, or office, is the best assurance of permanency and of advance.

.. IT PAYS GROCERS TO SELL IT ..

Its Sales are Over Double Any Other Soap in the World.



Endorsed by Eminent Scientists for its Purity and Excellence.

.. IT PAYS CONSUMERS TO BUY IT ..

RETAILERS' DOINGS.

J. W. IRWIN, grocer, Clinton, is said to have one of the finest and best appointed grocery stores in the West.

C. V. Park, Warton, was an active participant in the recent election in Bruce county.

T. D. Ramsay, of Chesley, has thoroughly refitted his store and restocked it with groceries and dry goods.

Hiram Marks, grocer, 448 Queen street west, Toronto, has removed to a nice store at Brunswick avenue and College street.

Kane & Kane, of Orill'a, have enlarged their premises, and appropriated some seven-eighths of the upper flat for the display of ready-made clothing.

J. C. Kyle, merchant, Uphill, was in Toronto a few days ago. He called and renewed his subscription to THE GROCER, remarking that he could not get along without it.

The retail merchants of Brechin, it is said, had a fairly satisfactory year. Brechin is in a good cattle-raising and wheat-growing part of the country, and the merchants there feel hard times less severely than do those in a good many other places.

McGillivray & Spears, Listowell, have been remodelling their store and stocking it with groceries and dry goods in keeping with the improved condition of affairs. The firm's lady cashier spent the holidays in Palmerston, where the attractions are said to be greater than in Listowell.

As THE GROCER predicted, F. J. Gillespie, the well-known Uptergrove general merchant, was elected reeve of the township of Mara. And it was by acclamation, too, no one caring to wrestle with him for the honored office. Mr. Gillespie evidently intends looking closely after the interests of his constituents as well as those of his cus-

tomers, he having just made some large purchases of tea from a leading wholesale house in Toronto.

J. Dunfee, grocer, Port Hope, has again found it necessary to enlarge his store by adding a brick addition to rear end of his present premises. Mr. Dunfee has a large patronage and he deserves every success, as he is a hard worker. Everything is fresh and tasteful about his store, and you unconsciously carry away the impression that the young man is desirous to please everybody. The public will find superior advantage in dealing there, as Mr. Dunfee is a careful buyer and purchases his stock for cash in the best markets, and his store can always be relied upon for the choicest and best family groceries, provisions, confectionery, fruits, etc., of which he has an extensive stock. The store is well lit up by electric lamps, and there is telephonic communication for the convenience of Mr. Dunfee and his customers.

THE RATS COULD WRITE.

DEAR GROCER,—Strange stories regarding rats, cats, and their funny doings are going the rounds these days; and it is wise for us to unburden ourselves of that of which we know. My strangest experience was as follows: Some years ago we had occasion to level and floor over a yard in the rear, the boards being placed across the earth, leaving a clear space below. Still later, quite a few rat holes made their appearance, as a matter of course, and later still, when going to move some barrels of beans, we were surprised to find one entirely empty, and a large hole in the floor and the bottom of the barrel showed where the beans had gone. Now this is nothing strange, but when we lifted that floor, would you believe it, there were the beans regularly laid out on the earth, making the firm's

initials quite plainly and distinctly. How these cute "beasties" had got hold of it I know not, and unless they noticed that nearly every package had the same marks on and had concluded to copy it, I cannot see how to explain it otherwise.

Yours, etc., STRAIGHT MOYUNE.

SOUR MOLASSES.

Merritt Bros. & Co., West India merchants, St. John, N. B., have received advices from a Barbadoes correspondent, that the sugar cane there is diseased. In some districts this is the case more than others, but everywhere a kind of abnormal growth has developed on the outside of the cane and has stunted its growth. The correspondent adds: "We have a strong suspicion that this is not a sudden thing, but has been going on for some years, although not to the extent it has this year. To this we think may be fairly attributed the sourness of the molasses, which has been such a prevailing feature this season. At any rate we could not venture on guaranteeing its keeping qualities. It is a very serious position for the island, as it is the threatening of our sale industry."

The Postoffice Department has opened negotiations with the Australasian colonies and also with Hawaii with a view to the establishment of a direct parcel post service. The establishment of the direct steamship line between Vancouver and Sydney has rendered an arrangement of the kind indicated possible. At present parcels from Canada to Australia must be sent via London.

It was a very slow train, indeed, and the traveling man remarked to the conductor: "Would there be any objection to my getting off this car right now?" "Why, my dear sir, it's in motion!" "I don't doubt it. But I thought I'd like to look at it from the outside and see if I can't tell which way it is going."—Washington Star.

Marshall's Choice SCOTCH

Fresh Herrings
Kippered Herrings
Herrings in Tomato Sauce
Herrings in Shrimp Sauce
Herrings in Anchovy Sauce
Herrings a-la-Sardine
Preserved Bloaters, Etc.

FISH

Warranted SOLELY from the
FAMED ABERDEEN FISHERIES.

ARE THE BEST TO BE HAD

The recognized leading Brand in all
the markets of the world.

SALT HERRINGS, in tins and kegs,
and RED HERRINGS, in tins.
"CROWN" BRAND.

DELICACIES

Specially adapted for family use. No household should be without them.

FOR SALE BY ALL LEADING GROCERS.

Marshall & Co.

Spring Garden Works, ABERDEEN, SCOTLAND.

WALTER R. WONHAM & SONS,

Sole Agents for Canada, MONTREAL,

WE THANK
THE TRADE

For the patronage bestowed on us and trust the year upon which we have just entered will be full of prosperity to all.

Lucas, Steele & Bristol,

TELEPHONE 447

Wholesale Grocers, HAMILTON

BALFOUR & CO.,

HAMILTON,

Wholesale Grocers.

JAMES TURNER & CO.

. . . HAMILTON . . .



- Late Fall Caught Salmon Trout, half barrels.
- Genuine Sock Eye British Columbia Salmon, half barrels.
- Genuine Labrador Herrings, half barrels.
- Large Fat Shore Herrings, barrels.
- Choice Large Mackerel, kits.
- Codfish Boned and Skinned, 100 lb. cases.
- Codfish, Tub Cured, 100 lb. cases.
- Finest New Medium Scaled Herrings.

All Extra Nice Goods at Low Prices.

A DROP IN TOBACCO.

Macdonald, the Montreal tobacco manufacturer, has announced a reduction in the price of tobacco. The trade received notification Wednesday, and were much surprised, coming, as it did, unexpectedly. The reduction is considerable, being about 3c. per pound all round, while the discount has been taken off, the change to go into effect from January 2nd. What the difference to the retail trade will be is not known yet, and will not be definitely for a day or so, much depending on whether the jobbers will place tobacco on the 30 day list, as it is proposed in some quarters to do. But it is thought that the price will ultimately be about 2 to 2½c. lower than at present. The Toronto branch of the Dominion Wholesale Grocers' Guild met on Wednesday evening, but nothing definite will be known as to price till the other branches of the Guild have been heard from. In the meantime the old list has been suspended, and all orders are open.

DRY GOODS.

MONTREAL MARKETS.

The holiday week has meant a very quiet business in dry goods in a wholesale way, but retailers speak of a fairly good trade in a holiday way. Prices in all lines except cotton goods rule shady to firm, with imported woollens showing an upward inclination in anticipation of the expected changes in the McKinley tariff, which is expected to increase the demand for imported woollen fabrics south of the line. Travelers are not out yet but expect to start sometime this week, and it is very likely that by this time next week there will be more interesting news to record.

TORONTO MARKET.

Some special job lines in Lisle taffeta and pure silk gloves have been placed on sale this week by Gordon, Mackay & Co.

W. R. Brock & Co. have two lines of grey cottons at a special price which cannot be repeated. A line of shirting at lower than regular price is offered for a few days. They report a satisfactory trade in staples.

Cotton batting has been advanced about ten per cent., and the prices of all cotton goods are very firm. There is little prospect of a lowering of prices in domestics.

John Macdonald & Co., in their men's furnishings and haberdashery department, have decided to make finishes of all lines of fall woollen goods. They offer clearances in shirts and drawers, cardigan jackets, top-shirts, half-hose, felt boots, wool sashes, gloves and cashmere mufflers.

In "guaranteed" fast black sateens, Gordon, Mackay & Co. have received a shipment consisting of over 500 pieces, and claim to be in a position to offer exceptional value in this line.

W. R. Brock & Co. are showing a special purchase of curtain scrimms bought far below

manufacturer's cost. They are offering them at a price which enables the retail merchant to sell them below regular wholesale prices with a good margin.

Gordon, Mackay & Co.'s men's furnishing representatives express themselves as more than pleased with their equipment for the coming season, their range of neckwear in all shapes at \$3.25 per dozen being commented on with special favor.

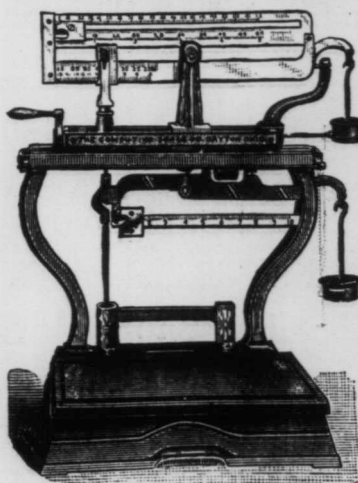
W. R. Brock & Co. have just received some of the latest novelties in braid trimmings in black and white, and solid colors in wave and other effects. A case of new frillings is to hand containing some pretty designs, being the latest productions of the foreign manufacturers.

John Macdonald & Co.'s travelers are now showing spring carpets and house furnishings to the general trade. Special attention should be given to their ranges of new patterns in every line. Moreover they claim to be quoting some prices which will surprise buyers. Large stocks are being received daily at the warehouse and shipments can be made immediately.

Meantime, put the best face on, the best foot foremost, the best brain power and hand-power to work and look expectantly for improving times ahead. Buy cautiously, but buy what you need; permit no long credits; and trust no uncertain customers, unless you have determined to run a charitable institution. "It's a long lane that has no turn," and we'll soon be round the bend.

Medal Awarded at Industrial Exhibition, Toronto, 1893

THE COMPUTING SCALE



CAPACITY, ½ oz. to 100 lb.
COMPUTES FROM 3c. to 60c.

THE EIGHTH WONDER OF THE WORLD

IT HAS BRAINS, AND ALL BUT TALKS

Fry & Trask, 34 Yonge St., Toronto

Canadian Agents for

COMPUTING SCALE CO.
Dayton, Ohio, U. S. A.

McALPIN TOBACCO Co.

Manufacturers,
TORONTO.

Beaver Plug

It is sold from Halifax to Vancouver, and the demand is steadily increasing.

It is bright and natural.

It is clean and wholesome.

It is pure Sweet Burley leaf.

It is not doped with grease (in order to make it black.)

It is used by gentlemen.

It is made for gentlemen.

It is bought by gentlemen.

It is sold by gentlemen.

It is the gentleman's CHEW, and there are gentlemen enough in Canada to support the BEAVER brand.

Place your order early. Also, try a 5-lb. pail of our Apricot Fine Cut Chewing, at 65c. per pound.

SEE "PRICES CURRENT" for quotations of our other brands.

McALPIN TOBACCO CO.

FRUITS.

ELEME FIGS, 10 lb. boxes.
HALLOWEE DATES.
MALAGA RAISINS.

New French, Marbot and Grenoble Walnuts.

SEND FOR QUOTATIONS.

DAVIDSON & HAY,

36 Yonge Street, TORONTO



CHAS. SOUTHWELL & CO'S

High class **JAMS** (Kentish Fruit)

JELLIES

MARMALADES

SPECIALTY IN

Clear Jelly Marmalades, Orange, Lemon, and Citron Peels

ORDERS CAN BE BOOKED THROUGH

New Season's Jams
Now ready . . .

Messrs. Frank Magor & Co., 16 St. John St., Montreal
Chas. Southwell & Co., Works, Dockhead, London, England

Our Patrons

Will understand that as usual we will meet them liberally in sorting for Xmas trade in what they may run short and order by express.

THE

SNOW DRIFT CO.

BRANTFORD

Order your White Spruce

❖ **BUTTER TUBS**

For delivery in April, ❖ **NOW** ❖ Right Prices.
May or June. Best Goods.

WALTER WOODS & CO.,
HAMILTON, ONT.

X. L. C. R. SOAP

\$2.25 per 1/2 Gross. For cleaning Silver, Nickel Steel, and Household Utensils generally.

Has no equal in the market.

L. E. LAWSON,

The College Grounds, Adelaide St. West,
TORONTO, ONT.

The Hilliard House

RAT PORTAGE, ONT.

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

LOUIS HILLIARD, Prop.

Fancy Florida Oranges,
Messina Lemons and
Malaga Grapes for New Year's

HUGH WALKER & SON

Send for quotations. GUELPH, ONT.

NOTICE

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

VANCOUVER, B.C.

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

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

TRY

PHOENIX BRAND

**CANNED CORN
PEAS
TOMATOES.**

Factory, Welland, Ont.

W. E. HARDISON, Manager.



Samples to be seen at
T. G. WILLIAMSON & CO., TORONTO.

HUNTER & CO.

24 FRONT ST. EAST,

Toronto and Western Agents for
CHRIST'ER JAMES & CO., London, Eng.

PICKLES, SAUCES, JAMS AND MARMALADES
Ask your wholesaler for them.

HONEY

Well Ripened Alsike Clover Honey, in 60 and 65
pound cans, at 6 1/2 cts. per pound.
Also, Buckwheat Honey at 5 cts.
Samples by mail.

R. F. WHITESIDE, Little Britain, Ont.

**Nelson's
Gelatine**

IN 1-OZ. PACKAGES
IS THE BEST ON EARTH.

**Delicious
Jelly Tablets**

SUPERIOR TO ALL OTHERS.

**Robinson's
Pat. Barley**

... AND ...

**Robinson's
Pat. Groats**

ARE UNEQUALLED FOR
YOUNG AND OLD.

The Trade Supplied by **FRANK MAGOR & CO.**

16 St. John Street, MONTREAL.



STERLING

SOAP

BEST AND GOES FARTHEST.

Manufactured by

Wm. Logan

ST. JOHN, N.B.

F. W. HUDSON & CO.,
Agents, TORONTO.

CHRIST'ER JAMES & CO., LONDON, ENGLAND.

MAKERS OF THE LEADING

Pickles, Marmalade, Sauces

Are you to be one of the few not yet stocked with these PICKLES at
\$2.40 per dozen?

You do not know how many customers not seeing them in your store go to your neighbor who has them.
If your jobber has not got them write to

M. F. EAGAR, General Agent, HALIFAX, N. S.

H. P. ECKARDT

& Co.

Importers

3 Front Street East,
TORONTO.

and Wholesale Grocers

Ireland's Desiccated

OF EXCELLENT QUALITY
IN ATTRACTIVE PACKAGES.
IT SELLS ITSELF.

3LB. PACKAGES.
1 DOZ. PER CASE.

Rolled Wheat

The Finest Breakfast Cereal Food in the World. Many competitors but not an equal. It's saying a great deal, but it's the truth. Write us for particulars.

The Ireland National Food Co. Ltd., Toronto, Can.

OPERATING The LARGEST and MOST COMPLETE BREAKFAST CEREAL FOOD MILLS in the Dominion

YOU WILL FIND

Boeckh's Brushes & Brooms

In almost every town from OCEAN to OCEAN. They are sold in all first-class stores, as goods bearing this brand are always reliable and as represented.

CHAS. BOECKH & SONS, Manufacturers,
TORONTO.

LION "L" BRAND



REGISTERED
TRADE
MARK.

PURE GOODS.
JAMS,
JELLIES,
VINEGARS,
PICKLES.

The largest
factory of the
kind in the Do-
minion.

DIPLOMA
AND MEDAL
Toronto Exhi-
bition, 1893.

MICHEL LEFEBVRE & CO., Montreal & Toronto.
Beet Sugar Factory at Berthierville, P. Q.

SINCE WE ARE IN BUSINESS, OVER FIFTY YEARS

We have never been scared by competition. Our aim has always been to give entire satisfaction to our customers by selling them all goods as represented and at very lowest prices. When quoting goods in Montreal and Toronto papers, on same date, our customers and the trade generally, will find our prices to be the same.

L. CHAPUT, FILS & CIE,

Established 1842 Wholesale Grocers - MONTREAL

SOME PEOPLE BOAST OF THEIR

Imported Pickles and Jams

But if you want a first-class
article for less money, try

T. HOSKIN, 535-537 King St. West .. TORONTO

LAWSON BROS. Manufacturers

of ..
Rolled Oats, Rolled Wheat, Flake Peas,
Flake Hominy, Flake Barley, Wheatlets,
Etc Put up in bulk, boxes, barrels, and
packages.

The Best Goods in the Dominion.
The College Grounds,
Adelaide St. West, Toronto, Ont.

GEO. ROSSITER,

Brush Manufacturer,
10 to 14 Peape Avenue, TORONTO

Machine Brushes Made to Order
SEND FOR PRICE LISTS

THE LITTLE OLD WHITE GROCERY STORE.

That little old white grocery store,
Down by the bridge, some rods or more
From where the roads divided ;
One went straight on through Bristol town,
And one ran zigzag up and down,
As though quite undecided

Which way to go or where to end ;
Much like a faulty poet's pen
When wisdom most is wanted,
Or like the ghost that memory brings
On wind that through the casements sings,
Or sleep with visions haunted.

Here 'twas that country wisdom met,
Long winter nights, or when too wet
Outside to mind their farming ;
Here men waxed wroth in warm debate
On church affairs or those of state,
With freedom quite alarming.

The village oracle would come,
Quite glib of speech and nimble tongue,
With tattle, tale and gossip ;
He'd all the news for miles around,
Some light as chaff and some profound,
From death to Jones' cosset.

Here, too, on pleasant days there'd be,
To barter eggs for hyson tea,
Some maidens antiquated,
Of doleful voice and shadowy cast
Queer relics of a distant past,
Matchless but yet unmated.

Here Dr. Bolus, wise in saws,
And 'Torney Adee, learned in laws,
Would social chat together,
Along with brawny Blacksmith Moak,
Whose ready wit and quip and joke
Were proof against the weather.

Here, too, would come good Deacon Smart,
Of homely speech but kindly heart,
And Farmer Jones his neighbor ;
They'd talk of hoes, caows and shoats,
And 'bout the price they'd get for oats,
And products of their labor.

And oftentimes here would be seen
The rotund form of Elder Green,
With his high standing collar ;
He'd talk of souls to save in town,
Then screw the price of groceries down,
To save himself a dollar.

Here, too, would come the country squire,
Whose homely pate was smooth and bare,
And polished so it glistened ;
Whose misconstructions of the law
Were worse than Blackstone ever saw
That made all laugh who listened.

And Browning, too, that ran the store,
Whose nasal twang was like a snore,
Or like an engine's whistle ;
With stumpy beard a dingy red,
And deep set eyes far in his head,
But blue and clear as crystal.

A cheery word he had for each,
And practised what the parsons preach,
His creed was "Man's a brother" ;
If we would mind this precept they
Would only tell the good and say
Less evil of each other.

The store was strangest yet of all—
From anvils down to bouncing ball,
From codfish up to laces,
With china crockery ware and tea,
And powders that would kill a flea,
To powders for the faces.

* * * * *

That little old-time country store
Still stands—alas ! but white no more,
The years their records keeping
On shattered doors and window panes,
On clap-boards lossed by wind and rains,
And roof decayed and leaking.

And Browning, too, among the pines,
Where zigzag up the cross-road winds,
Among his old-time neighbors,
Beneath a plain and simple stone,
On which the moss has thrived and grown,
Lies resting from his labors.

—Home and Country Magazine.

RE IMPORTED GROCERIES.

A RECENTLY issued statement of the Bureau of Statistics, Department of State, gives the nature and value of the products declared for export to the United States at the consulates and commercial and consular agencies of the United States in the several countries. Though other Government publications show the exports from the several countries to the United States, this is the only one which mentions the districts within the several countries wherein the exports for the United States have their origin—wherein they are manufactured—for, although in some cases goods are "declared" in districts in which they are not produced (foreign goods in Liverpool and London, for instance), yet the rule is that goods are declared in the districts of production. The statements cover the calendar year 1892 unless when otherwise specified.

Naturally groceries occupy considerable space in the volume, the sources of supply of the grocer's two principal staples, sugar and coffee, being numerous and widely separated. The consular districts whence our coffees come are 44 in number, Rio de Janeiro leading with a total declared value in 1892 of \$54,578,441, and followed by Acapulco, Aden, Amsterdam, Bahia, Baranquilla, Bogota, Caracas, Carupano, Ceara, Ceylon, Dutch India, Guatemala, Guayaquil, Hamburg, Havre, Kingston (Jamaica), Liberia, Livingston, London, Managua, Maracaibo, Montego Bay, Ocos, Port Antonio, Port-au-Prince, Port Maria, Porto Rico, Puerto Cabello, Puerto Cortez, Puerto Plata, Rotterdam, San Jose de Guatemala, San Juan del Norte, Santos, Savannah-la-Mar,

Singapore, St. Ann's Bay, Tahiti, Tampico, Tehuantepec, Toronto, Vera Cruz and Victoria (Brazil).

Cocoa is credited with but two sources of supply—Bristol and London, England, but chocolate is imported from Amsterdam, Caracas, Cologne, London and San Jose de Guatemala

Tea is imported from twelve consular districts—Amoy, Ceylon, Foochow, Hamilton, Hankow, Hong Kong, Kanagawa, London, Nagasaki, Osaka and Hioga, Shanghai and Toronto.

Sugar, which is one of the most widely produced articles, naturally comes to us from many places. Our supplies of beet sugar we draw from ten consular districts—Antwerp, Breslau, Brunswick, Dantzig, Fiume, Hamburg, Leipsic, Magdeburg, Prague and Trieste. Cane sugars we obtain from no less than fifty places of export, including such widely separated points as Cairo in Egypt, Havana, Hawaiian Islands, Barbadoes, Brazilian and Jamaica ports, San Domingo, Dutch Guiana, Glasgow, Mauritius, Hong Kong, Trinidad, etc., while our foreign supply of maple sugar comes from Quebec and Point Levi.

In respect of spices, Amsterdam, Dutch India, Penang, Rotterdam and Singapore export to us nutmegs and mace, Canton, Hong Kong and Dutch India cassia, while from Ceylon we obtain cinnamon, and from Dutch India, Penang, Singapore and Zanzibar pepper. Cloves come from Zanzibar, pimento and ginger from Kingston (Jamaica), Montego Bay, Port Antonio, Savannah-la-Mar, Falmouth (Jamaica), ginger from Sierra Leone, and capers and red pepper from Palma Majorca. London also sends us spices, but the kind is not mentioned.

Rice is exported here from Bremen, British Columbia, Hawaii, Hong Kong, Genoa, Liverpool, and Osaka and Hioga

The only consular district reported as shipping us tapioca is Singapore, and the same is true of sago flour.

Pickles are exported from London, and preserves from that port as well as Canton ; but dried and preserved fruits are shipped here from 21 consular districts, exclusive of Smyrna, which sends us figs and raisins, and Corunna, Denia and Malaga, which export raisins to this country in large quantities.

Citron comes to us from Leghorn and Bastia, and currants from Patras. Bombay sends some dates, while from Leith is shipped gelatine and from Belfast ginger ale. Sixteen consular districts ship us coconuts, 18 send us bananas, and 17 lemons or oranges. From Para we import Brazil nuts, while almonds are obtained from nearly a dozen ports, including Corunna, Denia, Malaga, Tarragona and Teneriffe. Olives are credited to a couple of ports—Cadiz and Seville, but our supply of foreign olive oil we derive from a number of places, including Bordeaux, Genoa, Malaga, Marseilles, Nice, Rodi, Seville, Syria and Castellammare. Macaroni comes from Castellammare, Genoa and Lyons ; lime juice from Dominica and Messina, and oatmeal from Dublin. Chicory root is exported here from Ghent and Stuttgart.— Merchants' Review.

J. F. EBY

HUGH BLAIN



THE ABOVE CUT

Represents a group of happy and healthy children drinking

JOHNSTON'S FLUID BEEF.

They are gaining health and vitality. Every grocer should handle and encourage the sale of this commodity. Send your orders now—

TALKING ABOUT EXTRACTS OF MEAT

We beg to advise that we also carry in stock the following well-known and highly commendable goods:—

ARMOUR'S (SOLID AND FLUID)

NELSON MORRIS & CO.'S (SOLID AND FLUID)

They Sell Well During the Winter Season

EBY, BLAIN & CO., Wholesale Grocers, **Toronto, Ont.**

MARKETS AND MARKET NOTES

TORONTO MARKETS.

TORONTO, Jan. 4, 1894.

GROCERIES.

Business is this week beginning to assume its normal condition after the holiday quietude. The travelers gathered up their samples and grips Tuesday morning and again took their respective routes, and the wheels of trade are revolving a little faster thereby. Business, however, is not brisk by any means. It is not reasonable for it to be so. But there is a fair sorting up trade doing for this time of the year. The sugar market has made itself somewhat conspicuous by making a move quite opposite to that which characterized it during the first week in January last year; then there was an advance of $\frac{1}{8}$ c., but this year there was a decline of $\frac{1}{8}$ c. This has been the only change announced in any line during the week, although there is a firmer feeling in dried fruits in sympathy with the conditions in the primary markets, and some houses are talking of advancing the price of Valencias shortly. Canned goods are quiet and steady. The season when the tea market usually takes a more active turn is near at hand and wholesalers are beginning to anticipate it somewhat. Payments are fairly good.

CANNED GOODS.

This market is in much the same condition as a week ago. Some houses anticipate that an advance will take place in canned vegetables on account of the lightness in stocks. There are others, however, that do not look for any change for at least a couple of months, unless it should in the meantime be discovered that the pack was likely to prove short. The demand for tomatoes, peas and corn continues quiet and unchanged at 80 to 85c. Fruits are in light demand. We quote: Peaches, \$3 to \$3.25 for 3's, \$2.10 to \$2.25 for 2's; raspberries and strawberries, \$2 to \$2.10. The movement of salmon is light with prices unchanged at \$1.25 to \$1.35 in talls and \$1.50 in flats. Lobster is in much the same condition as salmon in regard to volume of business, and prices are unchanged at \$1.85 to \$2.10 for talls and \$2.40 to \$2.50 for flats.

COFFEES.

There is no change, Rio coffee still being in good demand, with stocks becoming more normal. We quote green, in bags, as follows:—Rio, 22 to 23c.; East Indian, 27 to 30c.; South American, 21 to 23c.; Santos, 22 to 23c.; Java, 30 to 32c.; Mocha, 27 to 28c.; Maracaibo, 21 to 23c.

NUTS.

Business in this line is beginning to fall off, but there is no change to note in prices. We quote:—Brazil nuts 13 to 15c. a pound; Sicily shelled almonds, 28 to 32c. a pound; Tarragona almonds, 12 $\frac{1}{2}$ to 14c.; peanuts, 11 to 12c for roasted and 8 to 10c. for green; cocoa nuts, \$4.50 to \$5 per sack; Grenoble walnuts, 12 $\frac{1}{2}$ to 15c.; Marbot walnuts 12 to

13c.; Bordeaux walnuts 11 $\frac{1}{2}$ to 12 $\frac{1}{2}$ c.; filberts, 9 $\frac{3}{4}$ to 10 $\frac{1}{4}$ c.; pecans 13 $\frac{1}{2}$ to 15c.; nuts, per bushel, hickory, \$2.

RICE.

The demand for fancy imported rice noted during the holiday season has dropped off and the market has assumed its characteristic dullness. We quote as before. Ordinary 3 $\frac{3}{8}$ to 3 $\frac{3}{4}$ c., Montreal Japan 5 to 5 $\frac{1}{4}$ c., imported Japan at 5 $\frac{3}{4}$ to 6 $\frac{1}{4}$ c.

SPICES.

The demand for spices, which was active up to the end of the year, is slackening off but there is no change in prices. We quote: Pure black pepper at 13 to 15c.; pure white at 20 to 28c.; pure Jamaica ginger, 25 to 27c.; cloves, 14 to 25c.; pure mixed spice, 30 to 35c.

SUGAR.

The feature of the market this week is a decline of $\frac{1}{8}$ c. in the price of granulated and yellows. It took place Tuesday and came somewhat as a surprise. Granulated is now down to 4 $\frac{1}{2}$ c. and dark yellows can be obtained as low as 5 $\frac{1}{8}$ c. per pound. There is not much doing, and the change in the price scarcely created more interest than would the passing of a cloud across the face of the sun.

Willett & Gray, in their Weekly Statistical, say in regard to refined sugars: There has been a reduction of $\frac{1}{8}$ c. in granulated and many other grades during the week, but this has not increased the demand which is limited to a hand to mouth basis. Some refineries have closed over the holidays and the production next week will be small. The same authority reports the European markets for raws quiet, steady and unchanged.

SYRUPS AND MOLASSES.

There seems to be less demand than there was for syrups, but prices remain unchanged, the range being all the way from 23 to 50c. Demand for molasses, on the other hand, continues fairly active at about 28 to 32 $\frac{1}{2}$ c. in barrels and 30 to 35c. in half barrels.

TEA.

Nothing particularly new has developed in the tea market. A little revival is looked for shortly, and jobbers are beginning to prepare for it. At the moment their purchases are largely of low grade Japans, with a few of the finer grades wanted here and there. Retailers demands are also largely for Japans, with the request for Indians and Ceylons a close second. Ruling prices are: Japans, 14 to 38c.; Indians, Assams, Ceylons, 18 to 45c.; Young Hyson, 35 to 40c.

DRIED FRUIT.

While the demand is lighter prices in some instances have a firmer feeling. In Valencia raisins stocks are light and prices are firm, though unchanged, in sympathy with the advance abroad. There is, however, some talk of advancing prices $\frac{1}{8}$ c. per lb., but whether this will be done remains to be seen. We quote: Off-stalk, 4 to 4 $\frac{1}{2}$ c.; fine off-stalk, 4 $\frac{3}{4}$ to 5c.; selected, 5 $\frac{1}{2}$ to 5 $\frac{3}{4}$ c.; layers, selected, 5 $\frac{1}{2}$ to 5 $\frac{3}{4}$ c. Stocks of Sultana raisins are light and prices steady at 5 $\frac{1}{2}$ to 9 $\frac{1}{2}$ c., but business is quiet. The market is about cleaned out of Malaga raisins, and we quote as before: London

layers, \$2.25; connoisseur clusters, \$3; desert clusters, \$3.75 to \$4; quarter flats Dehesas, \$1.30. Bosnia prunes are in fairly active demand at 5 $\frac{1}{2}$ to 6 $\frac{1}{2}$ c. in cases and 4 to 4 $\frac{1}{2}$ c. in casks. French prunes are dull at 4 to 4 $\frac{1}{2}$ c. in cases and 3 $\frac{3}{4}$ c. in bags. Currants are quiet and without material change as to situation, prices still having a firmer tendency. We quote: Provincials 3 $\frac{3}{4}$ to 4c. in brls. and half brls.; Filiatras, 4 to 4 $\frac{1}{2}$ c. in brls., and 4 $\frac{1}{4}$ to 4 $\frac{3}{4}$ c. in half brls.; Patras, 5 to 5 $\frac{1}{2}$ c. in brls., 5 $\frac{1}{4}$ to 5 $\frac{3}{4}$ c. in half brls., 4 $\frac{3}{8}$ to 6 $\frac{1}{8}$ c. in cases; Vostizzas, 6 $\frac{1}{2}$ to 7 $\frac{1}{2}$ c. in cases, 6 $\frac{3}{4}$ to 7 $\frac{3}{4}$ c. in half cases; Panariti, 9 to 10c. Figs are unchanged at 10 to 11c. per pound for Eleme cured, 5 $\frac{1}{2}$ to 6 $\frac{1}{2}$ c. for natural. Dates in fair demand at 5 $\frac{1}{2}$ to 6c.

BUTTER AND CHEESE.

The butter market remains much the same as before. Good dairy butter is scarce and wanted, while medium to low grade is plentiful and accumulating. Jobbers are willing to pay about 17 to 18c. for ordinary round lots and 20c. for selections, but holders are not disposed to sell selections. Creamery butter is offering all the way from 21 $\frac{1}{2}$ to 24c., the outside figure being of course for late make. Stocks here are ample, and retailers are not disposed to buy. There is some inferior dairy tub on the spot for which jobbers would be glad to take 22c., but the price of the first-class article runs from 3 to 4c. higher. We quote: Dairy—Choice tubs, 20 to 22c.; medium tubs, 18 to 19c.; low grade, 16 to 17c.; large rolls, 19 to 20c.; pound rolls, 22 to 25c. Creamery—Tubs, 23 to 26c.; pound prints, 25 to 26c.

Cheese continues in fair demand at 11 to 11 $\frac{1}{2}$ c.

GREEN FRUIT.

The great rush is of course over for the season, but there is still a fairly good trade doing. Lemons are still scarce. There are quite a lot afloat, but it will be two or three weeks yet before they reach this market. Prices are a little higher. Oranges are in good demand and plentiful at former quotations. There are a few apples moving, but prices are too high for business to be brisk. We quote: Oranges—Florida, \$2.50 to \$3. Mandarines and Tangerines, \$2 to \$2.25 half box. Lemons, Messinas, \$5.25 for 300's, \$5 for 360's; bananas, \$1.25 to \$2; California pears, \$2.50 to \$3 per box; Catawba grapes, 3 $\frac{1}{2}$ to 4c. per lb.; Malaga grapes, \$4.50 to \$6 per keg. Cranberries, New Jersey, \$7 per bbl.; Canadian, \$5 to \$6 per barrel; boxes, \$2 to \$2.15. Apples, good to choice, \$3 to \$4.50; second quality, \$2.25 to \$3. California dried fruit—Apricots, 17 $\frac{1}{2}$ c. per lb.; peaches, 14c. per lb.; nectarines, 15c.

HOGS AND PROVISIONS.

The market for dressed hogs is a little easier. Rail lots are being taken at \$6.50, and street lots at \$6.40 to \$6.55. There are quite a few offerings, but there is not much demand, the packers not cutting up so many hogs as is usual at this time owing to the dullness of the demand for smoked meats. Packers have dropped the price of meat fractionally in order to try and create a demand, but their efforts seem to have been unavailing.

(Continued on page 18.)

FOR DAIRY
BUTTER
OR DRESSED
POULTRY
 Write or Wire
PARSONS
PRODUCE CO.
 WINNIPEG—MANITOBA

BUCHANAN & GORDON,
 Brokers and Commission Merchants and
 Manufacturers' Agents.
WINNIPEG

Representing in Manitoba and the
 North-West Territories:
 ARMOUR & Co., Chicago, Ill.
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 THE B. C. SUGAR REFINING CO., Ltd., Van-
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 HIRAM WALKER & SONS, Ltd., Walkerville
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 JOHN DEWAR & SONS, Tullymet Distillery
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Warehouses on C. P. R. Track.
 EXCISE, CUSTOMS AND FREE,
 AND LOW RATES STORAGE.
 CORRESPONDENCE SOLICITED.

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.

THE
Winnipeg Produce and Commission Co. Ltd.
WINNIPEG, MANITOBA.

We handle Grocers' Specialties, etc. Can
 we sell anything for "you" in this market?
 Write us. Good connection with Whole-
 sale and Retail trade.

COWAN'S
COCOAS AND
CHOCOLATES
 Are Standard, and sold by
 all grocers.

W. M. BOWIE, 34 Yonge St.,
 Toronto.
Grocery Broker
 Agent for
 Armour Packing Co., Kansas City,
 Canned Meats and Soups.

PELEE ISLAND WINE
 &
VINEYARDS CO.
 Brantford and Pelee Island } J. S. HAMILTON & COY,
 Sole Agents for Canada. BRANTFORD, ONT

ESTABLISHED 1874.
JAMES E. BAILLIE
PORK PACKER
 AND WHOLESALE PROVISION MERCHANT
 86 Front St. East, Toronto.

Mess Pork, Bacon, Hams, Lard, Cheese.
 Cold Storage for Butter and Eggs.
 Country Consignments Solicited.
 Prompt Returns Made.

WILLIAM RYAN,
PORK PACKER
 Toronto, Ont.

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

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

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



McLAREN'S



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

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

Butter in good demand; large rolls, pails,
 crocks, and best store-packed tub sell-
 ing 19 to 20c.; choice dairy tub, 20 to 22c.
 no stock on hand. Eggs, 16 1/4 to 17c.
 We charge five per cent., and prompt
 returns by registered letter.

JOHN HAWLEY, Provisions and Commission
88 FRONT ST. EAST.
 Established 1870. Egg Trade a Specialty

S. K. MOYER,
 Commission Merchant,
76 COLBORNE ST.,
TORONTO, ONT.

DEALER IN
 Oysters, Oyster Carriers, Fresh and Salt
 Fish, Oranges, Lemons, Dates,
 Figs, etc.
Orders Solicited.

GEORGE McWILLIAM. FRANK EVERIST
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McWILLIAM & EVERIST
GENERAL FRUIT
Commission Merchants
 25 and 27 Church street,
TORONTO, ONT.
 Consignments of FRUIT and PRODUCE SOLI-
 CITED. Ample Storage.
 All orders will receive our best attention.

Dawson & Co.
FRUIT
PRODUCE
and COMMISSION MERCHANTS
32 WEST MARKET STREET,
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 Consignments
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RUTHERFORD & HARRISON,
 Wholesale Produce & Commission Merchants
76 FRONT ST. EAST, - - - TORONTO,
 DEALERS IN
 Butter, Eggs, Cheese, Poultry, Lard,
 Cottolene, Dried Apples, Honey,
 Hams, Bacon, etc.
 Correspondence invited. Consignments
 solicited. Egg Carriers supplied.
 Liberal Advances Made on Consignment

MARKETS—Continued

BACON—Long clear, 8¼ to 9c.; smoked backs, 11 to 11½c.; bellies, 12½ to 13c.; rolls, 9¼ to 9½c.

HAMS—Unchanged, at 12 to 12½c. for smoked, and at 11c. for pickled.

LARD—Pure Canadian 10¼c. in tubs, 11c. in pails and 10c. in tierces. Compound 8½ to 8¾c.

BARREL PORK—Canadian heavy mess \$16.50, Canadian short cut \$17 to \$17.50, shoulder mess \$15.

DRESSED MEATS—Beef fores, 5c., hind-quarters 6½ to 8c., mutton 5 to 6c., lamb, 6 to 8c., veal 7½ to 9c.

COUNTRY PRODUCE

BEANS—Quiet and unchanged. Jobbers are getting \$1.35 to \$1.40 ordinarily and \$1.50 for choice hand-picked.

DRIED APPLES—Much as before, holders asking 5½ to 5¾c. and jobbers selling at 5¼ to 6c.

EVAPORATED APPLES—There are not many offerings. Holders are asking 10c. outside, but no one seems disposed to pay that price. We hear of half a carload changing hands at 10c. delivered here. Jobbers are getting 10¼ to 10½c.

EGGS—Dull and unchanged at 17 to 18c. for fresh and 15 to 16c. for pickled.

POULTRY—The market was cleaned out pretty well last week, and prices are a little firmer than they were. We quote: Turkeys, 9 to 11c. per lb.; geese, 7 to 8c.; chickens, 30 to 45c. per pair; ducks, 40 to 65c. per pair.

POTATOES—The feeling is easier. Holders are asking 53c. on track, but there have been sales at 50c.; out of store 55 to 60c. is asked.

HONEY—Dull and unchanged at 8 to 9c. for extracted white clover in tins; 14 to 15c. for white in sections, and 10c. for dark in sections.

HOPS—Market quiet and unchanged at 18 to 20c. for new and 11 to 12½c. for 92's.

ONIONS—Quiet and unchanged at 75 to 85c. per crate for Spanish and \$1 to \$1.10 per bag for Canadian.

SEEDS.

Red clover is a little stronger in sympathy with the advance in American markets. Alsike remains quiet and unchanged. Timothy is higher, but the advance is confined almost altogether to the finer grades. We quote: Alsike, \$5.75 to \$6.25 for good to prime seed, and \$6.50 to \$7 for choice to fancy. Red clover, \$5.50 to \$5.75 ordinarily, and \$5.75 to \$6 for prime choice; extra choice to fancy, \$6.10 Timothy, \$1 to \$1.25 for inferior, \$1.50 to \$1.60 for prime; choice to fancy, \$1.80 to \$2.

HIDES, SKINS, WOOL, TALLOW

HIDES—Are a little quiet, but dealers are looking forward to a decided improvement in the course of a few days. Cow hides are quiet at 3¼c. for No. 1, 2¼c. for No. 2's. Steers, weighing from 60 pounds and up, are ½c. in advance of the above prices.

SKINS—Trade in this article continues much the same, and dealers are busy taking stock. Prices remain about the same. We quote, first-class sheep 75c.

WOOL—Trade is a little quiet at present, but dealers are looking forward to a change in the near future. We quote: Good pulled wool, 17 to 18c.; fine combing, 20c.

TALLOW—Trade is good. Prices are a little in advance of last week's quotations. We quote: Culled tallow, 4½c.; rough, 2c.; select quality, 5¼ to 5½c.

FISH.

Fish business is decidedly better since holidays, and several carloads are reported to be on the move. One carload of haddock, codfish and mackerel have arrived today, and it is expected that a carload of British Columbia salmon and halibut will arrive Saturday. British Columbia is quoted at 16c and Restigouche salmon 17c. We quote: Fresh sea salmon, 17 to 19c.; skinned and boned codfish, 6¼c.; Labrador herring, \$4.50 per barrel; shore herring, \$2.75 per bbl.; Digby herring, 13 to 15c.; boneless fish, 4c.; boneless cod, 7 to 8c.; blue back herring, \$2 to \$2.25 per hundred and 4c. per lb.; blue pickrel, 4 to 5c. a lb.; yellow ditto, 7 to 8c. a lb.; salmon trout and white fish, 7½c.; oysters in bulk, \$1.20 to \$1.25 for standard and \$1.75 selected; kippered cisco, 2½ to 4c. each; ciscoes, \$1.22 per 100; salt mackerel in bulk, 10c. per lb.; pike, 6 to 6½c. per lb.; black bass, 10c. per lb.; haddock and cod, 5½c. per lb.; steak cod, 7 to 8c.; chicken halibut, 10 to 12c.

SALT.

Trade is good in both car and job lots. Several car lots are reported to have been sold during the week at these prices:—Barrel salt, 95c.; coarse sacks, 58c.; fine sacks, 75c.; dairy, \$1.25; rock, \$10 per ton.

PETROLEUM.

The Petrolia Advertiser, in its weekly report, says: "Crude oil, \$1.01 per barrel; refined, 6¼ to 6½ cents in bulk, or 9 to 9¼ cents in barrels in car lots f.o.b. here. The Exchange is being fairly well attended and crude oil is firmer. As will be seen by the above quotation, crude has advanced one cent per barrel."

Trade continues brisk on the Toronto market at lower prices. We quote: 5 to 10 barrel lots, imperial gallon Toronto—Canadian, 12 to 12½c.; carbon safety, 15½ to 16c.; Canadian water white, 18 to 19c.; photogene, 20c.

MARKET NOTES.

Timothy seed is dearer.

Fresh water herring and trout are scarce.

Crude oil has advanced 1c. per barrel at Petrolia.

Clemes Bros. received a carload of dates this week.

Sloan & Crowther have arriving a carload of "Live Oak" molasses.

Lucas, Steele & Bristol report their tea stock in excellent shape.

R. Evans, general merchant and postmaster, Corinth, is dead.

Bevan & Co., of Denia, have sold out their stock of fruit and gone to London.

Sugar has declined ¼c., granulated now being quoted at 4½c. and yellows at 3½.

T. Kinnear & Co. are in receipt of a shipment of currants which they are offering at special prices.

Wallbridge & Clarke, grocers, Belleville, were burned out Sunday; loss \$8,000, insurance \$5,500.

About 20 per cent. of the sugar refining capacity of the United States is now in the control of independent refineries.

James Turner & Co. have not a single case of Ram Lal's pounds in store to-day. Every grocer seems to have acted on their advice given in THE GROCER—to sell no

other black tea for the holidays but Ram Lal's—as certainly during this time the demand for Ram Lal's has doubled up, leaving sellers without a case of pounds. However, the steamship Milanese arrived in Boston on Friday last with a car of Ram Lal's, which will be in store Saturday, may be Friday, next.

Oranges are to-day selling at from \$2.75 to \$3 on the Toronto market; a year ago they were worth \$3.25 to \$3.40.

Eby, Blain & Co., having taken stock, are offering special value in all grades of teas; also bargains in dried fruits.

McWilliams & Everist are in receipt of a carload of Stetson's "Hat Brand" Florida oranges. The quality is excellent.

J. H. McCall, traveller for C. R. Somerville, of London, is spending Christmas and New Year at his home in Hamilton.

Edward Adams & Co. have a full stock of prunes, in kegs and cases, which are going out rapidly.

Edward Adams & Co. are in receipt of another consignment of figs—"Seven Crown," "Choice Eleme" and "Naturel," in boxes.

James Turner & Co. are offering a fine lot of salt fish just to suit the trade. "The boys are heartily sick of hearing about dried fruits," they write.

The employees of the London Soap Co. presented the manager, Mr. McMeekin, with a handsome pair of dogskin gauntlets as a Christmas box.

D. R. Whitehead, who represents C. R. Somerville's chewing gums in the province of Quebec, is rusticated for a week with his old friends in Kingston.

W. H. Gillard & Co. have just received a consignment of May-picked Japan and new Young Hyson teas, which they offer to the trade at what they consider most advantageous prices.

Good brooms, not dried colored corn full of seeds, but honest hand-made brooms from choicest stock, are what James Turner &

WHITE & CO.

70 Colborne St., Toronto.

Oranges, Lemons, Grapes,
Jersey Cranberries,

Figs and Dates.

Dealers in Butter, Eggs, Cottole, Lard and Honey

APPLES A SPECIALTY

Consignments Solicited. Telephone 867

ALL
FIGS SIZES

WRITE US FOR SPECIAL PRICES

CLEMES BROS.,
TORONTO

"Kent" Bottled Pickles

Are honestly put up in full measure—20 oz.—bottles, from Carefully SELECTED Stock. Prepared in the best vinegar, with the purest and best spices procurable. Your trade requires, and will appreciate the BEST. You get it when you order "Kent" bottled Pickles. Don't allow substitution. There are plenty CHEAPER brands on the market but NONE BETTER.

THE KENT CANNING & PICKLING CO.
CHATHAM, ONT.

THE "Lion Brand"

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

Bay of Quinte Canning Factories.

PICTON and DEMORESTVILLE.

W. BOULTER & SONS,
PROPRIETORS,
PICTON, ONT.

LYTLE'S PICKLES



ARE THE BEST.

Try them and be convinced.
Once used, will have no other.

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

The Imperial Rubber Stamp Works

Rubber Stamps, Stencils,
Branding Irons, Seals, etc.

Estimates given. Orders by mail promptly attended to.

102 ADELAIDE ST. WEST - - - TORONTO.

BUY RELIABLE GOODS

.. Quality Is Our Aim ..

VEGETABLES:

Tomatoes, Corn, Peas, Etc.

FRUITS:

Pears, Peaches, Strawberries, Etc.

Lakeport Preserving Co.

LAKEPORT, ONT.

TOMATO CHUTNEE

Delicious flavor to Hot and Cold Meats,
Gravies, Soups, Curries, Etc.

PREPARED BY

M. P. CARD,
GUELPH, ONT.

Is now used on board all steamers sailing from Montreal, as well as by all the best Hotels and Clubs in Canada.

Try a Sample Case

Keep your

EYE



on the

and your mind on the fact, that every can of goods put up by us, has printed in large letters the name describing

the contents of the can truthfully, and Delhi Canning Company, Delhi, Ont., which is a guarantee that the contents are just as represented and strictly first-class. Yours truly,



TRADE MARK

DELHI CANNING CO.



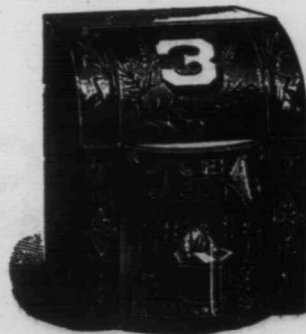
BUTTERMILK

TOILET

SOAP



BEST SELLING SOAP ON THE MARKET



WE MAKE THE
FINEST TEA CADDIES IN CANADA

Spice, Baking Powder, Tobacco Tins and
TIN SIGNS, Lithographed or Japanned.

In 3 and 5 lb. Lithographed Tea Caddies we can make an original design for each customer.

TRY THIS PLAN FOR INCREASING SALES.

Write our nearest house for Prices and Catalogue.

THE McCLARY M'FG COMPANY

London. Toronto. Montreal. Winnipeg.

Co.'s standard and signal brooms are claimed to be. "Every grocer who has handled same finds them so," write the firm.

"Our special brands of tea are going out faster than ever and giving universal satisfaction," say Gillard & Co. Since we began introducing them to the trade through the medium of THE GROCER a very gratifying increase in our sales has been the result.

One of the prettiest sights in Kingston during this festive season is the massive windows in the Golden Lion grocery. It reflects the highest credit on this well-known establishment and also on Mr. Nicholas O'Connor, the head clerk, under whose personal supervision the work was done. Everything conceivable for the Christmas season can be seen in all its grandeur. We congratulate Mr. O'Connor, who is now acknowledged to be one of the best window decorators in the Dominion, and also McRae Bros. in having one of the most attractive stores in the city. —Freeman, Kingston.

OUR SPECIAL SUGAR CABLES.

THE GROCER'S special sugar cables from London show the course of the world's market for the past few days:

	Centrifugal. Muscovado		Beet	
	98° s. d.	for refining. s. d.	Dec. s. d.	March. s. d.
Dec. 28.....	15 0	12 6	12 6	12 8½
Dec. 29.....	15 0	12 6-2	12 6	12 8½
Dec. 30.....	15 0	12 6	12 4½	12 8½
Jan. 2.....	15 0	12 6	*12 5½	12 9
Jan. 3.....	15 0	12 6	*12 4½	12 8½

*January.

MONTREAL MARKETS.

MONTREAL, Jan. 4, 1893.
GROCERIES.

WHOLESALE grocers as a rule have not been very busy during the past week, the market presenting its usual holiday aspect. There has of course been some small movement to note, but it has been solely confined to orders for small parcels of such lines as are absolutely demanded at this season. By the beginning of next week, however, traders here expect to see business more active. Travelers go out on their routes this week, and as small stocks are generally reported throughout the country they expect a fairly encouraging reception from the patrons of their houses. It is not only in retailers hands, however, that stocks in many leading lines are in very moderate compass. Wholesalers have been operating very cautiously

SURPRISE SOAP

For the benefit of your customers. For your own profit.
ALL JOBBERS SELL IT.

THE ST. CROIX SOAP MFG. CO.,

Branches:

MONTREAL: 17 St. Nicholas St.

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

WINNIPEG: E. W. Ashley.

St. Stephen, N.B.

on many lines, notably sugar, while in others, such as dried fruits, for instance, the demand that has been experienced so far has cut down stocks generally, in fact, absolutely closed out many lines. Values as a rule continue steady, and there are no reasons for anticipating any marked change in this respect. The majority of buyers, however, seem to think that sugar is apt to go lower, and they are acting accordingly.

DRIED FRUIT.

These goods have been fairly active in a holiday sense, there being a fair demand from retailers for small parcels for actual necessities. Reference has been made previously to the scarcity of selected grades of Valencia raisins on the market, in fact they have been none too plentiful at any time during the past fall. Enquiries which some people in the trade here have had from the west show that the same is the case with holders there. Business in a strictly wholesale sense has been featureless, as it usually is in the holiday season, but it may be remarked that the jobbing demand on holiday account has practically cleaned up what stocks there were in first hands. Values rule steady and we quote as before for jobbing business: Ordinary Valencia off-stock, 4½ to 5c., according to brand; fine, 5½c.; selected, very scarce at 6c., and layers at 6 to 6½c., according to quality. There is no material change in currants, which remain the same as previously reported. In round lots some business has transpired at 3½c. in barrels and

3¾ to 4c. per thin cases. We quote jobbing prices: Provincials at 3¾ to 4¼c.; Filiatras, 4¾ to 5c., and Vostizzas, 6 to 7½c., according to quality. There has been a fairly good sale of figs during the week at steady prices. Ordinary have changed hands at 8 to 10c., while extra fancy are quoted at 12 to 14c. Dates have been shaded a trifle in some cases during the week, and we quote 4¾ to 5¼c. per lb. Prunes are firmly held under moderate supplies at 5¼ to 5½c.

NUTS.

There has been a good holiday trade in nuts of all kinds at steady prices. We quote: Grenoble walnuts, 11 to 13c.; pecans, 8½ to 12c.; peanuts, 8 to 11c. per lb., and coconuts, \$3.75 to \$4 per 100; Terragona almonds, 11½ to 12c.; and shelled almonds, 23 to 45c.; filberts, 9½ to 10c.; walnuts, 12 to 13c.

SUGARS.

There has been a fair business in sugars, but buyers as a rule are disposed to operate cautiously, although stocks generally throughout the country are admitted to be very small. Prices have declined ¼c. all round in sympathy with the drop in New York, and we now quote granulated at 4¾c and yellows at 3¾c. up.

MOLASSES.

Barbadoes molasses remain steady at 30 to 30½c. for round lots, and jobbing parcels 32 to 34c. Stocks are not pressing, but there are few new features to note.

SYRUPS.

There has been a moderate demand for low grade American syrups at 17½c., and we

(Continued on page 24.)

CANNED
DRIED
CHOPPED

WE BUY
APPLES
STANWAY & BAYLEY

CORES
EVAPORATED
PEELINGS

.. TORONTO ..

The volume of your trade and your general success
depends upon your selection of

TRADE WINNING GOODS

Pettijohn's
California
Breakfast
Food.

Snider's
Tomato Soup
Snider's
Tomato Catsup



Batty's
Crown Pickles
Nabob Pickles
Nabob Sauce

Highland
Evaporated
Cream

Samples, Particulars, etc., on application to

Wright & Copp, Sole Dom. Agents **Toronto**

FLOUR AND FEED

THE MARKETS.

TORONTO.

Flour remains dull and unchanged. Feed is in good demand and dearer, on account of the few mills that are grinding.

FLOUR—Manitoba patents, \$3.70 to \$3.80; strong bakers', \$3.50; white wheat patents, \$3.25 to \$3.40; straight roller, \$2.80 to \$2.95; Ontario family, \$2.85 to \$3.10; low grades, \$2.10 to \$2.25. These prices are in round lots delivered here.

MEAL—Rolled oats, \$3.80 to \$3.85; granulated and standard oatmeal, \$3.75 per brl.; cornmeal, common, \$3.10; gold dust, \$3.25 to \$3.30.

FEED—Bran is scarce and higher, city mills selling at \$15 per ton; delivered (on track) \$15. Shorts higher at \$17 per ton in small lots; delivered on track, \$16 per ton. In oats the feeling is towards a little higher prices, cars on track selling at 32½ to 33c. per bus. Market prices are 34 to 34½c. per bus.; feed corn, 48 to 50c. per bus.

BARLEY—Farmers' loads are selling at 45 to 49c. per bus., according to quality.

HAY—Prices are steady, with a feeling towards higher values, choice farmers' loads selling from \$9 to \$10 per ton. Pressed on track, \$9.50 to \$9.75.

STRAW—Offerings light with a good demand, pressed on track selling at \$6. Market prices are \$7 to \$8 for sheaf, with loose nominal at \$4.50 per ton.

PEAS—Steady, with sales on the market at 57 to 58c.

MONTREAL.

There is a fair enquiry for flour, but the movement is small and prices unchanged. Winter wheat, \$3.60 to \$3.80; Manitoba patents, best brands, \$3.70 to \$3.80; straight rollers, \$3 to \$3.10; extra, \$2.90 to \$3; superfine, \$2.60 to \$2.90; Manitoba strong bakers', \$3.40 to \$3.60; Manitoba strong bakers', best brands, \$3.50 to \$3.55.

Feeding stuffs hold firm. The demand is slow, but stocks of bran and shorts are small. Bran, \$15.50 to \$16.50; shorts, \$16 to \$18; Mouille, \$22.

The oatmeal market is quiet at the moment, there being only a small local enquiry at quotations. Standard bags \$1.90 to \$2; do. brls., \$3.80 to \$4.10; granulated, bags, \$2 to \$2.05; do. brls., \$4.20 to \$4.30; rolled cats, bags, \$2; do. brls., \$4.20 to \$4.25.

ST. JOHN, N. B.

The only thing to note in this market is a great desire to sell. A merchant told THE GROCER'S correspondent the other day that

he offered a miller some little time ago \$3.85 for 2000 brls., which now he could buy for \$3.65, he was much pleased the miller refused. There is no doubt that unless prices advance soon large quantities held here will have to be sold at a loss. In hay their is prospect of better prices. Oats are being freely offered. We quote: Manitoba flour,

\$4.50; Ontario, best, \$3.60 to \$4.00; medium patents, \$3.50 to \$3.60; oatmeal, \$4.35 to \$4.40; cornmeal, \$2.60 to \$2.65; middlings, \$19.50 to \$20.50; oats, N.B., 34 to 35c; P.E.L., 37 to 38c; Ontario, 40 to 41c.; hand-picked beans, \$1.45 prime, \$1.35; pot barley, \$3.75 to \$3.85; split peas, \$3.75 to \$4; hay, on track, \$13, small lots \$15.

SITUATIONS VACANT.

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

WANTED—FOR A COUNTRY GENERAL STORE a first-class clerk; must understand dry goods and bookkeeping. Permanent sit. for the right man. Address A. E. Howse, Nicola Lake, B.C.

WILLIAM HANNAH & Co.

Wholesale Commission Merchants and Jobbers in Produce, Fruits, etc., 78 Colborne Street, TORONTO. Also Orangeville.

We Make a Specialty of Potatoes in Car Lots.

References—Canadian Bank of Commerce and Mercantile Agencies. Telephone 1875.



CONSOLIDATED FLAVORING POWDERS

A PERFECT FLAVORING that is not lost in Baking or Cooking like Liquid Extracts.

Results not only the BEST, but secured at ONE THIRD of the usual expense, giving satisfaction to the DEALER, in handling, and CONSUMER in using. Done up in beautiful screw top bottles, so every one can be tested. NO DETERIORATION WHILE IN STOCK. NOT sold to the wholesale trade.

RETAIL TRADE SOLICITED

TARBOX BROS., Sales Agents,
73 Adelaide St. West, - - - TORONTO, ONT.

GRIMBLE'S English Malt
Six GOLD Medals **VINEGAR**
GRIMBLE & CO., Ltd., LONDON, N. W. ENG.

..ODART'S SPECIALTIES..

- HIGH CLASS - - GREAT NOVELTY - - GOOD PROFIT -

ODART'S PICKLE - AND - ODART'S SAUCE

ODART & CO., PARIS, FRANCE, AND LONDON, ENG.

Why Bother with Selling Substitutes or Imitations, when

- SAPOLIO -

Has stood the test of between 30 and 40 years, and is sold throughout the civilized world as

THE GREAT SCOURING SOAP

It retails at 10 cents, leaving you a fair profit. **GROCERS** not having been supplied with iron signs nor advertising matter yet, will please ask their jobbers to have these enclosed with their next shipment of goods, as we gladly furnish same.

Depots at:
Toronto, Ont. } **Emil Pollwka & Co.**
Montreal, Que. } 38 Front St. East, Toronto, Ont.
St. John, N.B. } Canadian Agents.

There is hardly another Food Cereal in the market which can be used for so many purposes as

CRYSTAL RICE.

CRYSTAL RICE FOR SOUP.
CRYSTAL RICE FOR BREAD, BISCUITS, ETC.
CRYSTAL RICE FOR PUDDINGS, MUSH, ETC.
CRYSTAL RICE FOR OYSTERS.
CRYSTAL RICE FOR OMELETTES, ETC.

Send for sample and Receipt Book. If you prefer order through your jobber. Crystal Rice is now handled by the wholesale: ad and in all the provinces.

CANADIAN SPECIALTY CO.,
38 Front St. East, Toronto, Ont.,
Dominion Agent,

Flour is Cheaper THAN IT HAS BEEN SINCE BEFORE ANY OF US WERE BORN.

The price of all kinds of Flour is so low that any Housekeeper can afford to use a good article.

This gives the live Flour Dealer or Grocer an opportunity to build up a permanent and profitable flour trade by filling his orders with our "Queen" Flour, which carried off the Medal and Diploma at the Chicago World's Fair.

For Bread, Cakes, Pastry or Pudding it is unequalled.

M. McLAUGHLIN & CO.
Royal Dominion Mills, TORONTO.

Every Grocer

Should endeavor to cultivate among his customers a demand for the purest goods that are produced.

Every Family

Should make it a point to procure the purest goods that are placed on the market.

Our Pan-Dried Rolled Oats, Rolled Wheat & Breakfast Foods

Are the purest and sweetest of their kinds on the Canadian market.

E. D. TILLSON, - - Tilsonburg, Ont.

COX'S GELATINE Always Trustworthy.
ESTABLISHED 1725.

AGENTS FOR CANADA:-
C. E. COLSON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N. B., and Montreal.

EPPS'S COCOA

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

C. E. Colson, Montreal

Embros Oatmeal Mills

D. R. ROSS, - - EMBRO, ONT

A CHOICE QUALITY OF

Rolled, Standard and Granulated

Oatmeal

IN BARRELS, HALF BARRELS OR BAGS.

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

Toronto Salt Works,

128 Adelaide East,
TORONTO

Dealers in Table, Dairy, Meat Curing Barrel, Rock Lump, and Land Salts.

Higgin's Eureka and Ashton's English Dairy Salts. Land Plaster.

R. & T. WATSON, Manufacturing Confectioners,

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

SEND FOR PRICE LIST.

75 Front Street East, - -

KOFF NO MORE.

WATSON'S COUGH DROPS

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

TORONTO.

MARKETS—Continued

quote 18 to 22c according to quality. In Canadian sales have transpired in the wood at 1½ to 2c. per lb.

TEA.

The week has been a very quiet one in tea, and as far as wholesale business goes few round lots have been moved. Medium Japans have sold at 15c., while finest has changed hands at 25c. for good sized lots. In blacks 10½d. f.o.b. London was paid for a lot of Ceylon. Green teas are in moderate demand, chiefly gunpowders. We quote:—Japans, common, 12 to 13c.; medium, 15 to 17c.; fine, 18 to 21c., and finest 23 to 30c.

COFFEE.

The coffee market has been quiet, a few round lots of Rio and Maracaibo changing hands during the week. Prices are firm, round lots changing hands at 20 to 21c. for both descriptions. We quote: Jamaica, 17 to 19c.; Maracaibo, 20 to 21c.; Porto Cabello, 19 to 20c.; Rio, 20 to 21c.; Java, 24 to 30c., and Mocha, 25 to 30c.

SPICES.

The spice market was quiet if anything during the week, the holiday demand being over. Prices are steady, as follows: Jamaica ginger, 16 to 18c. for common, and 18 to 20c. for finer qualities; black pepper, 6 to 7c.; pimento, 6 to 7c.; and nutmegs, 65 to 70c. to \$1.

RICE.

The demand for rice is small at the moment, jobbers being apparently well supplied. Standard Japan, \$3.75 to \$4; "B," \$3.50; Crystal, \$4.25 to \$4.50; Patna, \$4.25 to \$5.50; Carolina, \$6.50 to \$7.

CANNED GOODS.

There is not much doing in canned goods which move steadily. Prices are about the same except that salmon are rather firmer. We quote: Tomatoes, 75 to 80c., corn 75 to 80c., peas 90 to 95c., strawberries \$2.75 per doz., raspberries \$1.80, salmon \$1.25 to \$1.30 for best brands and \$1.05 to \$1.13 for cohoes, lobsters \$1.60 to \$1.75, mackerel \$1 to \$1.05.

GREEN FRUIT.

There is a fair demand for apples which are scarce and firm, No. 1 selling as high as \$4.50 to \$5 and No. 2, \$3 to \$3.50. Grapes are in fair demand, Almeria moving at \$3.50 to \$6 per keg. There has been a good demand for oranges, Florida ruling firm at \$2 to \$3.25 per box and Valencia 25c. higher at \$4 to \$5.50 per case according to quality. Lemons continue scarce and firm at \$4 to \$5 per box.

FISH.

The demand for fish has been rather slow during the week, but the supplies are heavy and prices are easier. The stocks of pickled salmon are particularly large; but Finnan haddies are rather scarce. We quote: No. 1 C. B. herring, \$5.50; No. 1 Newfoundland do., \$4.75 to \$5; No. 1 green cod, \$4.75 to \$5; Labrador salmon, \$14 to \$15 per bbl.; B. C. do., \$11 to \$12; No. 2 mackerel, \$12; Finnan haddies, 7 to 8c.; Yarmouth bloaters, \$1 to \$1.75 per box; haddock, 4 to 4½c.; cod, 3½ to 4c.; boneless cod, 6½ to 7c.; smelts, 6 to 7c.; whitefish and trout, 7c.; mackerel, 11c. each; sea bass, 10 to 11c. per lb.; tommy cods, \$1.40 to \$1.75 per bbl.; fresh salmon, 12c. per lb.

COUNTRY PRODUCE.

The egg market is dull and quiet, fresh boiling stock fetching 22c. and held; Montreal limed, 17c. to 18c., and Western limed, 15c. Dressed poultry has of course contin-

ued in fair demand, turkeys ruling for somewhat easier, however, at 10½ to 11c. choice picked, while scalded are 9 to 10c. Chickens range from 6 to 8c. and geese 6½ to 7c., while ducks are steady at 9c. to 10c. White clover honey in the comb sells at 12 to 13½c. and dark buckwheat, 9 to 12c., while extracted runs from 7 to 8½c. for new and 5 to 6c. for old. Maple syrup rules at 50 to 65c. in cases, and sugar 6 to 7c. Hops are steady 17½ to 19c. Beans run from \$1.35 to \$1.50 for hand-picked, and ordinary \$1 to \$1.25. There is no change in potatoes, which are firm at 60 to 62½c. per bag, with 10c. extra for jobbing lots.

PROVISIONS.

Demand for pork rules slow, while lard and short ribs are in fair demand. Smoked meats are steady. We quote as follows:—Canadian short cut, per bbl., \$17.50 to \$18.50; mess pork, western, new, per bbl., \$17 to \$17.50; ham city cured, per lb., 12 to 13c.; lard, Canadian, in pails, 11¼ to 12¼c.; bacon, per lb., 11¼ to 12¼c.; lard, com. refined, per lb. 8¼ to 8½c.

BUTTER AND CHEESE.

The movement in butter is of a purely local jobbing character, but the general tone is firm under moderate supplies. We quote:—Finest fall creamery 23 to 24c.; finest Townships dairy, 21 to 22c.; finest Western dairy, 19½ to 20c.; Kamouraska, 19½ to 20c.

The local cheese market holds very firm but quiet. Holders are showing no disposition to do business. The nominal quotation is 11¼ to 11½c. for fall stock.

MONTREAL TRADE NOTES.

Caffaroma received its full share of attention in the holiday demand.

Practically all the prime Valencia raisins in first hands are taken on this market.

Sales of Ram Lal tea are reported by Rose & Lafamme, of Montreal, to be steadily increasing.

Low grade American syrup has been shaded on this market for round lots, 17½c. being named.

C. A. Chouillion says that the year just closed has witnessed a constantly increasing sale of chocolate menier.

L. Chaput & Son say that the Christmas trade this year, so far as it goes, was quite equal to that of last year.

Round lots of Ceylon black teas have been bought on Montreal account during the week at 10½d. f.o.b. in London.

Morrow & Ewing, of Montreal, have 500 boxes of Rio and Santos coffees to hand. The firm sold 250 boxes within a few days.

Joseph Tetley & Co. ask grocers to keep their eye on the firm's ad. in THE GROCER if they want to hear of something to their advantage.

Sugar refiners here have not contracted for a bag of raw sugar as yet. Last year they had already provided for a lot of their supplies.

Caverhill, Hughes & Co. asked all their travelers to come into town for the travelers' dinner, and naturally all of them responded.

It was stated in last week's issue that Walter R. Wonham & Sons were doing a good jobbing trade in Scotch fish delicacies.

CAFFAROMA

Makes the finest cup of coffee in the world. Sold in 1 and 2 lb. tins only. For sale by all wholesale and retail grocers throughout the Dominion.

C. A. LIFFITON & CO., Montreal
Proprietors of the original patent Caffaroma

This was an error. Wonham & Sons sell to the wholesale trade only, and it is from the latter that the retail trade get their supplies.

The first lot of California apples were offered to the trade here this week by Hart & Tuckwell and sold to Mr. Walter Paul, grocer, at a very full figure.

M. Lefebvre & Co. call the attention of their friends again this year to their well-known Lion L brand of jams and jellies, vinegars and pickles.

An advertisement in THE GROCER soon brings customers. Rose & Lafamme had advertised Cream Corn in last week's issue, with the result that orders directly traceable to it were received.

W. R. Wonham & Co.'s representatives this year offer to the jobbing trade a line of Scotch fish specialties adapted for family use and put up in handy saleable packages.

Frank Magor & Co. offer some choice English specialties in jams, jellies and marmalade to the trade. They form an essential part of every thoroughly English breakfast bill of fare.

Rose & Lafamme say that the season's sale in their district of "Ram Lal's" pure Indian tea has been satisfactory, and that the specialty is taking a good hold.

Walter Baker & Co.'s chocolate and cocoas are now quite as well known in Canada as across the lines. The Boston firm's specialties are sold by grocery everywhere.

ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Jan. 4.

THE holiday trade being over business has quieted down, particularly among the wholesale trade. The retail trade keeps up well. The merchants report a good holiday trade; in fact we believe there are few cities in the Dominion that are as prosperous as our own. Though things are not as we would like them there are few hungry people around. Wholesalers say that for the past practically nothing has been doing. We see a long looked for event about to happen—the shipping of grain from St. John. Two steamers, the Baltimore and the City of Madura, will take each from here during January 10,000 bushels of grain and 250 tons hay. This it is expected, will continue during the winter by the Furness line steamers, and if the undertaking be successful the quantities will be increased.

CANNED GOODS, ETC.—In canned goods little is being done. Some gallon apples were offered excanners, but very few were sold. In no line of canned goods have the receipts been as low this year as apples.

ESTABLISHED 1850.

Our travellers have all started with their Samples for the Spring Trade, including the latest productions of

**China
Crockery
Glassware**

Don't Buy until you get Our Prices.

JAMES A. SKINNER & CO.
TORONTO, ONT. VANCOUVER, B.C.

ESTABLISHED 1851.

WE OFFER

5,500 Boxes Arguimbau
New Valencia Raisins.

Also "G. Marcapoli & Fils" brand.

New Sultana Raisins and new Currants in barrels, half barrels and cases. We guarantee them first quality. Ask our prices and samples before buying elsewhere.

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

MINCE MEAT

IN 5 LB. AND 27 LB. PAILS.

Guaranteed made of the finest materials, and scrupulous care taken in its preparation.

F. W. FEARMAN,
HAMILTON, ONT.

Elliott, Marr & Co.,

Importers of Teas

—AND—

Wholesale Grocers.

LONDON, ONT.

FULL LINES OF

**Raisins
Currants
Figs and
Pure Spices**

AT LOWEST PRICES.

SLOAN & GROWTHER,
WHOLESALE GROCERS,
Toronto.

PRUNES New Bosnia,
Sphinx and
Atlas brands.

: also :

Bordeaux "Bags"
SPECIAL VALUE

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

**New Peels
New Dates
New Figs
New Nuts
New Malaga Fruits.**

Full Lines Now in Store.

J. W. LANG & CO.
59, 61, 63 Front St. East, TORONTO

New Fruits.

Dates, Figs
Sphinx Prunes
Sultana Raisins
Black Baskets
London Layers.

Nuts of all kinds.

T. KINNEAR & CO.,
49 Front St. E., TORONTO.

Condensed Mince Meat.

Delicious Mince Pies every day in the year.

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

Sells at all Seasons.

Will not ferment in warm weather.



The best and Cheapest Mince Meat on Earth.

Price reduced to \$12.00 per gross, net.

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

FIGS

Choice Eleme.

PERKINS, INCE & Co.

41 and 43 Front St. East

.. NEW ..

Sphinx Prunes

All qualities in Cases.
Extra Choice in Half Cases.

NEW Figs AND Dates



**Smith and
Keighley**

9 Front St. E., Toronto

MARKETS.—Continued

Prices: Corn, 90c.; peas, 90c.; tomatoes, 95c. to \$1; salmon, \$1.40 to \$1.45; lobsters, \$1.50 to \$2; oysters, 2's, \$2.15 to \$2.30; haddies, \$1.50; Canadian canned beef, \$2.50; American do., \$2.60. Salt, in 10-lb. bags, in barrels, \$3.10 per barrel; in 5-lb. bags in barrels, \$3.25 per barrel; fine salt \$1.10, coarse 50c.

DRIED FRUIT AND NUTS—In these the passing of the holidays has left a blank as far as movement is concerned. Stocks are good, but on account of low prices and no signs of better ones there is little life. This is particularly true of raisins. We quote: Valencia raisins, 4½ to 4¾c.; layers, Valencias, 5½ to 5¾c.; London layers, \$2 to \$2.25; currants in cases, 3¾ to 4c.; barrels, 3¾ to 3½c.; cleaned currants, in 1-lb. cartons, 8 to 9c.; dates, 5½ to 6c.; prunes, 7¼c.; Californias, 12½c.; figs, 10 to 12c.; walnuts, Grenoble, 13 to 15c.; French walnuts, 11 to 12c.; Brazil, 15 to 16c.; peanuts, roasted, 10 to 11c.; almonds, 13 to 14c.; dried apples, 6½c.; evaporated apples, old, 10c.; new, 11c.

SUGAR—Movement is light and prices are easy. Like everything at this time, except when there are large changes in prices looked for, not much is doing. Granulated, 4¾ to 4¾c.; yellows, 3¾ to 4c.; Paris lump, 6 to 6¼c.; powdered, 6 to 7¼c.

MOLASSES—In this there is more doing, particularly in Porto Rico, which is being handled more freely this year than usual. Prices are firm. We quote: Barbadoes, 31 to 32c. for best, 29 to 30c. second; Porto Rico, best, 35 to 36c.; second, 30 to 32c.; Porto Rico, in 45 gal. brls., 32 to 33c.; Antigua, 29 to 30c.; syrup, 30 to 35c.

DAIRY PRODUCE—The market in butter is active and during the week the price of the extra has advanced a good cent. Even at advanced price it is scarce, and poorer butter is beginning to sell. Creamery butter, 23 to 25c.; dairy, 22 to 23c.; store packed, 18 to 21c.; cheese, 11c.; eggs, slow at 18 to 20c.

FRUIT—Trade is quiet. We quote: Apples, \$2 to \$3; Florida oranges, boxes, \$2.50 to \$3; West India, \$3 to \$4; lemons, \$4 to \$5; grapes, \$4 to \$5.50; cranberries, \$6 to \$7.

PROVISIONS—Following the general lead, the market is quiet in regard to this part of the trade. Prices remain as last week: Clean mess pork, \$20 to \$21; American mess, \$18 to \$19; P. E. I. mess, \$18 to \$19; plate beef, \$13.50 to \$14; extra plate, \$14.25 to \$14.50; pure lard, \$12; compound, 9½ to 10c.

FISH—In pickled fish the market is bare, and it looks very much as though the wholesale taking of sardines was having a great effect on the other herring business. A few frozen codfish are to hand. We quote: Frozen codfish, 4c. per lb.; large, dried, \$4.25; medium, \$3.50; pollock, \$1.90 to \$2; bay herring, brls., \$3.35 to \$3.50; half-brls., \$1.75 to \$1.85; Shelburn herring, brls., \$4 to \$4.25; half-brls., \$2.25 to \$2.50; medium smoked herring, 12c.; lengthwise, 9c.

OIL—The same as last week. American, 20c.; best Canadian, 19c.; second grade, 13½c. No charge for brls. Terms 30 days.

The death is announced of Mr. William Baxter, a promising son of William Baxter, the grocer, of 73 Pitt street. The young man, who is in the sixteenth year of his age, contracted typhoid fever some weeks ago, which was the immediate cause of his death.—*Gazette*, St. John, N.B.

TIMELY HINTS TO GROCERS.

BY H. E. WILTON, SPRINGFIELD.

CHRISTMAS and New Year trade is over, and as usual a dull season will follow. The holiday trade in general has not been all that was desired, and instead of sitting quietly down and waiting (like Micawber) for something to turn up, it is now necessary to "get a move on."

"How can I increase my trade?" is a question much asked at this particular season, and as usual a great many will resort to the old but foolish rule of cutting prices.

A good plan at this particular dull season, and one which I have seen worked with success, is to get out a printed list of all goods carried in stock, and leave one of these in each house in your town. Have the lady of the house hang your list in the kitchen or pantry, and as she finds herself in need of a certain article check it off on the list. The merchant or his clerk should call every morning, take up this list, fill the order, and deliver the goods, not forgetting to leave always a new unmarked list. These lists should be printed on paper, and the cost should not exceed \$1.50 for five hundred copies. An explanation of their object, and how to be used, should be printed on them.

I have seen the above plan adopted in small towns, and it always worked well.

Giving presents, such as pictures, glassware, books, furniture, etc., may increase trade for a short time, but in the end they have bad results. It has not the appearance of genuine business principles, and tends to lessen the value and quality of your goods in the eyes of your intelligent customer.

No intelligent person expects an article at its regular price and a present in the bargain, and the merchant who handles such goods as prize baking powders, etc., at once injures his business reputation.

If a pound of tea or baking powder is sold and a present given as well, you must either charge an extra high price for your goods, or sell an inferior article, which, in either case, is an injury to business.

First-class goods, sold on their merits only, and at reasonable living profits; close attention to business, and the wants of your customers (no matter how small), with a liberal amount of good honest newspaper advertising, is an almost certain road to success, and the merchant who follows out these principles will succeed.

Another very good thing in connection with any retail business is a bulletin board. Take a good-sized black board and place each morning an attractive advertisement, such as some new line of goods you have in stock, on it, and you will find it pays. I have seen (where a black board was used in front of a store) an entire stock of some pro-

fitable line of new goods, never before in stock, disposed of in one day by a simple black-board announcement on the outside.

Making a specialty of one line of goods is another good plan, especially so, if that line be teas. A friend who has been in the grocery business upwards of thirty years tells me that he has always made tea a specialty in connection with his business, and having paid particular attention to that line, he is now doing the leading tea trade in his town.

One plan, which I have before now adopted in the tea line, is to get a few hundred envelopes printed as follows: "Free Tea Sample. Price per lb., For sale by Leading Grocer."

Take these envelopes and put in each a sample of some particular fine tea which you have previously tested, and know to be good value. Distribute these samples among your customers, and as many new ones as possible, and the result will surprise you. I have by this plan doubled the sales of a certain brand of tea in just a few weeks, and have at the same time secured new customers that were never before in the store.

All such plans as these are very good trade catches, and are far ahead of the "cut and slash" principle.

Good newspaper advertising is the one principal successful feature in connection with any business, and one thing besides this that is absolutely necessary is a first-class trade journal.

At this present day no merchant can afford to do business without a trade journal. I consider such one of the most valuable articles a grocer has. It not only saves him many a dollar, but gives him a close acquaintance with all the first-class wholesale houses, and at the same time keeps him thoroughly posted in all points of the trade, unknown to those who do not take a trade journal.

The following recipe I will just add in conclusion, and would suggest that every grocer cut it out and paste it in his hat: "Good goods; one price; liberal quantity of newspaper advertising; pay cash; sell for cash; read your trade journal; hustle."

Chairman Wilson of the Ways and Means Committee, according to a despatch, has had prepared a statement showing the qualities and values of imported merchandise for 1892 and 1893, also the rates of duty and duties paid for these years, together with rates proposed by his bill and estimated revenues under his bill, based upon like importations. The duty received under the McKinley Bill for the year 1892 was \$173,098,471. The duty estimated under the Wilson Bill for a like period would have been \$107,650,170, making an estimated decrease per annum of \$65,407,900. The total duty received under the McKinley law for 1892 was \$198,473,452. The duty estimated under the Wilson bill for a like period would be \$122,665,668, an estimated decrease of \$75,707,784.

One Minute, Please.



While you are reading this ad. no time is lost.

You have whirled around on the outside of this world a distance of fifteen miles. You have also jogged along with the earth on its grand journey around the sun, one thousand miles. The light by which you read the closing part was eleven million miles away when you commenced.

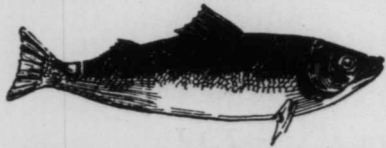
Whilst you read eighty new born infants arrive on deck to help make things hustle, and thousands upon thousands of young men and young ladies all over the Dominion of Canada are busy chewing Somerville's Mexican Fruit Chewing Gum, the only pure Medicinal Gum manufactured, guaranteed an aid to digestion, prevents colds, whitens the teeth and sweetens the breath. Price 5 cents per bar.

Manufactured only by

C. R. Somerville,

London, Can.





STAR BRAND FINNAN HADDIES

cured from fresh new fish. Best cured haddies in the world. Also dealers in Fresh, Dry, Salt and Pickled Fish, Live Lobsters and Dulse. Send for quotations to D. & O. SPROUL Digby, N.S.

**DUNN'S
BAKING
POWDER**
THE COOK'S BEST FRIEND
LARGEST SALE IN CANADA.

HOLIDAY EDITION

**Harry Harman's School of
Window Dressing & Decorating**

A MONTHLY PUBLICATION.

Special Xmas display for Grocers and all lines of business. 25c. (no stamps) Canadian currency accepted.

1204 Women's Temple, Chicago.

50 CENTS ..
per hundred

Will buy the best and most economical of transferable

Trade Due Bills

1c., 5c., 10c., 25c., 50c., and \$1

Denominations.

How many shall we send you?

Will wear like money and quite as handy.

J. K. CRANSTON, GALT.

Will Not

Merchants take delight in pushing a soap that in every respect is first-class and does not

Destroy Clothes?

Certainly, and this is why the large majority of Grocers in Canada sell the

Ammonia Soap

The best clothes cleaner in the market to-day.

Manufactured by

W. A. Bradshaw & Co.
TORONTO, ONT.

TETLEY'S TEAS.



TETLEY'S CELEBRATED DELIVERY WAGGON.

LADIES Appreciate Tetley's **TEAS.**
Do you keep them?

JOSEPH TETLEY & CO. 469 St. Paul Street, MONTREAL.
30 Front Street East, TORONTO.

THE "MOST POPULAR" BLACK LEAD



By Royal Warrant Manufacturers to Her Majesty the Queen.

**NIXEY'S
LEAD**

THE "MOST REMARKABLE" POLISH

For KNIVES, FORKS, BRASS and STEEL WORK, Etc., Etc.

Won't Wear the Blades like others.

6d. and 1s. Tins.



**NIXEY'S
KNIFE POLISH.**

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

Canadian Representatives

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

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

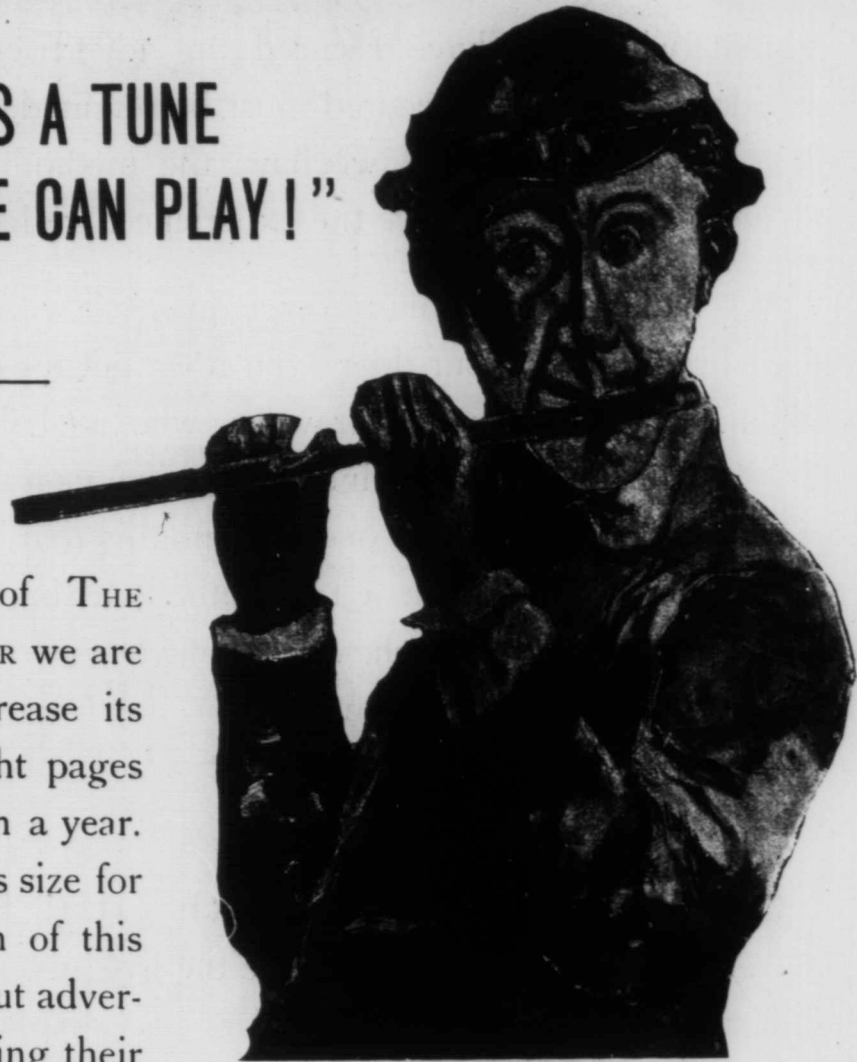
“LISTEN, HERE’S A TUNE
NO ONE ELSE CAN PLAY!”

WITH this issue of THE CANADIAN GROCER we are compelled to again increase its size, making it forty-eight pages and the third increase in a year. We are not increasing its size for the fun of the thing—fun of this kind is too expensive—but advertisers insist upon increasing their

space, and new advertisers will insist upon coming and joining in the grand march for “Money, Reputation, and Prosperity,” led by our band of trained musicians, who play tunes only of interest to the retail grocer and general storekeeper. The line of march is thronged each week by thousands of attentive and interested buyers, eager for new goods, bargains, and information.

There is now no limit to our success. If our advertisers are successful so are we. Our interests are identical. We never forget that progress is the vital element. As good as last year will not do; we must lead the procession.

We have treated our advertisers honestly, liberally, and independently. We have never “begged” nor “blackmailed” for business. We do not



feel that when we have secured an advertisement our work is quite finished. All business secured must be retained. This is much the easier task. We have the field, we have the medium, we have the circulation, we have the brains, we have the experience, we have the capital.

We make the probable buyer acquainted with the merits of your goods and we bring him to your door; you must get his order. Do not expect us to do more than your best traveler, who probably receives ten times the salary we do. And for goodness sake give us a chance. Do not say after you have advertised for two or three months that "it doesn't pay." When your traveler returns from a trip without a single order, do you go out of business at once? Not much, you know you have the goods, the people use them and you are going to make them buy. How do you do it? Simply by keeping everlastingly at them. So it is with advertising. Keeping everlastingly at it brings success.

OUR ADVERTISERS ARE OUR REFERENCES. On nearly every page of this journal are the live advertisements of not only the leading manufacturers and wholesalers of Canada but of the world. Do they advertise year after year without a return? Now, do they?

We cannot let this opportunity pass without thanking those who have stood by us from Vol. 1, No. 1 of this journal. They had confidence in our ability, and were always ready to help its development. We now trust they are reaping full benefit.

THE PUBLISHERS.



Sold
by ..
all ..
Dealers
every-
where.



**Silver Star .
. Stove Polish**

Has No Equal.

Is put up in two sizes of fancy tin boxes, packed in 4 gross cases, making a handsome package. The sale of it is on the increase. Where once tried, always used. This polish saves labor. It makes neither dust nor dirt. It gives a beautiful bright black polish. No mixing required. Always ready for use. Ask your wholesale or hardware house for it; they all keep it.

The F. F. Dalley Co.
of Hamilton, Limited.

We also make a polish for stove mounter's use; put up in bulk only.

**Adam's
Horehound
Tutti Frutti**

Send for
Elegant
Advertising
Matter.

ADAMS & SONS CO., 11 and 13 Jarvis St., Toronto, Ont.



Sold by the
Wholesale
Grocery
Trade and
the
Manufacturers,
**THE HAMILTON
COFFEE AND
SPICE CO.**

Sales
Increase
Yearly
—
It Holds Trade

“IN THE GOLDEN DAYS”

CHRISTMAS DELICACIES.

MALAGA RAISINS, VALENCIA RAISINS---Off-stalk, Fine Off-Stalk and 4-Crown Layers, in 14 and 28 lb. boxes.

Hallowee Dates, Grenoble and Marbot Walnuts, Sicily Filberts, Shelled Almonds and Walnuts.

AND AFTER THE WALNUTS ==

You want GENUINE JAVA AND MOCHA COFFEE

WE HAVE WHAT YOU WANT

Lightbound, Ralston & Co.

W^{HOLESALE}
GROCCERS,

MONTREAL.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

A MEETING of the creditors of E. Nantel & Co., general merchants, St. Jerome, Que., is called for Saturday.

W. R. Kindree, hotel, Toronto, has assigned to W. A. Campbell.

Evan Camerson, general merchant, Desert, Ont., has assigned to D. Blackley.

Thos Culbert, general merchant, Merrickville, has assigned to James Sheriff.

McGuire & Co., patent medicines, Westport, have assigned to W. J. Webster.

M. Murgatrayed, general merchant, Smithville, has assigned to Charles S. Scott.

Ed. L. Cleveland, grocer, boots and shoes, Alvinston, has assigned to E. Warner, Jr.

C. Desmarteau has been appointed curator of A. Crepeau, general merchant, Watton.

Byrens Bros., of the Excelsior Tea and Coffee Co., Hamilton, have assigned to David I. Thompson.

Albert Vipond, general merchant, Hudson and Vars, Que., is offering to compromise at 60c. on the dollar.

J. H. Butler & Co., groceries, boots and shoes, Oshawa, are offering to compromise at 25c. on the dollar.

SALES MADE AND PENDING.

The general stock of A. Moses, Waverley, has been so'd.

The stock of James Heaman, Alexander, Man., has been sold at 56c. on the dollar.

The grocery stock of C. Crevier, St. Jerome, Que., has been sold at 70c. on the dollar.

W. T. Young, general merchant, Alvinston, has had his stock sold at 69c. on the dollar. Mr. Tennessy was the purchaser.

The stock of S. T. Jackson, general merchant, Walsingham Centre, is advertised to be sold under chattel mortgage Jan. 10.

CHANGES.

Dobier & Co., boots and shoes, Ottawa, have sold out to J. S. S. Rettalock.

P. E. Wetherall, general merchant, Garden Hill, has been succeeded by Fred Spoford.

E. H. Schiedel & Co., general merchants, New Dundee, have sold out to Wing & Master.

J. D. Stinson, general merchant and hotel, Port Francis, has sold out general store to Carter, Galbraith & Co.

Lindow & Gundley, general merchants, Fort Saskatchewan, N.W.T., have added wholesale liquors to their stock

The Western Milling Co., of Regina, Assa., have sold wholesale liquor business to Charles Howson, and the business will be continued by John Howson.

DEATHS.

Mrs. R. Hetu, grocer, Mont'real, is dead.

WOMEN

Are particular in choosing their principal tool and weapon. Our Broom has the two essential points: the best brushy part for sweeping purposes, and handles warranted to survive the most forcible argument. A sample order solicited. You cannot lose anything as we guarantee the values equal to any in Canada.

The Windsor Patent Brush Co., Ltd.,
SANDWICH, ONTARIO

Slee, Slee & Co.
makers of



ESTD 1812.

Pure malt vinegar.
London, England.

*Batty & Co have for half a century used
Slee, Slee & Co's pure malt vinegar in making
their genuine pickles, & sauces.*

THE BEST IS THE CHEAPEST

. USE .



MORSES
BEST
SOAP

MFG'D ONLY BY
JOHN TAYLOR & Co.
Toronto

PRITHEE PRETTY MAIDEN, PRITHEE TELL ME WHY
ON WASHING DAY SO LAUGHING SHINES THINE EYE?
"MY SECRET GENTLE READER MOST EASILY IS GUESSED,
THE ONLY SOAP I USE, IS "MORSES BEST."

THE REG CO

5 CENTS

Buys a cake of

Sweet Home Soap

- The purest soap.
- The largest cake.
- The nicest wrappers.
- The most popular music.
- The best selling soap in the market.

LONDON SOAP CO.,
LONDON, ONT.

**Do You Sell —
BROOMS ?**

We make the best. Our Brands are all Sellers.

-: THE QUEEN BROOM :-

Is the favorite, and has the largest sale of any Broom made in Canada.

.. THEY GIVE SATISFACTION ..

Taylor, Scott & Co.
TORONTO.

"START" VIIIXCIV.

BY ORDERING



and **increase** your
Tea Trade

ROSE & LAFLAMME,
Eastern, Agents, **Montreal.**

**"Jersey Brand"
Condensed Milk**



✱
It is guaranteed Pure and Unskimmed.

An excellent Food for Infants

✱
Buy only the **Jersey Brand** for all purposes.
Sold by Grocers, Outfitters and others.

— MANUFACTURED BY —

FORREST CANNING CO.,
HALIFAX, N. S.

F. W. HUDSON & CO., Agents, Toronto.

E. BROWN & SON'S, 7 Garrick St., London, England, and 26 Rue Bergere, Paris.

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

Messrs. SALOMON & PHILLIPS, 33 Spruce St., New York, Sole agents for Canada and U. S. A

*Young & Smylie's
Licorice Leads.*

The increasing consumption of Pure Licorice in the Dominion, proves that a good thing is always quickly recognized. Don't forget Y. & S. when getting your Fall supplies.

SEE QUOTATIONS.

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.**

**MUNN'S
BONELESS CODFISH.**

NEW ARRIVALS.

Send in your orders. Full stock on hand of Assorted Boxes, 5 lb., 10 lb., 20 lb. and 40 lb. boxes; also

SKINLESS CODFISH in 100 lb. Cases.

The Munn Brand, after a most severe test, gained the only medal awarded at the World's Fair this summer, which speaks highly for the merits of this article.

**Stewart Munn & Co.,
MONTREAL.**

J. HUNTER WHITE

Manufacturers' Agent, Broker and Commission Merchant
Dealer in all kinds of produce, fruits, etc. Also purchasing and forwarding agent. Consignments solicited. Personal attention given to correspondence. References by permission: The Bank of New Brunswick Messrs. Turnbull & Co., Geo. Robertson, E-q., President Board of Trade.
61 Dock St., ST. JOHN, N. B.

**WILLIAM CARPENTER and Store Fitter
ARCHER,**

VALUATOR,
STORE, OFFICE AND SHOW ROOM FITTER.
All classes of Store Fittings, Exhibition Cases, Show Cases, etc., from the Cheapest to the Most Elaborate, made well, quick, and at Reasonable Charges. Alterations, Repairs. Estimates Free. Post cards promptly attended to.
114 SPADINA AVENUE,
Cor. of Adelaide St., Toronto.

**The British Columbia
Commercial Journal**

Is the universally recognized leading trade and commercial paper west of Toronto. As an advertising medium to reach the B. C. trade it cannot be surpassed.

The Commercial Journal is devoted to the Lumbering, Mining, Shipping, Commercial and Industrial Interests of British Columbia. It is found on the counter in nearly every retail store in the Province. To reach the retailer you must advertise in The Commercial Journal.

SUBSCRIPTION \$2.00 PER YEAR.
Advertising Rates made known on Application.

77 JOHNSON ST., VICTORIA, B.C.



ASK FOR

MOTT'S



ESTABLISHED 6 YEARS

The "Monsoon" Brands

CONSIST OF THE FOLLOWING:

- | | |
|---|--|
| <p>INDIAN.</p> <ol style="list-style-type: none"> 1. Finest Assam Pekoe 2. Assam Broken Pekoe 3. Assam Pekoe Souchong | <p>CEYLONS.</p> <ol style="list-style-type: none"> 4. Finest Ceylon Pekoe 5. Ceylon Broken Pekoe 6. Ceylon P. Souchong |
|---|--|

In Cases of 60 1-lb., 120 ½-lb. or 12 5-lb. packets. Cases can be assorted Indians and Ceylons.
 The Above Brands Give Universal Satisfaction and Suit all Tastes.
 We carry the largest and best assorted stock of Indian Teas in Canada. Write for samples and you will be satisfied with the values we can give.

STEEL, HAYTER & CO., Growers,
 11 and 13 Front St., Toronto.

OTHER SPECIALTIES.
 NOUGAT
 RAHAT LAKUHM
 ALMOND ROCK
 EL MAHNA



MEDALS AND DIPLOMAS.
 PARIS
 SYDNEY
 MELBOURNE

ST. JOHN'S WORKS, LONDON, W.C., ENGLAND.

THE CANADIAN GROCER PRICES CURRENT.

TORONTO, Jan. 4, 1884
 This list is corrected every Thursday. The prices are solicited for publication, and are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit.

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

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

BAKING POWDER.

PURE GOLD, per doz	5 lb. cans, 1 doz. in case	19 80
4 lb. cans, 1 doz. in case		16 00
3 ¼ lb. cans, 1 and 2 doz. in case		10 50
15 oz. cans, 1, 2 and 4 doz. in case		4 60
12 oz. cans, 2 and 4 doz. in case		3 70
8 oz. cans, 2 and 4 doz. in case		2 40
6 oz. cans, 2 and 4 doz. in case		1 90
4 oz. cans, 4 and 6 doz. in case		1 25
Dunn's No. 1, in tins		3 00
" " 2		75
Cook's Friend—		
Size 1, in 2 and 4 doz. boxes		\$3 40
" 10, in 4 doz. boxes		3 10
" 2, in 6 "		80
" 12, in 6 "		70
" 3, in 4 "		45
Found tins, 3 doz. in case		3 00
12 oz tins, 3 doz. in case		2 40
9 oz tins, 4 "		1 10

5 lb tins, ¼ doz. in case	14 00
Ocean Wave, ¼ lb, 4 doz cases	75
" ½ lb, 4 "	1 30
" No. 1, 2 "	1 90
" 1 lb, 2 "	2 20
" 5 lb, ¼ "	9 60
DIAMOND—¼ lb. tins, 4 doz cases	0 67½
" 1 lb. " 3 " "	1 17
" 1 lb. " 2 " "	1 98

TORONTO BISCUIT & CONFECTIONERY CO

Abernethy	8 ½	Oyster	10
Arrowroot	10 ½	People's Mixed	10
Butter	6	Pie Nic	09 ½
" 3 lbs	20	Prairie	8
Cabin	7 ½	Rich Mixed	14
Cottage	8 ½	School Cake	11
Digestive	8	Soda	6
Daisy Wafer	16	" 3 lb.	20
Garibaldi	9	Sultana	10
Gingerbread	10	Tee	10
Ginger Nuts	10	Tid Bits	9
Graham Wafer	09	Variety	12
Lemon	10	Village	7 ½
Milk	9	Wine	8 ½
Nic Nac	13		

BLACKING.

Spanish, No. 3	4 50
" 5	8 00
" 10	9 00
Japanese, No. 3	4 50
" 5	7 50
Jaquot's French No. 3	3 00
" " 3	4 50
" " 4	6 00
" " 5	9 00
" " 1-gross Cabinets, asst.	7 50
Egyptian, No. 1	9 00
" 2	4 50
P. G. FRENCH BLACKING, per gross	
¼ No. 4	\$4 00
¼ No. 6	4 50
¼ No. 8	7 25
¼ No. 10	25
P. G. FRENCH DRESSING, per doz	
No. 7, 1 or 2 doz. in box	\$2 00
No. 4	1 75

BLACK LEAD.

Refined in 1d., 2d., 4d. and 1s. packages, (9 lb. boxes)	7s 6d	\$2 25
Jubilee in 1oz. and 2 oz. round blocks in cartons (9 lb. boxes)	4s 3d	2 00
Silver Moonlight, Plum-bago Stove Polish (13 ½ lb. boxes)		
6 ½ lb. in large ¼d. pkts, 1 gross	4s 3d	1 50
13 lb. in large ¼d. pkts, 2 gross	8s 6d	3 00
13 lb. in large 1d. pkts, 1 gross	7s 6d	2 50
13 lb. in large 2d. pkts, ½ gross	7s 6d	2 50
Reckitt's Black Lead, per box	1 15	
Each box contains either 1 gro., 1 oz.: ½ gro., 2 oz., or ¼ gro., 4 oz.		
Per gross		9 00

SILVER STAR STOVE PASTE

BLUE.

"Soho Square" in 8 lb. boxes, of 16x6d. boxes, London	6s 0d
"Soho Square" in 8 lb. boxes, of 16x6d. boxes, Canada	\$2 25
Per gross	
"Cervus" bag blue, 1 size	2 50
" " 2	1 25
Reckitt's Pure Blue, per gross	2 10
KREN'S OXFORD, per lb	
1 lb packets	0 17
4 lb "	0 17

KNIFE POLISH.

"Cervus" boxes of 1 doz.	1 25
6d. London 3s., Canada, \$1 15	
"Cervus" boxes of 1 doz.	1 25
1s. London 6s., Canada, \$2 30	
For 5 gross and upward.	
CORN BROOMS.	
CHAS. BOECKH & SONS, per doz	
Carpet Brooms— net	
"Imperial," ex. fine, 8, 4 strings	\$3 65
Do. " " 7, 4 strings	3 45

Do.	do.	6, 3 strings	3 25
"Victoria," fine, No. 8, 4 strings			3 30
Do.	do.	7, 4 strings	3 10
Do.	do.	6, 3 strings	2 90
"Standard," select, 8, 4 strings			2 90
Do.	do.	7, 4 strings	2 75
Do.	do.	6, 3 strings	2 60
Do.	do.	5, 3 strings	2 40

CANNED GOODS.

Apples, 3's	Per doz	\$0 95	\$1 00
" gallons		2 10	2 20
Blackberries, 2's		1 75	2 00
Blueberries, 2's		1 00	1 10
Beans, 2's		0 85	0 95
Corn, 2's		0 80	0 85
" Epicure		1 15	
" Special Brand		1 40	1 50
Cherries, red pitted, 2's		1 85	1 90
Peas, 2's		0 90	1 00
" Sifted select		1 40	
Pears, Bartlett, 2's		1 75	
" Sugar, 2's		2 25	2 75
Pineapple, 2's		1 85	2 00
Peaches, 2's		1 85	2 00
" 3's		2 85	3 00
" Pia, 3's			
Plums, Gr Gages, 2's		1 85	2 00
" Lombard		1 50	1 60
" Lamson Blue		1 50	1 60
Pumpkins, 3's		0 90	1 00
" gallons		2 10	2 25
Raspberries, 2's		1 75	1 85
Strawberries, choice 2's		1 80	1 90
Succotash, 2's		1 40	
Tomatoes, 3's		0 80	0 85
"Thistle" Finnan haddies		1 40	1 50
Lobster, Clover Leaf, Hat.			
" Star (tall)		2 00	
" Inupr'l Crown flat		2 60	
" tall		1 90	2 00
" Other brands		1 80	2 00
Mackerel		1 00	1 10
Salmon, talls		1 20	1 53
" Hats.		1 50	1 60
Sardines Albert, ¼'s tins		13	
" " ½'s		20	
" Sportsman, is genuine French high grade, key opener			12 ½

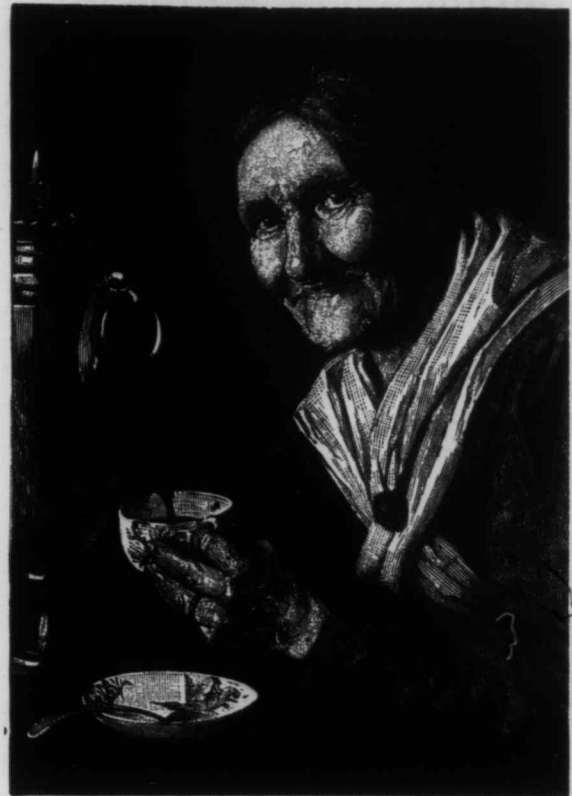
A FACT...

Thousands of Canadian homes made happy. Millions of sweet voices, around bright firesides, singing praises of our Coffee. No breakfast is a delight without it! No evening party a success without a cup of our

SPECIAL BLEND JAVA

TRY IT, YOU'LL LIKE IT.

PURE GOLD MANFG. CO.
TORONTO



Prices current, continued.

PICKLES, SAUCES, SOUPS.

Wright & Copp, Agents, Toronto.

Snider's Tomato Catsup.....	per doz	5 50
" " " " " " " " " " " " " "	pts	3 50
" " " " " " " " " " " " " "	pts	2 09
" Chili Sauce " " " " " " " "	pts	4 50
" " " " " " " " " " " " " "	pts	3 25
Snider's Soups (in 3 lb cans).		
Tomato.....	3	50
Chicken, Mock Turtle, Cream of Pea, Cream of Asparagus, Cream of Celery, Cream of Corn, Oxtail.....	4	50
Chicken Gumbo, Mulligatawny, Mutton Broth, Beef, Vegetable, Printanier, Julienne, Vermicelli, Noodle.....	4	25
Assorted—Consomme, Bouillon, Pea.....	4	00

Worcester Sauce, 1/2 pts..	\$3 50	\$3 75
" " " " " " " " " " " " " "	6 25	6 50
Pickles, all kinds, pints.....	3 25	3 25
" " " " " " " " " " " " " "	6 00	6 00
Harvey Sauce-genuine-hlf. pts	3 25	3 25
Mushroom Catsup " " " " " "	3 25	3 25
Anchovy Sauce " " " " " "	3 25	3 25

PRODUCE.

Butter, creamery, tubs.	\$0 24	\$0 26
" dairy, tubs, choice	0 20	0 22
" " " " " " " " " " " " " "	0 17	0 19
" " " " " " " " " " " " " "	0 15	0 16
Butter, pound rolls	0 24	0 25
" " " " " " " " " " " " " "	0 19	0 20
" " " " " " " " " " " " " "	0 17	0 19
Cheese " " " " " " " " " " " "	0 10	0 11
Eggs, fresh, per doz	0 17	0 18
" " " " " " " " " " " " " "	1 25	1 50
Beans " " " " " " " " " " " "	1 00	0 00
Onions, per bag	50	60
Potatoes, per bag	0 12	0 13
Hops, 1892 crop	0 18	0 20
" " " " " " " " " " " " " "	0 05	0 08
Honey, extracted	0 14	0 15
" " " " " " " " " " " " " "		

PROVISIONS.

Bacon, long clear, p lb	0 09 1/2	0 10 1/2
Pork, shortcut, p. bbl.	18 00	18 50

Hams, smoked, per lb...	0 12	0 12 1/2
" " " " " " " " " " " " " "	0 11	0 11 1/2
Bellies " " " " " " " " " " " "	0 13 1/2	0 14
Rolls " " " " " " " " " " " "	0 09 1/2	0 10
Backs " " " " " " " " " " " "	0 11	0 11 1/2
Lard, pure, per lb.....	0 10	0 11
Compound " " " " " " " " " "	0 08 1/2	0 09
Tallow, refined, per lb..	0 05	0 05 1/2
" " " " " " " " " " " " " "	0 02	0 02 1/2

RICE, ETC.

Rice, Aracan	Per lb	\$3 65
" Patna		42
" Japan		5
" Imperial Secta		5 1/2
" extra Burmah		3 1/2
" Java extra		6 1/2
" Genuine Carolina		9 1/2
Grand Duke		6 1/2
Sago		4 1/2
Tapioca		4 1/2
Goathead (finest imported)		5 1/2
Crystal, 25 lb sacks		\$1 50
" " 50 " bags		9 60

SAPOLIO.

In 1/2 or grs. boxes, per gross...	\$11 30
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ROOT BEER.

Hire's (Liquid) per doz	\$2 25
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SPICES.

GROUND		Per lb.
Pepper, black, pure	\$0 14	\$0 16
" " " " " " " " " " " " " "	10	15
" " " " " " " " " " " " " "	20	28
" " " " " " " " " " " " " "	20	25
Ginger, Jamaica, pure	25	27
" " " " " " " " " " " " " "	16	18
Jassia, fine to pure	14	25
Cloves	14	25
Allspice, choice to pure	12	15
Cayenne	30	35
Nutmegs	75	1 20
Mace	1 00	1 25
Mixed Spice, choice to pure	30	35
Cream of Tartar, fine to pure	25	32

KEEN'S MIXED

1 oz. tins, 2 lb boxes, per box...	1 00
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STARCH.

BRITISH AMERICA STARCH CO	
1st Quality White Laundry—	
3 lb. cartoons, boxes, 36 lbs.....	5 1/2
Ditto.....brils. 175 " " " " " "	5
Ditto.....kegs, 100 " " " " " "	5

Canada Laundry, boxes, 40 lbs.....	4 1/2
Brantford Gloss—	
1 lb. fancy boxes, cases, 36 lbs.....	7 1/2
Lily White Gloss, kegs, 100 lbs.....	6 1/2
1 lb. fancy cartoons, cases, 36 lbs. 7	
6 lb. draw-lid boxes, 8 in c'te, 48 lbs. 7	
Brantford Cold Water Rice Starch—	
1 lb. fancy boxes, cases, 28 lbs.....	9
No. 1 Pure Prepared Corn—	
1 lb. packages, boxes, 40 lbs.....	7 1/2
Challenge Prepared Corn—	
1 lb. package, boxes, 40 lbs.....	7

KINGSFORDS OSWEGO STARCH.

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

ST. LAWRENCE STARCH CO.'S

Culinary Starches—	
St. Lawrence corn starch.....	7 1/2
Durham corn starch.....	7
Laundry Starches—	
No. 1, White, 4 lb. Cartons.....	5 1/2
" " " " " " " " " " " " " "	5
" " " " " " " " " " " " " "	5
Canada Laundry	4 1/2
Ivory Gloss, six 6 lb. boxes, sliding covers	7
Ivory Gloss, fancy picture, 1 lb packs	7
Patent Starch, fancy picture, 1 lb. cartons	7 1/2
Ivory Starch in cases of 40 packages	\$3 00

SUGAR.

Granulated	c. per lb	4 1/2
Paris Lump, bbls and 100 lb. boxes	5 1/2	5 1/2
" " " " " " " " " " " " " "	5 1/2	5 1/2
Extra Ground, bbls lcing	5 1/2	5 1/2
" " " " " " " " " " " " " "		

Powdered, bbls	4 1/2	4 1/2
" " " " " " " " " " " " " "		
Extra bright refined	4	4
Bright Yellow	4 1/2	4 1/2
Medium " " " " " " " " " "	3 1/2	3 1/2
Brown " " " " " " " " " "	3 1/2	3 1/2
Dark yellow	3 1/2	3 1/2
Raw, bri.	3 1/2	3 1/2

SALT.

Bbl salt, car lots	0 90
Coarse, car lots, F.O.B.	0 80
" " " " " " " " " " " " " "	0 75
Dairy, car lots, F.O.B.	1 25
" " " " " " " " " " " " " "	1 50
" " " " " " " " " " " " " "	0 38
Common, fine car lots	0 70
" " " " " " " " " " " " " "	0 85
Rock salt, per ton	10 00
Liverpool coarse	0 75
" " " " " " " " " " " " " "	0 80

SYRUPS AND MOLASSES.

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

MOLASSES.

Trinidad, in puncheons...	0 32	0 35
" " " " " " " " " " " " " "	0 36	0 37
" " " " " " " " " " " " " "	0 40	0 40
New Orleans, in bbls.	0 30	0 52
Porto Rico, hdds.	0 38	0 40
" " " " " " " " " " " " " "	0 42	0 44
" " " " " " " " " " " " " "	0 44	0 46

SOAP.

Ivory Bar, 1 lb. bars.....	per lb	6
Do. 2, 6-16 and 3 lb bars	"	5 1/2
Primrose, 12 oz. cake, per doz....	48	

MOTTLED

MORSE'S

Per box
In f box lots
100 bars 5 25
50 bars 3 25
Chicago
Water
Electric 2 50

THE ST. LAWRENCE SUGAR REFINING CO'S
 GRANULATED,
 YELLOWS
 and SYRUPS
ARE PURE.

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Of the Highest Quality and Purity, made by the Latest Processes, and the newest
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"Crown" Granulated, Special Brand, the finest which can be made
Extra Granulated, very Superior Quality.
"Cream" Sugars, (not dried.)
Yellow Sugars of all Grades and Standards.
Syrups of all Grades in Barrels and Half Barrels.
Sole Makers of high class Syrups in tins, 2 lb. and 8 lb. each.

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"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

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**CONTRACT-
RECORD,**
TORONTO
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leaders from the
best contractors.



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That Sell Readily**

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and it always gives satisfaction.

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Accept the compliments of the season, with thanks for past favors.

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- 1, 2, 3 clothes baskets.
- 1, 2, 3, 4 market baskets.
- Butcher and Crockery baskets.
- Fruit package of all descriptions.

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DURABLE PAILS AND TUBS.

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SOAP**



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