

### Changing their Line

Mackenzie & Mills, who'sale grocers, Winnipeg, have decided upon making a change in their business which they have been contemplating for some time. The intention is to go out of the general wholesale grocery trade and devote their entire attention to several important specialties. With this object in view they have been gradually working off their stock of groceries and are now ready to push their new line.

The principal goods which they will handle will be teas. In this line they will give special attention to packing and blending teas. Several brands of package teas will be put on the market, which will be known as the "Brit. anna," "Beaver" and "Buffalo" brands. Besides these brands, the firm has secured the exclusive agency for Tios. J. Lipton's teas, for Manitoba, the Northwest Territories and British Columbia. Lipton's teas are widely known, we may say, the world over, and the control of these brands ensures them a large trade from the start.

Besides teas, coffees and some fine lines of jams and possibly a few other specialties will be handled, but the main thing will be the teas, which the large experience of this firm in the trade will enable them to handle to excellent advantage.

### Lipton's Teas.

Lipton's teas, which are already well known throughout Canada, are to be introduced more directly to the attention of the consumers of the west. N. G. Conybear, western manager for Tios. J. Lipton, with headquarters at Chicago, was in Winnipeg last week, for the purpose of completing arrangements with the local firm of Mackenzie & Mills, to handle these goods in this market. In conversation with a representative of *The Commercial*, Mr. Conybear said that Tios. J. Lipton is the largest tea planter in the world. He went into the business in Ceylon and India at a time when tea estates were held at very low values. He invested quite heavily in tea plantations, and later, when the great "boom" set in in Ceylon and India teas, he found himself wealthy. Mr. Lipton pushed business vigorously, first in Great Britain, and later in the British colonies and foreign countries, in introducing these teas, and this trade is now something enormous. For one week's importations of his teas the sum of £50,513 11s 5d. was lately paid in duties to the British government, or equal to about one-quarter of a million dollars. London is the great central market, whence the teas are shipped to all parts of the world.

Mr. Conybear spoke of the efforts being made to intro-

duce India and Ceylon teas into the United States. A large expenditure had been incurred to introduce these teas in the Republic, and in this work his firm has taken a leading part. The trade had been rather slow in the States to take hold of these teas, but good progress was now being made, as would be shown by the fact that while last year 7,000,000 pounds of Ceylon teas had been taken, this year the importations of this class of teas would amount to about 12,000,000 pounds. The superior quality of the Ceylon and India teas, he said, was sure, in time, to be recognized in the United States as in other countries where they had been introduced.

Upon the Lipton estates all the teas, Mr. Conybear says, are handled and packed by machinery, after the picking is done, thus insuring greater cleanliness as well as more uniform treatment, as compared with the custom of handling the goods in China and Japan.

One plan of introducing these teas which is followed in the United States will be resorted to in Winnipeg. Expert tea infusers are sent out by the house to visit the cities where the teas are being introduced. These experts take up their abode for a time in retail stores, where the teas are handled and serve customers, as they come in, with a fresh cup of tea. This plan has worked well in the United States.

### A Law Abiding People

Respect for the law has always been a feature of life in Western Canada, and criminal offences are few. A short time ago a highway robbery was reported at Carberry, Man., and a few days later a safe robbery was reported at Lumsden, Assa. It now turns out that the reported sandbagging and robbery at Carberry was a fake, while the alleged safe robbery was discovered to be merely an error in bookkeeping, money having been paid out that had not been charged. Thus, the good name of the west is vindicated.

### Consumption of Coal

A New York representative of *Black Diamonds*, writes that the anthracite coal market there is more "strained and uncertain" than it was, owing largely to rumors regarding the permanence of the agreement to restrict the output for this year to certain figures. The production in 1896 was 43,177,489 tons; in 1895, 46,451,445 tons; in 1894, 41,391,199 tons; in 1893, 43,089,536 tons; in 1892, 41,893,319 tons and the estimated amount for this year is 40,000,000 tons, providing the restrictive policy is carried into effect, but if it reaches 41,000,000 tons, as

now appears probable, it will be less than any year since 1891, when the output was 40,500,000 tons. From which it will be seen that, notwithstanding there should be a natural increase, there has been through the substitution of other fuels, gas and oil, a decided decrease in consumption of coal.

### British Columbia Business Review.

Vancouver, Nov. 29.—There are no changes worthy of note in the markets this week. An unusually large number of turkeys from Ontario and Quebec were disposed of for thanksgiving. They retailed at 25 cents a pound. Game has also been extensively purchased, large mallard ducks retailing at 60 cents a brace and venison at 5 cents a pound. Merchants report business brisk and collections fair. The upper country farmers are disposing very readily of their grain and feed products in the mine districts and exceptionally good prices are being realized in the Columbia Valley and in the great district of the Okanagan, occasionally an entire crop being purchased by a single mining company. The coast agriculturists should in cases where they have not already disposed of their crop do well likewise as a result of the big Yukon and Kootenay demand. Applications are increasing for real estate both in Vancouver and Victoria and prices are hardening. On Hastings street, Vancouver, in thirty days, with one or two exceptions, every vacant lot was transferred at owner's prices. The same result has obtained on Water street, next to the inlet. With the birth of the real estate boom the mining stock speculation died. The local market is flat in the extreme and none but stocks in recognized A 1 companies are being sold. The anticipated rush of prospectors for the Klondike has given everyone confidence however in the rapid growth of the coast cities, consequently the purchase of real estate and the immense arrivals of miner's supplies.

### The Hudson Bay Railway

If, as is now reported to have been determined by official investigation, Hudson's Bay is sufficiently free from ice for four months of the year to allow navigation, the project of building a railway from Winnipeg to the head of the bay and sending the grain of western Canada to Europe by this new route is not impracticable. Compared with the American scheme of hewing out a channel in which to bring ocean vessels up an elevation of six hundred feet into the interior of the continent, the plan of building 500 miles of railway over a flat country to reach a salt waterway 1,200 miles long to the Atlantic, ready made, and requiring no dredging or locks, seems easy and sensible.—*Railway age.*