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

**THE CANADIAN GROCER**  
 & GENERAL STOREKEEPER

PUBLISHED WEEKLY  
 \$200 PER YEAR

VOL. VI.

TORONTO, JANUARY 29, 1892.

No. 5

Registered.



Fac-Simile of Package.

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**BENSON'S** :- :-  
**CANADA PREPARED CORN**

Has been sold by every respectable grocer in Canada for more than 33 years. The popularity, purity and excellence of Benson's Prepared Corn for Blanc Mange, Infants' Food, etc., and all dietary purposes, has induced some covetous and unprincipled manufacturers to imitate even the color and general appearance of the wrapper, whereby ordinary purchasers may be easily deceived, unless they protect themselves against imposition by examining the package for the old name, "Benson's Canada Prepared Corn." Manufactured by the

EDWARDSBURG STARCH CO.,

Manufacturers of the Celebrated "Silver Gloss," "Satin," "Canada Laundry," "Rice Starch," "Potato Starch," Etc. **MONTREAL.**

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THE COOK'S BEST FRIEND  
 Largest Sale in Canada.

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IS THE CHEAPEST.

Retail Price, 25c.

For sale by all first-class grocers

EL PADRE AND CABLE.

ALL-TOBACCO CABLE AND EL PADRE CIGARETTES.

THE LEADING WHOLESALE TRADE HANDLE PURITAN CUT PLUG AND OLD CHUM SMOKING MONGO CIGARS, EXCEPTIONALLY FINE.

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This is a facsimile of our bottles.

"Worcestershire Sauce," "Yorkshire Sauce"  
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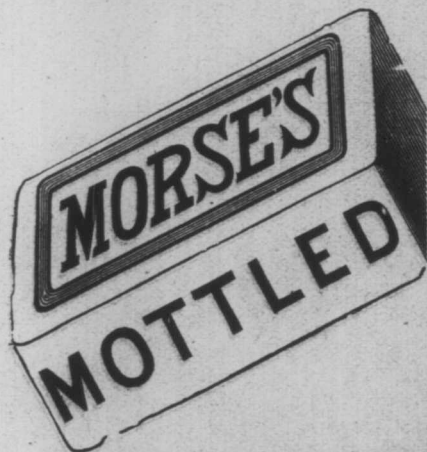
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The Wm. CANE & SONS MANUFACTURING Co  
 OF NEWMARKET, ONT.,

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

Represented by

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 FROST PROOF INK.**

2 OZ. CONE BOTTLES

Retails at 5 cents per bottle. Packed in 3, 6 and 12 doz. cases.  
 Sold by all wholesale dealers or the manufacturers.

This is a first-class Black Ink that is guaranteed not to freeze in the coldest weather.

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To use **SURPRISE SOAP** on wash day and do the wash without boiling or scalding the clothes.

'Tis Quickest.

'Tis Easiest.

'Tis most satisfactory.

'Tis most economical way.

**Surprise Soap does it.**

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 Lozenges.**

Manufactured exclusively by

**YOUNG & SMYLIE,**  
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These goods can be obtained from any of the leading First-class Houses in Canada.



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# THE CANADIAN GROCER

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

Vol. VI.

TORONTO, JANUARY 29, 1892.

No. 5

J. B. McLEAN,  
President.

HUGH C. McLEAN,  
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.  
A. J. Ritchie, Manager.

NEW YORK OFFICE: Room 105, Times Building,  
Roy V. Somerville, Manager.

SPECIAL TO OUR READERS.

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

The independent retail traders of the country have a right to object to their wholesalers doing business with Patron store-keepers. Their objection is not based on any tolerance they expect from wholesalers; it is based on a rule of trade that the wholesalers profess to be bound by. That rule is, that they do not sell to consumers. In selling to Patron merchants they violate the principle of this rule, for the Patron merchant is nothing but a consumers' broker, bound to buy for an association of consumers on a commission of 12½ per cent. upon the money invested. He is simply the agent of the people who ultimately get the goods, and as such, does not put the consumers on any different footing of eligibility to buy directly from wholesalers than they are on as unorganized purchasers. Unorganized consumers are supposed to have no privileges at wholesale warehouses, and their orders it would be a breach of a covenant with the retailers to accept. Why should their orders be more acceptable through the medium of

a broker than through the medium of themselves? There is no difference corresponding to the distinction.

\* \* \*

The retailer who preserves his independence does not ask the wholesalers to back him up in a commendable course. As a man of backbone he deserves such support, even if he had no claim to it as a matter of right. It is doubtful, however, if either sentiment or principle will be very heavily taxed in his behalf; the man who brings the order and appears likely to pay for the goods will get them somewhere, whether his neck wears the yoke of the Patrons or not. There are Patron merchants already, and they find no difficulty in getting stock; it is doubtful indeed if they ever were refused on the ground of their connection with the association. This is something the retail trade should bring home at once to the mind of the wholesalers. The latter are making themselves the competitors of their own deserving customers when they forward supplies to any Patron store that does business within range of any free store. This ought to be discontinued, first, because the wholesalers are committed to the principle of not opposing their retail customers by selling to consumers; second, because it is in the interest of wholesalers to uphold retail profits; and third, because such a consumers' association as the Patrons is a business anomaly. The retailers should not be left alone to fight the Patrons. The wholesalers not only withhold their support from the steadfast men of the retail trade, but they lend their cooperation to the other side by selling to the Patron merchants.

\* \* \*

The short-sightedness of such a course as that of supplying Patron stores ought to be apparent to the wholesalers and dissuade them from pursuing it. Cash is a good thing, but in the present circumstances of Canadian economy it presents too narrow a basis

for trade. If the wholesaler were asked to choose between the results of trade upon an exclusively cash basis on a margin of 12½ per cent. retail profit, and trade upon a basis that would accommodate itself to the circumstances and eligibility of the purchasers for credit, with perfect freedom among retailers, there is little doubt that they would unhesitatingly choose the latter. If trade were tied to the one motive-power of ready money, it would shrink to much smaller proportions than those of to-day; it would also be slower. The effect of the Patron movement would thus react upon the wholesalers, who are making themselves parties to a big contraction in the volume of trade, as well as a shrinkage of profits, when they supply Patron merchants.

\* \* \*

The matter may be brought before the Guild by the self-interest of wholesalers, if the right conjunction of circumstances is brought about in a few cases. If a wholesale house that has long had a good customer in a particular place, finds that his orders fall away to a mere shadow of their former volume, and discovers the reason to be that his competitor—the customer of a rival house—has gone over to the Patrons and got all the local trade, there will naturally be enough chagrin felt over the loss of a good customer to call forth a protest against the cause of this loss. Thus the new form of the old evil—the selling directly to consumers through Patron agents—will be likely to come up for another outburst of righteous denunciation, and some check may be given to the evil. Happily the evil is not likely to obtain a strong foothold. The Patrons cannot get themselves established permanently or generally, and as they cripple every man who takes them up, it is probably the best plan to let the merchants who tamper with them run their course. If these merchants who are so ready to sell their commercial liberty, are permitted to get goods the same as usual, they will get through the measure of their humiliation, but it would be merciful of the wholesalers to save them this experience by firmly refusing to sell goods to them.

### THE SALESMAN AND PROFITS.

Profits are not solely dependent upon the state of competition, the quality of the goods and the means or liberality of consumers. There is another element that enters into the result. It is the resourcefulness of the salesman. An able salesman will sell goods to better advantage than an ordinary salesman will. The test of salesmanship is not the amount of the sales but the profit on them. A brilliant salesman is not necessarily a good one, judged by this standard. The difficulty is not so much to sell goods as to make some money on them. A store can hold goods, a tasteful industrious clerk can display them to good advantage, the goods can help to sell themselves, but it takes a man of consummate ability to save the margin intact.

The training of salesmen is carried on in the right school, and that is behind the counter. But it could be very generally brought to higher perfection of result than it reaches. The stock difficulties should be theorized as well as acted upon. Much in the same way as imaginary legal questions are argued out formally by law students during their professional course, so should imaginary problems be discussed between principal and learner. Here is a grade of coffee, for example, that cannot be sold under 40c.; there is an abundance of lower, priced coffee in the stocks of competitors; what plea should the seller work upon to get the full price in these circumstances from So-and-So, a well-known enemy of profits? Such a question might be forced on the clerk by the necessities of practical business, and it is well that the salesman should have some defence of his profits to fall back upon. He must know that there is no chickory in this coffee, that it is Java or Mocha or a mixture of both, and not a South or Central American coffee. He must know something of the differences between the two classes of coffee, must be able to talk about mild and strong coffees, must know something of the market circumstances prevailing at the moment, and be able generally to impress his customer with the fulness and superiority of his knowledge. That sort of problem should be often conned. Not only does the discussion of questions like this furnish both the novice and veteran with ready answers for particular cases, but exercises them in the habit of equipping themselves to answer haggling customers. To-day the haggling customer is usually met by a concession. Prices are commonly quoted for shading, the belief being that a debateable margin in addition to a fair profit is a good thing, as it enables the salesman to make a seeming sacrifice if the customer happens to be one of the persistent kind.

It is almost as difficult to try to do business with a depleted stock as with an exhausted reserve of pleas to obtain full prices. Often a line of stock will be found lying unsold in one store while the competing store

will be found cleaned out of that description of goods. The demand is not lacking in such cases or the goods would be immobile in both stores. The price may check business in one place and may not be allowed to do so in the other, but as often as not the price could be obtained if the salesman was as artful in holding on to the price and letting go the goods as the customer is in the opposite course. The capacity of the demand is sometimes capable of more than the capacity of the salesman's resources. The auctioneer has to be a nimble-witted man. If he were not, if he relied on no other art but that of steady plodding in asking bids, he would soon run his business into the ground. The salesman at the counter must be something more than an automaton. He must be full of expedients to protect his profits and yet push sales. He must know something of varieties in every line of stock, something of markets, and be possessed of the latest information available. If he reads his trade paper diligently he will keep his mind open to the progress of events, and will have a constantly furnished memory to draw from in presenting the case for the profit he is expected to get on everything that it is possible to make a profit on.

A grocer one morning walked into a branch store that a manager was running for him in a suburb, and observing a lot of feed baskets that had been put in stock four or five weeks before, demanded why more of them were not sold before this. The reply was that the price was too high. "Well," said he, "I'll send Jack up a day or two, and we'll see if he can't thin them out." This instance shows what store is placed by experienced men on salesmanship that sells but does not sacrifice.

### "NEXT!"

What principle of precedence should the shopkeeper observe in waiting upon his customers? Rank or beauty, age or sex, or simply order of arrival? This is a question which a man's own natural diplomacy, in the presence of the actual facts of each particular case, must provide him with an answer for. A generalized answer, with ample room for the play of exceptions, can be devised for any question, and such an answer to the question asked above would be, Wait on people in the order of their arrival. This is the even-handed way; it levels down all conditions of means, standing, influence, disposition, etc., and is unobjectionable from a purely moral standpoint. But the purely moral standpoint is not the one from which the customers usually look at the matter. The purely selfish standpoint is the popular one. This fact the trader must become familiar with for his own advantage, and he must make some allowance for it in the application of the general rule quoted above.

Potent selfishness is the law which must determine what exceptions are to be made to the general rule.

Tact, discrimination, adroitness, are called for very often, especially in cities, when the store is crowded with all sorts and conditions of men, women and children. The one who is in the greatest hurry feels most obliged by the first care, while the one who has most time to spare is least offended, unless dignity be touched, by the longest waiting. Where gallantry or respect for age seems to have paramount claims over strict adherence to order of arrival, or to the necessities of haste, it is no doubt very often good policy to defer to those claims. This is where nice judgment and subtle acquaintance with human nature are brought into play. It is one of the things learned by the shopkeeper to know how to give the minimum of offence and the maximum of self-satisfaction. A polite word of apology to any one who has been kept waiting ought not to be forgotten. The sourest people like that little deference to their selfishness. A salesman ought to feel that he is born to please. Unswerving adherence to the barber's rule of priority of arrival is right but not politic in all cases. If it gives less offence to deviate from it, the deviation ought to be made. There is one thing though: the man that ignores the rule "First come, first served," will need to know how to apply balm to wounded feelings often, or he will estrange trade. Nothing could be more offensive, nothing more deserving of condemnation than a toadyish spirit in a shopkeeper. Above all things, he must make no display of that. To pass over a poorer customer who stood at his or her place next in order of arrival and ostentatiously evince a readiness to wait on a later and greater person first is unmannerly. When discrimination has to be made unjustly as a matter of policy, it should be done with as much grace as possible.

### ADVERTISING PRECEPTS.

It is better to give your money to an orphan's home than to invest it in a poor advertisement.

You must use your brains if you are going to have your advertisement read. Do not be slangy nor coarse, but try to have the ideas attractive and the whole article readable.

It pays to have your advertisement in a good place in your local paper, even if the cost is twice as great. Select a space and always use that space, and people will know where to find your advertisement, just as they know where to find your store. You wouldn't move it once a week, would you?

Select the best paper. That will be a hard task, but try to make sure that the medium you use in talking to your customers is the one that they have most respect for, the one that they like best to read. The paper with the largest circulation is no



always the best, for its publisher must have some ideas as to how to set up an advertisement.

Learn how to advertise. Train yourself in the work. Watch for the most striking and most readable advertisements and catch their points of excellence. Try to realize according to the excellence of that investment. You are advertising to make a profit, and the better the medium, the greater will be that profit.

Did you ever ask one of your clerks to write an advertisement for the line of goods he is selling? Try the experiment. It may startle him, and the product of his effort may startle you, but nevertheless it will cause him to take a greater interest in his business, and he will undoubtedly feel that you are watching him and that you consider him as a helper, not as a mere machine for taking down goods and writing out checks.

If you can afford it, buy a nice electro every three months. If you cannot afford that, borrow one from your wholesale merchant. He uses a great many for his own advertisements and for his catalogues. He will willingly lend them to you for a few insertions, and you will be benefited thereby. Do not repel people from your advertisements by the use of a repulsive cut. Get attractive cuts, with artistic merit if possible. Like the rest of the advertisement it should aim to please; and the whole advertisement should be arranged to get the greatest benefit from the cut, in using it as a guide to the reading matter that you place around it.

Advertise always. You do not close your store during the off season, neither should you close your advertisement. When staples are not selling very briskly, that is, between seasons, advertise bargains. Find some line of goods that you have too much of, and make a small reduction and use your advertisement in telling people that you always give bargains, but sometimes extra bargains. Seize the golden opportunity. If there is no opportunity make one. But when you advertise a bargain keep your word. Don't advertise special bargains when you have none. Be honest with the public, and they will reward your honesty with confidence. There is no use of saying that you have the cheapest goods on earth; people won't believe you because it occurs to their reasoning faculties that you do not know whether you have or not.

#### TORONTO BOARD OF TRADE.

The following are the officers elected at the annual meeting of the Toronto Board of Trade:

President—Mr. H. N. Baird.

Vice-President—Mr. Hugh Blain.

Second Vice-President—Mr. S. F. McKinnon.

Council, in order of vote—Messrs. Wm. Christie, D. R. Wilkie, W. R. Brock, W. D. Matthews, Warring Kennedy, A. A. Allan, Geo. H. Bertram, G. M. Bosworth, A. B.

Lee, B. Cumberland, John Donogh, W. B. Hamilton, B. W. Elliot, S. Caldecott, John Earls.

Board of Arbitration—Messrs. Geo. A. Chapman, J. H. G. Hagarty, W. Galbraith, Jos. Oliver, J. D. Laidlaw, B. J. Stark, R. S. Baird, T. Flynn, Chas. Pearson, Thomas McLaughlin, S. Crane, Wm. Spink.

Harbour Commission—Messrs. J. T. Matthews, A. M. Smith.

Industrial Exhibition—Messrs. James Carruthers, W. B. Hamilton, W. C. Matthews.

#### IT COSTS NOTHING.

There is, perhaps, not a business man, today, who would not be willing to entertain a proposition which contained the offer of some tangible commodity at no cost to himself, and which would bring him a good price when placed upon the market. More particularly would he grasp this opportunity if with the financial gain he secured friends and social standing. If he did not accept such a proposition, bringing such results, we would undoubtedly, at least, term the action most foolish and short-sighted. Notwithstanding this, it seems men will not or can not understand the value of common business courtesy, which can be used unsparingly, and at no cost to themselves, with the assurance of a most liberal return.

Purely as a matter of business policy, aside from the desire to be and to act as a gentleman, which should be the aim of every man, it pays to be careful in the smaller details of our meeting and every day intercourse with our fellow-men.

We are well aware of "the cares that beset the day," and especially the busy day of the average, overworked, rushing, American business man, but in a review of all the trials, which must inevitably go to "make up the sum of living," we can find no justifiable reason for hiding every kindly impulse of our better natures, which would tend to brighten our own and others lives, under a cold, austere and oft-times rude exterior.

In the case of younger men, who are just entering active business life, just in the process of being transposed from the position of a zero to that of the unknown quantity in the equation of men and circumstances, we can excuse, on the ground of ignorance, the lack of common civility which too often occurs in their business relations; but in the case of those who are older and who have had the benefit of long experience in commercial circles, there can be advanced no plausible reason for the oversight, if it may be so termed, which leads to the reception you will many times meet with in our best offices and business places.

A smile and pleasant word cost no more exertion than a frown and a gruff reply, and accomplish much more, or at least the same result, leaving the recipient your friend.

It is just as easy on this busy day of yours to tell the life insurance agent pleasantly, that you have not the time to talk with him,

as it is to be unkind. It matters not if it is only an Italian banana peddler, it is well to remember he is a man pushing to the full extent of his ability the vocation, which is to him, in its humble way, what your more exalted position is to you under your more favorable circumstances.

The world has not too much sunshine, and will it not pay you to send out a little in the form of business courtesy when it don't cost you anything and you can not estimate its probable value to others.

The writer a few days ago in conversation with one of the most successful travelling salesmen of his acquaintance, was very much impressed with the account of what he termed the "turning point" in his life. He stated that early in his experience, for some unknown cause, it was his misfortune to meet, in his effort to introduce his line in a certain section, a number of that class of business men (?) who seem to think, that if they do not buy the more ruff, bluff, and "cranky" they can be the higher they can place themselves in their own estimation. With his lack of experience, and consequently inability to place the proper estimate upon such people and actions, he had become about discouraged, when fortunately he met, in the person of an old and very influential business man, a friend who did not know he was extending so great a kindness.

In his own language he says: While he did not buy a thing, his kindness was an inspiration which tided me over the discouraging disappointments and I really think made me a salesman and a success."

Out from that office went that which cost the giver nothing and yet, perhaps, started a successful life.

Did it pay?—Grocer and Trade Index.

The C. P. R. Co. has decided to make Windsor its chief shipping point to Chicago, preceding and during the World's Fair. Contracts have been let for building docks along Windsor's front, extending over a quarter of a mile in length, and all freight coming over its Canadian branches and other adjacent connections will be unloaded at Windsor and reloaded on the company's steamers for Chicago. Steamers owned by the company which have hitherto operated on Lakes Huron and Superior will be transferred to the route between Windsor and Chicago. Passengers as well as freight will also be changed at Windsor. The company expects to secure a large portion of the traffic to Chicago. Work on the docks at Windsor will be begun as soon as weather permits.

I. Anderson, J. Anderson, C. Smith, W. C. Matthews and E. Barr, of Toronto, have received incorporation as the Anderson Trading Company with a capital stock of \$12,000.



### MAHOMET AND THE MOUNTAIN AGAIN.

EDITOR CANADIAN GROCER :

DEAR SIR,—On looking over your remarks on "Mahomet and the Mountain" it seems to me he must be a kind of sneaking merchant to do as you mention, and not worthy by any means to be set up as a pattern for other merchants to imitate. We have had example of such merchants (?) but they did not appear to gain the confidence of the thinking public, and their business career was of very short duration. They seem to have too much of the "I came, I saw, I conquered," style about them, good for a dash, but deplorably lacking in "staying" qualities as a rule, and resemble "Jonah's gourd that grew up in a night and disappeared in as short a time." Don't let your prominent grocer get disheartened, but "Keep a stout hirt for a stey brae," and keep his wits about him, looking for his opportunity, and I have no doubt he has learned, as I have, that the Mountain has often come to the place of business when Mahomet was out on necessary business, and the Mountain was lost for that time.

But there is one bit of information I would like to get from your valuable journal, and that is, How is the proprietor to know when his absence will jeopardise business? Couldn't you by some process or another in this age of invention manufacture a kind of ubiquitous merchant who could be here, there, and everywhere else at the same time. Poor Richard said, "Keep thy shop and thy shop will keep thee," but then he had no experience of sneak merchants and Patrons of Industry. I cannot understand how a woman can allow herself to be pestered with persons calling at all hours soliciting orders, taking up her valuable time, perhaps, at an hour when her whole attention is required at her necessary home duties, and I for one would be more than inclined to tell this fashionably dressed, silk-hatted, and kid-gloved gentleman (?) with the courteous and attractive manner to make himself scarce. I always look with a great deal of suspicion on these oily tongued gentry, that you would think butter wouldn't melt in their mouth, and yet they can chew cheese.

Yours truly, CRITIC.

It is understood that Mr. Charles Elliott, of the firm of Elliott & Marr, wholesale grocers, has been named as License Commissioner for London to fill the vacancy caused by the resignation of Alderman Leonard.

### HINTS ON TEA BLENDING.

The art of tea blending is such a peculiarity that it is impossible to actually teach it in print, or give such advice as regards quantities, flavors, etc., as would suit all neighborhoods and people, and all that can be done is to lay down such general precepts and principles as may form a foundation for the blender to work upon.

The taste for tea being an acquired and not a natural one, it frequently occurs that no single variety of tea suits consumers, and therefore the blending of one or two kinds is resorted to. Experience has proved that the skillful blending of a variety of teas will give a more uniform, more pleasing, more satisfying, and less costly beverage than any straight tea, which cannot be followed with any degree of regularity, either in strength or flavor. The blending of one variety or growth of tea with another of different value, in order to bring out a quality and price that was supposed to suit a certain class of tea drinkers, has been practiced from early times. A writer in 1730, after describing the various kinds of tea then known, says: "Hence, if you mix Pekoe (meaning first crop black leaf) and Congou, you shall have an admirably fine tea; you have all the goodness of the last in the first two waters, and of the first in the last two or three, but even then the water should not stand long." But blending, as now understood, is of recent growth; in fact, it is only since the introduction of Indian and Ceylon teas that the subject has been studied. Although these teas (Indian and Ceylons), owing to their pungency and strength, are unacceptable as self-drinking teas, they are most useful in toning up those of China and Formosa.

With the advent of Indian and Ceylon teas, experience has also matured the knowledge of the different grades and growth of the leaf—those grown on high and low land; the leaf produced on heavy and on light soils—until by skillful combination the practiced tea blender is able to produce a variety of mixtures never dreamt of in the early days of the tea trade—in the rusty old times of Bohea and Congou. Cultivators have now learned to produce an infinite variety of leaf, as varied as the wines of the south of France, and possessing as fully as delicate a range of taste in them; one producing a tea that draws a liquor of a dark color; another, a tea with delicate flavor and aroma; while another secures intense strength and pungency, and it is the art of the modern blender so to combine these as to suit the water of his district, and thus get the most satisfactory results in the tea cup.

The successful tea blenders are few. The failure of those who, seeing the desirability of the practice and have attempted it, with the result that, instead of an improvement, there has been a reduction in value so great that a good common Congou or Formosa would have pleased better and cost less, is

undoubtedly due to the fact that, not only have their teas been unskillfully mixed, but they have also been wanting in the requisite knowledge of the characteristics of the various classes of teas, or the lines on which they should be blended—which teas are improved and which are deteriorated by combination.

The desideratum in tea mixing is so to combine quality, pungency and strength, that the mixture shall not only come out well in the water, but shall possess a flavor which will please the public, and at the same time be sufficiently distinctive to make the blend a specialty; and also to so arrange the mixture that this result may be attained at the least possible cost.

The importance of studying the characteristics of the water in the blenders' district has been gone into in a previous article. A tea which will "liquor" well in one locality will show poor results in a town a few miles distant, where the water is affected, more or less, by chalk, lime, or other mineral.

The taste for tea varies in different sections of the country, therefore the taste and flavor prevailing in the blenders' district must, to a great extent be followed. Yet, when the taste has been lowered by a too profuse use of Caper, Orange Pekoe, or greens (which are really unfermented black leaves colored), or rather breach of the laws of good blending, it may be as well to strike out a line of your own, and endeavor to elevate and educate the tastes of the consumers; many have adopted this plan and have achieved success. In pursuing this course care must be taken to keep the blend regular and distinctive, thereby insuring the return again and again of the same customer, and thus building up a steady and progressive business. While the advantage of this course is apparent, it is a slow and arduous process, and many dealers will prefer the simple method of falling in with the established taste of their district, gradually introducing improvements as opportunity occurs; but in following this plan the blender is liable to allow his teas to sink to dead level of his competitors', without distinctive character or quality. A peculiarity in the blend can always be obtained without infringing upon the taste of the district; some particular class of Indians, say Darjeeling or Namuna tea (an Indian tea made from the unfermented leaf, as is the case with Oolongs and basket-fired Japans), or a high-grown Ceylon, or some particular scented or Oolong tea, or some combination of these or other flavors, will give an endless series of distinctive character which can be imparted to the blend. But where the taste is more varied, as in London, New York, and other large centres of consumption, there is a much wider range from which to select a special flavor and style. Of the many mixtures used in London, hardly two are alike; they are most distinct, one using for a foundation a strong, rough Saryune, another a delicate



R. A. LUCAS.

R. T. STEELE.

GEO. E. BRISTOL.

# LUCAS, STEELE & BRISTOL,

WHOLESALE GROCERS AND IMPORTERS,

73 McNab St. North, Hamilton, Ontario.

HEADQUARTERS FOR

Diamond Crystal Salt. Hillwatee Tea.  
 Lady Charlotte Gelatine. L. P. & Co.'s Pure Spices.  
 L. P. & Co.'s Pure Coffees. L. P. & Co.'s Pure Extracts.

## W. H. GILLARD & CO., Hamilton.

Wholesale Grocers.

### MALLAWALLA

A blend of Pure INDIAN and CEYLON

### TEA.

**RICH AND DELICIOUS.**

A trial will convince you of its superiority over all other Package Teas.

**NO BETTER**

Baking Powder in the Market than

**"DIAMOND"**

**NONE**

as profitable both to consumer and dealer.

**WRITE US.**

We give special care to the execution of mail orders. Full details and quotations promptly given on application.

If you want the best value in the country in a Congou tea to retail at 25 cents write us for samples.

## JAMES TURNER & CO., Hamilton,

Prime Salt Fish are scarce; we have a nicely assorted stock; buy quickly to get best pick.

White Fish, Labrador Herrings, Shelburne Herrings,  
 Mackerel Kitts, 1<sup>s</sup> and 3<sup>s</sup>, Codfish Whole, Boned and Skinned,  
 Munn's Best Boneless, Genuine Digby Chickens.

### EVERY GROCER AND DRUGGIST.

We carry a full and complete line of seeds of the purest and best STOCKS that money can buy.

**NO SEEDS ON COMMISSION.**

We are Canadian Agents for Thatcher's Butter Color. **BEST IN THE WORLD.** Parchment paper. Butter Cloth.

**ALEXANDRA SEPARATORS.**

Hand and power all sizes. Send for Catalogue. Address

**JOHN S. PEARCE & CO.,**  
 London, Ontario.



Reg. Trade Mark.

**MICHEL LEFEBVRE & COY**  
 Manufacturers of

**Lion--L--Brand**

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

**Montreal, P.Q.**

Established 1849.

**GOLD, SILVER**

—AND—

**BRONZE MEDALS**

20 1st prizes.



### BAR-LOCK TYPE WRITER.

The Best Machine on the Market.

Secures visible writing, permanent alignment, automatic paper feed and ribbon reverse, great speed and manifold power, with easy manipulation and control of machine, etc.

**A. M. COLQUHOUN,**

AGENT FOR

**TORONTO AND WESTERN ONTARIO,**

TELEPHONE 181.

71 Adelaide St. E, Toronto.

flavored Chin Wo, another a plain Ning Chow, to which is added broken Assam Pekoe Souchong for thickness, Assam Pekoe to give point, and a little red leaf to reduce cost; another uses one-third or one-fourth Indian, or one-fifth Oolong, with red leaf—the aim of each dealer being to produce a blend that cannot be obtained elsewhere, knowing that when the consumer has once used his tea and is pleased with its distinctive flavor, his custom is assured. The large business of well-known blenders has been built up in this manner. The dealer too often ignores this point. Always give the blend some distinctive flavor. I know a tea dealer, doing a large business, who, before he commenced to blend, always sold straight Oolong and Moning (English breakfast.) Although his customers still call for their teas by these names, and his canisters are still so labeled, they are filled with the same mixture. It took him two years to effect the change, but by pursuing the course he did he considerably increased his trade. The following shows how the change was effected, each alteration in the blend being made about every three months:

USED IN THE OOLONG CANISTER.

1st Blend, Formosa Oolong.....	12	lbs.
Ning Chow.....	2	"
Paklin or Chin Wo.....	1	"
2d Blend, Formosa Oolong.....	12	"
Ning Chow.....	1	"
Paklin or Chin Wo.....	1	"
Ceylon.....	1	"
3d Blend, Formosa Oolong.....	10	"
Ning Chow.....	1	"
Paklin or Chin Wo.....	1	"
Darjeeling.....	1½	"
Ceylon.....	1½	"
4th Blend, Formosa.....	8	"
Ning Chow.....	2	"
Paklin or Chin Wo.....	2	"
Darjeeling.....	1½	"
Ceylon.....	1½	"

USED IN THE ENGLISH BREAKFAST CANISTER.

1st Blend, Ning Chow.....	12	lbs.
Formosa.....	2	"
Paklin or Chin Wo.....	1	"
2d Blend, Ning Chow.....	12	"
Formosa.....	1	"
Paklin or Chin Wo.....	1	"
Ceylon.....	1	"
3d Blend, Ning Chow.....	10	"
Formosa.....	1	"
Paklin or Chin Wo.....	1	"
Darjeeling.....	1½	"
Ceylon.....	1½	"
4th Blend, Ning Chow.....	8	"
Formosa.....	2	"
Paklin or Chin Wo.....	2	"
Darjeeling.....	1½	"
Ceylon.....	1½	"

USED IN BOTH THE OOLONG AND THE ENGLISH BREAKFAST CANISTERS.

Final Blend, Formosa.....	6	lbs.
Ning Chow.....	4	"
Paklin or Chin Wo.....	2	"
Darjeeling.....	1½	"
Ceylon.....	1½	"

Now, take your nine tasting cups and try these mixtures in the above rotation, and allowing for the time between the changes you will find they were so gradually made as not to be noticeable to the public. I

think the final blend might have been improved by using a little orange pekoe or basket-fired Japan in the proportion of one in sixteen. From the foregoing remarks it will be seen that, to make a retail tea trade a permanent success, the palate of the consumer must be educated and adapted to the quality and flavor of the tea. Granted that fair value is given by the dealer in return for money, in nine cases out of ten, when the purchasers' palates become habituated to a particular flavor and strength, and the eye to a particular color, they will reject as grossly inferior a much more expensive and superior tea. \* \* \*

It may be necessary to remind the blender that he should always keep a sample of the mixture, and also samples of its different parts, with a list of their proportions, so that when the batch is used up they will form a guide upon which to make the succeeding mixture; by this means the blend may always be kept at a regular flavor and quality. If this necessary precaution is neglected it would not be known how the last blend was composed or how to match it, and the novice would be unable to do so. These samples should be kept in air-tight glass jars or tin boxes; for if kept in paper or card-board boxes the tea in a little while absorbs the flavor of the material, and then they taste dull and "papery."

Never use scoops or measures in mixing, but always use weights and scales, for the plain reason that some teas weigh heavier than others, and therefore less bulky. The difference in an ordinary scoopful of the following teas, of equal quality and value, is about 1½ ounce: Oolong (Formosa), Moning, Assam and basket-fired Japan; the latter is the heaviest, and a scoopful of it will weigh nearly four ounces more than the Oolong, so, consequently, by the use of scoops or measures there will be sometimes more and sometimes less of a certain tea in the blend than would be desirable. Why go to the trouble of carefully tasting and selecting the most suitable teas, and arranging them in the most advantageous proportions, to allow the beauties of the combination to be spoiled, and a muddling of its component parts by the use of scoops and measures? The advantages of weighing in blending teas cannot be overestimated; it is one of the means by which a blend can be kept at all regular.

Having arranged the various ingredients of the blend, be sure to get them thoroughly mixed; for this purpose a tea-mixer should be used; the leaves and dust of the various teas are distributed throughout the bulk in a more even manner by a machine than when tea mixing is done by hand. The various teas being blended, in order to procure a thorough assimilation of the different flavors the mixture should be put into air-tight canisters and allowed to stand for one or two weeks before using. Should the mixture be used as soon as prepared, first one, then an-

other part of its ingredients will find its way into the teapot in too great a proportion, thus, to a great extent, nullifying all the care and trouble that has been taken in arranging the blend, no one liking tea that does not taste twice the same, whereas if the mixture be allowed to stand as above mentioned, it will be "always good alike."

It is said that "tea is not sold to be looked at," yet the appearance of your tea should not be neglected, many people being prejudiced for or against a tea by its appearance. Where teas of rough, irregular leaf are used, they should be sifted before putting in the mixer, in order to remove the large leaves, which should be cut to gauge by means of a tea-cutter, and then placed in the mixer with the rest of the blend. The dust in a blend should always be sold with it, as it is the best liquoring part of the tea; but it should be so evenly distributed as not to be distinguishable to the purchaser; this can only be done by using a tea-mixer.

Tea, if not improved, is deteriorated by blending. The first rule of tea blending is not to allow the smallest quantity of unsound tea to be introduced into any blend. The least portion of "musty" or "mousy" flavored tea, or unclean, scented, or sour or acrid Indian in a blend will spoil the whole mixture; no matter how well the rest of the blend may be arranged, the nastiness of the unsound tea will taste through. Do not, for the sake of a bargain, be tempted to turn to poor qualities, which are likely to alter the character of the tea in the cup. Good clean tea can always be bought for a fraction above the rubbish that is sold for "quotation." By the gain of a present cent or two your future trade is most likely ruined, the public is disgusted and discredit is cast on tea as an article of food, whereas, by making a small present sacrifice for the sake of future trade, satisfaction is given, trade fostered, an impetus given to consumption and the trader will find his "best thing last."—The Spice Mill.

### THE APPRENTICE SYSTEM.

The English people, says a contemporary, are intensely conservative in their views, and are in the habit of sticking to their old customs and traditions with as much tenacity as an ivy plant does to a church ruin; it is not to be wondered, therefore, that the shadow of the passing of the apprenticeship system, a practice handed down from a time beyond which the memory of man goeth not, should awaken comment. While we may be inclined to indulge in occasional pleasantries at the old-fashioned ways of our cousins over the water, there is no denying the fact that a system which assures to a boy a thorough training under wholesome influences during the years when he is most susceptible to good or evil ascendancies, is one which it would be almost a national misfortune to see swept away. It is an acknowledged fact the world over that men who have faithfully served out their terms of apprenticeship under the English system are almost without exception competent workers, whether as handicraftsmen or as tradesmen. Having learned thoroughly a certain trade, they are content to devote their lives to it, and so the knowledge acquired during the long term of apprenticeship serves as a foundation, we may say, upon which their industrial lives are built.



# TEAS

H. P. ECKARDT & CO.,

Wholesale Grocers and Importers of Teas, **TORONTO.**

THE  
SNOW-DRIFT  
BAKING POWDER CO.,  
BRANTFORD.

ORDER A CASE OF  
**OCEAN WAVE BAKING POWDER**  
From your Wholesale Grocer.  
Sells itself after one Trial. Prices Current

**Cowan's**  
Royal Navy Rock Chocolate ;  
Cowan's Chocolate Icing ;  
Cowan's Chocolate Pudding.  
The standard preparations for culinary purposes.  
Order through your wholesale grocer or direct from  
The Cowan Cocoa and Chocolate Co. L'd,  
14 and 16 Mincing Lane, Wellington St. W.  
Toronto.

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

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

SUGARS. { Barbadoes  
TEAS. { and  
Cuba  
MOLASSES.

FINE LARGE DRY COD IN BUNDLES. BONELESS FISH IN BOXES.  
Canned Salmon, Lobsters, Mackerel and Oysters.

**500 CASES!!!**  
ATLAS BRAND PREPARED BOSNIA PRUNES  
**--CROP 1891,--**

To arrive in the first days of January 1892.

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

We offer to the Trade :

1800 packages	Japan Tea.
700 do	Black do
700 do	Green do

Comprising all grades and qualities.

Send for samples and prices.

**L. CHAPUT, FILS & CIE.**  
Wholesale Grocers, Montreal.

## HOLIDAY DELICACIES

Batger's Jams, Nonpareil Jellies and Marmalade.  
Cunningham de Fournies Table Delicacies.  
Atmore's Mince Meat and Plum Pudding.  
Huntley's & Palmer's Biscuits.

**Caverhill, Rose, Hughes & Co., Montreal.**

### THE JOBBER IN BANKRUPT STOCKS

It looks as if the present method of throwing bankrupt stocks upon the open market would have to become intolerable before it is remedied. Traders who pay one hundred cents in the dollar have shown unusual patience and self-restraint under the continued injustice of this slovenly way of closing up insolvent businesses. The man whose honesty and good husbandry enable him to hold his own against the assaults that are persistently made upon his profits in the ordinary circumstances of competition, is entitled to protection and support from the wholesalers, when his business is threatened to be swamped by the failure and settlement of his rival. In the equal terms upon which he competed before the flag of his opponent was lowered, he ran risks of coming out vanquished. Because he did not come out vanquished he deserves praise and consideration. But what does he commonly receive? He gets a readjustment of the terms of competition; his rival or some jobber in bankrupt stocks is allowed to take the goods of the competing store at probably less than half their value; the trader who has maintained his solvency is thus handicapped, and the race between the two stores is begun anew, with this incalculable advantage on the side of the former loser. The seeming object of such a mode of disposing of bankrupt stocks is to force the abler or worthier man to succumb to a stronger power than his competitor could wield. It is the power of the wholesaler's influence on the side of the less deserving.

But while it is not desirable that the victim of his own price-cutting proclivities, or his own business shortcomings generally, should be given any unfair advantage over the man who meets all his engagements, it is still less desirable that advantage should be given to any interloper over the stalwarts of the trade. The bankrupt stock jobbers are doing an enormous lot of mischief because of the availability at easy prices of insolvent stocks. These men are the worst enemies of square, stand-up methods of doing business. They get a hold of the stock at 40 to 60c on the dollar, and are much more formidable in competition than the trader who has failed would be, if he were allowed to take the stock at the same price. He would probably aim to make enough money out of it to buy a new stock when the bankrupt goods were exhausted, and would therefore aim at a reasonably good profit on the low cost prices he had to pay. The jobber in bankrupt stocks, on the other hand, is generally a man with some spare money, and can be operating in two or three places with different stocks at the same time. Thus lower profits on his low cost will pay him, and he will undermine the legitimate dealer's prices much more than the former owner, if the latter had obtained a settlement, would have done.

### WINDSOR RETAIL GROCERS' ASSOCIATION.

The Executive Committee of Windsor Retail Grocers' Association met on Thursday evening, the 21st inst., according to arrangement, at the Manning house, promptly at 8 o'clock, and proceeded to Sandwich, where the task of formulating answers to the sixteen questions sent to the Association was thoroughly performed. Much regret was expressed at the unavoidable absence of the Secretary, he having sent word by Director J. W. Hawkins that Mrs. Davis was very ill and could not be left. Mr. Meloche kindly acted as secretary, and after the business of the evening was got through, the company adjourned from the office of John Speers Esq., to the residence of that gentleman, where the meeting was held, and where they were most royally entertained. A very pleasant two hours were spent. In honor of John's election to the vice-presidency, the native wines for which the old town of Sandwich is now becoming famous were freely sampled, so much so that some of the Windsor merchants were a little behind time in getting down to business next morning.

The following are the answers made:

1. We do not regard the new terms favorably. The old terms were more satisfactory.
2. We approve the sliding scale on quantities of starch, sugar, etc.
3. We would not be in favor of the terms proposed instead, that is: 45 days, with 1½ per cent. discount for cash in 15 days, all other goods 3 months, with 3 per cent. discount for cash in 15 days.
4. Not to any extent are wholesale houses here in the habit of selling to consumers.
5. They do not sell to any extent to charitable institutions, etc.
6. Have no suggestion to make to check wholesalers selling to consumers.
7. We know of no wholesale houses selling to consumers.
8. Would by all means favor withdrawal of custom from wholesale houses which give credit to irresponsible traders.
9. Bankrupts should be dealt with as the circumstances causing the failure may call for. If through unforeseen circumstances, adversity, etc., deal leniently; if through fast living, etc., let the insolvent be treated as he deserves.
10. There are no supply stores here.
11. We would withdraw our trade from houses maintaining supply stores.
12. The peddling business is conducted indiscriminately, no license being required, to the injury of every grocery keeper's business.
13. A delegation of this Association waited on the Mayor to ascertain if anything could be done in the matter of regulating or suppressing the peddling nuisance. The mayor, who is a lawyer, looked up the law on the subject, and we were informed that nothing could be done without a change in the act,

as at present any resident of the province can sell goods how, when, and where he pleases.

14. Let a delegate from each association attend the Legislative Committee at the next session of the Legislature, and urge them to restore to the towns and cities the power to pass by-laws regulating peddling in connection with their market by-laws, as they formerly had.

15. The license fee here is \$10 a year from the hucksters who come over from Detroit only.

16. We think it desirable to hold a retail merchants' Convention. Would recommend Windsor as the place, and the first of July next as the time. There we will show you the best electric railway in America, the garden of Canada right at our door here, and the most beautiful river and liveliest Island park in the world.

### SELL EVERYTHING.

The London Grocer, in reviewing the past year, has the following in relation to the sell-everything system: While the past year has not witnessed any startling developments in this direction, a good deal of quiet, steady progress has been made, and many of our readers have, as suitable opportunities offered, been adding new goods to their stock. Thus the area of the grocer's business is gradually extending; he is continually opening up new ground; and if this be done judiciously, such expansion is pretty certain to be profitable. It is all a question of public demand. Customers' wants must be carefully studied. In these days of hurry and push, people do not like to have to go into six different shops for six different articles; they prefer to buy the lot at one shop, and the trader who gives them this facility will get there business. This is merely an illustration but it is well within the mark. Grocers should strive never to send a customer empty away. If they have not what he wants they should get it at once; thus they will please the buyer, who, favorably impressed by their enterprise, will, as the saying is, 'come again.' They will also gain additional experience in a new line, will make a distinct step forward, will extend their business, and will lay the foundation of a development which may become almost indefinite, and which promises satisfactory results. We recognize the difficulties to be overcome. Some traders may not have the necessary capital; others lack the needful storage accommodation; a few, we are afraid, are deficient in enterprise. And the last is the most serious difficulty of all. But, whatever may be the particular obstacles in the way, the system can always be adopted with modifications—partially, tentatively—and thus begun, may be left to its natural growth. This is what many grocers have done during the past year, and they have no reason to complain of the results.



**FEARMAN'S  
FAMOUS  
ENGLISH  
BREAKFAST  
BACON**

Mild, Sweet,  
Delicious Relish.

OUR CONSTANT AIM TO MAKE IT  
THE FINEST IN THE WORLD.

**TO GROCERS.**

**SIMCOE CANNING COY'S**

Goods are warranted first-class.

**PUSH THEM.**

Order through your wholesale  
House.

**CORTICELLI**

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

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

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

GROCERS MAKE MONEY BY SELL-  
ING THE

**EMPIRE  
BAKING  
POWDER.**

Purity and Strength combined.

**ELLIS & KEIGHLEY,  
TORONTO**



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

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

**TO THE TRADE  
—IN—  
Canned Goods.**

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

Faithfully yours,

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

**PURE CONFECTIONERY,  
FINEST BISCUITS.**  
Manufactured by  
**J. McLAUCHLAN & SONS,  
OWEN SOUND, ONT.**

**PICKLING VINEGAR.**



**T. A. LYTLE & CO.,**

Bonded Manufacturers.

124-128 RICHMOND ST. W.,  
**TORONTO.**

The Circulation of this paper has  
increased one-third in the past three  
months.

**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 EXOELSIOR BLEND.

**RELIABLE ROASTING BY PATENTED PROCESS. :: TORONTO.**



**THOS. LAWRY & SON,**

**PORK PACKERS AND LARD REFINERS.**

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

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



**ARTHUR P. TIPPET & CO.,**

Wholesale Agents  
for Canada.

1 Wellington Street East, Toronto.



Winnipeg continues steadily progressive, judging from the fact that the Inland Revenue collections last month amounted to \$34,625, being an increase of \$10,714 over the corresponding month of last year.

One night last week, thieves secured an entrance to the grocery store of Christopher Webb, 273 Queen street west, Toronto. All that is missed so far is what the till contained, which amounted to about \$3 in coppers and silver.

The many friends of Mr. Hugh Blain, of the prominent firm of Eby, Blain & Co., will read with sorrow of the death of Mrs. Blain, which occurred at the family residence, No. 50 St. George street, last evening. Mrs. Blain was only 28 years of age, having been married four and a half years ago. She belonged to a well-known southern family. Mrs. Blain has been ill about four weeks.

Mr. Henry Harrison, manager of China hall, Toronto, died last week of typhoid fever. He had been ill for about two weeks, but his death was totally unexpected. The deceased was one of the heirs of his uncle, Mr. Glover Harrison, the founder of China hall, and since the death of his uncle has carried on the business.

Mr. Wilson, of the firm of Wilson & Rananah, grocers, London, Ont., has had a severe attack of la grippe, and has not been able to leave his room since the first of the month. He is getting better, and is expected to be in his accustomed place of business in a few days. La grippe has had a strong hold on many London merchants, but fortunately all are recovering.

Mr. W. C. Horton, late of Kingston, and Mr. W. Ainsworth, of Cape Vincent, were on trial at Rome, N. Y., charged with smuggling fish from Canada. They purchased 1,063,391 lbs. of fish, and duty on this amounted to \$8,000. Fishermen say they have not defrauded the Government because they owned the apparatus used by the fishermen. The case was adjourned to February 12th.

An experiment is being made in shipping fresh salmon from the Pacific coast to Europe. If it be successful, fresh salmon will be shipped hereafter instead of canned salmon. Thirty thousand pounds of fresh salmon were shipped in a car from the Frazer last week, going by way of the Canadian Pacific to New York, and thence, in the cold storage room of a German steamship, to Hamburg.

Mr. J. B. Kelly, one of the successful merchants of Calgary, Alberta, was in the city a few days ago. Mr. Kelly was on a business trip east, and will visit Montreal before returning to Calgary. He went from Kincardine, Ontario, to British Columbia 13 years

ago, and prosperity seems to have followed his footsteps. Mr. Kelly is loud in his praises of the great Canadian North-west. He predicts a splendid future for Calgary, which has a population now of between 4,500 and 5,000 people. "The man who goes to the North-west prepared to work," said Mr. Kelly, "need have no fear of his success. We want the people, and new comers will never be able to say that they have not been well treated by the residents who are there now."

Messrs. Perkins, Ince & Co., have now in store the "Sterling" brand lobsters in flat and tall tins. Prunes, Bosnia, in casks and "Sphinx" brand in cases.

The daughter of a well-to-do grocer, in St. Johns, Newfoundland, named Dempsey, was one of the parties in a strange picture in a New York police court, last week. She stood before the judge and pleaded for the release of a young man just convicted of theft, that she might marry and reform him. The judge released him on the condition that the marriage ceremony was performed at once.

A burglary took place at the grocery store of Mr. J. Beauchamp, corner of Amherst and Mignonne street, Montreal, early on Saturday morning the window being broken in and \$60 worth of goods stolen. The constable on the beat did not know of the occurrence until it was reported to headquarters, and hence he was discharged. This would seem to mean that police are not allowed to sleep on their beats in Montreal.

Mr. C. J. Peter, of the Toronto Biscuit & Confectionery Co., is in the city, from a trip through western Canada. He speaks in glowing terms of the state of trade in the different towns he visited, says merchants are very busy for this month, and all express the opinion that Canada, from a business standpoint, is all o. k. His company certainly have no reason to complain of the state of trade, because they are running the same staff now that they did during the busy weeks before Christmas. Push, energy, and attention to business get there every time.

While in the city on Wednesday, Mr. John Mc Dermid, grocer, Georgetown, kindly spent a few spare minutes in this office. Mr. McDermid trades in a district that is infested by Patrons of Industry, and in a county where that association has had the hardihood to place in the field a candidate for the House of Commons. His remarks upon the Patrons were particularly interesting, bringing out some aspects of the Patron movement that could occur only to a very intelligent practical man of business, Mr. McDermid had some complimentary and encouraging words to say of THE GROCER.

#### RESPECTING SPECIALTIES.

Messrs. Taylor, Scott & Co., Toronto, are the sole agents here for the Standard Cash Register. Traders are beginning to realize the value of a cash register as a check upon errors, and as a means of making very careful everybody who has the handling of cash. The Standard has special claims upon the consideration of merchants, and those who want a cash register ought to communicate with Taylor, Scott & Co. for particulars.

Messrs. John S. Pearce & Co., London, are the Ontario agents for Lister's Alexandria Cream Separators. These separators

are equally useful to the owner of one cow or a score of cows. They enable the dairy-maid to separate the cream from the milk as it is drawn from the cow, and effect a large saving in butter-fat, in which there is now an unnecessary waste. The trade should recommend them to farmers, and write to Pearce & Co. for full particulars as to cost, etc.

#### FARMERS' INSTITUTES.

The following sensible letter on Farmers' Institutes was written to the Stratford Evening Herald by a well-known grocer of that city:

To the Editor of the Herald.

DEAR SIR,—In reading the proceedings of the Farmers' Institute in your paper the other day I notice the great cry was the lack of attendance of farmers. This certainly is a great mistake on the part of the farmers. Farming, like every other business in this advanced day needs education. It is clearly proven that the wrong fertilizer may be applied and many of the points brought out so to show the great waste of labor, time, etc., by our farmers simply for want of the proper information on all the important points in connection with their occupation. Crops are not sown in the proper rotation; thistles and weeds are allowed in many places to grow higher than the grain. Who are the wealthy farmers in our county? Why, the men who watch all these points and give them attention. Every farmer within a radius of 12 miles should have attended the Institute meetings. If the farmers of this beautiful section do not thrive and even make money it is because they do not make a proper study of their business. How is it that while some farmers are adding land to land, others alongside of them are always in debt? Lack of agricultural knowledge. Take the man in business—how long will he stand if he allowed his business to go slip shod? He has got to watch closely his invoices, his collections, waste in values, and a thousand minor items that take the business man's whole energies when margins are so low and competition so keen. If the Patrons of Industry, who are wasting their time trying to be merchant and farmer both, would abandon that idea and give all their energies to a thorough knowledge of their business, they would be infinitely and better paid. The farmer has a healthy occupation, no little petty annoyances, takes his grain to market, gets his cash and is the most independent man on earth. It seems to be only a few that fancy the merchant has a soft time, but if they had one year behind the counter I think they would return to the rural district, more than ever satisfied that farming is the best occupation after all. It is to be hoped that farmers' sons will take a greater interest in acquiring a thorough knowledge of the affairs to improve themselves in pursuits of the farm. I have tried both and know which is best.



# BENS DORP'S

MANUFACTURED  
AT  
AMSTERDAM, HOLLAND.

Is absolutely Pure and Soluble Free from all oil. Requires no cooking. Pleases everyone that tries it. Packed in cases of 12 lbs. each. Price, ¼ lb. cans, \$2.40 per doz.; ½ lb. cans, \$4.50 per doz.; 1 lb. cans, \$8.50 per doz.

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



Recommend this for cooking and drinking

# ROYAL DUTCH COCOA.

Wholesale by

James Turner & Co., Hamilton.  
M. F. Eager, Halifax.  
Edward Adams & Co., London.  
H. N. Bate & Sons, Ottawa.  
Eby, Blain & Co., Toronto.  
Whitehead, & Turner, Quebec.  
Caverhill, Rose, Hughes & Co., Montreal.  
Beckwith, Thompson & King, Victoria, B.C.  
Special Prices in Victoria, B.C.



It pays to buy the Best.

You can't afford to sell poor goods. Retailers are waking up to the fact and there is an increasing demand for good goods. Kent bottled pickles are sold at a reasonable price and yield a handsome profit to the retailer. Ask your wholesale grocer for them and take no others.

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

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

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

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

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

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

Hams, Breakfast Bacon Rolls.



# GANONG BROS.,

ST. STEPHEN, N.B.

MANUFACTURERS OF THE



CHOCOLATES.

There is no other Blacking for sale in Canada equal to  
**P. G. FRENCH BLACKING.**

If you have not already compared it with others, send to us for a sample—Try it—You will be convinced.

PURE GOLD MANUFACTURING CO.,

31 Front Street East, 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.

# GEO. MATTHEWS

PACKER and CURER of the "Rose Brand"

# Hams, Bacon and Lard,

ALL NEW STOCK.

PACKING HOUSES, OTTAWA, PETERBORO' and LINSUDAY, ONT



“Something  
Good”

Is the name of a new

**BRAND**

only on the Market a  
few months and which  
has met with

a very large sale.

Order a box with your  
next lot.

Empire Tobacco Co.,  
MONTREAL.

#### MIDDELEMEN.

Every little while there is a revival of the war against middlemen. It is a favorite theory that it is possible to distribute goods from the factory or farm direct to consumers, thereby doing away with the services of middlemen—the jobber, commission merchant, broker. This theory is the stock-in-trade of those who originate co-operative schemes and who would lure the small dealer or the consumer out of the beaten tracks of trade. Middlemen exist and prosper because there is a demand for their services. They are not parasites or leeches, preying on the importer, manufacturer, grower or producer, but helps, auxiliaries. In many cases they are trained specialists whose services are as indispensable to the general conduct of trade and commerce as are those of the specialist in surgery or in the practice of medicine to the afflicted.

The services of middlemen cost less than if rendered by the first-hand dealer. As a rule, the middleman is an expert, with a special knowledge of markets and a wider clientage than is ordinarily controlled by the producer or manufacturer. He saves time and expense, rather than imposes any additional charge. Consumers are, in their sphere, learning the lessons which the middlemen have been teaching for years, viz., that it is a saving of time, trouble and expense to pay somebody else for doing anything which can be performed with greater celerity and in better manner at lower cost than by themselves.

For instance, the thrifty housekeeper, dependent upon an inexperienced servant, discovers that it is economy for her to buy soup, mincemeat, catsup, preserves and other articles of prepared food at the store, rather than attempt to prepare the same at home. She has learned that time, fuel, labor and worry are saved, while better and more uniform results are secured by using goods prepared by expert manufacturers (middlemen) in a scientific way at low cost. Machinery, steam and the economies of the large establishment combine to do what could not possibly be done as well in the home. The division of labor in this way is one of the greatest economic factors of the time. What housekeeper is there who would think for a moment of abandoning the use of baking powder and going back to the universal custom of a quarter of a century ago, of mixing for herself cream of tartar and baking soda of uncertain quality? The old sodden or yellow biscuit has departed forever, because a manufacturer (middleman) has come between the consumer and the storekeeper.

Every little while the retailers in some city or town get the idea that they can combine and purchase certain proprietary goods and by distributing them among themselves and others save the jobbers' (middlemen's) profit. In time they discover that the cost

involved in handling the large lot, breaking it up into small lots, distributing the same, added to the expense and risk involved in collecting from several parties to pay one large bill amounts to more than the profit they sought to save. Thus it is that all such schemes sooner or later fall to the ground.

“Live and let live,” is a good old axiom that strictly followed, brings the greatest satisfaction and best results. Recently the President of the Wholesale Grocers' Association of New York and vicinity, has been doing good missionary work in the interest of the middlemen. He says:

“I believe that the manufacturer, wholesale grocer and retail grocer are actually necessary to human existence in this city. It is manifestly impossible for the manufacturer to deal directly with the consumer and supply him at his home without the aid of the retailer. As it takes at least 3,000 retailers to supply 1,000,000 consumers, it is equally impossible for the manufacturer to deal directly with them, as it involves too great an outlay for salesmen, collectors, bookkeepers, delivery clerks, credit clerks, horses, wagons, etc. Although it is their privilege to do it if they have the capital to establish the necessary plant, and have in addition the knowledge as manufacturer, and the ability to carry on a great distributing business. As on the average it takes but thirty wholesale grocers to reach and supply 3,000 retailers, and through them 1,000,000 of consumers, and as the wholesale dealer carries in stock the goods of all manufacturers, and has accounts with all retailers, the manufacturer must depend upon the wholesaler for the distribution of his goods. As their business is organized for, and has the necessary plant for this purpose, the wholesaler can distribute the goods of a large number of manufacturers much more promptly and with less expense than the manufacturers can do it for themselves. The great question for the consideration of the Retail Grocers' Union and the Wholesale Grocers' Association is to find some fair and just basis on which the equities between each can be adjusted so that each can receive a fair remuneration for services rendered to the public.

“The great obstacle that stands in the way of the success of the wholesaler and retailer is found in the reckless extension of credit to irresponsible parties, and the ruinous cutting of prices that is indulged in by those who are not willing to pursue a ‘live and let live’ policy.

“This is an age of associations, and I firmly believe that the remedy for many of the evils in the trade will be met and cured by friendly associations, and co-operation brought about by the meetings of merchants in business and social relations.”—American Grocer.

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

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



REINHARDT & CO.,

**SALVADOR LAGER**  
IS THE VERY BEST.  
**TORONTO.**

The World Moves!  
Move with it!

And try a case of the Star Fire Lighter now sold in every Province in the Dominion.

This article is now put up in a most attractive manner, packed 3 cakes (5c. worth) in blue and white wrappers assorted, red labelled. Will do equally as well for shelf or counter goods.

GOOD PROFIT. GOOD SELLER.

Send for free sample.

STAR MANUFACTURING CO., London.

Grocers make money by selling the

**Empire Baking Powder.**

Purity and strength combined.

Ellis & Keighley,  
TORONTO.

**GROCCERS**

Your stock is not complete without a first-class line of Brooms to suit all classes of trade, and it will pay you to keep an assortment of sizes and qualities. We call your attention to our different grades, which are made specially to meet the demand, and which we are prepared to sell at closest possible prices.

**Fine Carpet Brooms,  
Standard House Brooms  
Kitchen Brooms,  
Hearth or Toy Brooms.**

Price List mailed on application.

Remember that we sell these Brooms to first-class trade only, and not to Peddlars, Cheap John's, nor P. I. s.

**CHAS. BOECKH & SONS,**  
MANUFACTURERS,  
**TORONTO, ONT.**

We also manufacture a full line of Scrub, Shoe, Stove, and Whitewash Brushes, which we guarantee to be the most attractive and salable goods made. Also Pails, Tubs, Washboards, Clothes Pins, Matches, Cordage, Twines, etc., etc.



**B. R. Nelles,**  
GRIMSBY, ONT.

Packer and Preserver of the Celebrated BEAVER Brand Canned Goods, Evaporated Apples.

**JAMS and JELLIES**  
IN GLASS AND PAILS.  
Wholesale Only.



Gold Medal, Jamaica Exhibition.  
**Quality Up.  
Price Down.**

This applies to all our goods, especially  
Jams, Jellies, Mince Meat,

Catsup and Soup.

Every Tin, Jar and Bottle new, fresh and pure.

EXCELLS in flavor and style of package. Highest awards of Honor received at St. John's Exhibition, Sept. (1891).

**Delhi Fruit and Vegetable Co.,**  
FACTORIES : DELHI AND NIAGARA.

**E. BROWN & SON'S**

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

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



### TORONTO MARKETS.

TORONTO, Jan. 28, 1892.  
GROCERIES.

The grocery trade is seldom so dull as it is this week. The business done by all the houses on the street would not be a great matter for the smallest of them to handle alone in a time of ordinary activity. Not since holidays, hardly even then, has there been less doing than there now is. Both city and country traders keep aloof from the market, and the former report a very light call on consumptive account. The big local retailers note a very perceptible slackening of the demand. Travellers report from the country that sales are extremely hard to effect, and their orders verify their words. Sleighing suffered badly on Monday when the hard spell was broken by a thaw. The stagnation of trade is nearly the only characteristic to note. Minor features are the receipt of new Sphinx prunes, cutting in yellow sugars, the scarcity of good medium teas, a reduction in the price of Clover Leaf lobsters, a stronger tone outside on currants and Sultana raisins, a tendency towards hardness in coffees and some movement of round lots of canned vegetables. Money is less free on accounts due than it was a week ago.

#### CANNED GOODS.

Though retailers' orders have contributed little to the strength of prices this week, the market holds its own. Jobbers talk of advancing quotations on vegetables. No good brands can be got in round assorted lots below \$1.05, and \$1.10 is held out for without concession by one or two houses. Two cars of assorted vegetables were sold on eastern account on Monday at full prices. The stock of peas in all hands is evidently small and in request, particularly from Montreal, in large parcels. No appreciable expansion to the supply that was on the market at the opening of the season has been brought out by the comparative scarcity, and it is generally felt that packers can add very little to stocks now in second hands. This feeling has imparted a stronger tone to holders of the less renowned brands, and there is nothing heard this week of sales or offers at \$1 for this description of goods. Salmon is quiet and unchanged at \$1.35 and upwards. Lobster is equally listless and the price of Clover Leaf has been marked down 20c. to \$2.75. This was done to enable grocers to retail at 25c. per tin, which they could not do under the \$2.95 quotation.

#### COFFEES.

Local jobbers are trying to get a little more for Rio coffee than they were selling at last week, but prices are hard to get up when nobody offers to buy even on the lower plane of value. Outside influences are on the stiffening side. Here Rios job out at 18½ to 19c. A round lot of 100 bags was sold since last report at 16½c. Choicest V. O. G. Javas are higher, but the market may ease under the effect of official reports that show the Government crop to be over a hundred pe-

culs above the estimate that was made in August last. A fair quantity of good Mochas and Javas are held here in wholesale hands at prices indicated in Prices Current.

#### DRIED FRUIT.

Business in fruit can be no worse so far as volume goes than it has been this week. Easy prices are not bringing forth buyers, and higher figures may be quoted before anybody has much stock in store. For, wholesalers, as well as retailers, are far from being heavily stocked. The New York market is evincing more strength on Valencia raisins and on currants. Good off-stalk Valencia raisins are held here at 5½c., while even 5c. may be shaded for low-class fruit in stock. Layer Valencias have grown in request lately. They are worth 7 to 8c. Advices from the primary market report an advance in Sultana raisins. Jobbers are manifesting interest in this fruit in the way of inquiries just now. Stocks are light and the demand from confectioners is always a considerable matter. Currants of undoubtedly good quality are more firmly held, as advices from Patras report that in first hands there are left no provincials that can be designated first-class. Orders forwarded from here for choice provincial fruit have had to be declined. There are grades of currants obtainable at 5½c., but fine stock is firm at 5¾c. and upwards. The bulk shipments of Sphinx prunes for all parts of Canada are now in stock. The first shipment, which arrived about six weeks ago, was distributed among the retail trade almost as soon as it came to hand. By an error in last week's report U was said to be the only grade on the way. A and B are also in this shipment, which includes both casks and kegs in the three grades. Spot prices are not yet quoted, though to arrive 6¼ to 7c. has been the range.

An improvement in the packing of the Sphinx prunes is to be noted this year. The design which formerly went with packages of this brand was a blue circle with the letter (A or B, etc.) which denoted the grade, in the centre. This is now varied by colors, which tint the background harmoniously, and add materially to the effect.

#### NUTS.

There is little to be found to furnish occasion for remark. Buyers do not come forward, prices are steady and stocks are moderate.

#### RICE AND SPICES.

In rice there is little expected to be done at this time of year, and there is less being done than is due. The price is 3¾c. for Aracan and 5c. for Japan. Spices are likewise usually quiet in mid winter. They show a little more life in London than they did. Black pepper is quiet and unchanged at 12½ to 15c. Zanzibar cloves are dull outside. Tapioca is quite firm in sympathy with the English market, but is not selling well.

#### SUGAR.

If a jobber should suddenly go in for breaking the combine on granulated sugar and offer that sweet at 4½c., it is doubtful if he would be able to rally any great number of buyers about him in the present forlorn condition of the market. The grain of the demand seems to run against attempts at selling, and business is consequently at a very low point of activity. Refiners appear to await developments very cheerfully. The position of the raw market, the steadiness of tendencies that were the basis of M. Licht's estimate, and the certainty that buying must commence with vigor in the reasonably near future, outweigh the effects of a temporary ebb in the de-

mand. The usual result of dullness is seen in the cutting of prices for yellows, and while the lowest acknowledged price, 3½c., is barely the cost value for stock laid down here, there are some instances of sales at 3¾c. and even 3.35c for lowest grade yellows. This is a violation of the agreement to which jobbers are bound by oath and the risk of a big money forfeit, but it is said that some travellers are still unsworn.

Willet & Gray's New York Weekly Statistical Sugar Trade Journal contains the following notes on sugar:

Raw—There has been just sufficient tendency towards lower prices since our last report to decide sales of centrifugals at 37-16c, instead of 3½c. Earnest efforts to

**WRITE**  
—TO—  
**CLEMES BROS.**  
**TORONTO,**  
FOR  
**LEMONS,**  
**ORANGES.**  
**CRANBERRIES.**  
DATES.  
FIGS.  
NUTS.  
SPANISH  
ONIONS.

We will gladly send  
Samples and Quota-  
tions on application.

**P. C. LARKIN & Co.,**  
**25 FRONT ST. E.**  
**TORONTO.**



N. B.—The old STANDARD BRAND of HORSESHOE CANNED SALMON still takes the lead, and affords the greatest satisfaction to both dealer and consumer, and for uniform excellence in quality and weight has no equal.

EVERY CAN WARRANTED.

**J. H. TODD & SON,**  
Victoria, B.C., Owners.

AGENTS, Stanway & Bayley, Toronto.  
Agents for Ontario

" W. S. Goodhugh & Co., Montreal.

" Grant, Horn & Bucknall, Winnipeg.



**We Please Them All !**

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for catalogue.

THE SUPPLY CO.,  
Niagara Falls, Ont.

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

VANCOUVER, B.C.

Importers and Manufacturers of

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

**Chivers' Carpet Soap**

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

**Chivers' Disinfectant Cloth Soap**

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

J. H. WALKER,  
Alma, Ont.



Order a box from your wholesale; you and your customers will be pleased with it. Put up in 50c. box containing 45 packages. Sells 2c. a package or 3 for 5c

GROCERS MAKE MONEY BY SELLING THE

**EMPIRE BAKING POWDER.**

Purity and Strength combined.

ELLIS & KEIGHLEY,  
TORONTO.

**DR. PRICE'S Cream Baking Powder.**

The CREAM OF TARTAR used in its manufacture is REFINED by PATENTED METHODS in the large factory in Jersey, controlled by the Price Baking Powder Company.

**THE BRITISH COLUMBIA SUGAR REFINING CO'Y.,**

LIMITED.

WORKS: VANCOUVER, B. C.

Paris Lumps, Powdered, Granulated and Yellow Sugars

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

-: Finest Golden Syrups. :-

**TO MERCHANTS ONLY.**

Send for Samples :

Gunpowder Tea at 23 cents per lb.

Hyson Tea at 23 cents per lb.

Japan Tea at 23 cents per lb.

Black Tea at 23 cents per lb.

And I am offering BRIGHT SYRUP in

Barrels at 25 cents per Gallon.

Half Barrels at 30 cents per Gallon.

**JAMES LUMBERS,**

WHOLESALE GROCER,

**TORONTO.**

## MARKETS—Continued.

make quotations of 3½c have not yet succeeded, and some pressing demand for supplies may prevent it, although there is a disposition on the continent to make concessions in beet sugar, perhaps for the purpose of catching some of the American trade. Cuba, however, looks upon the United States as her special selling ground during the early part of the crop, and concessions of beet sellers are not likely to be sufficient to secure business for some time to come at the parity of prices which Cuba will accept to keep control of the demand. As the Louisiana crop is about exhausted for refining purposes, the demand for foreign sugar would be increasing over last year but for the exceeding and long continued dullness of the refined market, and the absence of all profit to refiners. At the close to-day market is rather firmer.

Beet crop—M. Licht raises his estimate of Russia 30,000 tons, and reduces Austria 30,000 tons, leaving total crop unchanged, but has raised his figures of last year's crop, giving a deficiency this year of 165,567 tons.

## SYRUP AND MOLASSES.

A decline from last week's activity is about all there is to report in relation to syrups, which are still cheap and plentiful. Low grades are to be had at 2c., but this price is for United States stock only. Less money would probably effect a purchase.

Molasses shares in the general depression, and trade in it has shrunk away from the proportions it reached a week ago. No attendant easing in prices is to be reported, West Indian molasses is worth 35 to 38c. in puncheons, and New Orleans 30 to 35c., with very little of the very highest grades of the latter in stock.

## TEAS.

Though orders have not been either large or numerous for teas, they remain the largest part of the grocery business that is transacted. The demand previous to this week was very steady and strong; it moved a very considerable quantity of tea into retail hands, and now assortments are broken up pretty badly, showing gaps particularly in medium grades, and in those grades of Japan most especially. Japans at 20 to 24c. are pretty well cleared up. Prices in this range of quality are therefore firmer than they were. For very low grades, too, there is more money paid, according to quality, than there was a few years ago. Young Hysons range from 16c. up, and the want of moderate stocks in the lowest grades is felt. Blacks are from 14c. upwards, while grades of Japan can be had for 12½c. Assam teas are stiffer outside. The demand for Indian teas has been good, and orders are coming in from the country. In London the market has been overcrowded with tea this week, and, though prices were fairly well maintained, common sorts sold but slowly at rather easier rates than have been ruling of late. Medium and fine teas have well maintained previous prices, and there seems to be a considerably better de-

mand for them than for the low-priced teas, which are comparatively neglected. It would be of great advantage to everyone concerned if the size of the sales could be made more equable. On the first three days of the week buyers were compelled to value a bewildering number of samples, while on Thursday the sale—for the time of year—was very small. There can be no doubt that the drooping prices noticeable towards the end of this week have been entirely caused by the injudicious manner in which the market has been flooded with tea. The Chicago Exhibition is likely to exercise important influence upon the future of the Indian and Ceylon tea industries. It is therefore satisfactory to note that steps have been taken for their adequate representation. The necessity for utilizing this powerful agency for fostering a taste for Indian and Ceylon teas in the United States cannot be overrated. The heaviest quantity ever brought to public auction in one week did not materially overstrain the market. At Monday's unprecedentedly large sale the closing rates of last week were fully supported with good all round bidding. At later sales commoner kinds suffered to a great extent, and were here and there a farthing cheaper. Quality of recent imports is better, especially from "Darjeeling," "Dooars," "Terai," and "Assam."

## MARKET NOTES.

Miller Ogilvie has given \$1,000 to build a new Y. M. C. A. block in Winnipeg.

J. Cleghorn & Son have just received a fine line of oranges and lemons, all in good order and free from frost, just missing this extreme cold spell.—See advt.

W. W. Ogilvie, who is the largest individual miller in the world, recently refused \$3,000,000 for his Canadian plant, exclusive of the Gould Mills.

Ivorne Starch, the new process cold water starch, is continuing to gain favor with the trade, and is worthy of attention from those who have not yet handled it.

Mr. T. R. Stewart, Vancouver, B. C., is in Toronto making purchases of creamery and dairy butter, eggs, cheese and apples for shipment to the coast. He says large quantities of these products are now going from Ontario to British Columbia.

Grocers who handle liquors are doing an unusually active trade for this time of the year. December, as a rule, is the most active month in the wholesale liquor trade, but in whiskeys, at any rate, January this year bids fair to equal the last month of the year. They are used chiefly as a preventive of and a cure for the grip and colds. The consump-

tion of Scotch whiskey seems to be increasing in Canada, though there is no decrease in the demand for the Canadian article.

The superior quality of the Goathead brand of tapioca has attracted to it a very large share of the demand that goes to tapioca generally. Its appearance must of itself bias the purchaser in its favor. It is genuine tapioca, undiluted with potato mash or other adulterant. Messrs. Eby, Blain & Co. find their trade in this specialty a rapidly increasing one.

Mr. Joseph Carman, Winnipeg, Man., is open to undertake business for manufacturers who want an active agent in that city. He already represents Ireland's National Food Co., Toronto, and Senard Bros., fish merchants, St. John, N. B. He has a well established connection in the district tributary to his place of business, having for a number of years traded as produce commission merchant in Winnipeg.

Messrs. W. H. Gillard & Co., wholesale grocers, Hamilton, are reaping substantial returns from the reputation their Mallawalla tea has made for itself among consumers. All who have used it vote this package tea one of the richest in flavor and in strength. The same firm are fortunate in having the market for so popular a baking powder as the Diamond, which is in very wide demand on account of its merit and cheapness. Diamond Baking Powder sells well everywhere.

In their advertisement in this issue Messrs. Chas. Bæckh & Sons draw attention to the full lines, sterling quality and excellent value of their widely reputed brooms, which they are prepared to stock the trade with upon the most advantageous terms. Dealers should send for their price list. It is a strong point in these manufacturers' favor that they have the courage to refuse business with Patrons of Industry merchants. Their brushes and woodenware lines are, as they have always been, standard goods.

## PETROLEUM.

The sales this week show some falling-off from the volume of business done last week. Prices are stationary at the former quotations.

The Petrolia Advertiser reports: Petrolia crude \$1.29 per bbl., Oil Springs crude \$1.29. Quietude yet continues one of the salient features of the crude oil market. Owing to absence of inquiry it is difficult to say just what the exact price is of the raw material, as we notice Oil Springs producers selling their production to the refiner direct instead

WE ARE BUYING  
**Dried Apples.**  
SEND SAMPLES  
AND QUOTATIONS.

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

WE ARE BUYING  
**Evaporated Apples**  
SEND SAMPLES  
AND QUOTATIONS.



**McWilliam & Everist,**

Have on hand for Holiday Trade :

Three cars Ripe Florida Oranges, all sizes, Two cars Valencia Oranges. Also full line of Lemons, Dates, Nuts, Figs, Grapes, California Evaporated Fruits, Bananas, Pine Apples, etc.

Prices as low as any House in the Trade.

25 and 27 Church St.,

TELEPHONE 645. Toronto.

**WM. HOOD & CO.,**

Importers and Manufacturers of

Coffees, Spices, Mustards, Cream of Tartar, Baking Powders, Flavoring Extracts, Etc.

Our aim is to cultivate and increase the demand for pure goods.

A TRIAL ORDER OF OUR GOODS SOLICITED.

Should our representative not call on you write us for quotations. Satisfaction guaranteed. TELEPHONE 1625.

48 & 50 LOMBARD ST., TORONTO.

**THOMPSON & CO.,**

LATE

Robertson, Thompson & Co.,

Commission Merchants,

185 NOTRE DAME ST., EAST,

P.O. Box 615. WINNIPEG, MAN.

We are open to receive a few more agencies. We have an extensive connection throughout the grocery trade.



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

Arrived Ex "Scottish Prince," Car Fancy Messina Lemons. Half Car Choice Palermo Lemons. Car Choice Palermo Oranges.

Ex "Parisian," 100 cases Junto, 720 Valencia Oranges; 200 cases ordinary, 420 Valencia Oranges.

Direct from Florida, 2,000 cases Fancy Florida Fruit, all sizes, Porter Bros. pack, good keepers and new, no waste.

**J Cleghorn & Son,**

94 Yonge St., TORONTO.

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

74 Front St. E., Toronto.

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

We Furnish Egg Cases. Try Us.

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

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

Consignments solicited and business transacted for Eastern Canada Merchants.

Established 1886.

VANCOUVER, B.C.

References: Bank of British Columbia.

**WILLIAM RYAN,**  
**PORK PACKER**

70 and 72 FRONT ST. EAST,  
Toronto, Ont.

NEW CURING HAMs,  
BACON, PORK,  
NEW PURE LARD.

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

For Choice full flavor goods send us a Sample order.

Jas. Park & Son,  
Toronto, Ontario.

**The Ontario Produce Co'y.**

Produce Brokers and Commission Agents,

70 COLBORNE STREET, TORONTO,

Solicit consignments of

TUB, LARGE and POUND ROLL  
BUTTER. EGGS.

ONIONS HONEY. APPLES.

CHEESE.

Egg Carriers Supplied.

Telephone 2557.

**T. G. Williamson & Co.,**

COMMISSION MERCHANTS

TEAS, COFFEES, FRUITS, SUGARS, ETC

42 Front Street East,  
TORONTO, ONT.

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

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

## MARKETS—Continued.

of on the exchange. This circumstance is worth mentioning, chiefly because it points to the fact that the Oil Springs crude must be mixed about half and half with the Petrolia product to make a good distillate. This being the case it means that a premium ought to be paid for Oil Springs oil. The great danger is if refiners buy direct from the larger producer and quietly give them a premium the legitimate price of oil is gone, and we will be working back into the same old groves of buying and selling that we had here years ago, when one of the largest producers here of crude oil dictated his own terms to the refiners and was getting one dollar and fifty cents for his oil when the small producer was only getting eighty-five cents. The market for refined oil has been about the same as crude, devoid of features of interest, prices remain about the same, 11½ to 12c.

## BUTTER AND CHEESE.

There is usually a better delivery of butter at this time of year than is now being experienced. A comparative backwardness in the supply has been a feature of the week's business, and this points to probable collections at other points, as buyers outside were picking up butter a week or two ago for shipment eastward. The prices of low grade tub were strengthened by these operations, as this description of butter appeared to be in especial request by those buyers, and but little of it made its way here. Both consignments and sales are reported short in all tubs. Choice western dairy tubs would bring as high as 18c., while tub below the highest grade and yet in the category designated "good" will bring 16 to 17c. Medium grades range from 12 to 16c. Good tub butter as well as medium and low grade tub would find a ready market here now. The butter coming to hand is nearly all in large rolls, which arrive in boxes and baskets, and sell at 14 to 16c., only the finest having any hope of realizing the highest figure. A demand from bakers for common grades of tub keeps the market cleaned up of this class of stock.

Cheese is very firm at 11½ to 12c. for choice autumn makes in ordinary lots. Summer cheese is not in request, but is in stock at 9½ to 10c.

According to Board of Trade returns the imports of cheese into the United Kingdom during the years named were as follows :

[—From U. S.—]		[—From Canada—]	
Cwts.	Value.	Cwts.	Value.
1891. 774,893	£1,779,260	857,841	£1,991,597
1890. 919,408	2,081,546	837,890	1,914,232
1880. 827,626	1,899,864	675,900	1,565,526

And of butter as follows :

1891. 63,693	£251,750	46,267	£187,392
1890. 84,553	322,385	15,155	60,739
1889. 110,187	448,825	22,634	95,167

## COUNTRY PRODUCE.

APPLES—The range, corresponding with the qualities obtainable, is wide. A round lot in which there was a considerable proportion of sweets, and in which there was some wasty stock, was sold on Monday at \$1. Another large lot of picked, well-packed Spies was sold at \$2.50. These two prices indicate the range. There is a good deal of shipping going on, but at no profit to the exporters.

BEANS—A fair jobbing trade is done at \$1.40 to \$1.50; round lots are seldom called for, but are to be had at \$1.20 to \$1.30.

CRANBERRIES—The price is easier at \$7 to \$7.50. Stocks this year are unusually large at all the leading points of distribution. Of-

fers are made to local fruit merchants to consign cars to them, something heretofore unknown in the cranberry market.

DRIED APPLES—In small or ordinary parcels are 4½ to 4¾c. on spot, and from 4 to 4¼c. outside, according to size of lot. Holders appear to want more money and the offerings are not large.

EVAPORATED APPLES—Stocks on the market are small and not likely to be much larger for some time, if the resources of the free supply are no larger than present offerings indicate. The demand, however, for present consumption does not call for more. Prices are 8 to 8½c. for small lots and 7½c. for cars.

EGGS—The demand for fresh eggs is likely to outrun the supply, as the weather is against production. Fresh are all the way from 16 to 18c., with perhaps 1c. more obtainable for strictly new laid in small lots. The shortage in fresh eggs does not brighten the market for limed, which are dull at 14 to 15c.

HIDES—Green continue to be quoted at 4½c. for No. 1 cows'. Cured are rather quiet at 5c., an occasional car being disposed of at that figure.

HONEY—A somewhat better trade in extracted at 9 to 10c. is to be reported, while honey in the comb is steady at 14 to 16c.

HOPS—The range is 18 to 22c. for the grades in most common request. Small lots of extra choice stock bring as high as 24c.

ONIONS—Are not moving these days, the weather being too cold for business. Prices range from \$2 to \$2.50 per barrel.

POULTRY—Some improvement in receipts has taken place, but all find a ready demand, so that prices preserve their balance very fairly. Turkeys are 10 to 11c., geese 7 to 8c., chickens 45 to 70c.

POTATOES—Some check of receipts has been caused by the drop in the temperature, but as there was little demand at all events, prices have not been benefited by the decline in receipts. Cars on track are not worth more than 35c., and out of store lots 45 to 50c.

SEEDS—Good weather has given spirit to deliveries, and they are coming forward very liberally at steady prices. Alsike is \$6 to \$6.75, and red clover \$5.25 to \$5.50, with some addition for choice export grades.

SKINS—are quiet and unchanged at \$1 to \$1.05.

TALLOW—Rough is 2c., refined 5½ to 5¾c., with the ordinary movement maintained.

WOOL—Sellers are offering more freely as there seems but little chance of a higher price than 19c. being realized for fleeces.

## DRESSED HOGS AND PROVISIONS.

The value of hogs continues to appreciate, the argument for prices having turned 10c. in favor of sellers since last report, \$5.85 being paid for select weights. According to size quotations run from this down to \$2.25, the lowest being for very light hogs. The advance has not by any means made them so liberal as to endanger the firmness of present prices, as several holders have refused to do business under \$6. Packers have not been brought up to that point yet, however.

BACON—Long clear is easier at 7¼ to 7¾c., backs are 10½c., bellies 10c., and rolls 8½ to 8¾c.

HAMS—are steady at 10½ to 11c.

LARD—Canadian pure in pails is 9¾c., in tubs 9¼c., compound is 8 to 8½c.

BARREL PORK—Heavy mess is \$13.50 to \$14, and Canadian short-cut \$15.50 to \$16.

(Continued on page 20.)

## FLOUR AND FEED.

## TORONTO,

Little progress has been made in shipping since last week. The dull times cause some impatience among the millers, many of whom are carrying considerable stocks in expectation of a revived demand. Consignments have eased somewhat the strain of supplies on spot, but the flour that has gone out in this way does not command ready sale at the points to which it has been consigned. In feed prices are easy, but unchanged in quotation. A rather quiet business in these lines has been transacted.

FLOUR.—City millers' and dealers' prices are : Manitoba patents, \$5.20 ; strong bakers', \$4.88 ; Ontario patents, \$4.40 ; straight roller, \$4.75 ; extra, \$4.10 to \$4.15 ; low grades, per bag, \$1.25 to \$1.75.

Car prices are : Toronto freights—Manitoba patents, \$5.25 to \$5.50 ; Manitoba strong bakers' \$4.80 to \$4.85 ; Ontario patents, \$4.50 to \$4.75 ; straight roller, \$4.00 to \$4.05 ; extra, \$3.80 to \$3.85 ; low grades, per bag, \$1.25 to \$1.75.

MEAL—Oatmeal is worth \$3.90 in carloads and \$4.25 in smaller parcels. Cornmeal is quiet at \$3.80 to \$4.

BUCKWHEAT FLOUR—Is selling at \$4.50 per barrel.

FEED—Bran is quiet at \$15 per ton, and shorts at \$16. Mixed feed is \$23 to \$25, cracked corn, \$1.25, feeding corn 54 to 55c. in cars and 60c. in smaller lots, oats are 32 to 33c.

HAY—Is much more abundant and is easier-priced, selling now at \$11 to \$11.50 for timothy, and \$10 to \$10.50 for mixed.

STRAW—Is steady at \$6 to \$6.50.

## MONTREAL.

FLOUR AND MEAL—The flour market continues dull and quiet with values more or less nominal. The stock in store shows a decrease of 6,390 barrels compared with a week ago, and 10,584 barrels compared with a year ago. We quote: Patent spring, \$5 to \$5.30; patent winter, \$5 to \$5.25; straight roller, \$4.65 to \$4.75; extra, \$4.30 to \$4.00; superfine, \$4 to \$4.00; city strong bakers', \$5 to \$4.00; strong bakers', \$4.60 to \$4.90.

There is only a small movement in oatmeal at unchanged prices. The stock in store shows an increase of 1,007 barrels compared with a week ago, and 2,387 barrels compared with a year ago. Standard, per bag, \$2.10 to \$2.20; granulated, \$2.10 to \$2.20; rolled, \$2.10 to \$2.20.



TRY  
"Beaver Mills" Flour.  
**T. H. TAYLOR & CO.,**  
MANUFACTURERS,  
CHATHAM, ONT.

**ROLLED OATS**  
Not floury chopped, but clean large flake.  
**OATMEAL**  
**ROLLED OATS**  
—Write for Samples.—


**ARCHIBALD BROS., INGERSOLL, ONT.**

**WALTER THOMSON**  
**MITCHELL, ONT.**  
**GENERAL GRAIN DEALER.**

Manufacturer of all kinds of  
Oatmeal, Split Peas, Cornmeal,  
Pot Barley, etc.

Quotations by Wire or Letter.

**HEALTH IS WEALTH.**



Health seekers travel far to mountains, lakes, seas and springs, but of all the famous waters to thoroughly cleanse the body of health-destroying impurities, to make the joints supple and make the muscles and frame firm, and cause one to feel fresh life trickling through the veins, give me St. Leon Mineral Water. — I. Bliss, Compton, P. Q.

For particulars apply  
St. Leon Mineral Water Co., Ltd.,  
Head Office, 101½ King St. W., Toronto.  
BRANCH—Tidy's Flower Depot, 164 Yonge St.

**STEEL, HAYTER & CO.,**  
Importers of  
**INDIAN TEAS**

Direct from their estates in Assam.  
New Season's Teas are now arriving.

PROPRIETORS OF THE WELL-KNOWN  
"MONSOON" BRAND.  
Samples and Quotations on application.  
11 & 13 Front St. E. Toronto.

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

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FLOUR, FEED AND PRODUCE MERCHANTS.

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

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**VANCOUVER, B.C.**

**Dominion Mills,**  
LONDON, ONT

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**OATMEAL**

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

Write for Samples and Prices.

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303 to 311 Talbot St.

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

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

BRANDS:  
**KLEBER, MAY BLOSSOM.**

AGENTS:  
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EPHRAIM ERB, - Halifax.

OUR SPECIALTIES.

Stone Ground Flour, Graham Flour, Cracked Wheat, Buckwheat Flour, Chop Feed.

Mention THE GROCER.  
**J. & R. ROBSON,**  
Brantford, Ont.

**BRANDON ROLLER MILLS,**  
Brandon, Man.

—MANUFACTURERS OF—

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

Dealers in all kinds of grain and feed.

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**EMBRO**  
**OATMEAL**  
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A CHOICE QUALITY OF

Roller, Standard and Granulated

**Oatmeal**

IN BARRELS, HALF BARRELS OR BAGS.

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

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

**LEITCH \* BROS.**  **Grinders of WHEAT \* EXCLUSIVELY.**  
**MILLERS, OAK LAKE, MANITOBA**

## MARKETS—Continued.

**FRESH MEATS**—Beef forequarters are 4 to 6c., hindquarters 7½ to 8c., lamb 7½ to 8c., mutton 6 to 7c., veal 7½ to 8c. Receipts and offerings are liberal.

**FISH AND OYSTERS.**

Trade has been somewhat brisker than usual this week especially in salt and dried fish, haddie, cod and herring being in strong demand. Fresh fish are quiet yet, but haddock are having a fair sale. The prices of oysters are somewhat variable, but the probability is that prices will shortly assume their normal position; just now they are quoted from \$1.30 to \$1.50 and select from \$1.60 to \$1.85. Prices at Baltimore are on the decline. The trade in oysters has been brisk during the week.

Prices for canned oysters have been advanced in the Baltimore market to 70c. per dozen for 1 lb. 8oz. goods, with corresponding rates for other sizes. Some packers, it is reported, have been buying freely this week.—N. Y. Commercial Bulletin.

**SALT.**

Two carloads of barrels at \$1.20 and two carloads of sacs at 70c. show that the trade in salt, outward at least, is not so brisk as usual, yet prices are firm. The sales in small quantities have been good.

**GREEN FRUIT.**

The weather is a little too cold for shipping fruit, and that circumstance is felt as a deterrent to trade. In a small way orders are coming forward steadily, and prices are for the most part stationary at last week's points of quotation. Palermo lemons are \$4 to \$4.50, Messinas are \$4 to \$5. Florida oranges are \$2.60 to \$3.25, the re-packing of this fruit causing an advance in prices. Valencia oranges are \$4 to \$4.50, and improving in quality with new receipts.

**DRY GOODS.**

At present the wholesale houses are busily engaged in moving shipments of spring goods such as prints. A few orders for winter goods are yet being received. Payments are fair and spring orders are coming in, with good prospects for a good trade during the next three months. There have been very few failures among the retail dry goods men during the present month.

**MONTREAL MARKETS.**

MONTREAL, Jan. 28, 1892.

Trade does not show much improvement as yet, but the indications continue favorable, and some orders from travellers are commencing to come in, which are considered satisfactory. Values all round show the same firm tendency noted last week. There has been continued cutting in teas, but regular dealers are not altering their figures. Prime lines of dried fruit maintain their level despite the further offerings of low grades from New York. On the whole, the conditions are favorable, and if the returns so far are a sign, payments are improving.

**SUGAR.**

There is only an ordinary movement in sugar, no change in the condition of the market occurring since our last report. The wholesale men have pretty fair stock on hand, but are not urging business to any great extent. Raw sugars continue firm, and this has the effect of making refiners somewhat indifferent as to business. Yellows are quoted at 3½ to 4¼c., while granulated remains un-

changed at the former figure. Beet sugar has been quiet since the transactions noted in our last. Granulated is worth about 4¼c. and raw 3¼c.

**SYRUPS.**

Syrups are quiet, the demand being mostly for the American product, which is being laid down here at 24c., 60 days. This is considerably below what refiners are asking for the domestic product, and the cheaper goods naturally get the preference. Molasses has shown some improvement since our last, quite a number of 25-barrel lots having been moved on the basis of 35c.

**TEAS.**

Remarks regarding the competition of consigned Japans made last week may be repeated. Stocks of these teas worth from 12 to 14c. are heavy as already noted, and the holders of consignments continue their cutting, to the detriment of those who laid in their supplies earlier in the season. In black and green teas a fair trade is being done, especially in grades of the latter worth from 13 to 22c.

**COFFEE.**

Coffees are dull but firm, stock here being light. Rios have been turned over on the basis of 18 to 20c., with some Jamaicas at the same figures. We quote:—Rios, 15 to 20c.; Java, 26 to 30c.; Mocha, 27 to 30c.; Jamaica, 18 to 20c.; and Maracaibo, 23 to 25c.

**RICE.**

Rice is dull and unchanged. We quote:—Patna, \$4.50 to \$5; Japan, \$4.75 to \$5.00; standard, \$3.90, and off grades, \$3.50, all in car lots.

**DRIED FRUIT.**

There has been little or no change in dried fruits, which continue dull. The offering of low grade stock by New York parties referred to last week, have not affected the prices of prime fruit, which are as before, but they have checked the demand. Currants are unchanged. We quote prime Valencias 5 to 5¼c., currants at 5¼ to 6c. for Patras, and 7 to 8c., for Vostizzas in cases.

**NUTS.**

There is an ordinary jobbing business doing in nuts. We quote:—Walnuts steady at 12¾ to 13c., for Grenoble and 10½ to 11c. for Bordeaux; Toicos, 12 to 13c.; Tarragona almonds, 14 to 15c.

**CANNED GOODS.**

While the demand for canned goods is not large, the stock in jobber's hands are small, the tone of the market firm. Advices to dealers here from the coast are that all the salmon has been moved, and holders B.A are asking better than \$1.30, while outside brands are held at \$1.27½, some holders refusing to sell at these figures. Tomatoes have been well placed and are expected to be in good demand together with other vegetables in the near future, as the retailer's supplies must be getting small.

**GREEN FRUIT.**

There is a fair jobbing business in green fruit. Florida oranges are the most active line, selling at \$3 to \$3.50 per box. Valencia stock is quiet at \$3.75 for 420's, \$4.25 to \$4.50 for 714's per case. Lemons are the same as last week, viz., \$3.50 per box.

**APPLES.**

There is an ordinary jobbing trade in apples at steady prices, which rule \$2.50 to \$3 per barrel. Dried fruit is dull at 5 to 6c., but there has been demand for evaporated, several car lots having changed hands at 8c. during the week. This line is all controlled by one dealer here, who is holding for high prices, and we quote 8 to 9c.

**FISH.**

The only business in fish during the week has been in some fresh trout and white fish. The former move slowly at \$4.50 to \$4.75, and the latter \$6.25.

**HOPS.**

There is no change in hops, an occasional bale moving now and then. We quote bulk 18 to 25c. Pressed goods have a steady movement at 15c., 3 per cent. off.

**PROVISIONS.**

A good demand developed in pork during the latter part of last week. Dealers awoke to the fact that stocks of American were very light, and when they went to look for Canadian packed, they found that two local operators had secured a corner, having secured not only the larger portion of the short cut already packed, but having placed orders for the turnout of the packers for some time to come. As a result the packers showed more anxiety to buy dressed hogs, which advanced to \$6 and \$6.10 per cwt., while pork was marked up 25 to 50c. per bbl., the consequence being a sharp demand for a few days. The market is quiet now. We quote:—Canadian short cut, per bbl. \$15.75 to \$16.25; mess pork, western, per bbl. \$15.00 to \$15.50; short cut, western, per bbl. \$16 to \$16.50; hams, city cured, per lb. 10½c. to 11c.; lard, Canadian, in pails, 8¾c. to 9c.; bacon, per lb. 9c. to 10c.; lard, com. refined, per lb. 7¼ to 8c.

**CHEESE.**

There has been nothing of importance doing in cheese since last week. The supplies here are in small compass, less than half

A. H. BADGELOW.

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The Badgerow, Dixon Bonded Vinegar

Manufacturing Co.,

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Importers of Teas

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Wholesale Grocers.

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**DAVIDSON & HAY**  
 Wholesale Grocers,  
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"Glover Leaf" Lobsters and Salmon in  
 Flat tins.

These goods are the finest quality of the  
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Also full lines of all canned goods. Close  
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**Sloan & Crowther**  
 WHOLESALE GROCERS,  
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 IMPORTERS AND  
**WHOLESALE GROCERS**  
 A Large and Well-Assorted Stock of  
**Teas, Sugars and General Groceries**  
**NOW IN STORE:**  
 New Muscatels,  
 " London Layers,  
 " Connoisseur Clusters,  
 " Valencia Shelled Almonds,  
 " Sultanas.  
**HAMILTON, ONT.**

To the Trade.

**NEW SALMONS.**

We offer 1100 cases Red Salmon  
 "British American" brand, the best on  
 the market, at \$1.30 per dozen, 30 days.

**QUALITY GUARANTEED.**

**N. QUINTAL & FILS,**  
 WHOLESALE GROCERS,  
 274 St. Paul Street,  
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Write for samples of Sugars.

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**EDWARD**  
**ADAMS & CO.**  
 ESTABLISHED 1846.  
 Wholesale Grocers and Importers of  
**TEAS,**  
**SUGARS,**  
**COFFEES,**  
**TOBACCOS.**  
 95 & 97 Dundas St., London, Ont.

**BALFOUR & CO.,**  
 IMPORTERS OF TEAS  
 —AND—  
**WHOLESALE GROCERS,**  
**HAMILTON.**

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

**NEW**  
 Dates.  
 Malaga Raisins.  
 Valencia Shelled Almonds  
 Grenoble Walnuts.  
 California Dried Fruits.

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**SUGARS,**  
**COFFEES,**  
 Send for prices before buying  
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**J. W. LANG & CO.,**  
 WHOLESALE GROCERS,  
**TORONTO.**

If quotations are wanted on any goods  
 in our line, drop us a card. We will re-  
 ply by return mail.

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**NEW**  
**Grenoble Walnuts**  
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**NEW FRUITS**  
 (NOW IN STORE.)

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 41 and 43 Front St., Toronto.

**J. F. EBY.** **HUGH BLAIN.**  
**Do you want**  
 the finest Pearl Tapioca  
 ever seen in Canada?  
 If so order some of our  
 "GOATHEAD" brand.  
**EBY, BLAIN & Co.,**  
 Wholesale Grocers,  
 FRONT AND  
 SCOTT STS. **TORONTO.**

## MONTREAL Markets continued

what they were last year in fact, and holders insist on their own figures, which makes business slow. We quote prices  $\frac{1}{4}$ c. firmer at  $11\frac{1}{2}$  to  $11\frac{3}{4}$ c. The Liverpool cable stands a shilling higher than it did last week at 57s.

## BUTTER.

Butter shows no change. There is a steady jobbing in all grades at old prices. We quote:—Finest creamery, 24 to  $24\frac{1}{2}$ c.; finest Townships, 18 to 20c.; Morrisburg and Brockville, 18 to 19c.; finest Western,  $16\frac{1}{2}$  to  $18\frac{1}{2}$ c.

## EGGS.

The egg market continues dull and prices are somewhat easier, although not quotably changed at 15 to 16c.

## POULTRY.

The receipts of poultry are light, and the enquiry for choice dry picked stock is good. Chickens are in especially good demand, 9 to 10c. being freely paid for choice stock. Turkeys are bringing 9 to 10c. and ducks at  $7\frac{1}{2}$  to  $8\frac{1}{2}$ c. Geese are not in such good enquiry, 6 to 7c. being about the idea.

## GRAIN.

The grain market remains lifeless and prices are nominal on spot. Wheat is dull, receipts in Manitoba and the North West continue light, but advices state that values have a lower tendency. The stocks in store compared with those of a week ago show an increase of 16,556 wheat, 600 corn, 62,630 peas, 26,496 oats, 2,479 rye, and a decrease of 104,134 barley. Compared with a year ago there is an increase of 195,874 wheat, 103,744 peas, 40,531 barley, and a decrease of 11,624 corn, 164,460 oats, and 8,659 rye. We quote:—No. 2 hard Manitoba \$1.03 to \$1.04; No. 3, do., 97c; No. 2 Northern, \$1.04; peas, 73 to 74c. per 66 pounds; oats, 34c. to 35c. per 34 pounds in store, corn, 72c. duty paid; feed barley, 45 to 46c.; good malting do., 60 to 63c.

## ST. JOHN, N. B., MARKETS.

ST. JOHN, N.B., Jan. 28, 1892.

Last week's dulness continues this, with the prospects of improvement very little better, in fact it is a waiting market in all lines.

**FLOUR**—The conditions of the flour market are unchanged, only for immediate use is all that is moving, and quotations given last week are the selling prices this. Manitoba patents \$5.90 to \$6, Ontario high grade \$5.20 to \$5.30, medium patent \$4.95 to \$5.10.

**CORN MEAL**—is without change, the demand is light and prices remain steady, quoted \$2.90 to \$3.

**OATMEAL**—The market has been well supplied, prices are unchanged, though the tendency seems downward, and is selling at \$4.65 to 4.75.

**FEED**—A limited quantity moving, prices remain steady, shorts are quoted \$21.50 to 23 per ton, Oats 42 to 45 per bushel. Hay is still scarce.

**SUGAR**—The market is firm at the recent advance. Granulated is quoted  $4\frac{1}{2}$  to  $4\frac{3}{4}$ c. yellows \$3.55 to \$3.85.

**CHEESE**—Are going off fairly well, the price is unchanged, 11c. seems the ruling figure.

**BUTTER**—Is unchanged either in price or quality offering, of course some really first class is offering, though the larger quantity is only fair in quality. Prices are the same as last quoted.

**FISH**—Our market is very nearly bare of all kinds of fish.

## THE SWEETEST ISLAND IN THE WORLD.

At its broadest part the pear-shaped island of Mauritius is twenty-eight miles in breadth, while at the stalk, which points to the northward, it is thirty-eight miles in length. We are told that the near approach to the island cannot be made without evidence of its sweetness. As one sails or steams inside the great coral reef that everywhere surrounds, like a "barbed under-wall," Mauritius, "the Wonderful," and arrives at the harbour of Port Louis, the principal city of the island, the sweet odours float outward to greet him.

On being pulled ashore in a small boat, the visitor distinctly recognises the sweetness of sugar; on landing at the quay, which lies at the end of a broad street, called the Place of Arms, he finds himself in the midst of gangs of Indians engaged in shovelling sugar into bags, themselves the while standing kneedeep in the damp stickiness of it. Piled all about him, to the number of thousands, he sees bags, puffy like pillows, with sugar in them. As he stands thus, he will see and hear a railroad train go rushing across the Place of Arms laden with sugar.

If one arrives in a mail steamer he will find the Custom-house wharf crowded with men, all eagerly discussing the news about sugar brought by the mail. If "sugar's up," they wear smiling faces and go off joyfully to grow and make, and buy and sell more sugar; if "sugar's down," there will be long faces and little mirth, and the groups will dissolve, one by one, "the poor fellows putting up their parasols and tramping off through the glaring sun to their place of business."

The sweetness of Mauritius can be believed in, when it is understood that something like one-tenth of all the cane-sugar of the world is made there. The number of sugar estates is not easily estimated, for the reason that one owner may return a number of estates as his sugar estate. The smallest plantation on the island contains one hundred and twenty-nine acres; the largest, over five thousand. An acre under canes produces, on an average, two thousand five hundred pounds of sugar. The quality called "gray" is shipped to Bristol or Glasgow to be refined, a cargo often consisting of three million pounds.

The white sugar goes largely to Bombay and Australia, and is a very profitable article, the difference between brown and white being caused by the addition of water when the syrup is in the turbines, where it rapidly crystallises. The more water added the whiter the sugar, as it washes out the coloring matter. The sugar bags are made from the leaves of the cocoa palm, and are imported largely from Madagascar, five hundred miles distant.

When a sugar estate is mapped out, the first thing to do is to divide the land into cane pieces. About four hundred feet constitute a cane piece. This has a road all about it, and stumps, rubble, stones, and lava boulders all over it. There is no place, even were it desirable, to pack this rubbish on, and so it is gathered into rows of walls at intervals of about six feet. These walls run the length of the field, and sometimes are six feet in height. On the cleaned spaces between the walls, the cane pieces, eighteen inches long, are planted at intervals of two feet, manure having been put into each hole. The soil is then lightly scattered over the canes.

In a short time twenty or thirty young sprouts appear from each hole, and the entire

piece assumes an emerald hue. When the sun's rays are very hot the tender growth requires shading by leaves. Much labour is expended before the canes are ready for cutting. The soil is frequently broken up to admit air and moisture; all the enemies of the cane are closely watched; eighteen months go by and then comes the harvest. Before that time arrives the stalks have attained a height of from eight to fourteen feet. At this stage of growth the arrow shoots up from a single slender stem several feet above the plume of leaves, which terminates each cane. This is the cane flower, a delicate feather of silvery purple, which in one night "transforms the fields into a sea of nodding purple, across which the trade-wind passes in a series of graceful undulations." When the arrow withers and falls the canes are ripe and ready for cutting.

The sugar of Mauritius, owing to the prodigious boiling and baking of the soil in the past, to the climate and the sun, is the sweetest sugar in the world, and has invariably taken the first prizes at the international European exhibitions, as well as in England.—Confectioners' Union.

## COMMERCIAL AGENCIES AND CREDITS.

At a recent meeting of manufacturers at St. Louis the question of "Commercial Agencies and Credits" was discussed. A number of well known and successful business men were heard, and through their representatives several commercial agencies were voiced in the debate. The business men without an exception criticised the agencies on account of misleading reports sent out by them; the cause of which the merchants thought was the fact that the majority of correspondents for commercial agencies in small towns were cheap men, none of whom were overpaid for their services and whose services were, in many instances, the result of guessing. A system that would pay correspondents better would command a higher rate from business men, the merchants agreed, and gave it as their opinion that that would be found to be the solution of the difficulty.

Representatives of the agencies advanced various reasons for the errors they sometimes made, one making a point by declaring that merchants who were creditors of dealers were often very apt to get commercial agencies wrong when they made inquiries. All hands agreed that dishonest men could not always be kept track of, but could not unite on a method for procuring the best possible service.

The belief that travelling salesmen were careless about inquiring into the standing of new customers was advanced by the collective agency representatives and virtually admitted by the merchants.

If this is true, then the system is wrong, for no man is better calculated to learn the financial condition of his customers than the travelling salesman. He is on the spot and can make any necessary investigations, and can furthermore put questions to his customer that would be evaded or not answered if asked by the local correspondent of a commercial agency. It is to be expected that some men will object to answering questions with regard to their financial standing, but responsible men rarely will when approached in a business-like manner, and who is so well equipped to ask these questions as the travelling salesman who has succeeded in getting near enough to his customer to take an order for goods.—Ex.



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

**BUSINESS CHANCES.**

**GROCERY BUSINESS FOR SALE;** ONE OF the best stands in Toronto. Average net profit, \$200 per month. A. B. H., care GROCER. 22

**HONEY-COMB OR EXTRACTED-WE ARE** handling large quantities, and supplying grocers in all parts of the Dominion. Gould & Co., Brantford, Ont., Bee Keepers' Supplies.

**WANTED PARTNER IN GENERAL STORE,** 1st March, best town in Southern Manitoba. First-class stone building and good trade. Young man preferred, with good references and practical knowledge. Capital from \$4,000 to \$6,000. Address P.O. Box 83, Boissevain, Manitoba, or A. A. Allan & Co., Toronto, Ont.

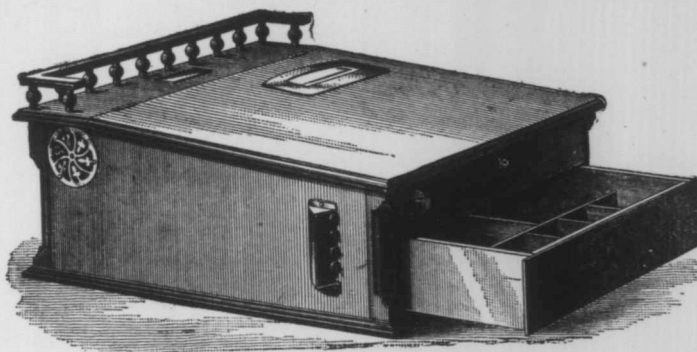
**GREAT SELLERS.**

Adams' Tutti Frutti and other Staple Chewing Gums.

Each box of Adams' Monte Cristo Gum contains a sparkling brilliant stone ring which is set in the latest Parisian styles.

For descriptive catalogue and elegant hanger signs for windows. Address

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



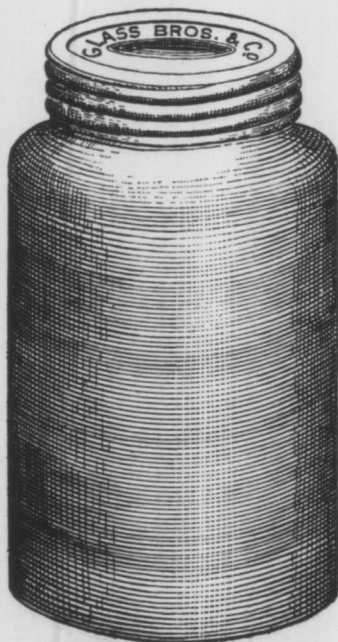
**This is Just What You Want**  
**The Standard Cash Register.**

The Cheapest and Best Cash Register on the Market.  
Send for Circular.

**TAYLOR, SCOTT & CO.,**  
TORONTO--SOLE AGENTS FOR CANADA.

**LONDON STONEWARE POTTERY WORKS.**

"DOMINION" FRUIT JAR  
(Pat. Applied for.)



MADE IN 4 SIZES.

**BEST AND BEST**

THE NEWEST,  
STRONGEST,  
MOST PERFECT

Self-Sealing Fruit Jars. Made in  
Bristol-Glaze Vitrified Stoneware, by  
**GLASS BROS. & CO.,**

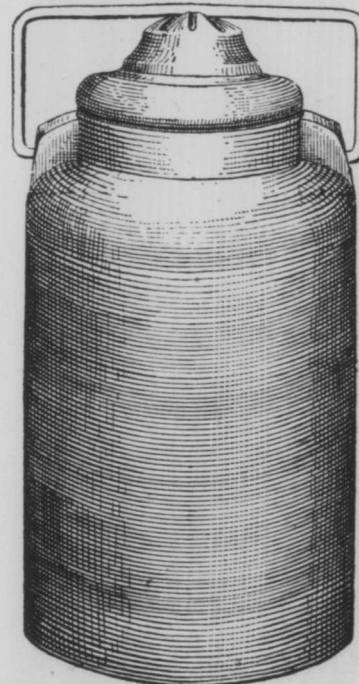
Manufacturers of Salt and Bristol-Glaze  
Stonewares, Terra Cotta Wares, Chimney  
Linings, Chimney Tops, Fire Brick,  
etc.

Butter Cocks, Churns, Liquor Jugs, Molasses Jugs,  
Milk Pans, Hotel Spittoons, Stew Kettles,  
Water Pitchers, Mustard Jars, Beer Bottles, Fancy  
Flower Pots, Lawn Vases.

Send for fully illustrated Descriptive Catalogue and Prices

**Glass Bros. & Co**  
**LONDON, ONT.**

"OUR PATENT" FRUIT JAR.



MADE IN 4 SIZES.



## SALES MADE OR PENDING.

Mr. J. Gosnell, Victoria, B. C., has sold out his grocery business.

A. H. Wardell, grocer, Toronto, has sold out to his wife, M. J. Wardell.

J. H. Walker, general merchant, Alma, Ont., has sold out to G. B. Wray.

J. I. Wilson, general merchant, Austin, Man., has sold out to James Dickson.

W. D. Atwell & Co., general merchants, Norman, Ont., have sold out to Monsette & Sethrington.

Ramsay Bros., manufacturers of confectionery, Victoria, B.C., have moved to Vancouver and bought out the business of the Vancouver Candy Factory.

The notice in this column of a change in the business of Robertson & Cliff, grocers, Dunchurch, Ont., was, through the omission of the words "one of," made to convey an error. That firm has not closed up both its stores at Dunchurch, but has put the two stocks into one, closing but one of its stores.

## PARTNERSHIPS FORMED AND DISSOLVED.

The firm of Robert Thompson & Co., commission merchants, Winnipeg, has been changed to the style of Thompson & Co.

## FIRES.

J. W. Grant, confectioner and fruit dealer, Meaford, Ont., was burnt out last week.

Mr. C. Meyers, grocer, Meaford, Ont., lost \$700 by a fire which occurred on Tuesday last.

Thursday evening an alarm was sounded for a fire in M. Lang & Son's pork packing establishment, Guy street, Montreal. When the firemen got on the scene the blaze was under good headway, and was subdued with difficulty. It had started in the smoke room, and the contents of this part of the establishment was destroyed. The damage to stock is placed at from \$4,000 to \$5,000, covered by insurance.

A hot coal stove was the cause of a serious fire in the grocery store of Mr. John Moule, London. It had evidently been smouldering for some time before the heat inside burst the front windows, allowing the dense smoke to escape in volumes. The loss will all fall on the stock, which was burned considerably and then drenched. The loss will probably be \$500.

Among the sufferers by the two great fires in Montreal, on 20th inst., were Messrs McLean & Campbell, produce merchants, and Messrs Leonard Bros, fish merchants. Both these firms will lose heavily from water and smoke, as the fire was confined to the top flat of the building.

## REMOVALS AND DEATHS.

E. H. Morse, general merchant, Leamington, Ont., is removing to Blenheim.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Louis Barbeau, grocer, Montreal, has assigned.

Miss Bell, grocer, Warton, Ont., has assigned to W. F. Hull.

Frauk Allison, grocer, Morrisburg, Ont., is offering to compromise.

John Bonner, fruit-dealer, Montreal, is offering to compromise.

Joseph C. Gordon, grocer, Elora, Ont., is financially embarrassed.

Mrs. D. Rheault, general merchant, Warwick, Que., has assigned.

Wm. Reid, general merchant, Summerside, P.E.I., has assigned.

Peter Campbell, General merchant, Arichet, N.S., is offering to compromise.

Geo. B. Maling, grocer and victualler, Halifax, N.S., is offering to compromise.

J. G. Hearle, the toilet soap man of Montreal, who recently assigned, owes \$16,000.

D. J. Leahy & Co., wholesale and retail grocers, Halifax, N. S., have suspended payment.

The general stock of the Balmer estate at Gravenhurst is expected to finally work out at 100 cents on the dollar.

S. Marotte, spice merchant, Montreal, is reported to have compromised with his creditors at 75c. on the dollar.

A. W. Crysler, general merchant of Delhi, who assigned to Campbell & May of Toronto, owes \$8,000 and his assets are nominally \$1,000 less. Up to December last the business was conducted under the firm name of Crysler & Stoddart. When the latter withdrew, the finances were in a crippled condition.

## THE VALUE OF APPEARANCES.

It appears to other trades a grocer's success depends more than we imagine, upon the general appearance of things connected with his business. For instance, if his wagon goes about town muddy, unpainted and in a rickety condition, it indicates to his customers that he is a very shiftless manager. If his store is untidy, unpainted and unwholesome in its interior appearance, it does not help to sell his goods, though they may be quite as good as those of his competitor's over the way. The unwholesome look of his premises conveys the impression to customers that his goods are of an inferior quality, and they bestow their patronage elsewhere. A good turn-out is a splendid advertisement for a grocer. Ladies do not like to have spavined horses and wicket conveyances stop at their doors. Much in regard to a grocer's success in trade depends upon the manner in which he keeps up a show of good appearances.—Grocers' Criterion.

## ANSWERS TO CORRESPONDENTS.

D. S. What quantity is the standard for a barrel of coal oil?—40 to 45 gallons.

Can you give me any information about Planet Manufacturing Co's., gilt edge butter compound, of Roxton Pond, P. Q.?

[Any of our readers who can will do us a favor by forwarding an answer to the second of the foregoing questions.—ED.]

## AN ANTI-TREATING CIRCULAR.

The Travellers' Circle of Canada wish to call your attention to the system of treating and being treated to intoxicating liquors when transacting business. We are pleased to note that this custom is now by many entirely avoided; yet some are led to continue it, perhaps fearing that to discontinue a practice they have followed for some time might affect the success of their business. We believe no merchant will allow himself to be biassed in the placing of an order by a treat from the traveller who visits him; but we feel the practice in the past has sometimes been adopted in the hope of so influencing the customer, and some travellers who have practiced it have been gradually led into the use of intoxicants to such an extent as to injure themselves, while in some cases it has resulted in the loss of their situations and suffering to their families.

In these days of keen competition a traveller sometimes finds his sales not equal to his anticipation, a spirit of despondency is apt to take possession of him, and if he is susceptible to the influence of alcohol, has taken some with his customers during the day, he is likely to indulge further at night, when he meets his fellow-traveller, after his customers have gone home.

We ask retail merchants to give this matter their careful consideration, remembering that many of these young men have come from homes where parents, sisters and brothers are anxious about their welfare, or perhaps a young wife, who has confided her all in him, has high hopes of his success on the road, trusting he may soon secure promotion or establish a business for himself and continue for her a comfortable and happy home. Kindly abstain from being a party to any course which, if indulged in, will wreck all these high hopes, and leave the victim a nuisance to society.

It is individual effort that counts, and every man should recognize that he has a responsibility on this question.

Signed on behalf of the Commercial Travellers' Circle of Canada.

R. M. STEWART, President.

E. FIELDING, Secretary.

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

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



# The Great Cake

OF THE FUTURE

IS

# BARM YEAST

FOR PEARLEY TEETH. **TRY SOMERVILLE'S Mexican Fruit CHEWING GUM.**

## YOUR WINDOWS

DRESSED IN 300 WAYS.

Catches with the Public. Catches New Trade. Catches You as an Advertiser "Do You Catch On!" This is a book that serves as a guide to dress your windows, of 250 pages and 150 illustrations, devoted to every line of business. Price, Post Paid, \$1.50. GIVEN AWAY FREE. To every purchaser a Twenty-Five page illustrated novelty pamphlet devoted to store windows and decorating. HARRY HARMAN, P. O. Box 113, Louisville, Ky.



## "CAIRN'S" HOME MADE MARMALADE.

In 1, 2 and 7 lbs., in Glass, White and Stone Jars.

We are now taking orders for January shipment of this delicious preserve. Send in your orders early as the stock is limited."

**BLAIKLOCK BROS.,**  
General Agents for Canada.  
MONTREAL

TORONTO AGENTS:  
**WRIGHT & COPP,**  
40 Wellington St East, Toronto

DRINK SYDNEY GIBSON'S **COCOA**  
REFRESHING-NOURISHING

ORDER **IVORY BAR SOAP**



THE **E. B. EDDY CO., HULL,**

MAKE AND SELL

TORONTO BRANCH:  
29 FRONT ST. WEST.

**27,360,000 MATCHES EVERY DAY.**

5 Matches a Day for each Man, Woman and Child in Canada. Do you get your share! Use no others. There are no substitutes.

**COMPETITION SELF-DESTRUCTIVE.**

Competition is war. It may be war to the knife, fierce and deadly; it may be a contest with foils and masks, or padded gloves. At times it is waged at every point relentlessly; again it is confined to a single phase of contact; but, however conducted, in its essence, it is war; and when carried to its extreme conclusion it means financial ruin to one or the other of the contestants. In the present industrial strife, a universal competitive warfare exists. A new and exaggerated impulse has been given to the violence of competition. Men rush to and fro in the market-places, and the world is distracted by their contests; the fallen are found on every side. Is this persistent warfare a blessing or a curse? Is competition as it now presents itself a force to be encouraged and developed, or to be put in harness and controlled?

The history of the English common law shows that fundamental changes in its principles and rules have been introduced from time to time to meet the requirements of advancing civilization. Such progress has been cautious and slow. But revolutions—have done the work. As an example: The practices of "engrossing" (buying up large quantities of grain with intent to sell again), "forestalling" (buying or contracting for food on its way to market), "regrating" (buying grain or other food and selling it at, or within four miles, of the same market, so as to raise the price), were made the subject of a penal statute in the year 1552. But in 1845 it became obvious that the ancient theories would no longer answer, and the statute was repealed. The law was reserved to meet the enlarging demands of the commercial public.

The repeal of restrictive laws and the substitution of absolute freedom in business methods—leaving producers and dealers to fix their prices as they could, subject to unrestricted competition—was a revolution indeed. As the power of competition was perceived by economists and statesmen, it was adopted as the panacea for all industrial evils. It was clearly adequate to the control of wages; for the supply of labor had generally exceeded the demand, and by the introduction of labor-saving machinery was constantly increased. The production of goods at a heavy profit immediately led to the establishment of numerous rival manufactories. It could even control the price of food, by importation from countries having a surplus. Competition was welcomed as the world's deliverer. That it was sure to keep prices down was a sufficient argument; that it was equally sure, in the end, to breed industrial calamity by forcing prices too low, was not perceived; the few who foretold the danger were ridiculed.

The 19th century has been dominated by this idea; interference with absolute freedom in competition has been frowned upon

and condemned. Laws have again and again been devised to prevent the least amelioration of competitive conditions.

It seems probable that if Adam Smith were to live again, to-day, he would be quite surprised at the result of some of the theories which he took a prominent part in formulating. We have become accustomed to the organization of labor everywhere. The price of labor is no longer a market-price, established by competition, in which every applicant for work is let alone to make his bargain with his employer; it is controlled by a vast network of trades unions. All manner of manual workmen who regard themselves as skilled laborers have combined against their employers, and the world, to minimize the effects of competition. Every year discloses progress in this direction.

Manufacturers of every kind are found agreeing among themselves to control the constant tendency to depress prices below a just remuneration for invested capital and skill.

So with coal exchanges, insurance companies, millers, miners, railways, and a host of other industries, not excluding the farmers. Unquestionably such combinations afford opportunity for great economies in the process of manufacture and distribution by means of which prices to the consumer have again and again been materially reduced. The saving of waste is a factor of great importance.

Unrestricted competition, as an economic principle, is too destructive to be permitted to exist; it has been pushed away from every industrial calling. Would it not be well for Congress, state Legislatures and courts to cease their futile attempts to maintain unqualified freedom of competition, and recognize the right of every industry to combine, under proper supervision, and to make agreements for the maintenance of just and reasonable prices, and the prevention of the enormous wastage consequent upon the warlike conditions of destructive competition?—Aldace F. Walker in the Forum of December.

**THE MOLOCH OF MODERN BUSINESS.**

It was once a custom to offer sacrifices to Moloch. The offerings to this gentleman were not of jewelry, vegetables or cash, but of human lives, served up on a hot coal or in a bloody basket. The altar of this man-eater was a shamble, in which the patriarch and the babe, the rich and the poor, the wise man and the fool, went into ashes and mincemeat without fear of a coroner's jury. We are fortunately living in better times. The butcher's shop is closed, and Moloch is out of business. The modern man is no longer served on a gridiron or a plate to a cannibal god. We are, however, doing some occasional whittling on the old block. In a refined and conventional fashion we

are offering sacrifices of time, health and mentality to a modern Moloch. This last and improved edition of the man-eater is Overwork. We live in a rapid age. The clock is too slow and the days too short. We spread a mile of life on a yard of time, and by burning the business candle at both ends the light goes out in the middle instead of at the bottom. Business is a race-horse seldom in the paddock, but mostly on the track. Everything moves under the spur and whip. No nation in the world is covering ground as quick, and in no other can we find such a list of over-worked, exhausted and disabled men. This fact has been overlooked. In the totals of progress we have forgotten the invoices of human life. The commercial and industrial structure is immense and magnificent. We spread printer's ink in statistical Te Deums, and are patriotically proud of our national supremacy. But under the superstructure is a catacomb, and on the back page of business statistics an extended list of lunatics and invalids and a growing pile of undertakers' bills. Attention has frequently been called to this fact by physicians and publicists, but the underground railway to asylums and cemeteries is still running on time and paying dividends.

In the modern conditions of business, it seems to be necessary for some men to be sacrificed for the rest. They are pivotal in their different vocations. When the king-pin is missing the wagon stops. Such men labor beyond the limits of reason and the endurance of nature. Life is a file of invoices. Rest is simply an anxious man sandwiched for a few hours between two sheets, with broken nerves, delinquent health and spells of sleeplessness and nightmare. Artificial remedies are resorted to, in order to postpone the usual catastrophe. Opiates, capsules and stimulants are used to stop the cracks in a leaky ship, with the usual finale, in a heavy cargo and a dead captain. There may be an excuse, but there is no disguise for this fact. It is deplorably common. Overwork is becoming a public enemy. When business men are conscious of its encroachments on their vitality, they should wisely call a halt, not forgetting that even in this age of cupidity a bank account and a big business is no offset to premature exhaustion, a soft brain and a short life.—Age of Steel.

Was born near the famous White Sulphur Springs, Virginia. In my experience of 40 years found these and other mineral waters to possess many good qualities, but among all found St. Leon the most powerful to regulate the system and promote jolly good health and pleasant feelings. St. Leon is really charming. J. H. Gill, Smith's Ready Reminder, Toronto.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

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



FOR THE GRIPPE USE  
**STAMINAL**

A preparation of BEEF.

Sustaining, - Strength-giving, - Invigorating.

Put up in 1-4, 1-2, and 1 lb. Bottles, by

The Johnston Fluid Beef Co'y, Montreal.

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

AGENTS FOR

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

The British America Starch Co., Brantford.

**P. DOTY & SON,**

(Successors to W. B. Chisholm)

MANUFACTURERS OF



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

For sale by all Woodenware Dealers.

Oakville, Ont.



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

**C. T. HEISEL,**  
36-38 Lombard St.  
TORONTO.

Grocers make money by selling the

**EMPIRE BAKING POWDER.**

Purity and Strength combined.

**ELLIS & KEIGHLEY,**  
Toronto.

**The Norton Manufacturing Co.,**

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

MANUFACTURERS OF

**TIN CANS**

By Automatic Machinery.

FRUIT, PAINT, LARD, BAKING POWDER, FISH AND LOBSTER CANS.

Capacity, fifty thousand cans per day.

Sole Agents in Canada for Norton Brothers

"Solder Hemmed" Caps.

Inquiries and Correspondence Solicited.

**HAMILTON, - ONT.**

**THE CANADIAN GROCER PRICES CURRENT.**

TORONTO, Jan. 28, 1892.

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

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

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

**BAKING POWDER.**



Cleveland's Superior Baking Powder in tin cans, per dozen net.  
10 cent tins ..... 1 00  
1/4 lb. " ..... 1 50  
6 oz. " ..... 2 20  
1/2 lb. " ..... 2 80  
12 oz. " ..... 4 25  
1 lb. " ..... 5 50  
5 lbs. " ..... 25 50

Per doz  
Dunn's No. 1, in tins ..... 2 00  
" " 2, in tins ..... 75  
Cook's Gem, in 1 lb pkgs ..... \$1 75  
" " 7 oz ..... 85  
" " 3 oz ..... 40  
" " 5 lb. tins ..... 65  
" " bulk, per lb. .... 12



WHITE STAR. per doz  
4oz tins, 3 doz in case ..... 0 75  
12 " 2 doz in case ..... 2 00  
5lb " 1 doz ..... 9 00  
5oz glass jars, 2 1/2 doz in case ..... 1 10  
10 oz glass jars, 2 doz in case ..... 2 00  
Bulk, per lb. .... 0 15



doz. in Price  
case p. doz  
Dime cans, 4 ..... \$0 95  
1oz " 3 ..... 1 40  
6 " " 3 ..... 2 20  
8 " " 3 ..... 2 60  
2 " " 1 to 3 ..... 3 90  
16 " " 1 to 3 ..... 5 00  
2 1/2 lbs " 1 or 1 ..... 12 00  
4 " " 1 or 1 ..... 18 25  
5 " " 1 or 1 ..... 22 75  
10 " " 1 ..... 44 00

Per doz.

Empire, 5 dozen 4 oz cans ..... \$0 75  
" " 4 " 8 " ..... 1 15  
" " 2 " 16 " ..... 2 00  
" " 1/2 " 5 lb cans ..... 9 00  
" " bulk, per lb ..... 15

**COOK'S FRIEND.**

(In Paper Packages.) Per doz

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

**BISCUITS.**

TORONTO BISCUIT AND CONFECTIONERY CO.

Abernethy ..... \$1 84  
Arrowroot ..... \$0 11  
Butter ..... 0 6  
" 3 lbs ..... 0 20  
Cabin ..... 0 74  
Cottage ..... 0 84  
Digestive ..... 0 10  
Daisy Wafer ..... 0 16  
Garibaldi ..... 0 10  
Gingerbread ..... 0 11  
Ginger Nuts ..... 0 10  
Graham Wafer ..... 0 09  
Lemon ..... 0 10  
Milk ..... 0 09  
Nic Nac ..... 0 12  
Oyster ..... 0 06  
People's Mixed ..... 104  
Pic Nic ..... 0 09  
Prairie ..... 0 08 1/2  
Rich Mixed ..... 0 11 1/2  
School Cake ..... 0 06  
Soda ..... 0 20  
" 3 lb " ..... 0 11  
Sultana ..... 0 11  
Tea ..... 0 11  
Tid Bits ..... 0 09 1/2  
Variety ..... 0 11  
Village ..... 0 07 1/2  
Wine ..... 0 08 1/2

**BLACKING.**

Day & Martin's, pints, per doz \$3 20  
" " 1/2 " ..... 2 10  
" " 1/4 " ..... 1 10  
Spanish, No. 3 ..... 4 50  
" " 10 ..... 9 00  
Japanese, No. 3 ..... 4 50  
" " 5 ..... 7 50  
Jaquot's French No. 3 ..... 3 00  
" " 4 ..... 4 50  
" " 5 ..... 10 00  
" " 1-gross Cabinets, asst. 7 50

**BLACK LEAD.**

Reckitt's Black Lead, per box... 1 15  
Each box contains either 1 gro., 1 oz.; 1/2 gro., 2 oz., or 1/4 gro., 4 oz.

TELLIER, ROTHWELL & CO'S  
Royal Black Lead, per gross ..... \$1 80

**F. F. DALLEY & CO.**

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

**BLUE.**

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

**CORN BROOMS.**

CHAS. BOECKH & SONS, per doz

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

**CANNED GOODS.**

Per doz  
Apples, 3's ..... \$1 00 \$1 10  
" gallons ..... 2 25 2 50  
Blackberries, 2 ..... 2 00 2 25  
Blueberries, 2 ..... 1 10 1 25  
Beans, 2 ..... 1 00 1 10  
Corn, 2's ..... 1 05 1 10  
" Special Brands ..... 1 30 1 60  
Cherries, red pitted, 2's ..... 2 25 2 40  
Peas, 2's ..... 1 10 1 15  
Pears, Bartlett, 2's ..... 2 00  
" Sugar, 2's ..... 1 70





Prices current, continued—

DURABLE PAILS AND TUBS

WM. CANE & SONS, MANUFACTURING CO  
NEWMARKET.

Per doz.

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

EXTRACTS.

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

FIRE LIGHTER.

"Star" Fire Lighter, per gross \$1 70

FLUID BEEF.

JOHNSTON'S, MONTREAL.

per doz

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

FRUITS.

FOREIGN.

Currants, Provincial, bbls.	5 1/2	6
" " " cases	6	6 1/2
" Filiatras, bbls	6	6 1/2
" " " cases	6 1/2	6 3/4
" Patras, bbls	6 1/2	6 3/4
" " " cases	7	7 1/2
" Vostizzas, cases	7 1/2	7 3/4
" " " cases	8 1/2	10
" 5-crown Excelsior (cases)	9 1/2	10
" " " cases	9 1/2	9 3/4
Dates, Persian, boxes	5 1/2	6
Figs, Elemes, 14 oz., per box	9	9
" 10 lb boxes	11 1/2	12 1/2
" 20 lb "	12	13
" Seven-Crown	16 1/2	17
Prunes, Bosnia, bags	5 1/2	6 1/2
" " cases' old	5 1/2	6 1/2
Raisins, Valencia, off stalk old	8	4
" " New, off stalk	5 1/2	6
Selected	7 1/2	8
Layers	7	8
Faisins, Sultanas	9	13
" Eleme	...	...
" Malaga:		
London layers	2 25	2 65
Loose muscatels	2 20	2 50
Imperial cabinets	2 75	3 00
Connoisseur clusters	3 50	3 80
Extra dessert	4 25	4 75
" " qrs.	1 25	1 30
Royal clusters	...	5 00
Fancy Vega boxes	6 75	6 80
Black baskets	3 50	4 00
" " qrs	1 10	1 20
Blue " "	4 00	4 25
Fine Dehesas	5 40	5 50
" " qrs	1 80	1 90

Lemons, Messinas	4 00	5 00
Oranges, Floridas	2 60	3 25
Valencias	4 00	4 50

DOMESTIC.

Apples, Dried, per lb.	0 04	0 05
do Evaporated	0 07	0 08

FISH.

Oysters, per gallon	1 30	1 35
" select, per gallon	1 60	1 70
Pickeral	...	0 06
Pike	...	0 05
White fish	...	0 07 1/2
Manitoba White fish	...	0 08
Salmon Trout	...	0 07
Lake herring	...	0 04

Pickled and Salt Fish:

Labrador herring, p. bbl	6 00	6 25
Shore herring	...	5 00
Salmon trout, per 1/2 bbl	...	5 00
White Fish, 1/2 bbl	5 50	5 75

Dried Fish:

Codfish, per quintal	5 25	5 75
" cases	5 00	5 50
Boneless fish	...	0 04 1/2
Boneless cod	...	0 06 1/2

Smoked Fish:

Finnan Haddies, per lb	0 07	0 08 1/2
Bloaters	1 00	2 25
Digby herring	...	0 15
Sea Fish: Haddock per lb	...	0 05 1/2
Cod	...	0 08
B.C. salmon	...	0 13

GRAIN.

Wheat, Fall, No 2	0 95	0 96
" Red Winter, No 2	0 95	0 96
Wheat, Spring, No 2	0 91	0 95
" Man Hard, No 1	...	1 06
" " No 2	1 02	1 04
Oats, No 2, per 34 lbs	30	32
Barley, No 2, per 48 lbs	50	52
" No 3 extra	47	48
" No 3	42	43
Rye	68	85
Peas	65	67
Corn	70	71

HAY & STRAW.

Hay, Pressed, "on track	11 00	11 50
Straw Pressed	5 00	6 50

HARDWARE, PAINTS AND OILS.

CUT NAILS, from Toronto

50 to 60 dy basis	2 30
40 dy	2 35
30 dy	2 40
20, 16 and 12 dy	2 45
10 dy	2 50
8 and 9 dy	2 55
6 and 7 dy	2 70
5 dy	2 90
4 dy A P	2 90
3 dy A P	3 30
4 dy C P	2 80
3 dy C P	3 20

HORSE NAILS:

"C" 60 and 5 to 60 and 10 and 5 per cent. from list.

HORSE SHOES:

From Toronto, per keg .. 3 40 3 50

Screws: Wood—

Flat head iron 7 1/2 p.c. dis	...
Round " " 7 1/2 p.c. dis	...
Flat head brass 7 1/2 p.c. dis	...
Round head brass 7 1/2 p.c.	...

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

1st break (25 in and under)	1 40
2nd " (26 to 40 inches)	1 55
3rd " (41 to 50 " )	3 40
4th " (51 to 60 " )	3 70
5th " (61 to 70 " )	4 00

ROPE: Manila	0 12 1/2
Sisal	0 09 1/2
New Zealand	0 08 1/2

AXES: Per box, \$6 to \$12.

SHOT: Canadian, dis. 7 1/4 per cent.

HINGES: Heavy T and strap	0 4 1/2	0 5
" Screw, hook & strap	0 3 1/2	0 4 1/2

WHITE LEAD: Pure Ass'n guarantee ground in oil.

25 lb. irons	per lb	5 1/2	5 1/2
No. 1	"	5	5
No. 2	"	4 1/2	4 1/2
No. 3	"	4	4

TURPENTINE: Selected packages, per gal

0 5 1/2	0 5 1/2
---------	---------

LINSEED OIL per gal, raw 0 57 0 58  
Boiled, per gal. 0 60 0 61  
GLUE: Common, per lb ... 0 10 0 11

INDURATED FIBRE WARE.

1/2 pail, 6 qt	\$4 00
Star Standard, 12 qt	4 50
Milk, 14 qt	5 50
Round bottomed fire pail, 14 qt.	5 50
Tubs, No. 1	15 50
" 2	13 25
" 3	11 00
Nests of 3	3 40
Keelers No. 1	10 00
" 2	9 00
" 3	8 00
" 4	7 00
Milk pans	3 25
Wash Basins, flat bottoms	3 25
" round	3 50
Handy dish	3 75
Water Closet Tanks	18 00

JAMS AND JELLIES.

DELHI CANNING CO.

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

TORONTO BISCUIT & CONFECTIONERY CO

Per lb

Jams, absolutely pure—apple	\$0 06
Family	0 07
Black and Red currant, Rasp- berry, Strawberry, Peach and Gooseberry per lb.	0 12
Plum	0 10
Jellies—pure—all kinds	0 10
These goods are put up in glass jars and in 5, and 10 lb. tins and 28 lb. pails.	...
Marmalade—orange	0 12

LARD.

"FAIRBANK'S" REFINED COMPOUND.

In Butter Tubs	0 08 1/2
Fancy "	0 09
3-hoop pails	0 09 0 09 1/2
60 lb. cases of 3 lb., 5 lb., and 10 lb. tins, per lb	0 10

LICORICE.

YOUNG & SMYLLIE'S LIST.

5 lb boxes, wood or paper, per lb	0 40
Fancy bxs. (36 or 50 sticks), per box	1 25 1 25
" Ringed" 5 lb boxes, per lb	0 40
" Acme" Pellets, 5 lb cans, per can	2 00
" Acme" Pellets, Fancy boxes (30s) per box	1 50
" Acme" Pellets, Fancy paper boxes, per box (40s)	1 25
Tar Licorice and Tolu Wafers, 5 lb cans per can	2 00
Licorice Lozenges, 5 lb glass jars	1 75
Licorice Lozenges 5 lb cans	1 50
" Purity" Licorice, 200 sticks	1 45
" " 100 "	0 72 1/2
Imitation Calabria, 5 lb bxs p lb	0 25

MINCE MEAT.

BRYANT, GIBSON & CO.'S—TORONTO.  
Mince Meat, 1/2 gal glass jars, \$9 50  
Ditto 25 and 40 lb pails, per lb. 12 1/2 c

J. H. WETHEY'S—ST. CATHARINES

Condensed, per gross, net.... \$12 00

MUSTARD.

ELLIS & KEIGHLEY'S. cts

Durham, Fine in 1/2 and 1 lb tins	25
" Fine, in 1 lb jars	22
" Fine, in 4 lb jars	70
" Ex Sup. in bulk, per lb	30
" Superior, in bulk, p lb	30
" Fine, " "	15

COLMAN'S AND KEENE'S

In 4 lb jars	75
In 1 lb jars	25
D. S. F., in tins, per lb	41
" in 1/2 lb tins	42
" in 1/4 lb tins, per lb	44
D. F. in 1/2 lb tins, per lb	26
" " "	28

NUTS.

per lb

Almonds, Ivica	14 15
" Tarragona	13 15
" Fornigetta	13 14
Almonds, Shelled Valencias	28 30
" Jordan	40 45
" Canary	28 30
Brazil	10 12 1/2
Cocanuts, per 100	5 50
Filberts, Sicily	10 11
Pecans	11 15
Peanuts, roasted	11 13
" green	9 10
Walnuts, Grenoble	14 15
" Bordeaux	10 11
" Naples, cases	...
" Marbots	12 13
" Chilis	12 13

# SODA BISCUITS.

We claim that ours are the best in the market. Any consumer who has used them, says the same thing. We have discarded the Yellow Box because it soiled too easily. If you have not tried our goods, send to us for Samples.

## THE TORONTO BISCUIT AND CONFECTIONERY CO.,

7 Front St. East, Toronto.

GEO. W. BOOTH,  
HENRY C. FORTIER,  
CHARLES J. PETER.

We intend putting New Lines of Biscuits on the Market as often as possible. The new one this week is the "Elite," very rich, a sure seller.







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

**: NO BLUEING :**

Material whatsoever is used in the manufacture of  
**OUR GRANULATED.**

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

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

*Redpath*

**CERTIFICATES OF STRENGTH AND PURITY.**

OFFICE OF THE PUBLIC ANALYST,

MONTREAL, September 9th, 1887.

*To the Canada Sugar Refining Co., Montreal:*

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

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

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

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

CHEMICAL LABORATORY, MEDICAL FACULTY, MCGILL UNIVERSITY.

MONTREAL, September 9th, 1887.

*To the Canada Sugar Refining Company:*

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

Yours truly,

G. P. GIRDWOOD.



# THE CANADIAN GROCER

## PURE ROCK SALT

FOR  
Cattle and Horses.  
TORONTO SALT WORKS,  
128 Adelaide Street East.  
Sole Agents for  
**RETSOF MINING COMPANY.**  
Write for Quotations



# THE CANADA MEAT PACKING CO.,

**MONTREAL,**  
**BEEF AND PORK PACKERS,**

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

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

WRITE FOR QUOTATIONS.

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

**THE SANITARIUM**  
BANFF, N.W.T.  
Special apartments for invalids. Bath houses in connection and a staff of male and female attendants. The best of accomodation for Travelers. Rates, \$2.00 and \$2.50.  
E. G. BHETT, Medical Director. J. HASTIE, Prop.

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

- **Queen's Hotel** -  
MOOSOMIN, N.W.T.  
Newly built, newly furnished. Four large sample rooms.  
WM. CLEVERLY, Prop.

**The Hilliard House**  
RAT PORTAGE, ONT.  
Strictly first-class. The favorite commercial house along the line of C. P. R.  
LOUIS HILLIARD, Prop.

**The Clarendon Hotel,**  
Winnipeg, Man.  
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Best sample rooms west of Winnipeg. Strictly first-class.  
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**Queen's Hotel,**  
WINNIPEG, MAN.  
First-class in every respect.  
JAS. O'CONNOR, Prop. FRED. SPRADO, Mgr.

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

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

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

PACKERS OF THE CELEBRATED



## Canned Fruits and Vegetables.

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

**Bay of Quinte**  
Canning Factories.

Head Office, Branch,  
PICTON. DEMORESTVILLE.



Use Scourine Soap for cleaning every household utensil. Grocers should handle it. There is money in it.

**Bourne & Butler,**  
107 KING ST. W.

**TORONTO SALT WORKS,**  
128 Adelaide E., Toronto,  
Sole City Agents for the "Canada Salt Association"

Dealers in all kinds of Table, Dairy, Meat Curing, Barrel and Land Salts.  
The "Acme" Table Salt (new process) will not get damp or hard.  
Two Silver Medals, at Industrial Exhibition, Toronto, 1890, for our "Acme" Table Salt and our "Star Brand" Dairy Salt.



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**THE GAIL BORDEN Eagle Brand Condensed Milk**  
Has maintained its high reputation for ABSOLUTE PURITY for over a QUARTER OF A CENTURY.  
AS A FOOD FOR INFANTS IT HAS NO EQUAL.  
FOR SALE BY Grocers and Druggists Everywhere.

Traveller wants Situation.

**WANTED**—A SITUATION AS TRAVELLER for Provision House for New Brunswick and Nova Scotia. Apply care J, this office.

**YOUR STOCK**

Is not complete  
without a full line of  
**Munn's Boneless Codfish.**

There is no nicer or choicer material packed anywhere.

Be sure and send your orders for this ECONOMICAL and CONVENIENT article of food.  
Packed in 2 lb. bricks.  
Assorted Boxes 5 lb., 10 lb., 20 lb. and 40 lbs.

We have also on hand  
Thick Codfish Steak,  
packed in 100 lb. Boxes.

**BUY THE BEST.**

STEWART MUNN & CO.,  
22 St. John St., Montreal.

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(BOND AND FREE)

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184 Front St. East,  
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53 KING STREET W.  
ENTRANCE ON BAY ST.  
GENTS FOR ALL ILLUSTRATIVE & PURPOSES  
FINEST CLASS WORK AT MODERATE PRICES  
ONE PROCESS  
WOOD ENGRAVING  
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**- PARISIAN - BLUE!**

Is Stronger and More Economical  
THAN ANY OTHER BLUE.

It Does Not Stain the Linen.

**TELLIER, ROTHWELL & CO.**

DO YOU WANT

Golden { Finnan Haddies, Canned.  
Sea Mackerel, Canned.

OR

Smoked Herring Codfish, Etc.

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**H. W. NORTHRUP & CO.**  
South Wharf, Saint John, N. B.

Grand Pacific Hotel  
KAMLOOPS, B.C.

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

H. SMITH, Proprietor.

**COUGH DROPS.**

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

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

Mention THE GROCER.

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To please your customers sell Martin's Mount Forest Oatmeals.

Ordinary oatmeal is hard to digest because it is not boiled long enough.

By our New Process the meal is partly cooked and is easily digested.

If your wholesale grocer does not keep them write direct to

**MARTIN BROS.,**  
Mount Forest, Ont.

Oats and Feed a Specialty.

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

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

FINE GOODS OUR SPECIALTY.

MANGO CIGARS, EXCEPTIONALLY FINE.