

# THE CANADIAN GROCER

VOL. XIII.

TORONTO AND MONTREAL, FEBRUARY 17, 1899.

NO. 7.



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QUALITY..

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When a salesman talks price to you  
Ask him about **QUALITY**

When he talks quantity . . .  
Ask him about **QUALITY**

When he talks merit to you . . .  
Ask him about **QUALITY**

That's the ———

**STRONG POINT**

in

**Colman's Mustard**

*To Protect You.*

Corn Meal, you get exactly what you pay for in weight as well as in quality—all our barrels are lined with stout paper to prevent the meal from sifting through. And, too, packed in this way, you get "Gold Dust" absolutely free from dirt.

It won't turn sour or decay because it has been Kiln-Dried—intense heat removes this danger that the ordinary corn meal of commerce is always exposed to. A shipment of "Gold Dust" Corn Meal (meal, **not** flour) with its golden yellow color, its cleanliness, its evenly cut grains, will arrive at your store in exactly the same condition in which it leaves our mills—Corn Meal perfection.

When you buy "Gold Dust"

*Gold Dust  
Corn Meal*

THE TILLSON COMPANY, LIMITED

From Manufacturer to  
Dealer Direct.

Tilsonburg, Ontario.



Just Arrived  
this Week:

**Metropolitan Mixed.**

All flavors—124 to the pound—a splendid mixture.  
2-lb. Cakes—Cakes Free.

Here are three lines  
you should have  
in stock:

**Cafe Noir**  
**Vanilla Sugar Wafers**  
**Opera Wafers**

Your customers will  
appreciate them.

All ladies like Delicate  
Pastry.  
The Wafer is the  
nicest of all.

**Zeller Wafers**  
in five flavors

**Gingerbread**  
**Almond**  
**Cherry**  
**Orangettes**  
**Oriental Cheese**

SOLE CANADIAN AGENT:

**Charles Gyde**

20 and 22 St. Francois  
Xavier Street

**MONTREAL**

- WASHBOARDS
- CLOTHES PINS
- CLOTHES LINES
- TUBS
- PAILS
- CHURNS
- BUTTER PLATES
- BUTTER TUBS
- BUTTER PRINTS
- BASKETS
- SCOOPS

And all Grocers' Sundries

Sold and highly  
recommended by  
all leading gro-  
cers. . . . .

**Sovereign  
Matches**



**Tomato Chutney**

is a delightful relish for meats of all  
kinds. Made of Muscatine Island  
tomatoes, which possess a rich flavor  
unequaled by those of any other  
section.

For Sale by

H. P. EDKARDT & CO., Toronto,  
HUDON, HERBERT & CO., Montreal.

**The H. A. NELSON & SONS CO., Limited**

Sample room

...MONTREAL, QUE.

56 and 58 Front West, TORONTO.

# Profit with Honor

is the goal of all our ambition.

To attain the one without sacrificing the other is often difficult.

It is only after long and careful study of qualities and values that this is obtained.

We here offer you three lines that can be both honorably and profitably handled :

"Good goods always sell."  
They are the best advertisement for your store.

## Lazenby's Soup Squares

"are the best experience  
and money can produce."  
"Once used, always used."

Eve's Fair Daughters like something bright and new for Easter.

To do this economically often means using Dyes, and the best Dyes, too.

## Maypole Soap Dyes

are the most economical. They both wash and dye—do not fade—and come in all colors.

Be sure your assortment is complete—you are sure to be asked for them.

As the name

## "Codou"

typifies highest quality of

## French Maccaroni

so the name

## "Garofalo"

stamped on the package, means

## Best Italian.

An Italian traveller upon seeing some Maccaroni in this country stamped Garofalo, said :

"Ah! That's the Maccaroni."

Your customers will say the same.

For sale by all wholesalers.

AGENTS :

**A. P. Tippet & Co.**  
Montreal and Toronto.

**F. H. Tippet & Co.**  
St. John, N.B.

# KEEP A TIGHT REIN ON YOUR TEA TRADE

You can't get a good trade without good teas. If you keep a tight rein on quality, and never relax your vigilance in seeing that this most important line always "toes the mark," the good trade follows as a matter of course.

Now, it is a well-known every day fact that

## — Japan —

supplies the purest, the cleanest, and in every way the best tea the world produces. Draw your own conclusions. It is easily seen what is the best to stock with. The sure road to success lies through

## Japan Teas

Payne's  
Pharaoh  
Cigar

The first profit you make from the sale of the Pharaoh Cigar is simply the stepping stone which leads to other profits—the Pharaoh has never yet failed to satisfy the most critical smoker. It has a clear Havana filler (each cigar is the same clear Havana) and the choicest Sumatra wrapper that money will buy. It burns freely and is sweet down to the last whiff.

The customer who is once a buyer of the Pharaoh pays you a steady profit because, after that, he will buy no other.

It pays to sell the "Pharaoh."

J. Bruce Payne  
Mfr.

Granby,  
Que.

Retails for  
10c.

You Will Always  
Get Your Money's Worth

IF YOU BUY

Crown  
Flavoring  
Extracts

Manufactured by

The Greig Manufacturing Co.

456 St. Paul St., MONTREAL.

Write for Quotations.

CADBURY'S

NO  
CHEMICALS  
USED.

The late editor of the *Sanitary Review*, writing on "The Consumption of Cocoa," warns the public against the use of foreign cocoas containing alkali, and makes the following allusion to the firm of Cadbury Brothers:—"It is the aim and practice of this famous firm to send out cocoa absolutely pure, of the highest quality which art will permit."

COCOA

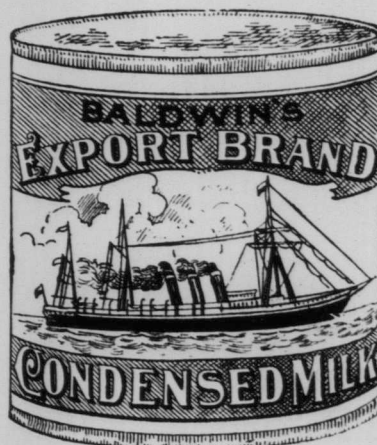
ABSOLUTELY PURE, THEREFORE BEST.

For Price Lists, Etc., apply **FRANK MAGOR & CO.,** 16 St. John St., **MONTREAL**

Sell



Rose & Laflamme Selling Agents Montreal





CONTINUING FROM LAST WEEK—OUR  
**“SNOW DRIFT”**  
**“BRANT” . . . . . “MOHAWK”**  
 and **“No. 6”**

ARE BLENDS OF COFFEE THAT HAVE  
 STOOD THE TEST FOR THE PAST FIFTEEN  
 YEARS—MORE ABOUT COFFEE LATER ON.



## LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, all sizes; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps and Navy Plugs. Write for illustrated catalogue.

**YOUNG & SMYLIE**  
 BROOKLYN, N.Y.

Established 1845.

USE THE BEST!

**Canada Manufacturing Co.**

Manufacturers of  
**“STAR SELF-RAISING FLOUR.”**  
 An old favorite,  
**“FLEXMAN SELF-RAISING FLOUR,”**  
**“QUEEN BAKING POWDER,”**

Greatly used in Great Britain, etc., and put up in Canada only by us.

Proprietors: **AULD MUCILAGE CO.**  
 Telephone Main 2476.  
 Office: 17 Bleury St., Montreal.

Manufacture the Old Reliable! Premium Mucilage, in Bottles and in Bulk. Premium Lithograms and Lithogram Composition. Premium Printers' Roller Composition.

**AULD MUCILAGE CO.**  
 Telephone Main 2476. 17 Bleury St., Montreal

**J.Y. GRIFFIN & CO.**

❖ ❖ Wholesale  
 Produce

Griffin Brand Hams, Bacon and Lard.

LARGEST HANDLERS ON PACIFIC COAST  
 OF CREAMERY AND DAIRY BUTTER,  
 EGGS AND CHEESE.

CORRESPONDENCE SOLICITED.

121 and 123 Water Street,  
 P. O. BOX 28. **Vancouver.**

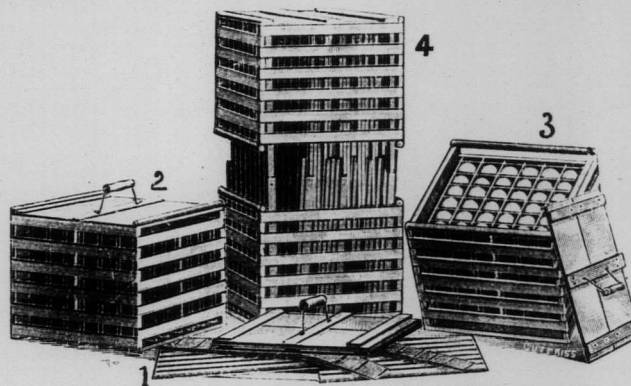


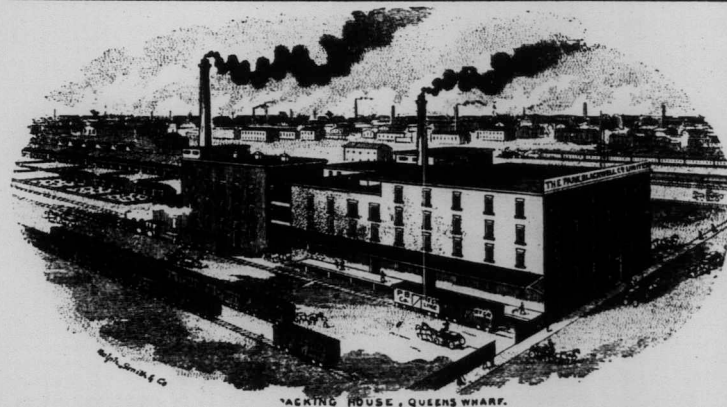
Fig. 1. Folded Flat. Fig. 2. Set up, closed.  
 Fig. 3. Set up, open. Fig. 4. Shows 1/2-dozen crates  
 packed for shipment.

The Newest and Best  
 Egg Carrier Out.

The  
**Humpty-Dumpty**

Has no equal for Farmers' use.  
 Light and durable.  
 Breakages and miscouments out of  
 the question.  
 Handy for carrying anything with  
 fillers removed.

Made exclusively by  
 The . . .  
**Dowswell Manufacturing  
 Co., Limited,**  
 HAMILTON, CANADA.



“PACKING HOUSE, QUEENS WHARF.”

Mild Cured Hams  
 Boneless B. Bacou  
 Roll Bacon  
 Pure Lard  
 Plate Beef  
 Mess Pork  
 Dairy Butter  
 Cheese, D. Apples

**THE PARK, BLACKWELL CO., LIMITED,**

Pork and Beef  
 Packers,

**TORONTO**



A GROUP OF SINGALESE TEA PICKERS AT EASE.

Every possible care is taken in the cultivation, in the picking, and in the preparing and the packing of

## Ceylon and Indian Teas

for the market. This is one reason why they are so pure, cleanly, appetizing and healthful.

Thousands of dollars are being spent to thoroughly advertise them throughout the country. Grocers should try and reap their share of the benefit.



# Six Weeks More!

And the Tea Question will be solved—duty or no duty? The impression prevails amongst those who are best posted that there will be a duty.

**IN THE FACE OF THIS**—Is it wise to be without a supply for your requirements for some time to come? Months ago we anticipated a duty, and made our purchases accordingly—at the lowest point of the market—and now have a grand assortment of all growths—high and medium grades

IN

**Ceylons, Assams, Japans,  
Young Hysons, China Congous, etc.**

EVERY LINE STERLING VALUE.

EVERY LINE A TRADE WINNER.

**REMEMBER**—Only six weeks, and the opportunity for buying, with the anticipation of a duty, will be gone.

KINDLY EXAMINE TRAVELLERS' SAMPLES. WRITE US DIRECT.

**W. H. GILLARD & CO.**

Wholesale Grocers  
and Tea Importers

**Hamilton**

**THE SAUCIEST OF SAUCES.**

**PATERSON'S**

ossesses a  
eculiar  
iquancy, and is more  
generally used than other

**SAUCES.**

**Paterson's Wor'ster Sauce**  
is the best value on  
the Market.

PREPARED BY—

**R. PATERSON & SONS, GLASGOW.**

Manufacturers of the celebrated  
"PATERSON'S CAMP COFFEE ESSENCE,"  
and "PATERSON'S 'EUREKA' PICKLES."

Agents:—

**ROSE & LAFLAMME, MONTREAL,**



**Batty & Co.**

ESTABLISHED 1824.

**LONDON.**



**OLIVES  
AND  
PURE  
OLIVE  
OILS.**



**INDIAN  
CURRIES  
AND  
CHUTNIES.**

Makers of High-class

**PICKLES  
OF  
ALL KINDS.**



**SAUCES  
OF  
ALL KINDS.**



This journal has the largest paid circulation and the largest advertising patronage of any grocery paper in America. We prove it.

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NO. 7

## LEGAL DECISIONS OF TRADE INTEREST.

(Reported by Peers Davidson, Esq., of the Montreal Bar, for MacLean's Trade Journals.)

At its last session, the Court of Appeals at Montreal rendered judgment in the now celebrated case of Mr. T. E. Vasey against The Montreal Gas Company, which has been pending in the courts since 1892.

On December 15, 1886, these parties entered into a contract by which the company agreed to deliver to Mr. Vasey all the ammoniacal liquor manufactured at the company's works, in Griffintown and at Hochelaga, and also the company's spent oxide of iron, for the purpose of enabling him to manufacture sulphate of ammonia. The contract was made for a term of five years from May 1, 1887. Mr. Vasey, during the negotiations, asked that the contract should be for a term of ten years, and subsequently reduced his proposal to seven years. The company refused to make the contract for more than five years, but on December 20, 1896, the president of the company wrote on its behalf to Mr. Vasey the following letter :

"Referring to the contract made with you on the 15th inst, for the sale of ammoniacal liquor, I may say that if we are satisfied with you as a customer, we would favorably consider an application from you at the expiration of the term for the renewal of the same, for another period."

On May 1, 1887, Mr. Vasey entered upon his work under the contract, during the continuance of which he had a considerable amount of trouble with the company in reference to the strength of the liquor they furnished, and other details. On the expiry of the five years, namely, on May 1, 1892, the company refused to renew the contract. Mr. Vasey sued for \$32,280 damages, partially for failure of the company to comply with all the terms of the contract, in reference to the strength of the

liquor, and so on, and partly for \$20,000 damages, which he alleged to have been caused to him by the company's refusal to renew the contract. The former grounds of damages are technical and scientific questions, and have no great interest for the purposes of this report. The main interest of the case for outsiders is in connection with the interpretation of the letter of the president of The Montreal Gas Company, above quoted.

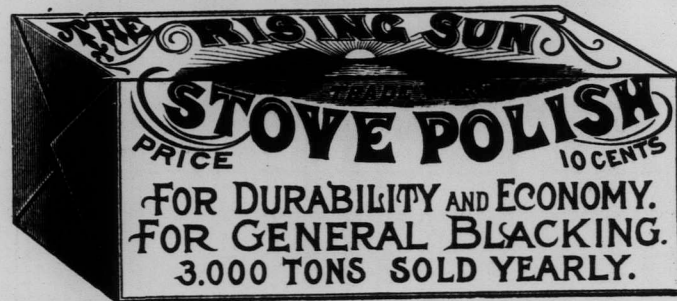
Mr. Justice Mattiew, in the Superior Court, held that Mr. Vasey was a satisfactory customer, that the company was bound to renew the contract, and condemned it to pay Mr. Vasey \$10,000 damages for its failure to do so. The majority of the Court of Appeals, the Honorable the Chief Justice dissenting, confirmed this judgment, and the various opinions delivered as to the real meaning and intent of the company's letter are most interesting. Mr. Justice Wurtele, in delivering the judgment of the Court, said :

"Mr. Vasey asked for a contract for a term of 10 years, and then reduced his proposal to a term at least of seven years. The company, however, on December 15, 1887, signed a specific contract for five years, but, on December 20, gave Mr. Vasey the letter by which it stated that if it was satisfied with him as a customer it would favorably consider an application for a renewal of his contract for another period. We have to apply to this letter the ordinary rules of interpretation, and, under Art. 1014 C.C., it must be held that the letter was intended to have some effect, and certainly the effect to be given would be a renewal of the contract for a period of two years, which was the term which was mentioned during the negotiations between the parties for the contract, provided the company was satisfied with Mr. Vasey as a customer. There must

have been some object in giving this letter, and that object could only be a renewal of the contract. From its very terms, the parties could not have any other object or intention in view. We have now to consider if the company could contend that it was not satisfied with Mr. Vasey as a customer, and, therefore, that it was not bound to renew his contract. Sometime before the expiry of the term of five years, the company advertised for tenders for the sale of the ammoniacal liquor which it produced, and it requested Mr. Vasey to make a tender, and even prolonged the term for the production of tenders in order to allow him to amend the tender which he had made. Now, if the company had not been satisfied with Mr. Vasey as a customer, it certainly would not have requested him to make a tender for the purchase of its ammoniacal liquor. If it had been dissatisfied with him, instead of asking for a tender from him, it would have declined to accept any unsolicited tender which he might have made. This circumstance clearly shows that the company was satisfied with Mr. Vasey's conduct during the time he held the contract for five years, and it cannot, therefore, now pretend that it was not obliged to renew the contract, in conformity with the obligation assumed by it under the letter of December 20, 1887. Then, the company brought witnesses to show that his conduct and the way in which he managed his business rendered him an undesirable customer, but it failed to establish this pretension. The majority of this Court are of opinion that a valid obligation was incurred by the company, under the terms of the letter in question, and that no reason has been established why it should escape from its responsibility."

The Honorable the Chief Justice dissented from this opinion, as follows : "My learned colleagues see in this letter an obligation to renew the contract on its expiry, if it had been well filled by Vasey, and, arriving at this conclusion, they confirm that part of the

## THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

judgment which has granted to Vasey \$10,000 damages, resulting from the refusal of the company to renew. They consider this letter as forming part of the contract, and as being one of its conditions. I cannot concur in this opinion. The letter was given in the sense mentioned by Vasey in his evidence. If we are satisfied with you as a customer, we will take into favorable consideration a request on your part to renew. One can see that the satisfaction which the customer gives to the merchant does not only consist in the accomplishment of the obligations which he has contracted, but also in the interest which the merchant has to transact with him, and in the profit which he makes. 'If we are satisfied with you as a customer' is not the equivalent of 'if you carry out your contract well.' In any event, 'to take into favorable consideration' the request to renew a contract is not to contract to renew it. To take into consideration supposes a deliberation, and if the company has reserved for itself the right to deliberate, even in the case where it would be satisfied with Vasey, it has reserved to itself the right to use its discretion and to consult its own interests at the time of the request to renew. It seems to me that a much more formal expression would be necessary than this which one finds in the letter, to force us to conclude that the president of the company wished, five years in advance, to bind the discretion of the directors, and oblige them to renew the contract, even to the detriment of the company."

Mr. Justice Hall, in supporting the remarks of Mr. Justice Wurtelle on this point, says:

"The Chief Justice's interpretation of the letter of the December 20 applies the word 'satisfactory' to the contract, rather than to respondent's execution of it.

"It appears to me, first, that if that had been the intention, the word contract would have been used, and not the word customer, and, secondly, that a letter in that sense

would have been meaningless, as, naturally, the Gas Company could have been relied on to renew a contract which gave them satisfaction. It should be noted that, in so far as the financial result of the contract was concerned, the gas company could appraise its satisfactoriness as well at its beginning as at its end. They were not assuming one dollar of expense, and only giving to Vasey the use of waste products, to be worked up at his own expense, and only giving to Vasey the use of waste products, to be worked up at his own risk and expense, and every pound sterling which his process secured for them was a pound of clear profit; but, then, former experience, both in dealing with these products themselves and in farming them out to contractors, had been unsatisfactory, principally for the reason that the methods of manufacture previously in use had proved noxious to the health of people residing in the vicinity, and had consequently provoked the interference and complaint of the municipal authorities. Vasey assured them an exemption from this inconvenience, under his improved methods of manufacture, and was so confident in this respect that, although insisting at first upon a contract for ten, or, at least, eight years, he finally consented to a formal contract for five years only, with the company's assurance that, if he proved satisfactory as a customer, his application for a renewal of the contract would be favorably entertained. It appears to me that both the contracting parties took the same view of the letter when it was written, and that it is only the discovery that more can now be realized from these by-products that has induced the gas company to endeavor to give to the letter an interpretation at variance both with its natural import and their own original understanding of it."

Thus judges disagree. The case has been taken to the Privy Council. Its decision will be awaited with considerable interest.

### SACREDNESS OF APPOINTMENTS.

THERE is one thing that is almost as sacred as the marriage relation—that is, an appointment. A man who fails to meet his appointment, unless he has a good reason, is practically a liar, and the world treats him as such.

"I give it as my deliberate and solemn conviction," said Dr. Fitch, "that the individual who is tardy in meeting an appointment will never be respected or successful in life."

"If a man has no regard for the time of other men," said Horace Greely, "why should he have for their money? What is the difference between taking a man's hour and taking his five dollars? There are many men to whom each hour of the business day is worth more than five dollars."

When President Washington dined at four, new members of Congress invited to dine at the White House would sometimes arrive late, and be mortified to find the President eating. "My cook," Washington would say, "never asks if the visitors have arrived, but if the hour has arrived."

When his secretary excused the lateness of his attendance by saying that his watch was too slow, Washington replied: "Then you must get another watch, or I another secretary."

Franklin said to a servant who was always late, but always ready with an excuse: "I have generally found that the man who is good at an excuse is good for nothing else."

On the eve of Nelson's departure on a famous cruise, his coachman said that the carriage would be at the door punctually at six o'clock. "A quarter before," said the admiral. "I have always been a quarter of an hour before my time, and it has made a man of me."

Napoleon once invited his marshals to dine with him, but as they did not arrive at the moment appointed, he began to eat without them. "Gentlemen," said he, "it is now past dinner, and we will immediately proceed to business."—Farm and Fireside.

# Seely's Flavoring Extracts.

All Sizes.  
All Flavors.

For 38 years the standard goods of America.  
They excel for Purity, Strength and Rich Flavor.  
The most attractive line in the market.



Fac Simile of  
2 1/2 oz.

For Sale by

**LUCAS, STEELE & BRISTOL,**

Wholesale Grocers

Hamilton.

## J. TADDY & CO.

The leading tobacco manufacturers of London, England, have appointed James Turner & Co., Hamilton, their Sole Agents for Canada.

- Premier Navy Cut (Medium), tins, quarters.
- Premier Navy Cut (Medium), tins, halves.
- Orbit brand Flaked Gold Leaf, tins, quarters.
- Orbit brand Flaked Gold Leaf, tins, halves.

One trial will satisfy your most fastidious customer that Taddy's is the best.

## JAMES TURNER & CO., Hamilton

### Larger profits to the Retail Merchant

By reducing the price of "REINDEER" BRAND goods, the profits to the Merchant have been increased, while we are still maintaining the quality of the goods.

The Truro Condensed Milk and Canning Co.

NTS.  
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side.

# Crown Blend Tea

Black and Mixed

25 cts. 40 cts. 50 cts.

Also 1-lb. packages JAPAN to retail  
at 25 cts.

We  
are  
the  
Agents  
for  
Canada.

# Cooney's

Square  
Blue

" Bag Blue

" Black Lead

" Shoe Blacking

5 and 10-ct. Tins.

These goods are in steady demand,  
and show 50 per cent. profit.

**THOS. KINNEAR & CO.** WHOLESALE  
GROCERS

**Toronto, Ont.**

### LOOKING BACKWARDS.

JUST 30 years ago Salem had its birth and christening, the little Salem on the western border of civilization, Salem, where two crooked trails met. Yes, Salem because we named that cross roads, Salem. Wern't we proud of it? How I remember we all pitched in and built the first house. Then followed John Fellow's store; and how I remember John, a big, good-souled fellow. But John's heart was bigger than his whole stock of groceries and supplies, but that was Salem of the sixties and not Salem of to-day.

We had to have a post office, and, as John's store was the only store, of course John Fellows was made postmaster, and this honor carried with it the duty of a sixty-mile ride each week for mail. We had to have a school teacher, and, as John's store was the most central point, we just had to make John the master of the rising generations; and then you know John had the best education, and we all felt John knew more law than any of us, for he knew Blackstone backwards and forwards, and then he could make up more good law than was ever found in law books, so we made him Justice.

Salem began to grow, and holding office

for glory hadn't made John Fellows rich by any means. For generations the Fellows had been merchants, and the inborn taste for merchandising, more than the bright prospect of hoarding a fortune from the little following of this new colony, gave Salem its first general store and made John Fellows our first merchant. That was thirty years ago, gentlemen.

Last summer, business called me west and Salem found me a visitor. There, on that same corner, almost as I had left him, save the gray hair and wrinkles, John Fellows was running the same general store, some of the same old goods were on the shelf and that old wood stove hadn't seen its feet for tobacco filth in all these long years. The disappointment of this scene was almost as great as if I had found all the old landmarks removed.

To think that thriving John Fellows, the brightest fellow in Salem of 30 years ago, had drifted into a positive channel of degeneracy set me to thinking, and I asked myself the cause of it. The next morning, while paying my farewells to all my friends, and especially John, I happened upon a salesman representing an eastern manufacturing concern. His talk seemed trained on system, and I felt, as I glanced around John's store, that the salesman had a hard

problem. "Fifty thousand of them in use to-day in every State in the Union," I could hear him say. "It saves every ounce, absolutely no errors, a system, a system, this is the great money weight system." Then I knew what John was up against, and, gentlemen, I'll promise you I missed my train helping this fellow whip John into harness.

I was back at Salem again this summer, and the improvement in John's store amazed me almost as much as its deplorable condition of the year before. The money weight system did it. He had systematized his business, gotten rid of all his old stock, and had freshened up everything, and, best of all, was getting his just profits on all his merchandise for the first time in 30 years. Naturally, I am an advocate of Computing Scales. I have seen its good effects, and I cheerfully recommend the money weight system to any man in business who does not want to fall into the habits of my friend, John Fellows, of Salem. The Money Weight Computing scales are made by The Computing Scale Co., Dayton, Ohio.

L. I. Matts, general merchant, Buckingham, Que., has been burned out. J. Lang & Co. and David Jackson, fruit dealers, of the same place, were partially burned out.

## CHOICE CANADIAN STILTONS.

WHITE OR COLORED. WEIGHT, FROM 8 TO 10 LBS.  
SPECIALLY MANUFACTURED FOR KLONDIKE TRADE.  
THE CHEESE WILL KEEP PERFECTLY FOR A YEAR.  
QUOTATIONS AND FULL PARTICULARS ON APPLICATION.

**A. F. MacLAREN & CO.,** Toronto and Stratford, Can.

# PRUNES

Californian and Austrian Fruit.  
Best brands. All sizes. 25 and  
50-lb. boxes.



# FISH

Labrador and No. 1 Split Her-  
ring, Boneless Fish and Pure Cod,  
Scaled Herring, etc., etc.

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

### JAPAN TEA IN CANADA.

Editor CANADIAN GROCER,—We read with a very great deal of interest the letter of Mr. C. M. Bernard, re the increasing imports of Japan tea. He, no doubt, wishes your readers to infer that the consumption of Japan tea is increasing in Canada because the imports are increasing. But Mr. Bernard is quite well aware that the increased imports do not mean increased consumption. But as some of your readers may not be aware of this we would like to explain it to them. In the first place, there is 10c. per lb. duty on all tea

going into the United States, and, secondly, there is no system of bonded warehouses in the United States as we have in Canada. In other words, a man has to pay the duty of 10c. per lb. on every pound of tea that he imports as soon as it lands in the United States. Consequently, many of the American importers are importing their tea and storing it in Canada, in other words, making Canada their bonded warehouse. As soon as the tea is sold by sample in New York, Chicago or other cities, it is ordered on from Smith's Falls, where it is stored, and the duty is practically

not paid one hour before the tea is needed. In this way the American importer saves an outlay of capital for six or eight months, and also the interest on the capital, both of which items are a very important consideration. This accounts for the extra imports into Canada, which are not at all intended for Canadian consumption. Practically every wholesale and retail dealer and every commercial traveler knows that the consumption of Japan tea is quickly falling off in Canada, and that Ceylon and Indian tea is fast increasing.

THE "SALADA" TEA CO.

Toronto, Feb. 8, 1899.

"IT'S THE  
BEST"



## Tea That Satisfies

In its **SIX** grades, each  
THE BEST at the price.

# "KOLONA"

### Pure Ceylon Tea

Offers THE BEST possible value to the Con-  
sumer at a **PAYING PROFIT** to the Grocer.

IT MAKES ITS OWN TRADE.

Have YOU given it an opportunity to do so?

THE **EBY, BLAIN CO.** LIMITED

IMPORTERS,  
BLENDERS AND PACKERS

...TORONTO

RETAILS AT

**25c.**  
**30c.**  
**40c.**  
**50c.**  
**60c.**  
**80c.**

## TRADE SHOULD BE GOOD IN MARCH.

We want yours in the following lines :

COCOANUT, BAKING POWDERS, TEAS, COFFEES,  
SPICES, EXTRACTS, BROOMS.

**OUR LEADING LINES**—Jersey Cream Baking Powder, Standard TEAS, Feather Strip and Cream Coconut, Maravalla Coffee.

**OUR OFFER for MARCH**—For all mail orders accompanied with cash we will prepay freight. Prices on all lines guaranteed right.

Our 10c. Roasted Jamaica Coffee is selling fast. A line of fine Green Rio, 7½c.

### LUMSDEN BROS.

Factory and Warehouse—HAMILTON—84 McNab St. Warehouse—TORONTO—45 Colborne St.

N.B.—Not members of the Wholesale Grocers' Guild.

#### PROFIT IN SMALL ENTERPRISES.

THE world has become so used to seeing success as the result of immense aggregation of capital, that it has seemed to many as if this were the only way in which in modern times success can be achieved, says Boston Budget. It has also seemed that the progress of accumulating of capital continued long enough would absorb all the world's wealth, leaving it in comparatively few hands, while the mass of mankind are reduced to the most extreme poverty and destitution. That there are facts that appear to confirm this theory is true, but if we look closely we shall see that these are only isolated cases, and that the great wealth accumulated by one generation is much oftener scattered than preserved by the generations which follow.

It is carelessly supposed by many that the greater facilities which large capital gives for cheaper production will continue to enable them not only to crush out smaller enterprises of the same kind, but also help pile up more capital indefinitely to repeat the process. That the small establishment can be crushed out by this ruinous competition is unquestionably and unfortunately true. But even the laws of trade have their compensations. There are limitations beyond which the great enterprise cannot pass without becoming unwieldy and resulting in losses rather than profits. Sooner or later, most of the great trusts which have swallowed up numerous smaller enterprises are themselves forced to the wall.

The law of competition is a destructive one, and ultimately the great trust becomes its victim. It is not possible for any man, however great his executive ability, to conduct all parts of an immense business with the care and economy that it is possible to use in a small business. The large capital can buy material more cheaply than the small capital can do. It may secure improved machinery, which the small capital cannot afford. In this is its great advantage, and in some kinds of business it is a con-

trolling one. But in proportion as labor is thus made more effective, it must also be paid better wages, or if it is not it will soon become so much less effective that something of the gain from use of abundant capital will be lost.

There are comparatively few men who can successfully conduct very large enterprises. Even if they do, sickness and ultimate death will remove them from their supervision. Still fewer of the children of the very wealthy who have gained large fortunes have the ability to keep what their parents have earned. Most of the managers of the world's great enterprises to-day were poor boys in their youth. It is probable that their grandchildren or great-grandchildren will return to something like the poverty from which their ancestors escaped. It will probably always be so. There is always a tendency, while a man continues to enjoy great success, for him to push his enterprises farther and farther each year, until they finally become greater than he can manage, and, in his failure, all, and often more than all, he has gained, is lost. When the individual has thus failed, all the advantage of his great enterprise has been to the public and to the world rather than to himself.

Some years ago the accumulation of large landed estates in few hands was popularly regarded as a source of danger to the happiness of the great majority of the people. Most of these landed estates in the country have been broken up because it was unprofitable to keep them. No man can either successfully manage thousands of acres of farming land, nor can he hire it done so as to make even a third of what the same money could earn. To farm exclusively by hired help, be the farm large or small, is the surest way to poverty. It is still true, as Franklin long ago put into Poor Richard's Almanac :

"He who by the plow would thrive,  
Himself must either hold, or drive."

The great bonanza farm, cultivated by steam, and whose crop was harvested by

machinery, steadily grew poorer every year until its fertility decreased beyond the point where it could be profitably cultivated. It was no real benefit to the country, for the temporary glut in the wheat market reduced prices so that no farmer could grow wheat with profit, and this has led to the general stagnation of markets of all agricultural products that has resulted in injury to every kind of business. It is a good thing for the country that the era of bonanza farming has passed away, probably never to return. The only farming which can be in the long run successful, must be in small farms under the close management of their owners.

This is, we believe, true in much greater degree than is commonly supposed of other kinds of business than farming. The man who has a great amount of capital can make a large show, and while his money lasts he may think he is making money. In a very large business a slight amount of difference between cost and selling price may turn to loss what was expected to be profit. In manufacturing this is constantly happening. Old machinery has to be replaced by new, and often at an expense that is impossible to those whose capital has been impaired. It is hardly less ruinous to those who invest in it. There are new improvements constantly being made which all mean increasing expense in buying improved machinery, which, in its turn, is likely to be superseded, after a year or two, by something else.

The economy of nature is, in the long run, against monopolies of every kind. There have been in all ages wealthy men who at the time seemed to draw all the world's wealth to themselves. But in two or three generations their wealth has disappeared. The business of the world always has been, and, we believe, always will be mainly conducted by men who have neither the ability nor the capital to manage large enterprises, but who have the kinds of business that they can keep well in hand, and at the same time devote most of their energies to the improvement of their own characters and to the care and rearing of their children, who, after all, are the best hope of the country and the world. It is from homes made by men of comparatively moderate means that the greatest benefactors of the world have always come, and this will probably always be the fact. —Boston Budget.

## This is a Peach

you'll say when you read that we have reduced almost by half the price of 325 boxes of Bevan Malaga fine table raisins—they have come in late and must be sold. Get your share.

We have—48 boxes Vineyard Clusters } 3 crowns.  
14 " Connoisseurs " }

Both the same except in name.

93 boxes Extra Dessert Clusters } 4 crowns.  
19 " Tiger " }

Both the same except in name.

47 boxes Royal Buckingham Clusters }  
11 " Lion " } 5 crowns.  
39 " Cupid, fancy " }

All alike except in name

52 boxes Palace Clusters, 6 crowns.

Same as Russian Clusters.

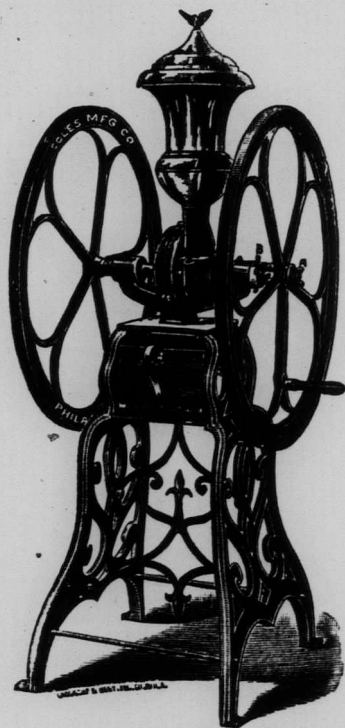
### **Jobbers, Attention!**

550 puncheons choice Barbadoes molasses, DaCosta and Musson

Special prices in round lots.

# **L. CHAPUT, FILS & CIE., Montreal.**

## **WANTED---One Carload of Dried Apples.**



## Notice.

Having introduced ourselves, we now wish to make a few claims.

Your first consideration naturally is—to buy the best mill at the lowest price.

**We Claim** to have the easiest and quickest Grinders.

**We Further Claim** to have the most effective and accurate Adjustment.

**We Again Claim** that our Grinders will give you the longest service.

And for all this you pay nothing extra, even though we have patents on our mill.

No 18  
 Agents { **TODHUNTER, MITCHELL & CO.,** Toronto.  
**DEARBORN & CO.,** St. John, N. B.  
**FORBES BROS.,** Montreal.

**Coles Manufacturing Co.**  
 PHILADELPHIA, PENN'A.

# Safe Soap

Wool Soap is safe soap, safe for your skin, safe for baby's skin, safe for woolens. It's chemically pure and white.

Swift & Co., Makers, Chicago.





President, Treasurer,  
JOHN BAYNE MacLEAN, HUGH C. MacLEAN  
Montreal. Toronto.

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WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

**WHY THE PICKLE DUTY SHOULD  
BE CHANGED.**

IN advocating the removal of, or at least a reduction in, the duty on pickles, THE CANADIAN GROCER is not actuated by any desire to prevent the establishment of the pickle industry in Canada. On the contrary, its whole purpose is to see the industry cultivated.

But the pickle industry as it stands today in this country has not prospered. The protection which the 35 per cent. tariff affords appears to have knocked all aspirations out of the average pickle manufacturer.

For the low-grade pickles which they make, the Canadian manufacturers have the field largely to themselves, and only one here and there essays to even attempt to put up what may be termed an article of fair quality.

The thing to be desired is an awakening of them up to an ambition to put up a pickle as good as the best imported. And we have concluded that the best way to do this is to partly or altogether remove the duty. Then the price of the imported article will be reduced, and the few people who buy the cheap, low grade-Canadian pickle will be

less disposed to do so. Consequently, there will be less encouragement to make them.

Then, like some individuals when left to their resources, the pickle manufacturers may develop more laudable ambition.

Canada can produce excellent vegetables, and, if she can do this, skilled and enterprising men ought to be able to successfully manufacture first-class pickles.

In the meantime, we are not putting up first-class pickles, while the majority of consumers are using what are first-class pickles, but of British and foreign make.

With this condition of affairs obtaining year after year, why should the duty of 35 per cent. be maintained for the purpose of protecting an industry noted, not for the goodness, but for the poorness of its products?

**BUYING GREEN TEAS FOR THE  
UNITED STATES.**

Buyers from the United States have been on the Toronto market during the past week in search of China green teas, and they are understood to have secured about 600 half chests.

This has helped to appreciate the value of these teas in the "Queen City," and descriptions which were, three weeks ago, selling at 11 to 12c., are now firm at 13 to 14c. per pound.

China green teas are decidedly scarce in the United States, and shipments to the North American continent, this season, are only 12,000,000 pounds, compared with 20,000,000 pounds last season.

**STRONG POSITION OF SULTANAS.**

Sultana raisins are occupying an undoubtedly strong position. Prices have advanced materially lately in Smyrna, where stocks have been reduced to 1,100 tons. Last year, at the same time, the quantity was 4,000 tons.

Stocks elsewhere are also light. In London, England, they are estimated to be 1,100 tons less than a year ago, while in Germany the quantity is limited. Some weeks ago, the stocks in New York were estimated to be only about 1,800 boxes. The high prices ruling are being freely paid in England and Germany.

Stocks of Sultana raisins in Canada are practically nil, but the demand is likewise.

**REMEDY FOR TRADING STAMPS.**

RECOURSE to the Legislature against the trading stamp companies is being taken by some of the States in the American Union, and in Canada there is a disposition to imitate.

Unsound in business principles the trading stamp scheme undoubtedly is. Anything which encourages people to expect something for nothing is bad; and this is what the trading stamp and other similar schemes do if they do anything.

Then, the retail merchant not only acts as salesman for the goods of the promoters of such schemes, but, what is more, he pays for them.

We have thus the unique spectacle of a salesman paying for the privilege of selling goods instead of he himself being paid for doing so.

What a splendid thing it would be if the retailers could induce their clerks and wholesalers their travelers to work upon the same principle!

It is just a question, however, as to whether Legislative interference is possible. If our memory serves us right, in one or more States of the American Union, legislation of this character has been declared unconstitutional. At any rate it is doubtful whether the Legislature could be induced to enact such a measure.

What is wanted more than legal interference is a determination on the part of merchants to have nothing to do with trading stamps, street car coupons, or other similar devices for ensnaring the retail merchant.

Let two or three merchants in a locality agree in the matter and others will soon follow. There is a general dissatisfaction with the system, and it only requires a few determined, strong-willed men to lead to induce a stampede.

To resort to law is an admission on the part of merchants that they do not possess the necessary will power to keep from doing that which they know they should not do, and that therefore they must appeal to the Legislature to have laws enacted which shall prevent their being tempted.

He who would rise in the world should do his own elevating.

## UNION OF CANADA AND NEWFOUNDLAND AS A BUSINESS PROPOSITION.

THE question of the union of the Dominion of Canada and Newfoundland is again being mooted. Since the question was last seriously considered, four years ago, it has been in a comatose condition. It can scarcely, however, be a dead one until at least one of two things take place, namely, the consummation of the political union with Canada—or annexation to the United States. To continue as it is at present, cut off politically from the rest of the Dominion, is unnatural. The latter alternative, however, is one to which Canada could not consent.

The obstacle which caused the negotiations of 1895 to fail was chiefly, if not altogether, the difference of opinion between the Commissioners representing the two countries in regard to the amount of the debt of Newfoundland which the Dominion of Canada should assume. This difference in the amount was \$5,000,000, the Dominion being willing to assume \$10,000,000, while the Newfoundlanders stood for \$15,000,000.

Fifteen million dollars for an island which was at that time in an unhealthy condition financially, to say nothing of the perplexing French shore fishing question unsolved seemed exorbitant. For territorial aggrandizement, too, it was a high price to pay.

But judged from a purely business standpoint it did not appear to THE CANADIAN GROCER then, nor does it now, as an exorbitant sum.

Newfoundland is not a dreary island which has been blown into the mouth of the St. Lawrence by boisterous Atlantic waves, with a fringe of fishing huts around its coast.

Newfoundland is rich in minerals and rich in lumber, to say nothing of the richness of its fisheries. Its iron ores promise to become as famous as those of the Mesaba range of Lake Superior. Then, as a transfer station between the American and European continents, the island seems destined to become of considerable importance.

The import trade aggregates about \$7,000,000 annually, and its exports are not far below that figure. The flour imports of the island are getting on to \$1,500,000, of which Canada does not contribute one-third.

The figures for the last fiscal year are not yet to be had, but during the last five years Canada's trade with Newfoundland has been steadily declining in both exports and imports.

In 1897 the exports to Newfoundland were \$1,692,798. In 1893 they were \$2,594,633, and in 1894, \$2,818,592. The imports from Newfoundland were \$459,906 in 1897, while in 1894 they reached nearly \$900,000.

But, with the two countries one and no tariff walls to interfere, there would undoubtedly be an expansion, and a material one at that, in the trade between Newfoundland and the Dominion.

The interest on \$15,000,000, supposing that to be the amount of the public debt which Canada assumed, would be less than \$500,000. This, the value of the flour alone exported to Newfoundland would pay.

Last year the value of the flour exported was \$440,197, but that was an exceptionally light amount. In 1894 nearly \$1,000,000 worth of flour was shipped to the island from Canada.

Of course, the interest on the debt is not the only item of expenditure the Dominion would necessarily incur on coming into possession of Newfoundland. There would be the salary of the governor and other officials. But that is not sufficient to prevent the acquisition of Newfoundland being undertaken as a sound proposition.

### RASPBERRY PULP IN GREAT BRITAIN.

THE Ontario Department of Agriculture has issued a special bulletin regarding the demand for fruit pulp in Great Britain and the possibility of opening up a market for Canadian fruits.

After THE CANADIAN GROCER had brought the matter before the public and shipments of raspberry pulp had been made, the Ontario Agricultural Department made inquiries, and have received information of value from Mr. H. Watson, curator of the Canadian section of the Imperial Institute, London.

Mr. Watson writes that the demand for raspberry pulp varies considerably from year to year. The price, at present, is in the

neighborhood of \$200 per long ton (2,240 lb.), but \$125 per long ton is about the average figure.

W. H. Idrins, of John Idrins & Sons, Evesham, Worcestershire, one of the largest jam-making firms in England, was anxious to secure supplies from Canada, and would not only give full information and buy if samples and prices were satisfactory, but, should there appear to be possibilities of a considerable trade, would visit Canada next summer.

There is always a good demand for black currants in the whole fruit. Some pulp has sold at \$200 per ton, but \$125 is the average figure.

There is a certain demand for strawberries in the whole fruit, packed in tins and jars. They are worth about \$110 per ton.

The bulletin issued by the Agricultural Department can be secured on application.

### VALENCIA RAISIN SITUATION.

A CABLE from Trenor & Co., Denia, quotes selected Valencia raisins at 18s. 6d. per cwt. It is interesting to note that this figure is only slightly below the prices at which business was done during the holiday season, and represents a laid down cost as high as the goods are selling at in this country.

Some other shippers of good repute are quoting lower prices, but a letter from the above-mentioned house explains that the fruit now in Spain is not keeping well, and that, consequently, they are compelled to ask prices above current quotations for fruit that has not "candied."

Very little business is being done in Canada for importation, and wholesalers who are short of stock are buying from their neighbors who are better supplied.

A feature of the business this season, although it is only different in degree from that of other seasons, has been that the best fruit, which naturally costs the highest price, has sold the most readily, whilst the bulk of the goods remaining in first hands consists of the poorer qualities.

It is, however, sometimes difficult for buyers to avoid taking advantage of the low offers of shippers not well known, and while, when the season is in full swing, a large quantity of this fruit is distributed, it does not appear to be as easy to dispose of it during the quiet periods.

**GOWANS, KENT & CO.'S FIRE.**

**T**HOUGH the fire which burned to the ground the large premises of Gowans, Kent & Co., wholesale crockery dealers, etc., Toronto, was one of the fiercest and largest that has visited that city for some time, the loss caused by it has been overestimated by the daily press. A representative of THE CANADIAN GROCER was informed by the firm that the loss would not be over \$150,000. The insurance amounted to about \$104,000. The loss to the building, which belonged to the Kent estate, amounted to between \$15,000 and \$16,000. On it \$7,000 insurance was carried. As soon as weather permits, the construction of a new warehouse will be commenced.

In the meantime, the firm has opened up at 25 Wellington street west, where they hope to soon have displayed a large stock of goods which had been received by the firm from abroad. but which, fortunately, had been stored outside because of lack of room in the Front street warehouse.

Though 20,000 cases of goods were in store outside and on the way to the city, a large number of repeat orders were sent out on the evening of the fire, on Friday last. As manufacturers have, in many cases, given these orders priority, the firm will very shortly have a complete stock of goods of the latest styles in warehouse.

Nearly all the firm's books were saved from the fire, being in the vaults, so it is expected that nearly all orders will be filled in their entirety on the day of shipment.

The trouble and inconvenience necessitated by the removal of such a large business at this season of the year is such, however, that it is but fair that the trade should bear with any small delays in the shipments of orders.

**VISITOR FROM GREENWOOD, B.C.**

**M**R. R. SMAILES, of the firm of Rendell & Co., Greenwood, B.C., has been in Toronto during the last few days. He is in the east in the interest of his firm, and has already visited Montreal.

Greenwood is in the Boundary Creek district, which attracted so much attention at the last session of the Dominion Parliament, when C.P.R. influence succeeded in deny-

ing a charter to Corbin's proposed road. "But I think," said Mr. Smailes, "that the charter will be obtained at the next session of Parliament." Greenwood is a rapidly growing town. In an air line it is about 50 miles from Rossland and about 150 by road.

"Three years ago when I passed through Greenwood, there was nothing there," explained Mr. Smailes. "To-day there are seven hotels and four under construction when I came out the other day. There are several stores in the town, and the population is about 800."

"Van Horne," continued Mr. Smailes, "says that Greenwood is the centre of the richest gold-mining country in America. One peculiar feature about the mines in our district is this: Every claim in Boundary Creek which has been worked with machinery has improved with depth. And another thing, we have not yet been cursed with wild-cat schemes."

Then Mr. Smailes began to moralize. "I cannot understand," he said, "how merchants in the east, merchants who are far-seeing and clever business men, can be trapped into allowing their names to become associated with wild-cat mining schemes. To my mind, they should decline to have anything to do with companies upon whose properties no development whatever had been done."

Do not defer doing what you should do because you have not time to do it.

**SERIES OF ARTICLES ON COFFEE.**

Coffee and its various stages of growth and manufacture is an interesting topic to grocerymen generally. Next week, the first of a series of articles contributed to THE CANADIAN GROCER by Chase & Sanborn, the well-known coffee firm, will appear, and it and the articles which follow will treat of the fragrant bean from all phases.

Stick to business, but do not allow it to stick to you after business hours.

**A BROKER'S NEW OFFICES.**

F. W. Hudson & Co., brokers and commission merchants, have removed from Church street to No. 48 Wellington street east, Toronto. The offices, which have been

fitted up especially for the firm, are bright and attractive. In the front are the sample-room and general office, nicely furnished and decorated. Then comes Mr. Hudson's private office, with decorated ceiling, walls papered in green and gold with Japanese dado paneling, while a bright red carpet covers the floor. In the rear is a warehouse about 60 feet long, running to a lane, in which the firm is carrying stock.

A dollar in the hand is often worth two on the books.

**A UNIQUE BUSINESS DEVICE.**

A cable from London England says: "Curious disclosures were heard in the case of Ehrmann Brothers, wine merchants, against an army officer, Capt. Macfarlane, whom they engaged to introduce their wines to the royalty and nobility. The present claim arose from wine which was sent to a nobleman about to be married. Macfarlane defended the case in person, and read a statement that he had introduced the wine to royalty and the nobility, but afterward his connection with the plaintiffs ceased. The plaintiffs then sued to obtain his letters from members of the Royal family, to be used as testimonials, but they lost. It was understood, he said, that the wines now sued for were a gift. On the death of a certain member of the Royal family, he said, they had sued for payment for wines which they had sent with a view to getting a testimonial. Macfarlane added that they surreptitiously obtained his father's crest and coat of arms and had them copied for a label on goods named 'Macfarlane whiskey.' The judge non-suited the plaintiffs."

**PERSONAL MENTION.**

Mr. Wm. Merser, grocer, Bluevale, Ont., was in Toronto on business this week.

Mr. Hugh Ryan, who died in Toronto on Monday, was a brother of the late Wm. Ryan, and a shareholder in The Wm. Ryan Co., Limited, commission merchants, etc., Toronto.

Mr. J. C. Horner, who has been on the road for The "Salada" Tea Co. for the last five years, has severed his connection with this firm, having secured the agency for The N. K. Fairbank Co., of Chicago. On retiring from the firm he was presented with a seal ring as a mark of the regard and kindly feeling that has existed for the term of his engagement with "Salada."

"Under the Settled Conviction" that there is nothing like "quality and value" as a lasting foundation for any business

# "SALADA"

## CEYLON TEA

Has paid no heed to the claims of noisy competitors, but kept on the main line and "Succeeded."  
Seven Thousand grocers sell "Salada" with pleasure and profit.

32 Yonge St. TORONTO

St. Paul and St. Sulpice Sts., MONTREAL

## Ivory Bar

IS PUT UP IN

- 1-lb. bars.
- 2 6-16-lb. bars. } 60 bars in box.
- 3-lb. bars.

### Ivory Bar Twin Cake

12-oz., 100 cakes in box.

Quotations for "Ivory Bar" and other brands of Soap furnished on application.

The BRANTFORD SOAP WORKS CO.  
Limited

## Evaporated Vegetables

FOR SOUP

Always Ready  
Always Delicious

Specially adapted for **Miners'** and **Sailors'** use.  
Samples sent on application.

Kerr Vegetable Evaporating Co.  
Limited

KENTVILLE, NOVA SCOTIA

## BROCK'S BIRD SEED

This well known and reliable brand is the best and cleanest in the market. Each packet contains a cake of **Bird Treat**, greatly appreciated by the bird-loving public. All wholesalers.



NICHOLSON & BROCK - TORONTO

N.B.—20 years in use and everybody well satisfied with the Old Favorite.



TRADE MARK REGISTERED

All respectable grocers from the Atlantic to the Pacific keep it for sale, because it pays to do so, there being **no old, unsaleable stock in "Horseshoe Salmon."**

Every consumer should use it because it is the **BEST** and every can is warranted good, or money returned; so take no other, and be happy.

This Brand is packed from the finest Fraser River Sockeye Salmon, by

## J. H. TODD & SON,

Victoria, B.C.

Who are also packers of the well and favorably known brands of **Beaver, Columbia and Tiger**, all guaranteed good Red fish.

AGENTS:  
Geo. Stanway & Co., Toronto, Agents for Ontario.  
W. S. Goodhugh & Co., Montreal, " " Quebec.  
J. Hunter White, Esq., - St. John, N.B.  
Agent for Eastern Provinces.  
Tees & Persse, Winnipeg, for Manitoba and N. W. T.

## F. E. JODERY & CO.

PRODUCE AND PROVISIONS.

Commission Merchants

BUTTER, CHEESE, EGGS,  
GAME and POULTRY,  
and all kinds of  
COUNTRY PRODUCE

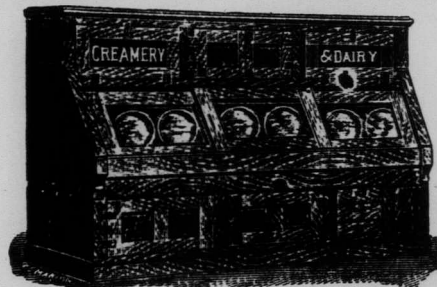
Sold on Commission.

Reference—Merchants Bank of Canada.

8 and 10 Lemoine Street, **MONTREAL**

All enquiries by letter or telegram promptly answered.

## Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite.  
This celebrated Refrigerator took Prize and Diploma at Montreal and Ottawa Exhibitions. 1897. Send for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St. MONTREAL

EXCELS ALL OTHERS  
in QUALITY  
and PRICE

# REMY'S STARCH

## REMY'S MATCHES

Plain and Impregnated.

FAR SUPERIOR  
TO ANY  
OTHER

# REMYLINA

THE NEW CORN FLOUR.

## REMY'S

HUNGARIAN-GRADE WHEAT FLOUR

In 5-lb. bags, 1-doz. cases, and in 140 and 280-lb. sacks.

Please address all Communications to

**H. BECKER,** 8 Lower Thames Street, **London, E.C.**

# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

Occasionally, just as THE GROCER has gone to press, changes in prices are made in staple lines of goods, which a good many in the trade hear nothing of till the next issue of the paper. Should, therefore, any of the readers of this journal desire to ascertain, between regular issues, the prevailing quotation on any staple line, it will, on application, be furnished by return mail or by telegraph; if by the latter method, at the cost of the person seeking the information.

## ONTARIO MARKETS.

TORONTO, Feb. 16, 1899.

### GROCERIES.

**B**USINESS during the past week has not been of a very active nature. At the same time, however, for the month of February, a fair business is being done. February is usually one of the quiet months in the year, but there seems to be no doubt that the volume of business so far this year exceeds that of 1898 for the same period. The feature of the wholesale trade during the past week has been the strength of the tea market, prices generally ruling higher than at the time of our last review. Tea is also the most active line of the wholesale grocery list. Nothing new has developed in the canned goods situation, the volume of business and prices remaining much about the same as a week ago. Wholesalers are doing a good business in green coffees, but they are not, at the moment, buying a great deal, and the outside markets have taken an easier turn again. The sugar market is, on the whole, dull, although wholesalers are doing a fair business for this time of the year. The outside markets have again taken a slightly easier turn. White pepper has again advanced in the primary markets. Currants are slightly easier in the primary market, but Valencia raisins, on the other hand, are firmer, and Sultana raisins have advanced considerably. The prune market is firm, and local wholesalers report that business is fairly good in this line, although other descriptions of foreign dried fruits are quiet.

### CANNED GOODS.

The situation in canned goods remains practically the same as a week ago. There has been a little more inquiry from wholesalers for canned fruits, but the prices which they are willing to pay are below the views of the holders, and few, if any, transactions have taken place in consequence. At any

rate, the canned fruit trade is of very little importance on this market. The inquiry from the wholesalers for canned fruits is explained by the fact that the wholesalers themselves have been receiving more inquiries, particularly for pears, peaches, plums and strawberries. There has also been some inquiry from retailers for canned vegetables, and there has been a little business done. A good deal more, however, could be done if wholesalers would modify their figures, but this they refuse to do. Tomatoes are held firm at 85 to 90c. per dozen, corn at 90c. to \$1, and peas at 75c. up. In the sales of canned vegetables which are being made, the orders are principally of a sorting-up nature. Canned salmon is quiet and unchanged. Advices from England show that the ruling price there for Fraser River talls is 21s., and for flats 25s. This is equal to \$4.65 for talls and \$5.50 for flats, f.o.b. the Coast.

### COFFEES.

Fresh shipments of green coffees have arrived during the week, and a good many

See pages 29 and 30 for  
Toronto, Montreal, St. John,  
and Winnipeg prices current.

samples appear to be offering. The outside markets have again taken a little easier turn, but there is no change locally. The volume of business here is still good.

### SUGARS.

The outside markets are again a little easier in regard to beet sugar, but cane is steady and unchanged. The statistical position of the sugar market, however, continues strong. Stocks in Europe and America at the end of last week were 2,544,639 tons, against 2,710,454 tons last year. The local market is unchanged, but there is not much business doing, although the volume is probably not smaller than usual at this time of the year.

### RICE AND TAPIOCA.

Rice is still in fair demand at unchanged prices. Tapioca is strong, and prices on the outside markets are higher than those ruling here. One local jobber has recently sold to a New York house a shipment which he was bringing on for home trade, obtaining a better price than he could have here. The ruling price here to retailers is 3½c. for unbroken packages, and 4c. for broken. Sago is scarce.

### SYRUPS AND MOLASSES.

On account of the scarcity of medium and low grade syrups there is little business being done. There are a few gallons of molasses selling, principally at 25 to 28c. per gal.

### SPICES.

The most interesting feature in the spice market is the firmness of pepper. A cable order for white pepper submitted at the prices ruling at last mail advices was refused and ¼c. per lb. more demanded. Black peppers are firm.

### TEAS.

The feeling in regard to teas continues to gather strength. There have, this week, been some buyers of China green teas on the market from the United States and they have taken, it is understood, about 600 half-chests. Sales have also been made on local account at an advance of 1c. per lb. over the price asked a week ago. For instance, teas that were selling a week ago at from 11 to 12c. are now being held at from 13 to 14c. per lb. There is a fairly good trade being done in spot teas of Indian and Ceylon growth, and a little business is being done for importation, although the high price ruling in the outside markets, compared with those on the local market, preclude much business being done. There have been a few inquiries for China black teas, and a few sales have been made at full prices. The Japan tea market is firm. Inquiries have been heard during the week for teas at about 16c. These are practically not to be had. Consequently, the volume of business in Japan teas is light.

### FOREIGN DRIED FRUITS.

**CURRANTS**—There is very little doing either for importation or on local account, and advices from the primary market note a rather easier feeling in regard to price, although the opinion is that this is only a temporary affair.

**VALENCIA RAISINS**—A cable from Trenor & Co. quotes selected Valencia raisins at 18s. 6d. per cwt. This figure is only slightly below the price at which business was done during the holiday season, and represents a laid-down cost as high as the goods are selling here. Locally, there is very little business being done in Valencia raisins.

**SULTANA RAISINS**—Mail advices from Smyrna state that the Sultana raisin market has advanced considerably and that the present stock is only 1,100 tons, against 4,000 tons a year ago, while that at all com-

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mercial centres is light. In Canada, stocks are practically nil, but, owing to the high price, there is practically no demand.

PRUNES—The market continues firm. Prices in France have advanced 1c. per lb. from the lowest point, and Bosnia prunes are again fractionally higher. Californian prunes rule steady. The steamer William Storrs, which arrived last week, had on board 5,000 boxes of "Anchor" brand prunes for Canada. Wholesalers are not yet doing a great deal of business in prunes, but they look for a good sale shortly, particularly in view of the high price of dried and evaporated apples and of Californian evaporated.

CALIFORNIAN FRUITS — Although the price at which local wholesalers are quoting Californian apricots and peaches is lower than these goods can be laid down for now, yet the figure is too great to allow of much business being done. We quote peaches as high as 19c. for fancy grades. The idea as to price for Californian peaches is 10½c. per lb.

## GREEN FRUITS.

The weather has for so long been too cold for handling fruits that an accumulation of orders is expected to cause a brisk trade when the first warm spell comes. Hardly a lemon could be bought early in the week, but a few cars, which were stored in Buffalo, have been sent forward. There is an excellent demand for lemons and oranges. A decidedly firm feeling is noted in the orange market, especially in Califor-

nia, where an advance of 50c. is noted. The price of Valencias is 25c. higher this week. Apples are stiffening in value and are moving steadily at all the way from \$2.50 to \$4.50. Cranberries are quiet in movement, but firm in price, an advance of 50c. to \$1 being noted. Onions are in excellent demand.

## COUNTRY PRODUCE.

EGGS—The continued zero weather has decreased shipments of eggs, so that the demand fully absorbs the supply. An advance of 1c. brings the price to from 20 to 22c. for new-laid. Lined are steady at 15c., and held or cold-stored at 14 to 16c.

POTATOES—A steady feeling is noted. Offerings are liberal at 58 to 65c. f.o.b. cars at Toronto. The street market is unchanged, deliveries being fair at 65 to 70c.

POULTRY—There is a good demand for all bright stock. Geese and turkeys are coming in nicely at an advance of 1c. for turkeys. Chickens and ducks are 5c. dearer.

DRIED AND EVAPORATED APPLES — A fair jobbing trade is being done in dried apples at 6 to 6½c. for No. 1 stock. A moderate movement is reported at 5¼ to 5½c. at outside points. Evaporated apples are firmly held. Some transactions are noted at 8½c. for round lots delivered in Toronto. No. 1 stock is jobbing locally at 9½ to 10½c.

VEGETABLES—Cauliflower and pumpkins are done. Celery and cabbage have ad-

vanced 25c. Otherwise there is no change. We quote: Rhubarb, \$1 to \$1.50; greenhouse radishes, 50 to 70c. per dozen bunches; spinach, 75c. to \$1 per bush.; green onions, 10 to 15c. per doz.; celery, 75c. to \$1 per doz.; lettuce, 20 to 30c. doz. bunches; radishes, winter, 15 to 25c. doz. bunches; cabbage, per doz; 75c. to \$1; parsley, 10 to 12½c. per doz. bunches; turnips, 25 to 30c. per bag; beets, 50 to 60c. per bag; parsnips, 60 to 75c. per bag; carrots, 50 to 75c. per bag; onions, Danvers, \$1.25 to \$1.50 per bag; butter squash, \$2 to \$2.50; Hubbard squash, \$2.50 to \$3; red cabbage, 50 to 75c.

## BUTTER AND CHEESE.

BUTTER—The demand for dairy large rolls and prints is improving. Tubs are still quiet. The export demand for creamery is excellent, sufficient to absorb all offering. Prices are firm. Prints and squares are steady at 21 to 22c., Toronto. Tubs are worth 19 to 19½c. in factories.

CHEESE—There continues to be a strong feeling. Choice early makes are held firmly, at 9½c. and late makes at 10 to 10½c.

## GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—The wheat market is steady at 70 to 71c. for red and white at middle freight stations. The street market is fairly busy, with prices unchanged. We quote as follows: Wheat, white, 72 to 72½c.; red, 71 to 72c.; goose, 68 to 69c.; peas, 62 to 66c.; oats, 35 to 35½c.; barley, 49 to 51 c.; rye, 54 to 55c. No. 1

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FLOUR — No change is noted. We quote: Manitoba patents, \$4; Manitoba strong bakers', \$3.70; Ontario patents, \$3.80 to \$3.90; straight roller, \$3.25 to \$3.35. Toronto freights.

BREAKFAST FOODS — Trade is brisk, with prices unaltered. We quote as follows: Standard oatmeal and rolled oats, \$3.80 in bags and \$3.90 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.40; split peas, \$4; pot barley, \$4.

### HIDES, SKINS AND WOOL

HIDES—The market is weak, but no change in prices is noted. We quote cow hides as follows: No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c.; cured, 9¼c. Steer hides are worth ½c. more.

CALFSKINS—We quote nominally: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c.

SHEEPSKINS — Lambskins and sheepskins are steady at 90c. to \$1.

WOOL—No change. Fleece is unsteady at 15c., and unwashed easy at 10c.

### FISH.

The feature this week is the advance in oysters which are 25 to 35c. dearer than a week ago. This advance is due to the cold weather on the Atlantic seaboard, which is interfering with the fishing, causing a scarcity. No other change is reported. We quote as follows: Frozen salmon trout, 7½ to 8c.; Man. whitefish, 6½c.; Man. perch, 5c.; Man. pike, 5c.; Man. pickerel, 6c.; fresh whitefish, 7½c.; trout, 8c. lb.; fresh perch, 4c. per lb.; steak cod, 6c.; flounders, 4c.; fresh herring, 4c.

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per lb.; St. John herring, \$1.35 to \$1.40 per 100; Labrador herring, \$5.75 per bbl. and \$3.25 per half-bbl.; Digby herring, 55c. per bundle of five; Halifax herring, \$1.60 to \$1.75 per 100; split herring, \$5 per bbl. and \$2.75 per half-bbl.; cod, in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; fresh-water herring, 60c. per basket; ciscoes, 60c. to \$1.25; haddies, 6 to 7½c. per lb.; fresh haddock, 6c. per lb.; oysters, \$1.50 to \$1.60 per gallon, or \$7.50 to \$9 per large pail.

**SALT.**

A good business is reported. Prices are steady. We quote at Toronto: Carload lots, \$1.05 per bbl., and 65c. per sack of 200 lb.; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells, we quote F.O.B., barrels, 75c.; sacks of 200 lb., 50c. English salt is quoted at 48¾c. per sack of 154 lb.

**SEEDS.**

There is little doing. Red clover is worth \$3 to \$3.50, and alsike \$2.50 to \$3.75, outside. Little timothy is offered, but for bright, unhulled lots coming forward \$1.60 to \$1.75 is paid. Machine-threshed is quoted at \$1 to \$1.25.

**MARKET NOTES.**

Danvers onions are 25c. dearer.  
Cranberries are 50c. to \$1 dearer.  
White pepper is cabled ¼d. per lb. dearer.  
Dairy large rolls and prints are 1c. dearer.  
French prunes are 1c. above the lowest price.

Pratt's astral petroleum has advanced 1c. per gallon.

Stocks of Sultana raisins are reduced to 1,100 tons in Smyrna.

Valencia oranges in 714s and large 420 boxes have advanced 25c.

Buyers from the United States have been on the Toronto market the past week picking up China green teas.

**QUEBEC MARKETS.**

MONTREAL, Feb. 16, 1899.

**GROCERIES.**

**T**HERE has been a fairly satisfactory volume of trade in general groceries during the week, and values generally are steady. Raw sugar has shown some fluctuation, but the price of the refined article has not altered. Syrups and molasses are firmly held, with a fair demand, while staple lines of canned goods, such as corn and tomatoes, are quite stiff. Dried fruits continue quiet, while spices, tea and coffee all exhibit a firm tendency.

**SUGAR.**

There has been a fair trade in refined sugar during the past week, and prices are unchanged, as last quoted. Both yellows

granulated have shared in the inquiry. The raw market has recorded considerable fluctuation, beet being cabled lower on Monday, being easy and declining slowly, 1½d. down to 9s. 4½d. for February, and ¾d. lower for March at 9s. 5½d. Cane sugars were quiet but firm, refining at 10s. 3d. In New York raw was steady.

**SYRUPS.**

Canadian syrup in the wood is steady, with stocks light.

**MOLASSES.**

There is no change in the situation of the molasses market. Demand for round lots is moderate, but prices are firmly held, ow-

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ing to exceptionally light supplies. Advices from the island in regard to new crop state that prices on Barbadoes are expected to open about the same as last season.

#### CANNED GOODS.

Inquiry for canned goods continues good, and the general tone is firm. Corn f.o.b. at the factory is firmly held at \$1 per dozen, while tomatoes have changed hands during the week at 85 to 90c. in round lots, and peas 85c. Canned salmon rules steady, and a few thousand cases were closed out this week at \$3.75 f.o.b. Coast.

#### RICE.

The demand for rice is steadily improving, and prices are steadily held.

#### DRIED FRUIT.

There have been few features in this branch. Demand is moderate for Valencias, and values are steady.

Californian raisins are unchanged also, with a fair inquiry.

Advices from Smyrna state that Sultana raisins have an advancing tendency, owing to small supplies.

Currants remain quiet and steady, and figs and dates are firmly held.

#### SPICES.

The firm feeling all round in spices is strongly maintained, especially for black pepper, round lots of Singapore and Penang

changing hands at full prices last week. Nutmegs, cassia and Jamaica ginger also exhibit a marked firmness.

#### COFFEE.

Inquiry for coffee is fair, and quite a few fair-sized lots of Rio and Santos have changed hands during the week at 9 to 12c. These prices are, of course, for straight lots between first and second hands.

#### TEAS.

The market retains its strong tone, a free movement being noted in Japans from 14 to 17c. Greens, at 11 to 16c., have also been much inquired for, and black tea, at 14 to 18c., has passed from first to second hands to a fair extent. Ceylon teas have ruled rather quiet, but are steady.

#### GREEN FRUITS.

There have been few changes in the green fruit market. Oranges are in fair demand and steady, while lemons are firm. Almeria grapes are stiff and rather higher.

#### APPLES.

This market is stiff and rather better prices have been realized, sales being made this week up to \$4.50 per bbl.

#### FISH.

In pickled fish, choice No. 1 N.S. herrings have advanced 25c. per bbl. to \$4.75 to \$5. B.C. salmon are firmer at \$12.50 to \$13,

while hake and green cod are easier at \$3.50 to \$4.

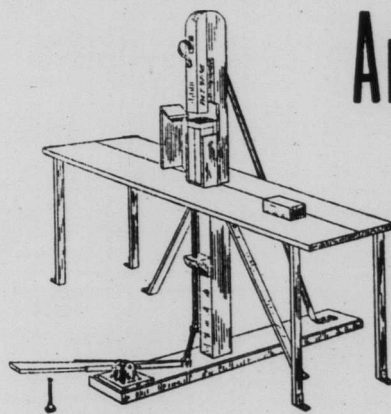
The market is fairly brisk for fresh fish. Haddock and cod are ½c. per lb. higher at 3½ to 4c., and steak cod is ¼c. dearer at 4c. Manitoba pickerel and dore are easier at 5¼ to 5½c.. Tommy cods are stiffer at \$1.25 per bbl., and fresh herrings are steady at \$1.60 per 100 fish.

In smoked or prepared fish, haddies move at 6½ to 7c., and bay bloaters, 90c. to \$1 per box.

#### COUNTRY PRODUCE.

EGGS—Business in eggs was quiet. Receipts of fresh were not large, but they were in excess of requirements, and the feeling for such is easy. Selected stock was offering at 22c., and as they run at 18 to 19c. per dozen. Stocks of Montreal limes are light, and within the next two weeks the market will likely be bare of such; in consequence, prices rule firm. Western limes and cold storage stock is offering in fair sized quantities, but meeting with a slow sale. We quote: No. 1 candled, 16 to 17c.; No. 2 do., 12 to 13c.; Montreal limes, 14½ to 16c.; western limes, 13½ to 14c.; western cold storage, 12½ to 13½c., and culls, 10 to 11c. per doz.

POULTRY—Receipts of poultry are exceedingly light, and stocks on spot are also small; in consequence, trade is dull and values



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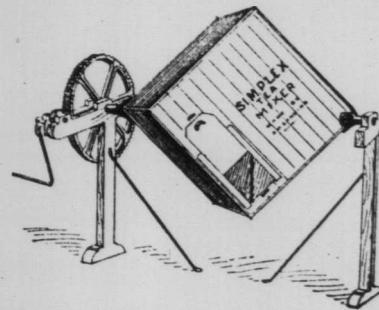
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**HONEY**—Business in honey was quiet and the market was without feature. We quote: White clover comb, in 1-lb. sections, 8 to 8½c.; dark, 6½ to 7c.; white extracted, 7 to 7½c., and dark, 5 to 6c.

**BEANS**—There was no change in beans, sales being only in small lots to fill actual wants. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

**ONIONS**—Canadian onions are still booming, from \$2.25 to \$2.50 per bbl. having been realized.

#### DRESSED HOGS AND PROVISIONS.

There was no change in the situation of the provision market. The demand for pork and lard was limited, but a fair trade was done in smoked meats. We quote as follows: Canadian pork, in barrels, \$15 to \$15.50; pure Canadian lard, in pails, 7¼ to 7½c. per lb., and compound refined at 5 to 5½c. per lb. Hams, 10 to 12c., and bacon, 10½ to 11c. per lb.

Receipts of dressed hogs to-day were 839. Owing to the favorable weather of late, buyers have shown more disposition to operate, and a fair trade has been done. Receipts have been small, but supplies on spot are ample to fill all requirements. The tone of the market is firm with no change in prices to note. Carload lots of mixed weights are selling at \$5 per 100 lb., and in a jobbing way light weights bring \$5.50 to \$5.65, and heavy, \$5.25 to \$5.40 per 100 lb.

#### CHEESE AND BUTTER.

**CHEESE**—Cheese was without special feature to-day, but the firm tone already noted is fully maintained, and holders, as a result

of late transactions, are disposed to hold out for more money. A fair range is 9¾ to 10¼c., as to grade.

**BUTTER**—The butter market was firm, and holders of fancy late-made creamery are disposed to ask a fraction more than 20c., though we do not hear of its being realized.

#### FLOUR, GRAIN, ETC.

**GRAIN**—In the absence of American advices the local market was again very quiet and without any new feature to note. The demand for all lines of grain, both here and at country points, was slow and little business of importance was done. Round lots of oats were offered at points west of Toronto at 29c., and refused. On spot they were quoted at 32 to 32¼c. ex store.

**FLOUR**—There was no special phase to note in the flour market. The tone is steady and millers state that the demand from local and country buyers continues good for small lots to fill actual wants, but Ontario dealers report business quiet and of a small jobbing character. We quote: Winter wheat patents, \$3.85 to \$4.10; straight rollers, \$3.60 to \$3.70; in bags, \$1.75 to \$1.80; Manitoba patents, \$4.10 to \$4.20; strong bakers', \$3.75 to \$4.

**MEAL**—The meal market is in a somewhat unsettled condition. Some representatives of large Ontario mills claim they are making sales of fair-sized lots of rolled oats at \$3.70 to \$3.75 per bbl. and at \$1.80 per bag, while others state that sales are slow, and quote \$3.60 per bbl. and \$1.75 per bag.

**FEED**—A fairly active business was done in feed. The demand is good, especially for bran, of which the offerings are not large, and prices are fully maintained. Ontario white wheat bran, in bulk, sold at \$15 to \$15.25, and shorts at \$15.50 to \$16 per ton; Manitoba bran, \$16;

shorts, \$18, and mouille, \$20 per ton, including bags.

**HAY**—There is nothing new in the baled hay market to note. Trade on spot is very quiet, but the movement is considerable on export account. We quote: No. 1, \$5.50 to \$6; No. 2 extra, \$4.25 to \$4.75; No. 2, clover mixture, \$4; clover, \$3.50 to \$3.75.

#### MONTREAL NOTES.

Raw beet sugar is cabled much easier, but refined is unchanged locally.

Smyrna advices state that Sultana raisins have an advancing tendency.

Both pickled and fresh fish have shown an advancing tendency this week.

Lemons and Almeria grapes have advanced a point still higher under light stocks.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., Feb. 14, 1899.

**A**NOTHER quiet week has passed, but the lack of activity in business is being offset by that in politics. Great interest is being taken in the Provincial election to be held this week. In markets, there is little to note, as it takes active movement to change values, particularly in an upward way. The easy position of flour has much to do with the general feeling. Spices rule higher. For St. John trade, New York is an active competitor with English shippers for the business, while, in pepper and some other lines, direct importations are made. Tea continues to arrive freely, and brokers find a fairly active demand, low-priced goods being particularly sought after. Japans have a very light sale here. Fish continue high and scarce, but, as the season of active demand will soon be over, little change in price is expected.

**OILS**—There is a fair movement in burning oil. Prices show no change. As the

EXTRA FANCY ARLINGTON HEIGHTS CALIFORNIA NAVELS.  
EXTRA CHOICE VALENCIA ORANGES, all sizes.  
EXTRA FANCY and FANCY MESSINA LEMONS.  
CHOICE YELLOW DANVER ONIONS.

Prime Quality, free from frost and Prices Right.



## Hugh Walker & Son

Fruit and Commission  
Merchants . . . . .

GUELPH, ONT.

The Following Brands  
Manufactured by

**The American Tobacco Co.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO**

OLD CHUM.  
SEAL OF NORTH CAROLINA.  
OLD GOLD.

**CIGARETTES**

RICHMOND STRAIGHT CUT.  
SWEET CAPORAL.

ATHLETE. DERBY

**E. T. STURDEE**

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

The

**DAWSON** Commission  
Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS,

Cor. Market and Colborne Sts.,

TORONTO.

We make a specialty of handling

**Domestic Fruit**

Consignments personally and promptly attended to.  
All Foreign Fruits in season.

**FRUIT AUCTION SALES**

Write us for particulars of sales. We are making special efforts to make these sales mutually profitable. They are held every Wednesday.

**McWILLIAM & EVERIST**

Wholesale Commission Merchants,  
25 and 27 Church St., TORONTO, Can.

Telephone 645.

**Mince Meat**

We are now placing on the  
Market a very fine line of Eng-  
lish Mince Meat, put up in

5 lb. 12 lb. 27 lb. and 60 lb. PAILS

Choice Fruit and the best of  
Spices only are used in these  
goods, and we can confidently  
recommend them to our num-  
erous customers.

**F. W. Fearman**

HAMILTON

It's the  
Quality  
that does it.  
The sales  
of . . . .

**Tartan Tea**

Keep right  
on . . .  
increasing  
all because  
of the  
superior  
quality.

BALFOUR & CO. Wholesale Agents HAMILTON

Live Retailers  
handle

**Clark's Meats.**

**WHY ?** because they SELL.

**DRIED APPLES WANTED**

in large and small quantities. Highest prices paid. Drop a card  
with particulars at once to

Walter Northrup, 66 Esplanade West, Toronto.



\$5 per Case, 64 Packages.

HAVE YOU TRIED

**"BEE" STARCH**

...FOR...

**Collars and Cuffs ?**

Will not injure finest fabric. Requires no Cooking.

**BEE STARCH CO.**

Canadian Branch : Stanstead, Que.



**Free**

Send for particulars regarding free  
Automatic Selling Machine for the  
sale of Adams' Tutti-Frutti Gum.

Address \_\_\_\_\_

**Globe Automatic Selling Co.**

13 Jarvis St., Toronto, Ont.

**G.F. & J. GALT** PACKERS  
OF THE  
42 SCOTT ST TORONTO. CELEBRATED

**BLUE RIBBON TEAS**

time for the House to meet approaches there is talk of a change in duty, that is, a further reduction. In lubricating oils, contracts are being made for spring delivery. Prices are lower than last season and a very large business is expected. Wax is higher in price, which, of course, affects the price of candles. Axle grease shows no change in value. Paint oils are firm.

**SALT**—There is active business, while the imports of English coarse salt continue to increase. The business is in few hands, there being little or no profit to handle it in a small way. Prices are very low. In Canadian salt a better demand is to be noted. Prices this season show no change, and different shippers quote same price. We quote: Liverpool coarse, 38 to 40c.; English factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz; mineral rock salt, 60c. per 100 lb.

**CANNED GOODS**—Prices continue to be more firmly held, particularly corn, but there is likely to be still higher prices. In canned oysters there is an improved demand. Prices are firmer. Grated pineapple also shows a better demand. The sale is, however, limited. For eyeless and coreless, there is little sale. Peaches have a fair sale at steady prices. Apples show improved sale, and for gallon apples higher prices are expected. Canned fish is firmly held at the advance. The spring demand for canned meats has been largely supplied, though goods are not yet to hand. Prices are lower than last fall, but higher than this season last year. Still higher prices are looked for.

**GREEN FRUITS**—The weather is against business, being too cold, but otherwise there is a good sale, particularly for Valencia oranges, which keep low, and continue to improve in quality. The best oranges are still Jamaicas, which are choice. Californians have but light sale. Lemons sell freely, with rather higher prices expected. Cranberries are low for the season, but do not move freely. Apples keep high, but have a good, steady sale. Stocks held are light.

**DRIED FRUITS**—Prunes have the chief attention. There is a general feeling that prices will advance. Though some New York shippers are still quoting low figures, advices from the Coast favor an advance. Raisins are dull. There is but little demand and fair stocks are held. Prices are easy, though for best stock no change is expected. Seeded have a fair demand. Currants have but light sale, but price shows no change. Cleaned have what little demand there is. In figs, sale is light. Prices are hardly maintained. Dates are firm. Onions are higher, and stock is light. Peanuts are again advanced, while price in local market shows little change. The tendency is upward.

**EVAPORATED APPLES**—Are but in limited supply; price is rather higher. Dried show no change, and stock not large, but local sale very quiet.

**SUGARS**—There is but light sale in all lines. Western refineries are not competing for business, but offerings of foreign sugars, while few sales are effected, make enough competition to keep prices down. There is considerable American granulated still on the market.

**MOLASSES**—The market shows little change. Stocks never were smaller at this season, and new will arrive on an almost bare market, owing to but limited sale. Prices show no further advance. Some outside lots of Porto Rico continue to be offered. There is quite a good demand for New Orleans, but after all it is not a business, some two cars arriving so far. Quality is particularly good.

**PRODUCE**—Eggs are quoted rather higher, arrivals being light. There is, however, also, rather less demand. Buyers are particular about quality. Butter is firmer, that is, for good stock, but poor grades, of which considerable is held, move slow. Creamery has but limited sale. Cheese, while firmer, show little change.

**FISH**—Stock is very scarce, and price, are firmly held. Little change is, however, expected, as season of chief demand is about over. Business in frozen fish has been very light, with prices high, particularly herring, receipts of which have been almost nothing. The weak spot is smoked herring, which show no change. Pickled shad are also low, and but a light business, while pickled herring are higher and very scarce. Dry fish hold their price. Smelt is scarce. The open season has been extended. We quote as follows: Large cod, \$3.65 to \$3.75; medium, \$3.60 to \$3.65; pollock, \$1.75 to \$1.80; Grand Manan pickled herring, \$1.95 to \$2; ½-bbl.; Canso, pickled, \$5 per bbl.; boneless fish, 3½c. to 5c.; cod, 7 to 7½c.; finnan haddies, 5 to 5½c.; smoked herring, 6 to 7c.; spring shad, \$3.75 to \$4 ½-bbl.; fall shad, \$4.75 to \$5 ½-bbl.; Shelburne, \$3.75 per bbl.; Grand Manan herring, \$3.70 to \$3.80 per bbl.; quoddy, \$3.50 per ½-bbl.; frozen smelt, 5 to 6c.; frozen pollock, 1¼ to 1½c.; frozen cod, 2¼ to 2½c.; frozen haddock, 2½ to 2¾c.; frozen herring, 90c. per 100; fresh cod, 2½c.; lobsters, small, 3 to 4c.; do., large, 10 to 12c.

**PROVISIONS**—There is a very light business doing. Prices keep firm. Pork has the larger sale. In lard, low prices are still quoted, but sales are light.

**FLOUR, FEED AND MEAL**—In flour, there is a fair steady sale, but the feeling does not favor higher figures and prevents large business. Our buyers demand good flour. In meal there are rather higher prices quoted. Local figures and those quoted by millers continue to be about the same. Oats are high. Feed is difficult to get in any quantity, and prices are high. Beans show rather more movement, with quite a range in shippers' prices, but the tendency seems upward. The continued high price asked for barley and split peas has caused stock to become low. Sales at the full advance are reported. Hay is still very low. Cornmeal is firm and moving freely. We quote as follows: Manitoba flour, \$4.75 to \$4.85, best Ontario, \$4 to \$4.20; medium, \$3.75 to \$3.85; oatmeal, \$3.85 to \$3.90; cornmeal, \$2.20; middlings, \$19 to \$21; bran, \$17 to \$18; oats, 38 to 42c.; hand-picked beans, \$1.10 to \$1.15; prime, 95

to \$1; yellow eye beans, \$1.75; split peas, \$3.80 to \$4; round, \$3.25 to \$3.40; pot barley, \$3.80 to \$4; hay, \$7 to \$8; timothy seed, American, \$1.75 to \$2.15; do., Canadian, \$2 to \$2.40; mammoth clover, 7 to 7½c.; alsike, 7¼ to 8½c.

#### ST. JOHN NOTES.

Bridgetown, N.S., is to be incorporated.

Mr. C. H. Peters, of Baird & Peters, is spending a short holiday in New York.

Puddington & Merritt, retail grocers, had, last week, the first strawberries of the season.

Mr. Brock, of Nicholson & Brock, Toronto, called on the wholesale trade during the week.

Owing to the fact that smelt fishermen were unable, because of the weather, to begin fishing as early as usual, the time for net fishing has been extended to February 25.

The Fredericton Board of Trade are moving in the matter of what they consider a discrimination in freight rates, favoring The Standard Oil Co.

Mr. Harold C. Charters, of the Bank of Nova Scotia staff, Jamaica, has been transferred to Boston, where they have just opened a branch.

Nicholson & Brock's pepsin condensed mince meat, so largely sold in the west, is now on our market, Dearborn & Co. having received a shipment.

Schofield Bros., local agents for the E. B. Eddy Co., have bought a very fine new warehouse, which is splendidly adapted for their rapidly extending business.

The Queen biscuit factory, which has been closed for sometime, is to be reopened under the name of the St. John Biscuit Factory, this time to be run by St. John capital.

Mr. F. J. Sherman, who is to go from Fredericton, where he has been acting manager for the Merchants Bank of Halifax, to Havana to act in the same position, was tendered a banquet by the citizens of that city on the evening of February 6.

Shipments of apples were first made from Nova Scotia to England in 1862. It was some years before any quantity was shipped. In these early years freight was about \$1.25 per bbl. It is now from 80 to 90c. So far this year 164,500 bbl. have been shipped to London alone. Of course, this is the big end, but there is a large quantity shipped besides. This is more than twice as many as last year for the whole season. It is expected Annapolis Valley farmers will get upward of \$750,000 for last year's crop.

#### A BAD ACCIDENT.

Mr. J. Humphrey Parker, the Canadian agent for Hudson's soap, met with a serious accident last week which will confine him to his room for several days. He was calling on his customers in a closed sleigh, when, by some reason, the horse became frightened and ran away, upsetting the sleigh. The glass was broken and a piece of it cut Mr. Parker badly in the hip.

PURVEYORS BY APPOINTMENT



To H.R.H. The PRINCE OF WALES.

MUSTARD MANUFACTURERS  
by Special Warrant



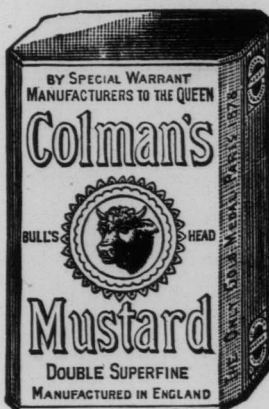
To Her Majesty The QUEEN.

PURVEYORS BY APPOINTMENT



To H.R.H. The PRINCE OF WALES.

COLMAN'S



MUSTARD

*In the High Court of Justice.*

J. & J. COLMAN, LIMITED

AND

GORMAN, ECKERT & CO.

*Plaintiffs.*

*Defendants.*

**TO THE PUBLIC.**

**TAKE NOTICE** that in an Action, entitled as above, pending in the High Court of Justice for Ontario, Canada, the Honorable Mr. Justice Meredith on the 2nd day of June, 1898, directed that a Judgment should issue containing a **PERPETUAL INJUNCTION** restraining the above named Defendants, their Servants, Workmen or Agents, from infringing the Plaintiffs' Trade Marks registered in pursuance of the Trade Marks Act of 1868, or from selling any Mustard not manufactured by the Plaintiffs in any tin, package, or wrapper (label), having printed thereon any imitation or colourable imitation of the Plaintiffs' Trade Marks or any word or words so contrived as to represent or lead to the belief that the Mustard contained in such tin, package, or wrapper, was the manufacture of the Plaintiffs. **AND FURTHER TAKE NOTICE** that by the said Judgment the said Defendants were enjoined to destroy or deliver up to the Plaintiffs all labels, wrappers, blocks, dies, or plates which offend against the said Injunction; and to pay certain damages therein fixed together with the costs of the Action.

**CAUTION.**

Similar goods to those manufactured by J. & J. Colman, Limited, of 108 Cannon Street, London (England), occasionally make their appearance on the Market, displaying a Trade Mark liable to be confounded by the Public with their well-known Trade Mark of a Bull's Head and also closely resembling J. & J. Colman's goods in get up, presumably with the intention to deceive the buyer and consumer. Such goods are generally of an inferior quality. J. & J. Colman, Limited, would be grateful to members of the trade having any goods brought to their notice which appear to them infringements on J. & J. Colman's rights if they would at once communicate with them. Traders may rely upon their communications being treated in the strictest confidence.

# Blue Label

## Tomato

# ..Ketchup

is the only Ketchup as good as Blue Label—made of finest, reddest, ripest tomatoes, seasoned with the best of spices and put up in sterilized bottles.



Prepared by . . .

## Curtice Brothers Co.

ROCHESTER, N.Y.

Proprietors of

The largest Canned Goods Packing Establishment in the world.

Manufacturers of Canned Fruits, Vegetables, Preserves, Jams, Jellies, Soups, Meat Delicacies, etc.

WRITE FOR QUOTATIONS.

## "The Big Two"

### Trade Winners

### Grand Mogul Tea

### Grand Mogul Baking Powder

will win you back the trade you have lost by selling other brands. No mistake about this. Scores of merchants tell us so, and we believe them, so will you.

## T. B. ESCOTT & Co.

Sole Agents

London, Ont.

### MANITOBA MARKETS.

WINNIPEG, Feb. 13, 1899.

**W**HOLESALE houses have had a good many visitors during the past week, and considerable buying has been done. Several houses report quite an active week. A good many merchants from outside points, who did not actually buy, called to talk over business matters, probable future prices and generally freshen up their ideas.

The extreme cold is still retarding the delivery of wheat, and reported deliveries for the week are light indeed.

Some lines of fruit and vegetables have been scarce, and will remain so until the thermometer goes a little higher. It has been too cold to handle fruit in safety even in heated cars. Lemons have been quite short during the week. Almeria grapes are out of market, and bananas cannot be handled until the weather is warmer. Potatoes also are growing scarce, as farmers will not attempt to deliver them at present. Native onions are reported short for the same reason.

**TOBACCOS**—The drop reported last week continues, and some think it may go even lower.

**CURED MEATS**—Market is without change and slow.

**POULTRY**—Is very scarce, and buyers are offering from 9 to 10c. per lb. and find it difficult to get a supply at these figures.

**EGGS**—Strictly fresh laid in dozen lots are selling at 45c. per dozen. Fresh

gathered are very scarce, hardly any new stocks coming in, nominal price 23c.; limes eggs, 17c.

**BUTTER**—Dairy market is pretty steady. Round lots of fresh dairy, 14 to 14½c., choice rolls, 15 to 16c. First-class fresh prints, 18c. Creamery butter is without change, and business is steady at 23c.

**CANNED GOODS**—Market is without change as to price, and sales have been light during the past month.

**EVAPORATED FRUITS**—Unpeeled peaches have dropped ½c., and are now quoted at 12½c. Apricots are 16½ to 17c., with little or no demand at these figures. Dried apples, 8c., with few sales reported; evaporated apples, 11c.

**SUGARS**—Unchanged.

### ROQUEFORT CHEESE.

"Roquefort cheese, the delight of modern epicures, is made of a mixture of goat and sheep milk." says The Philadelphia Evening Telegraph. "The reputation of this cheese extends back into dim antiquity, and Pliny mentioned it in his writings.

"It is made chiefly from the milk of Larzad goats and sheep, and in the records in France it is stated that, in the year 1866, 250,000 sheep and goats, out of a flock of 400,000, gave enough milk for the making of 7,150,000 pounds of cheese.

"In the manufacture of Roquefort cheese the sheep and goats are milked in the even-

ing, after their return from the pastures, and after they have been allowed to rest for an hour or so.

"The evening's milk is heated almost to the boiling point, and then is set aside. In the morning it is skimmed, heated to 98 degrees and mixed with the morning's milk for coagulation. The curd is well kneaded with the hands and pressed in layers into molds with perforated bottoms. A thin layer of moldy bread is put between each layer of curd.

"The object of this is to hasten the 'ripening' of the cheese by supplying the germs of the green mold peculiar to cheese. The bread used for this purpose is made before the preceding Christmas of about equal parts of summer and winter barley, with plenty of sour dough and some vinegar.

"When moldy enough, it is ground and sifted, moistened with water, and kept from the air until used in making cheese.

"The curd remains in the molds for three or four days. Then they are taken to the market in Roquefort where they are sold to different makers of Roquefort cheese.

"These manufacturers continue the ripening of the cheeses by placing them in the very damp caves which abound in the precipitous walls of the limestone hills which almost completely surround the village.

"The cheeses are left in the caves sometimes more than a month, during which time salt and brine are rubbed into them, and they are pricked frequently with long needles to let the salt penetrate into them and also to accelerate the process of moldering."





# Reaching Out for Trade

is useless unless you keep your eyes open.

# CELLULOID STARCH

is more in demand than ever before.

You cannot do quite as much business without it.

Do you keep a stock ?

## THE BRANTFORD STARCH CO., LIMITED

BRANTFORD, ONT.

	COFFEE				PETROLEUM			
	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.	Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.
Green—								
Mocha.....	24	29	23	28	25	30	24	25
Old Government Java.....	27	31	22	30	25	30	24	25
Rio.....	10	11	7½	12	12	13	10	10½
Plantation Ceylon.....	29	31	26	30	29	31		
Porto Rico.....	24	28	22	25	24	28		
Gautemala.....	24	26	22	25	24	26		
Jamaica.....	18	22	15	20	18	22		
Maracaibo.....	18	15	13	16	18	15		
	<b>NUTS</b>							
Brazil.....	12	13	12½	13	12	12½	12½	15
Valencia shelled almonds.....	28	30	28	30			25	30
Tarragona almonds.....	12	15	12	14			11	12
Peanuts (roasted).....	6½	8	9	10	9	10	9	12
“ (green).....	5½	8	7	9			10	15
Cocoanuts, per sack.....	3 00	3 50		3 75	3 50	4 00		
“ per doz.....				60	60	70		
Grenoble walnuts.....	12	12½	12	13	12	13		14
Marbot walnuts.....		11			9	10		
Bordeaux walnuts.....	7	8			9	10		
Sicily filberts.....	7¾	8½	8½	9	8	10		12
Naples filberts.....	10	11	10	11	10	11		
Pecans.....	10	11	10	11	11	12		
Shelled Walnuts.....		25	25	28				
	<b>RICE, SAGO, TAPIOCA</b>							
Rice—Standard B.....	3 75	3 90	3¾	3¾	3 62½	3 75		4%
Patna, per lb.....		5	4¾	5	5	6		
Japan.....	6	6¼	5¾	6	5	6		5%
Imperial Seeta.....	5	6	4¾	5½	5	6		
Extra Burmah.....		7	4¾	4¾	4	5		
Sago, extra.....	6½	7	6	6½	6	7		4
Tapioca.....	4	4½	3¾	4	5	6		4
	<b>SODA</b>							
Bi-carb, standard, 100-lb. keg...	2 25	2 50	2 25	2 50	2 25	2 30	1 50	1 75
Sal soda, per bbl.....	70	75	70	80	85	90		
Sal soda, per keg.....	95	1 00	95	1 00	95	1 00		
	<b>SPICES</b>							
Pepper, black, ground, in kegs, palls, boxes.....	13	16	12	14	14	15		15
“ in 5-lb. cans.....	14	17	14	15	15	16		
“ whole.....	12	14	11	13	12	13		15
Pepper, white, ground, in kegs, palls, boxes.....	20	26	18	24	24	26		35
“ “ 5-lb. cans.....	20	22	20	26	20	22		
“ “ whole.....	19	25	19	25	20	22		
Ginger, Jamaica.....	20	25	18	25	20	25		
Cloves.....	15	20	14	35	18	20		
Pure mixed spice.....	25	30	25	30	25	30		
Cassia.....	25	40	20	40	18	20		25
Cream tartar, French.....	25	27	24	25	20	22		
“ “ best.....	28	30	25	30	25	30		
Allspice.....	15	17	13	16	13	14		20
	<b>TEAS</b>							
Canadian.....		12		13½		15½		16½
Sarnia water white.....		12		16½		16½		17½
Carbon safety.....		17						
American water white.....		17		18½		18		18½
Pratt's Astral, in bulk.....		18		17				
	<b>PETROLEUM</b>							
Black—								
Congou—Half-chests Kalsow, Moning, Paking.....	\$0 12	\$0 60	\$0 12	\$0 60	11	40		
Caddies Paking, Kalsow.....	14	40	18	50	15	40		
Indian—Darjeelings.....	35	55	35	55	30	50		
Assam Pekoes.....	20	40	20	40	18	40		
Pekoe Souchong.....	18	25	18	25	17	24		
Ceylon—Broken Pekoes.....	35	42	35	42	34	40		
Pekoes.....	20	30	20	30	20	30		
Pekoe Souchong.....	17	35	17	35	17	35		
China Greens—								
Gunpowder—Cases, extra firsts.....	42	50	42	50				
Half-chests, ordinary firsts.....	22	28	22	28				
Young Hyson—Cases, sifted, extra firsts.....	42	50	42	50				
Cases, small leaf, firsts.....	35	40	35	40				
Half-chests, ordinary firsts.....	22	28	22	28				
Half-chests, seconds.....	17	19	17	19				
“ thirds.....	15	17	15	17				
“ common.....	13	14	13	14				
Ping Sueys—								
Young Hyson—½-chests, firsts.....	28	32	28	32	30	40		
“ “ seconds.....	16	19	16	19				
Half-boxes, firsts.....	28	32	28	32				
“ “ seconds.....	16	19	16	19				
Japan—								
½-chests, finest May pickings.....	38	40	38	40				
Choice.....	32	36	32	36				
Finest.....	25	30	25	30				
Fine.....	25	27	25	27				
Good medium.....	22	24	22	24				
Medium.....	19	20	19	20				
Good common.....	16	18	16	18				
Common.....	13	15	13½	15				
Nagasaki, ½-chests Pekoe.....	16	22	16	22				
“ “ Oolong.....	14	15	14	15				
“ “ Gunpowder.....	16	19	16	19				
“ “ Siftings.....	7½	11	7½	11				
	<b>WOODENWARE</b>							
Palls, 2-hoop, clear, No. 1.....			\$1 45	\$1 45	\$1 50	\$1 50	\$1 60	\$1 60
“ 3-hoop, “ “.....			1 60	1 60	1 60	1 60	1 60	1 60
“ 2-hoop, “ No. 2.....			1 40	1 40	1 40	1 40	1 40	1 40
“ 3-hoop, “ “.....			1 55	1 55	1 55	1 55	1 55	1 55
“ 3-hoop, painted, No. 2.....			1 40	1 40	1 40	1 40	1 40	1 40
Tubs, No. 0.....			8 00	8 00	8 00	9 50	10 50	10 50
“ “ 1.....			6 50	6 50	6 50	8 50	9 50	9 50
“ “ 2.....			5 50	5 50	5 50	6 50	7 00	7 00
“ “ 3.....			4 50	4 50	4 50	5 50	6 00	6 00





**Hudson's Soap**

*A FINE POWDER. IN PACKETS ONLY.*

Will wash more clothes, and do more work in much less time than any other Soap.

**SOAK YOUR CLOTHES**

with HUDSON'S, and the Dirt will slip out with about half the usual labour.

R. S. HUDSON,  
34, Chabollez Square,  
MONTREAL.

Used in all the "Happy Homes of England."

Why buy foreign made goods, when, by supporting your own manufacturers in Canada, you can get the best goods made on earth from them. . . .



# Tiger Stove Polish



IN TWO SIZES, 5 and 10c., BOXES.

The largest box, and 50% better than any other Stove Paste sold in Canada Sold to the trade in 10 cent boxes at \$7.20 per gross, and 5 cent boxes at \$4.50 per gross. Put up in quarter gross boxes.

Send for a Sample Order to

**The F. F. DALLEY CO., Limited**  
Toronto and Hamilton, Canada.

**COOK'S Flaked Rice**

THE NEW FOOD.  
A GREAT SELLER.

Wholesale by  
**Warren Bros. & Co.**  
35 and 37 Front St. East  
TORONTO.

**THE B. C. PROVISION HOUSE**  
VANCOUVER, NELSON,  
VICTORIA, REVELSTOKE.

**F. R. STEWART & CO.**  
Wholesale Dealers in  
Butter, Eggs, Cheese, Dried and  
Fresh Fruits, etc.

Canadian Agents for HONDI Ceylon Tea.  
HEAD OFFICE, VANCOUVER, B.C.

**NEW CUSTOMERS**  
secured by selling  
**THE FRAGRANT . . .**  
**"MAGNOLIA"**  
CEYLON TEA

Dissatisfied customers a thing of the past  
BEST TEA. BEST PROFIT.  
MOST ATTRACTIVE PACKAGE.

**GEORGE FOSTER & SONS**  
Wholesale Grocers,  
BRANTFORD, ONT.

**RICE**  
— JAPAN

A direct shipment from Hiogo,  
per SS. "Tartar."

NOW IN STORE.

**PERKINS, INCE & Co.**  
TORONTO.

**NOTHING BUT THE BEST**

**Cocoa Chocolate**

**Coffee Spices**

**Baking Powder**

**TODHUNTER, MITCHELL & CO.**  
Importers, Manufacturers  
TORONTO

Manitoba and B.C.

\$1.60  
10.50  
9.50  
7.00  
6.00

# LAPORTE, MARTIN & CIE.

have in stock a large supply of

## *Fish and Dried Fruits*

Following at the right prices:      *for LENTEN TIME.*

GREEN COD, No. 1 Large.

GREEN COD, No. 1 Medium.

GREEN COD, No. 2 Small.

HERRINGS, Nova Scotia, in barrels and  $\frac{1}{2}$ -barrels.

HERRINGS, Labrador, in barrels and  $\frac{1}{2}$ -barrels.

SALMON TROUT, in  $\frac{1}{2}$ -barrels.

SALMON, Labrador, in barrels and  $\frac{1}{2}$ -barrels.

EELS, etc., etc.

Canned SALMON, 1-lb. tins, leading brands.

Canned LOBSTERS, 1-lb. tins, leading brands.

Canned SARDINES,  $\frac{1}{4}$ -tins,  $\frac{1}{2}$ -tins,  $\frac{3}{4}$ -tins.

Canned OYSTERS, 1-lb. tins and 2-lb. tins.

Canned CLAMS, 1-lb. tins.

Canned HERRINGS in Tomato Sauce.

Canned HERRINGS in Anchovy Sauce.

Canned HERRINGS in Shrimp Sauce.

Canned HERRINGS, smoked and fresh.

These are a few lines

Canned HERRINGS in Anchovy Sauce.  
Canned HERRINGS in Shrimp Sauce.  
Canned HERRINGS, smoked and fresh.

These are a few lines

which have to be sold:

Choice Valencia Raisins, in 1-lb. boxes.  
Choice Fine Off-Stalk Selected Valencias.  
Choice 4-crowns Layers Valencias.  
California Loose Muscatel Raisins.  
California 2-crowns Raisins.  
California 3-crowns Raisins.  
California 4-crowns Raisins.  
Choicest Malaga Raisins.  
Prunes, French, "A. DUFOUR'S" Brand.  
Prunes, French, "DADELZEN" Brand.  
Prunes, "CALIFORNIA," 30/40, 40/50, 60/70, 90/100, 80/90.  
Prunes, "BOSNIA," Ostrich Brand.

If you want to buy cheap and have good goods, buy from us.

Ask our quotations and compare with others.

---

**LAPORTE, MARTIN & CIE.,** Wholesale Grocers, **Montreal.**

### TORONTO RETAIL GROCERS' ASSOCIATION.

SOME important business was transacted at the regular meeting of the Toronto Retail Grocers' Association, on Monday evening.

In the presence of a good representation of the members, the following officers were installed for the ensuing year :

President—F. W. Johnson.  
Vice-President—D. J. Kelly.  
Secretary—Ed. Hawes.  
Treasurer—D. Bell.  
Inside Guard—R. Davies.  
Executive Committee—T. Holmes, B. Panter, J. Nolan and J. A. Johnson.

Speeches were called for from the retiring president, W. H. Marmion, the new president, vice-president and treasurer, Messrs. Johnson, Kelly and Bell.

Mr. Marmion, in a brief speech, thanked the members for the uniform kindness and the generous help he had received during his term of office. The past year had been a good one for the association as a whole, the picnic and the entertainments had been successful, and the treasury contained about \$300 more than was in it a year ago. They had not secured from the Dominion Government the legislation they sought regarding civil servants' salaries, nor had the Toronto City Council raised the peddlers' licenses as they had desired, but Mr. Marmion still hoped to see the fruit of the efforts they had expended to attain these ends.

Mr. Johnson, after thanking the members for the honor bestowed on him, spoke of the advantage of such a body to its members.

"The grocery business," said Mr. Johnson, "has not to fear any outside influences. In the fifteen or sixteen years he had been in business many changes had taken place in the commercial world. Cooperative stores, departmental stores, fake schemes of many descriptions, have all had a try at securing the grocers' profits, but the grocer is as much a necessity to-day as he was twenty years ago. A good, strong association, however, could help a great deal to make the grocer's life a more enjoyable one and keep his business on a better basis.

"There are two ways which we, as an association, might improve things," continued Mr. Johnson. "The first of these is early closing, which I believe we can do a good deal towards securing; the other is the condition of affairs existing between the wholesale trade and the retailers. The wholesale men are a lot of fine fellows personally, but sometimes I think they take us by the throat—in a business sense I mean, of course. They have put a fixed price on sugar, rice, starch, and a number of other articles, and they would, if they could, keep us from buying from certain firms which are not 'in line' with them. If we, as a body, unite to fight this condition of things, there will be no doubt as to the result." Mr. Johnson concluded with the expression of the hope that the coming year should be as good a one in the history of the association as the past had been.

That some work will be done during the coming year was made plain by D. J.

Kelly, the vice-president elect, who, though one of the youngest members of the association, is admittedly one of its most active and able workers. The first subject the new executive intends dealing with will be early closing, and as this would be taken hold of actively, they asked the association to back them up in everything they did. If mistakes were made, Mr. Kelly promised they would be the result of insufficient knowledge or ability, not from lack of care or thought, for they would do all they could to have things right.

Mr. Bell's speech was brief. He would make but one promise in accepting his office—simply that he would do his duty to the best of his ability.

The committee appointed to make the preparations for the "At Home," to be

held next Tuesday, the 21st inst., at St. George's Hall, reported that the arrangements have been satisfactorily made, and that an entertainment, first-class in every particular, might be expected.

The matter of early closing was then brought up, and discussion brought out the opinion that the present law is inadequate to meet the situation, and it was decided instead of seeking to amend it or put the present law in force, to use moral suasion, and funds were voted to carry on a lively early-closing campaign, and Messrs. Hawes, White, Kelly, and Holmes were appointed a committee to prepare a circular and proceed at once to get it printed and a copy mailed to every grocer in the city. The sum of \$25 was granted the committee to carry on their work.

## One Feast—One House—One Mutual Happiness

### E. C. HAZARD'S CELEBRATED ENGLISH WORCESTER SAUCE.

A paying investment for you. Good Profit—Thorough Satisfaction.

#### CHEESE—CHEESE—CHEESE

Roquefort—Gruyere—Gorgonzola—and all foreign cheese in stock.  
Quotations freely given.

### THE FOREIGN CHEESE AND IMPORTING CO.

9 St. Peter Street  
MONTREAL.

## Yes, it's all right!

You need not be afraid to push Silverine. We guarantee the quality, and then you know your profit is larger than on other brands. Attractive packages, popular sizes.

**SILVERINE MFG. CO., - MONTREAL.**

# MONSOON

## INDO-CEYLON TEA.

- (WE BELIEVE you want to sell more tea.)
- (WE BELIEVE you want to have a reputation for selling the Best and Most Reliable Tea.)
- (WE BELIEVE that such a reputation is worth a good deal to any grocer.)
- (WE BELIEVE that many people judge a grocer by the tea he sells; that is, they think if his tea is good, his groceries are good.)
- (WE BELIEVE that a grocer should handle only one or two good brands of tea which are good sellers.)
- (WE KNOW that it is always satisfactory.)
- (WE KNOW that it pleases the women. They tell us so. They are so delighted with it that they tell their neighbors. That means more sales.)
- (WE WANT you to sell "Monsoon.")
- (WE WANT you to sell lots of it. We authorize you to guarantee it. Tell your customers that if it is not entirely satisfactory they can have their money back.)
- (WE WILL help you all we can. Send your orders, large or small to,)

### (THE MONSOON TEA CO.,)

(TORONTO)

(MONTREAL)

(HALIFAX)

# MONSOON

## INDO-CEYLON TEA.

# Eddy's Matches

The attention of the . . . .

## RETAIL TRADE

is called to the advantage of purchasing from the Wholesale and Jobbing Trade in FIVE-CASE LOTS, thus getting the advantage of quick and free delivery at lowest price.

*THE advantages to all concerned are obvious, for the Retail Trade gets small lots, with free delivery, at the lowest cost, and the Wholesale and Jobbing Trade does not have to touch or to handle the goods in making sales.*

## The Wholesale Grocery and Jobbing Trade

are respectfully urged to keep their customers fully stocked with EDDY'S MATCHES and to kindly push sales of

**FIVE-CASE LOTS.**

# The E. B. EDDY CO., Limited

HULL, CANADA.

BRANCHES  
and  
AGENCIES }

TORONTO  
KINGSTON

MONTREAL  
ST. JOHN  
VANCOUVER

QUEBEC  
HALIFAX  
ST. JOHN'S, NFLD.

HAMILTON  
WINNIPEG

LONDON  
VICTORIA

# Enameline

## The Modern STOVE POLISH



CAKE.



PASTE.



LIQUID.

We present herewith cuts showing the three different forms of package in which Enameline is put on the market. The enormous amount of advertising being done to familiarize house-keepers with the name enables merchants to make quick sales. Don't load up with unknown brands—that's dead stock.

J. L. PRESCOTT & CO., New York.

### NOVA SCOTIA APPLE SHIPMENTS.

UP to last week when the steamer St. John City sailed, the shipment of apples from the port of Halifax for the London market amounted to 164,500 barrels. It is estimated that there are still 85,000 barrels to go forward. Apples have netted to shippers in the Annapolis Valley from \$2.50 to \$2.75 per barrel. Taking the net profit at the lower figure, it means that the horticulturists there have received this season \$410,000 or more. If the prices keep up, as they doubtless will, they will get \$212,000 for the balance of their crop, a total of \$622,000 for the season. This is for the London market alone, so that Mr. Mitchell's estimate, made in the House of Assembly yesterday, of three-quarters of a million dollars for the Annapolis Valley apple-growers, is not beyond the mark.

Last year the total export to London was only 77,000 barrels, compared with the 259,500, which will be shown at the end of the season. The prices last year were about the same as are prevailing this season. In 1896 when the export to London reached 370,000 barrels, the producers netted less than \$1 per barrel.

The following table, showing our export of apples to London for the past twelve years, and the quantity forwarded so far this season, will be of interest to others than the exporters :

Year.	Barrels.
1886-7	113,000
1887-8	57,000
1888-9	102,000
1889-90	120,000
1890-1	92,200
1891-2	83,750
1892-3	175,500
1893-4	36,000
1894-5	252,100
1895-6	140,500
1896-7	370,000
1897-8	77,000
1898-9 (so far)	164,500

The first Nova Scotia apples sent across the ocean, for exhibition purposes, was in

1862. Later they were exported in I. H. Mathers' deal vessels. Then sailing vessels were loaded for London direct. After this the Anchor Line boats, running fortnightly between Boston and London, took over apples, freights being about \$1.25 per barrel. To-day the freight is 90 cents. A part of last year it was 90 cents, but dropped to 80. —Herald, Halifax, Feb. 4.

### TRAVELERS FEAST AND DANCE.

THAT the Montreal wholesale grocery travelers are the best and the jolliest set of fellows alive was the unanimous verdict of those who were fortunate enough to be present at the fourth annual banquet and ball of the association held at Bout de L'Isle on Wednesday, February 8.

The arrangements were perfect, and everything which could tend to make the guests enjoy themselves had been done. Special cars left the city at 8.30 p.m. and reached Bout de L'Isle after an hour's drive in the bracing wintry air. Dinner was served almost immediately and the party began the discussion of a delicious repast which reflected credit upon the banquet committee and on the hotel cuisine.

The toast list was short and the speeches were bright and amusing. Hon. President Laporte, in proposing the health of the association, referred to President Massicotte's untiring efforts on its behalf. He thought the association was doing a great work in making the travelers better known to each other and in inspiring them with the spirit of mutual help and fellowship which tends to make life happier and better for all. He concluded a spirited speech by pointing out the necessity of young men insuring their lives in order to leave their wives and families properly provided for.

Mr. E. Massicotte and Mr. Wilfrid Larose responded in able speeches.

Mr. J. O. Levesque proposed the ever-popular toast of "The Ladies" in a happy

speech, to which Dr. Pleouffe, the medical officer of the association, replied.

The ball which followed the dinner was a success also. The programme consisted of 19 dances and three extras. The grocery travelers and their wives or fiancées appeared to be indefatigable dancers, and it was an early hour in the morning before a start for home was made. Montreal's grocery hustlers have given their friends many a jolly evening, but those who know say that they surpassed all their previous efforts this year. The officers of the association are :

Hon. President—H. Laporte.  
 President—E. Massicotte.  
 1st Vice-President—A. E. Landry.  
 2nd Vice-President—W. F. Leclerc.  
 Secretary—E. A. Cardinal.  
 Treasurer—J. N. Crepeau.  
 Auditor—W. E. Sullivan.

### CANNED SALMON PACKERS UNITE.

According to a telegram received at the office of Delafield, McGovern & Co., New York, the organization of the Columbia River Packers' Association has been completed. The association has a capital of \$2,000,000. The officers elected were : A. B. Hammond, president ; J. O. Hanthorne, vice-president ; Mr. George, secretary, and Mr. Josslein, treasurer. Mr. Hammond is the president of the Astoria & Columbia River R.R., and is actively interested in developing the industries of the section of the Pacific Coast tributary to that road. Mr. Josslein, the treasurer, is understood to be the private secretary of Mr. Hammond. Mr. Hanthorne, the vice-president, is the head of the large packing-house of J. O. Hanthorne & Co., while Mr. George is the senior member of the firm of George & Barker, also large packers. No agent to handle the product of the association in the east has yet been appointed. The telegram states that the association controls about 75 per cent. of the salmon canning establishments on the Columbia river.

**THE GROCER'S MANUAL.**—An 850 page Book on Shop Work, Branch Management, History, Source and Nature of Every Article sold by Storekeepers, etc.; and other neglected considerations. Full particulars and specimen page mailed free. J. T. Law, Publisher, 2 Salisbury Street, Liverpool, Eng.

**Representatives Wanted** in Quebec, Ontario and Manitoba for Denia and California raisin-shippers.

For particulars address, "Valencia" care CANADIAN GROCER, Montreal, Que.

**The Bugle Brand  
OLD SCOTCH  
WHISKY**

is having a big sale.  
**TRY IT** The price is right.

**J. & R. McLEA**  
MONTREAL Agents

**DON'T PAY FREIGHT  
ON WATER**

**CONCENTRATED GRAPE WINE VINEGAR**, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

Agents—  
**W. H. SEYLER & CO.**  
Room 100, Board of Trade, TORONTO  
Agents for HEINRICH FRANCK SOHNE & CO.  
German Chicory, Coffee, Extracts and Essences  
LUDWIGSBURG, GERMANY FLUSHING, N.Y.

**COWAN'S**

Hygienic Cocoa  
Royal Navy Chocolate  
AND  
Famous Blend Coffee  
are the favorites with all grocers.

**THE COWAN CO., LIMITED, TORONTO**

**In Baking Powder**

THREE STANDARDS ARE:

**WHITE SWAN**  
1-lb. Tin, 25c.  
**ROYAL CANADIAN**  
1-lb. Tin, 15c.  
**QUEEN'S FAVORITE**  
1-lb. Tin, 10c.

Supplied through the trade.

**SMITH & SCOTT, Mfrs.**

TORONTO



IS THE BEST.  
ASK FOR  
**MOTT'S**

Good morning, sir, and what is this,  
Inquired once a knowing Miss,  
Is this the famous Dayton scale  
Which saves where all the others fail?

If you will let me demonstrate  
This System called the "Money-Weight"  
I'll show you since you ask advice  
The secrets of this strange device.

In olden times, just let me state,  
They measured everything by weight:  
They added on, would then divide,  
To find the sum—they multiplied.

They never knew when they were through  
Who was the gainer, they or you,  
But by this System which you see  
We set the price poise, say at three.

This indicates the price per pound,  
The selling price is quickly found  
By moving out the value poise,  
What little labor it employs!

You have, you see by actual test,  
Figured mechanically which is best,  
The actual money value weight  
By a system strictly up-to-date.

No loss by calculations wrong.  
No guess work as you go along.  
Every grain is worth so much  
For the scale responds to the slightest touch.

For detailed information send for catalogue.  
We manufacture 23 different patterns of  
Money-Weight Scales.  
All scales sold on easy payments.

**THE COMPUTING SCALE CO.**

Dayton, Ohio.

or  
Mills & Hastings, Chicago, Ill., 700 and 701  
Garden City Block, General Selling Agents.

or  
L. A. Davidson, Toronto, Can.,  
Canada Life Building.



**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**H.** W. WADDELL, general merchant, Port Lambton, Ont., is calling a meeting of his creditors.

Deborah A. Boutiller, fruit dealer, Halifax, has assigned.

J. C. Leuty, grocer, Cobourg, Ont., has assigned to W. J. Maher.

Nelson Keefer, grocer, Burlington, Ont., has assigned to Wm. Kerns.

Peter Campbell, general merchant, Arichat, N.S., has assigned.

Frederic Loranger, grocer, etc., Cap Magdelaine, Que., has assigned.

J. R. Stewart, general merchant, Souris, Man., has assigned to S. A. D. Bertrand.

T. H. Birks has been appointed curator of Wm. McEwan, jr., grocer, Hull, Que., who is offering 20c. cash on the dollar.

Assignment has been demanded of Paul Neven & Co., grocers, etc., Lachine, Que., and a meeting of his creditors will be held on the 17th inst.

**PARTNERSHIPS FORMED AND DISSOLVED.**

J. A. Racette & Co., grocers, Three Rivers, Que., have dissolved.

J. A. Landry & Co., tobacco dealers, etc., Montreal, have dissolved.

Miller & Wark, grocers, Hamilton, Ont., have dissolved, M. Miller continuing.

St. Pierre & Pineau, wholesale flour dealers, etc., Fraserville, Que., are about dissolving.

Corbett, Crispo & Co., general merchants, Harbor au Bouche, N.S., have dissolved, Michael Crispo continuing.

Leon L. Octave Larue and Armand Larue have registered as proprietors of L. Larue & Fils, tobacco manufacturers, Montreal.

F. J. Castle, wholesale tea merchant, Ottawa, has admitted C. H. Cochrane, under the style of Cochrane, Castle & Co.

St. Jean B. Trahan and Eusebe Lamy have registered partnership under the style of Lamy & Trahan, general merchants, Montreal.

Wm. Thompson, general merchant, Thurso, Que., has admitted his son, W. H. Thompson, under the style of Wm. Thompson & Co.

Dame J. A. Brown and L. N. Benoit have registered under the style of L. N. Benoit & Cie, general merchants, Sherbrooke, Que.

**SALES MADE AND PENDING.**

John Tracy, grocer, Victoria, B.C., is selling out,

W. J. Dwyer, grocer, Victoria, has sold out by auction.

Veith & Boreland, general merchants, 150-Mile House, B.C., have sold out.

The assets of L. Rondeau, grocer, Quebec, are advertised for sale on February 18.

A. Rinfret, grocer, Montreal, has sold out. J. D. Caron, grocer, Hull, Que., has sold his stock at 70c. on the dollar.

N. Chouinard, grocer, Quebec, has sold his stock at 50c. on the dollar.

A. Parent, grocer, Quebec, has sold his stock at 65 1/4 c. on the dollar.

The stock of the estate of H. C. Dahl, general merchant, Erin, Ont., has been sold.

Thomas Kelly, crockery dealer, etc., Ottawa, has sold his stock at 39c. on the dollar.

The assets of Mrs. W. T. Bridgman, crockery dealer, Ottawa, are to be sold by tender.

Ferdinand Perrault, general merchant, Rimouski, Que., has sold his stock at 61 1/2 c. on the dollar.

The stock of J. A. St. Laurent, grocer, Father Point, Que., has been sold at 68 1/4 c. on the dollar.

Alp. Bernier, general merchant, etc., Cap St. Ignace, Que., has sold his stock at 39c. on the dollar.

The assets of Baily & Claveau, general merchants, Chicoutimi, Que., are advertised for sale on February 18.

The stock of The Royal Canadian Packing Co., Limited, canners, etc., Claxton, B.C., has been sold by auction for \$27,500.

Wm. Meadows, fruit dealer, etc., White-water, B.C., is selling out, with the intention of removing to Boundary, B.C.

Burke Bros., general merchants, Winnipeg, have sold their stock and fixtures at 63c. on the dollar to Mrs. C. C. Coutier, and their book accounts at 19 1/2 c. to G. H. Monkhouse.

**CHANGES.**

Wm. Peacock, grocer, Toronto, has been succeeded by P. L. Whyte.

James Manning, grocer, Vancouver, has sold out to B. E. Armstrong.

Guillet Bros. have bought out John C. Leuty, grocer, Cobourg, Ont.

Annie Jones, grocer, Mitchell, Ont., has been succeeded by J. C. Jones.

E. Anderson, grocer, etc., Markham, Ont., has sold out to Jacob Lehman.

C. Hilker, baker and confectioner, Oak River, Man., has sold out to R. Davis.

S. Smiley & Co. have bought out C. B. Purvis, general merchant, Otterville, Ont.

Isaac Crosby is giving up business as general merchant in Richmond Hill, Ont.

W. & L. Nightingale, grocers, Vancouver, have sold their stock to B. S. McDonald.

Robert Sadlier, general merchant, Edy's Mills, Ont., has been succeeded by Frank Rae.

R. Howell & Co., grocers, 279 College street, Toronto, have sold out to H. Brett & Co.

Alfred Lindsay, baker and grocer, Bic,

Que., has been succeeded by Joseph St. Pierre.

Mary E. Spence, general merchant, Uffington, Ont., has sold out to Butler & Crosier.

H. N. Coursier, general merchant, Revelstoke, B.C., has been succeeded by Morris & Steed.

Norman S. Croker has registered as proprietor of the Pacific and Eastern Tea Co., Montreal.

J. R. Fisher, general merchant, Newcastle and Callendar, Ont., has sold his Callendar branch to Robert A. Fisher.

Wilson & McNaughton, grocers and butchers, Seaforth, Ont., have been succeeded by Dennison & McNaughton.

**FIRES.**

Mrs. Griffin, grocer, London, Ont., has been burned out.

Jas. Merette, grocer, Quebec, has been burned out; insured.

J. L. Simpson, grocer, Chatham, Ont., has been burned out.

F. C. Hirsch, grocer, Montreal, has been burned out; insured.

John H. Birch, grocer, Belmont, Ont., has suffered damage by fire.

The building of Higgins & Webster, general merchants, Roland, Ont., has been burned.

Oscar Larivie, general merchant, St. Luce Station, Que., has been burned out; partially insured.

Gowans, Kent & Co., wholesale crockery and glassware dealers, Toronto, have been burned out; insured.

John A. McAllister and Bradley E. De Bow, grocers, St. John, N.B., have suffered damage by fire; both insured.

The hotel of Thomas Flannigan, general merchant, and hotelkeeper, Chatham, N.B., has been burned; insurance, \$5,000.

E. Turner and P. W. Martin, general merchants, and James Osborne, confectioner, etc., McGregor, Man., have been burned out.

**DEATHS.**

Walter Fitzpatrick, grocer, Cornwall, is dead.

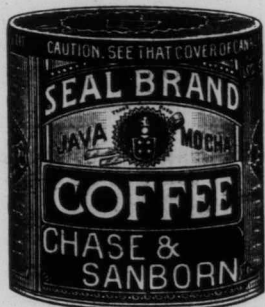
George Creed, general merchant, Rawdon, N.S., is dead.

**WHY HE WROTE GOOD ADS.**

The young fellow who was cudgeling his brains over a love letter and asked his sister what she liked to have from her best beau, had the right idea. He was a great success, both in love and business. He was not satisfied with saying what sounded well to himself; he wanted to be sure the girl would be pleased.

When this little affair had all been settled by mutual friends and state and church, he employed the same method in business. He probably asked his wife, and his sisters, and his cousins, and his aunts for opinions on ways of telling the news of his store. Consequently, he wrote ads. that sold goods.—Charles Austin Bates.





# The Consumption OF COFFEE

in Canada is not what it should be.

## Why ?

**Because** too often the public is imposed upon by inferior coffee and compounds, thus limiting consumption.

**You cannot** build a lasting trade on low grade cheap coffee.

Give the public **Good Coffee**, the best procurable, and the inevitable result will be an increased demand for good pure coffee.

If you agree with us, and we think you will, give them

## SEAL BRAND COFFEE

IN 1 AND 2-LB. TINS.

THERE IS NONE BETTER.

**CHASE & SANBORN**

MONTREAL

a St.  
hant,  
er &  
evel-  
lorris  
pro-  
Co.,  
castle  
ndar  
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# DUNN'S PURE MUSTARDS

are made from selected seeds; all shell is extracted. Sold in 10c., 1/2-lb. and 1-lb. tins. It will pay to write us at Hamilton, Ont.

## A SUCCESSFUL FINANCIAL INSTITUTION.

### NORTH AMERICAN LIFE.

THE annual meeting of this company was held in the company's building, Toronto, on Thursday, February 2, 1899, when Mr. John L. Blaikie was appointed chairman and Mr. William McCabe secretary.

The directors' report presented at the meeting showed continued and marked proof of the great progress and solid prosperity of the company in every branch of its business.

Summary of the financial statement and balance sheet for the year ended December 31, 1898:

Cash income.....	\$ 785,130 81
Expenditure (including death claims, endowments, matured investment policies, profits and all other payments to policyholders).....	442,019 07
Assets.....	3,137,828 61
Reserve fund.....	2,586,947 00
Net surplus for policyholders.....	474,029 08
Audited and found correct.	

JAS. CARLYLE, M.D., Auditor.  
WM. MCCABE, Managing-Director.

Some of the leading features of the year's business, as mentioned by the president, were the following:

1. Looking at the company from every standpoint, the report submitted shows financial strength, productive assets, solid growth, and large relative surplus, which is the supreme point to policyholders, and it is from this source alone that satisfactory returns can be made to them.

2. The new business for the year exceeded that of any previous year.

3. Another marked feature of this company is the relatively large amount of its net surplus to liabilities, when contrasted with that of its leading competitors. The president showed that this ratio was one of the best tests by which to judge of the relative merits of the different companies.

4. The following marked increases were made during the year:

	Per Cent.
In premium income.....	11.56
In interest income.....	13.11
In insurance in force.....	13.15
In assets.....	10.01
In net surplus.....	10.73
In insurance reserve.....	15.18

The president stated that gentlemen representing the United States Insurance Department had been in the city during part of last month, and had made a thorough and most searching investigation into the affairs of the company, with a view to its admission to do business in their respective States, and that those experts were extremely well satisfied with the soundness of the company, and expressed themselves gratified with every aspect of affairs.

The Hon. Mr. Allan, in seconding the adoption of the report, called special attention to the excellent character of the investments of the company; of these over 37 per cent. are in first mortgage securities, nearly 20 per cent. in debentures, nearly 14 per cent. in stocks and bonds, loans on policies about 6 1/2 per cent., the balance consisting of cash in banks, interest accrued, etc.

He also called special attention to the fact that, although the assets had increased very largely, the outstanding and accrued interest had been very materially decreased, which is a proof of the excellent character of the investments of the company, and the promptness with which the interest thereon has been paid.

James Thorburn, M.D., medical director, presented a full and interesting report of the mortality experience of the company from its organization, which showed that great care had been exercised in the selection of the company's business.

The consulting actuary reported that he had made an independent examination of the affairs of the company as at December 31, 1898, having examined the books, accounts, and balance sheet, also a detailed copy of the annual report to the Insurance Department, and stated that he was very

much gratified with the result of such examination, also with the thorough system of the work of every department throughout the office. He commended the company for closing its books promptly at the end of the year, as had been its custom from organization, and stated that, notwithstanding the large amount paid to policyholders during the year, another substantial gain had been made in the net surplus, now amounting to \$474,029 08, or, if made up on the same basis as that generally used, viz., by adding the difference between the cost and market value of debentures, etc., owned by the company, such surplus would be \$522,664 83. He referred to the great difficulty which has been experienced of late years in securing satisfactory investments, and pointed out the great decline in the rate of interest which gilt-edge securities yielded. In view of this, he stated that the settlement of the company's investment policies should be highly satisfactory to the holders thereof, as they compare favorably with those of the leading and best managed companies on the continent.

A special vote of thanks was unanimously tendered to the company's provincial managers, inspectors and agency staff for their splendid work of the past year, during which the largest business ever done by the company had been secured, largely exceeding that of any other home company at the same age in its history.

After the usual vote of thanks had been passed, the election of directors took place, whereupon the newly-elected board met, and Mr. John L. Blaikie was unanimously reelected president, and the honorable G. W. Allan and Sir Frank Smith, vice-presidents.

### NEW FIRMS COMMENCING.

A. Dupras has opened a grocery store in Montreal.

Bernard & Doplace are opening out as bakers in Magog, Que.

John D. McGregor has commenced business as wholesale fruit dealer in Ottawa.



Good in Any  
Climate  
Wherever  
There Are Flies.

# Tanglefoot

SEALED  
STICKY  
FLY  
PAPER.

Ask  
Your  
Jobber.



# KEEN'S . . . MUSTARD

was first made in 1742, and now in **1899** we can look back on 3 Jubilees of wonderful success.

The open door of trade in Mustard.



## Current Market Quotations for Proprietary Articles

Feb. 16, 1899.  
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

BAKING POWDER.	
PURE GOLD.	
3 oz. cans, 4 and 6 doz. in case	95
4 oz. cans, 4 and 6 doz. in case	140
6 oz. cans, 2 and 4 doz. in case	180
8 oz. cans, 2 and 4 doz. in case	270
12 oz. cans, 2 and 4 doz. in case	360
16 oz. cans, 2 and 4 doz. in case	90
2 1/2 lb. cans, 1 and 2 doz. in case	140
4 lb. cans, 1 doz. in case	180
5 lb. cans, 1 doz. in case	240
10, in 4 doz. boxes	80
12, in 6 "	70
3, in 4 "	45
Round tins, 3 doz. in case	300
oz. tins, 3 "	240
oz. tins, 4 "	110
lb. tins, 1/2 "	140
W. H. GILLARD & CO.	
lb. tins, 2 doz. in case	200
lb. tins, 3 "	125
lb. tins, 4 "	075
THE F. F. DALLEY CO.	
English Cream, 1/4 lb. tins, 4 to 6 doz. cases	\$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases	1 5
lb. tins, 2 to 4 doz. cases	2 00
Queen, 1/4 lb. tins, 4 to 6 doz. cases	0 55

1/2 lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumbler	0 75
1/2 lb. jellies	1 25
1 1/2 lb. jellies	2 25
1 1/2 lb. Crown sealers	2 25
JERSEY CREAM BAKING POWDER.	
1/2 size, 5 doz. in case	40
1/2 " 4 " " "	75
1 " 3 " " "	1 25
1 " 2 " " "	2 25
SNOW DRIFT BAKING POWDER.	
1/2 lb. tins, 4 doz. in case	per doz \$ 75
1 " 3 " " "	1 20
1 " 2 " " "	2 00
3 " 1 " " "	5 50
5 " 1/2 " " "	10 00
10 lb. boxes	per lb. 16
35 lb. pails	16
WHITE SWAN BAKING POWDER.	
1/2 lb. tins, 3 doz. in case	per doz... 0 80
1 " 3 " " "	1 20
1 " 2 " " "	2 00
5 " 1 " " "	9 00
CANADA MFG. CO.	
Queen Baking Powder, 1/2-lb. tins	1 20
1-lb. tins	2 15
BLACKING.	
P. G. FRENCH BLACKING	
No. 4, 1/4 grs. tins	per gross \$4 00
" 6, 1/2 " " "	4 50
" 8, 3/4 " " "	7 25
" 10, 1 " " "	8 25
" 10, Jet Enamel	8 25
THE F. F. DALLEY CO.	
English Army Blacking, 1/4 gross cases	\$9 00
No. 2 Spanish " " "	3 60
No. 3 " " "	4 50
per doz.	
No. 5 Spanish Blacking, 1/4 gross cases	7 20
No. 10 " " "	9 00
Vunan Oil Blacking, 1 doz. cases, liquid	2 00
New York Dressing, 1 doz. cases	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	3 00

THE ALPHA CHEMICAL CO.	
Stove Polish—	
Quickshine Polish	per 9 00
Electric Crown Paste	8 00
Electric Crown Lead Bar	7 80
Patent Stove Polish—	
Sunlight Lead Bar 6's	per Gross \$2 25
Packed in 1/2 gross cases	
Sunlight Liquid, 1/2 gross cases	10 80
Moody's Black Lead 3's	4 25
1/2 gross case	
Reliable Stove Pipe Varnish	14 40
1/4 gross cases	
6-oz. bottles	12 00
Quickshine Pipe Varnish	12 00
1/4 gross cases pressed top tins	
Alpha Metal Polish No. 2	9 00
Shoe Dressing— in 1/4 gross cases.	
French Oil in 3-doz. cases	2 20
Reliable Shoe Dressing	9 00
Eclipse Combination tan	12 00
Moody's Ox Blood	12 00
Chocolate	12 00
Alpha Chemical Co. French Castor Oil	9 00
Alpha Chemical Co. Refined Sweet Oil	9
Alpha Chemical Co. Turpentine	7 80
Moody's Non-Corrosive Inks	4
Shoe Blacking— in 1/4 gross cases.	
Reliable French Blacking, No. 5	9 00
" No. 4	4 50
United Service Blacking No. 4	8 00
United Service Blacking No. 1 1/2	4 25
Patent Leather Polish No. 1 1/2	9 00
Waterproof Dublin No. 4	9 00

BIRD SEEDS	
THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2
NICHOLSON & BROCK.	
Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
" " 5c. " 48 " "	0 03
BLUE.	
KEEN'S OXFORD. per lb.	
Per lb.	\$0 17
In 10 lb. lots or cases	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
STOVE POLISH.	
ENAMELINE	
No. 4-3 dozen in case (net cash)	\$4 50
6-3 dozen in case " "	7 50
RISING SUN STOVE POLISH	
For durability and for cheapness this preparation is truly unrivalled.	
Per gross	
Rising Sun, 6-oz. cakes, 1/2 gross bxs.	\$ 8 50
Rising Sun, 3-oz. cakes, gross bxs	4 50
Sun Paste, 10c. size, 1/4 gross boxes	10 00
Sun Paste, 5c. size, 1/4 gross boxes	5 00

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**Edwardsburg Silver Gloss  
Laundry Starch**  
for general use in all laundry work.  
**AVOID IMITATIONS.**



Tiger Stove Polish, 1/4 gross boxes, large, per gross, \$7.20: small, per gross, \$4.50.  
Stovepipe Varnish, 4 oz. bottles..... 1 00  
" " " " 6 oz. bottles..... 1 75  
Boston Brunswick Black, 8 oz. bot's. . . 1 75



**BLACK LEAD.**  
Reckitt's, per box ..... 1 15  
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro. 4 oz.

**CORN BROOMS**

BOECKH BROS & COMPANY.

Bamboo Handles, A, 4 strings	3 60
" " B, 4 strings	3 40
" " C, 3 strings	3 20
" " D, 3 strings	3 00
" " E, 3 strings	2 70
" " G, 3 strings	2 40
" " I, 3 strings	1 90

**CHEWING GUM.**

ADAMS & SONS CO. per box

Tutti Frutti, 36 5c bars	\$1 20
" (in cream pitcher) 36 5c bars	1 20
" (in sugar bowl) 36 5c bars	1 25
" (in glass jar) 115 5c pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c packages	3 75
Pepsin Tutti Frutti, 23 5c packages	0 75
Round Pepsin, 30 5c packages	1 00
Cash Register, 390 5c bars and pkgs.	15 00
Cash Box, 160 5c bars	6 00
Tutti Frutti Show Case, 180 5c bars and packages	6 00
Variety Gum (with book in each box) 150 1c pieces	1 00
Banner Gum (English or French wrappers) 115 1c pieces	0 75
Flirtation Gum (English or French wrappers) 115 1c pieces	0 75
Mexican Fruit, 36 5c bars	1 20
Sappota, 150 1c pieces	0 90
Orange Sappota, 150 1c pieces	0 75
Black Jack, 115 1c pieces	0 75
Red Rose, 115 1c pieces	0 75
Magic Trick, (English or French wrappers) 115 1c pieces	0 75

**CHOCOLATES & COCOAS.**

Cocoa—	per lb.
Case of 14 lbs. each	0 35
Smaller quantities	0 37 1/2
<b>CADBURY'S.</b>	
Frank Magor & Co., Agents.	per doz
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	per lb
Rock Chocolate, loose	0 40
1-lb. tins	0 42 1/2
Nibs, 11-lb. tins	0 35
<b>TODHUNTER, MITCHELL &amp; CO.'S.</b>	
Chocolate—	per lb
French, 1/4's—6 and 12 lbs.	0 30

Caracas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/2's—6 and 12 lbs	0 30
Sante, 1/4's—6 and 12 lbs.	0 26
Diamond, 1/4's—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

Cocoa—

Homeopathic, 1/4's, 8 and 14 lbs.	0 30
Pearl, London Pearl, 12 and 18 "	0 25
London Pearl, " " " "	0 22
Rock	0 30
Bulk in boxes	0 18
Royal Cocoa Essence, packages	per doz 40

**FRY'S.**

Chocolate—	per lb.
Caracas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's, " " "	0 42
" Gold Medal " Sweet, 1/4's, 6 lb. bxs.	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond", 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram", 1/4's, 14 lb. bxs.	0 24
Cocoa—	per doz
Concentrated, 1/4's, 1 doz. in box	2 40
" " " " " "	4 50
" " " " " "	8 25
Homeopathic, 1/4's, 14 lb. boxes	0 18
" " " " " "	0 15

**JOHN P. MOTT & CO.'S.**

R. S. McIndoe, Agent, Toronto.

Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 28
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 19

**COWAN COCOA AND CHOCOLATE CO.**

Hygienic Cocoa, 1/2 lb. tins, per doz.	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.	2 25
Soluble Cocoa, No. 1 bulk, per lb.	0 20
Diamond Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 25
Royal Navy Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, 1/2 lb. cake, per lb.	0 35

**COCOANUT.**

CANADIAN COCOANUT CO.

White Moss Brand—	
1/2 lb. Packages, 15 or 30 lb. cases	0 27
1/2 & 1/2 lb. " " "	0 27 1/2
1/2 " " " "	0 28
1/2 " " " "	0 29
1/2 " " " "	0 29
1/2 " " " "	0 29
1/2 " " " "	0 30
Bulk—	Brls
White Moss, 10, 15 or 20 lb.	0 18
Feather Strip, " " "	0 20
Ribbon, " " "	0 18
Special Shred, " " "	0 16
Macaroon, " " "	0 16
Crown Desic'd, 12, 20 25	0 16
Special, " " "	0 15

STANDARD COCOANUT MILLS.

Feather strips	18 21
Cream shredded	17 20
Standard	15 18
Macaroon	15 17
Dessicated	14 16
Shavings, in packages	18 18
Cream shredded, 1/2 lbs.	28 28
" " " " " "	28 28

**CHEESE.**



MacLaren's Imperial—

Larg- size jars	Per doz \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial Cheese Silver Holder—	
Large size	18 00
Medium size	15 00
Small size	12 00

**RECKITT'S Blue and Black Lead** (ALWAYS GIVE YOUR CUSTOMERS SATISFACTION)

**The Ontario Mercantile Agency**  
(Limited)  
18 Wellington Street East, TORONTO.

Collects accounts anywhere. Fees for current accounts 10 per cent. of amount collected. No fee less than \$1. Prompt returns. Report to you monthly. References given. Try us.

**Royal Snaps**

Please ask for samples and price of best Ginger Snap in Canada

**THE HOME CAKE CO.**  
QUELPH, ONT.

THE MOST NUTRITIOUS COCOA.

**EPPS'S**  
GRATEFUL  
COMFORTING  
**COCOA**

In labelled Tins.  
14 lb. Boxes.  
SPECIAL AGENTS  
For the entire Dominion, **C. E. COLSON & SON,**  
Montreal. In Nova Scotia, **E. D. Adams,** Halifax.  
In Manitoba, **Buchanan & Gordon,** Winnipeg.

**HORSE HAIR.**

Have you any? We buy it.

**GEO. ROSSITER & SONS**

10-14 Pape Avenue

TORONTO

**THE COWAN RAMSAY CO., LIMITED**  
IMPORTERS OF TEAS

and packers of the celebrated

"Walla Galla" Tea

in lead packets

and "Clubhouse"

in 50 and 100 lb. tins.

These brands are registered, and the quality guaranteed by us.

All orders promptly attended to.

**Brooms**  
**Brushes**  
**Baskets**

**Wooden Ware**

**Paper Bags**  
**TWINE, PAPER**  
**Butter Tubs**

**WALTER WOODS & CO.,**  
HAMILTON

**WINDOW SCREENS**  
**AND DOORS . .**

**Plain or Fancy**

All sizes. Write us for Prices and Circulars. Quality and finish are the best on the market.

**Boeckh Bros. & Company**

Selling Agents, **Toronto, Ont.**

Manufactured by  
**WM. CANE & SONS CO.,**  
Newmarket,

**ECLIPSE SOAP**

**LAUNDRY**

SEND FOR LIST OF PREMIUMS  
**JOHN TAYLOR AND CO.**  
TORONTO.

0. 0 27  
... 0 27 1/2  
... 0 28  
... 0 29  
... 0 29  
... 0 30  
Brls  
... 0 18  
... 0 20  
... 0 18  
... 0 16  
... 0 16  
... 0 16  
... 0 15  
L.S.  
18 21  
17 20  
15 18  
15 17  
14 16  
16 18  
... 29  
... 28

Per doz  
... \$2 25  
... 4 50  
... 2 40  
... 1 00  
... 18 00  
... 15 00  
... 12 00

FACTION

**COFFEE.**

**JAMES TURNER & CO.** per lb

Mecca	0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

**TODHUNTER, MITCHELL & CO.'s**

Excelsior Blend	0 32
Bourbon	0 30
Jersey	0 28
Laguaya	0 24
Rajah	0 20
Maracaibo	0 18
Santos	0 15
Rio, choice	0 12

**CLOTHES PINS.**

**BOECKH BROS. & CO**

Clothes Pins (full count), 5 gross in case, per case	0 65
4 doz. packages (12 to a case)	0 75
6 doz. packages (12 to a case)	1 00

**EXTRACTS.** per doz

Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors	1 25

**Crown Brand (Greig Mfg. Co.)**

1 oz. Bottle, per doz.	0 90
2 " " " "	1 50
2½ " " " "	2 00
4 " " " "	3 00
4 " " Bottle	6 00
4 " " Glass Stopper	4 00
8 " " " "	6 00

**P. G. FLAVORING EXTRACTS**

8 oz. Glass Stopper bott.	\$6 00
4 oz. " " "	4 00
8 oz. Plain bottles	5 00
4 oz. " " "	3 00
2½ oz. Cabinet bottles	2 00
2 oz. Bottles	1 80
1 oz. " "	1 20
Per gallon	7 00
Per pound	1 00

**FOOD.**

**ROBINSON'S BARLEY AND GROATS.**

Patent Barley, ½ lb. tins	1 25
" " 1 lb. tins	2 25
" Groats, ½ lb. tins	2 25
" " 1 lb. tins	2 25

**DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.**

Buckwheat, 2½ lb. pkgs, 3 doz. case	1 20
Pancake, 2 lb. pkgs, 3 doz. case	1 20
Tea Biscuit, 2 lb. pkgs, 3 doz. case	1 20
Graham Flour, 2 lb. pkgs, 3 doz. case	1 20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases	1 20

**CANADA MFG. CO.**

"Star" Self-Raising Flour, 3-lb. pkgs	1 30
6-lb. " "	2 60
Flexman " 3-lb. " "	1 30
6-lb. " "	2 60

**GELATINES.**

**COX'S**

2's	1 10
4's	1 20
8 Quart size,	2 12

**INDURATED FIBRE WARE.**

**THE E. B. EDDY CO.**

½ pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 60
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3	2 85
Keelers No. 4	7 00
" " 5	8 00
" " 6	6 00
" " 7	5 00
Milk Pans	2 65
Wash Basins, flat bottoms	2 65
" " round bottoms	2 50
Handy Dish	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 80
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

**JAMS AND JELLIES.**

**SOUTHWELL'S GOODS.** per doz

Frank Magor & Co., Agents.

Orange Marmalade	1 50
Clear Jelly Marmalade	1 80

Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams " "	1 55
Red Currant Jelly	1 90
All the above in 1 lb. clear glass pots	2 75



**P. G. JELLY POWDER.**  
Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases 90c. per doz.

**P. G. ICINGS.**  
Chocolate 2 doz. cases, \$1.25 per doz.  
Lemon, white, pink, canary and Kerneline, 2 doz. cases \$1.00 per doz.

**LICORICE.**

**YOUNG & SMYLLIE'S LIST.**

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
" Ringed " 5 lb. boxes, per lb.	0 40
"Aome" Pellets, 5 lb. cans, per can	2 00
"Aome" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
"Purity" Licorice, 300 sticks	1 45
" " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

**MINCE MEAT.**

Wetney's Condensed, per gross, net	\$10 80
" " per case of 3 doz, net	2 70
Nicholson's, per gross	10 80
" " per ¼ gross case	2 70

**PICKLES---STEPHENS'**

**A. P. TIPPET & CO., AGENTS.**

Patent stoppers (pints)	per doz. 2 30
Corked (pints)	1 90

**MUSTARD.**

**COLMAN'S OR KEEN'S.**

D. S. F., ¼ lb. tins	per doz. \$1 40
" " ½ lb. tins	2 50
" " 1 lb. tins	5 00
In Jars—Durham, 4 lb. jars, per jar	0 75
1 lb. " "	0 25
F. D., ¼ lb. tins	per doz. 0 85
½ lb. tins	1 45

**FRENCH MUSTARD.**

**Crown Brand---(Greig Mfg. Co.)**

Pony size, ½ doz	per gross. 18 20
Small Med. 7 50	Tumbler 11 50
Medium 10 80	Cream Jug 21 00
Large 12 00	Sugar Bowl 22 00
Spoon 18 00	Caddy 28 00

**THE F. F. DALLEY CO.**

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, ½ lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, ¼ lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard bulk, per lb.	0 12
¼ lb. tins, 4 doz. in case, per doz.	0 65
½ lb. tins, 2 doz. in case, per doz.	1 20
1 lb. jars, per doz.	2 40
4 lb. " "	7 80
¼ lb. glass tumblers.	0 75
Jersey Butter Color, 2 oz. bids, per oz.	1 25
1 gallon tins, per gal.	2 50
Celery Salt, 2 oz. bids, sil. tops, per doz.	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75

**SODA---COW BRAND.**

**DWIGHT'S**

Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00	
Case of ½ lbs. (containing 120 pkgs.), per box, \$3.00.	
Case of lbs. and ½ lbs. (containing 30 packages) per box, \$3.00.	
Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00	

**SOAP.**

**BRANTFORD SOAP WORKS CO.**

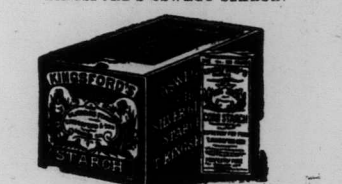
"Ivory Bar" Soap is put up in Twin Cakes, 12 oz. each, and in Bars, 1 lb., 2-6-16 lb. and 3 lb. Quotations furnished for "Ivory Bar" and other grades of soap on application.	
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**STARCH.**

**EDWARDSBURG STARCH CO., LTD.**

Laundry Starches—No. 1 White or Blue, cartoons	0 05½
Canada Laundry Silver Gloss, 6-lb. draw-lid boxes	0 04½
Silver Gloss, 6-lb. tin cannisters	0 07½
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07½
Silver Gloss, large crystals	0 08½
Benson's Satins, 1-lb. cartoons	0 07½
No. 1 White, bbls. and kegs	0 04½
Benson's Enamel, per box	3 00
Culinary Starch—W. T. Benson & Co.'s Prep. Corn Canada Pure Corn	0 06½
Rice Starch—Edwardsburg No. 1 white, 1-lb. cart.	0 09½
Edwardsburg No. 1 White or Blue, 4-lb. lumps	7½



**KINGSFORD'S OSWEGO STARCH.**

40-lb. boxes, 1-lb. pkgs.	0 08
8-lb. boxes, sliding covers GLOSS (12-lb. boxes each crate)	0 08½
PURE 40-lb. boxes, 1-lb. pack	0 07
48-lb. " 16 3-lb. boxes.	0 07
For puddings, custards, etc.	
OSWEGO 40-lb. boxes, 1-lb. packages	0 07½
CORN STARCH, ONTARIO 38-lb. to 45-lb. boxes, STARCH 6 bundles	0 06
STARCH IN Silver Gloss	0 07½
BARRELS Pure	0 06½

**THE F. F. DALLEY CO.**

Boston—Laundry, 40 pkgs. to box, per package	0 18
Culinary—Toledo Corn Starch, 40 pkgs to box, per lb. 6½c.	



**THE BRANTFORD STARCH CO., LTD.**

Laundry Starches—Canada Laundry, boxes of 40 lbs.	0 04½
Finest Quality White Laundry—3 lb. cartoons, cases 36 lbs.	0 05½
Bbls. 175 lbs.	0 04½
Kegs, 100 lbs.	0 04½
Lily White Gloss—Kegs, extra large crystals, 100 lbs.	0 06½
1 lb. fancy boxes, cases 36 lbs.	0 07½
6 lb. draw-lid bx. 6 in. crate, 45 lb.	0 07½
6 lb. tin enamelled cannisters, 8 in. crate 45 lbs.	0 07½



Brantford Gloss—1 lb. fancy boxes, cases 36 lbs.	0 07½
Brantford Cold Water Rice Starch—1 lb. fancy boxes, cases 36 lbs.	0 09
Canadian Electric Starch—40 packages in case	3 70
Celluloid Starch—per case	3 50
Culinary Starch—Challenge Prep. Corn—	

1 lb. pkgs., boxes 40 lbs.	0 05½
No. 1 Pure Prepared Corn—1 lb. pkgs., boxes 40 lbs.	0 06½

**TEAS.**

**SALADA CEYLON.**

Wholesale	Retail
Brown Label, 1's and ½'s	0 20 0 25
Green Label, 1's and ½'s	0 22 0 30
Blue Label, 1's and ½'s and ¼'s	0 30 0 40
Red Label, 1's and ½'s	0 36 0 50
Gold Label, ½'s	0 44 0 60

Terms, 30 days net.

**RAM LAL'S lead packages.**

**RAM LAL'S PURE INDIAN TEA**

Cases, each 60 1-lb.	0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 38
" " 120 ¼-lb.	0 38

**KOLONA PURE CEYLON TEA**

Ceylon Tea, in 1-lb. and ½-lb. lead pack black or mixed.

Black Label, 1-lb., retail at 25c.	0 19
½-lb.,	0 20
Blue Label, retail at 30c.	0 28
Green Label " 40c.	0 33
Red Label " 50c.	0 38
Orange Label, retail at 60c.	0 42
Gold Label, " 80c.	0 55

Terms, 3 per cent. off 30 days.

**CROWN BRAND.**

(Ceylon in lead packages)

Wholesale	Retail
Red Label, 1-lb. and ½'s	0 35 0 50
Blue Label, 1-lb. and ½'s	0 28 0 40
Green Label, 1-lb.	0 18 0 25
Green Label, ½'s	0 19 0 25
Japan, 1's.	0 19 0 25

**TOBACCO.**

**EMPIRE TOBACCO CO.**

Foreign—Royal Oak, 2 x 3. Solace, 8s.	0 52
Something Good, rough and ready, 7s	0 53
Louise, 2 x 3. 14s.	0 54
Domestic Chewing—Cunreney 13½ oz. bars, spaced 9s, (10½ to the lb.)	0 39
Patriot, 2 x 6. Navy 5s.	0 41
Old Fox, Na row 12s.	0 44
Free Trade, 8s.	0 44
Snowwhite, 13½ oz. bars, spaced 8s, (12 to the lb.)	0 44
Snow-hoe, pound bars, spaced 6s.	0 44
Cut Smoking—Leader, 9's, in 5 lb. boxes (10 lbs. in case)	0 33

**WOODENWARE.**

**THE E. B. EDDY CO.** per doz

Washboards, Planet	1 80
" " XX	1 40
" " X	1 25
" " Special Globe	1 50
Matches—5-Case Single	
Lots	Case
Telephone	\$3 20 \$3 20
Empire, slide box	2 25 2 35
Safety, Capital	2 75
Flamers, slide box—wax stems	2 25
" " 3 20	
Parlor, Eagle, slide box	1 30
" " Victoria	2 50
" " Little Comet, slide box	2 00
Tiger	2 65 2 85

**BOECKH BROS. & COMPANY.** Per doz

Washboards, Leader Globe	1 40
" " Improved Globe	1 45
" " Standard Globe	1 55
" " Solid Back Globe	1 65
" " Jubilee (perforated)	1 15
" " Gem	1 25
" " Crown	1 37
" " F. o. b. Toronto	
Matches, Diamond Jubilee, per case (10 gross in case)	2 75

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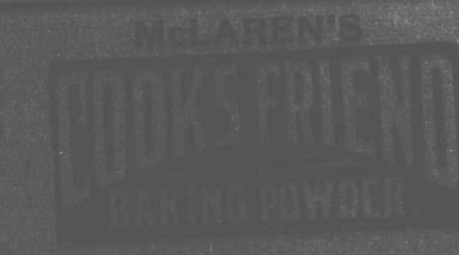
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0 05%  
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 Retail  
 0 25  
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 1 31  
 2 75

# Fire! Fire!!

The destructive fire of Friday entirely ruined the stock in our premises at 12, 14, 16 Front Street East, but we fortunately had a very large quantity of new English goods in Customs and outside warehouses which were untouched.

Several hundred packages of new lines of American Glassware were also in the freight sheds.

These are now being opened up and will be stocked in a few days.

Goods of Canadian manufacture will of course be stocked at once.

We therefore solicit an uninterrupted continuance of your patronage.

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27 Wellington St. W. - TORONTO.

# STOP!



How's your stock of Wethey's Condensed Mince Meat? If it's getting low, better order more at once. There's an awful lot of it being used just now.

## J. H. WETHEY

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