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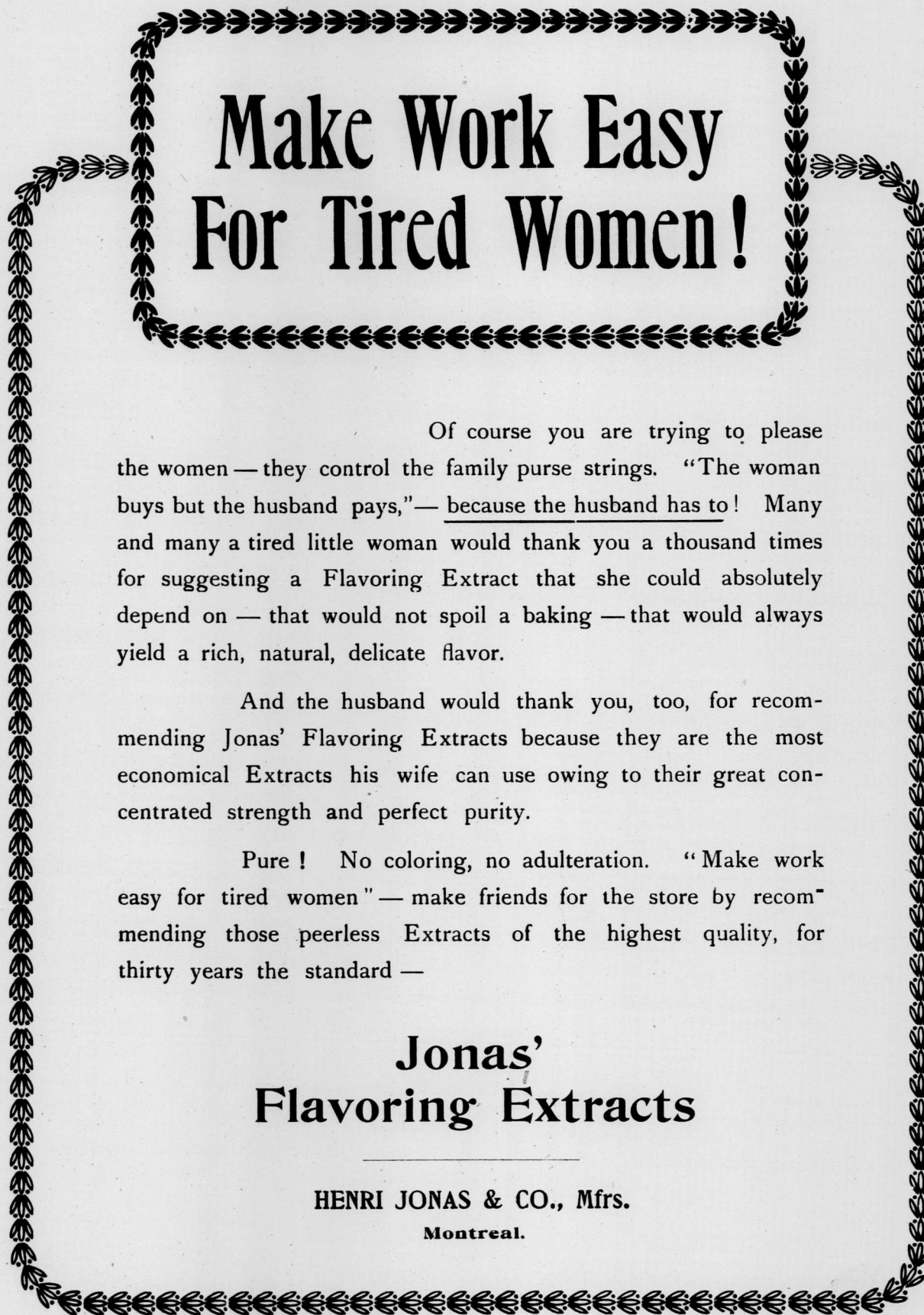
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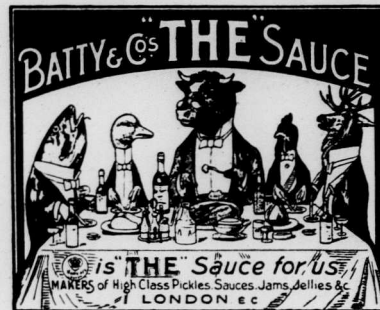
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NO. 1

THE GEOGRAPHY OF TEA.

By John McEwan, F. R. G. S.*

HAVING acquired, by travel in several of the principal places of production and in most of the important countries of consumption, a personal knowledge of the geographical distribution of the tea plant in growth and of its product in consumption, I put together the results of my experience as a contribution to the sum of commercial geography. This subject is not one of general importance to an International Congress, the areas of production and distribution being so comparatively limited, but it presents certain aspects of interest to the student of geography, and those I propose briefly to deal with.

It is doubtful if we ever shall be able to trace at what period in history an infusion made from the leaves of the tea plant was first introduced as a beverage for domestic consumption, or how it was discovered that those leaves yielded a palatable drink when treated in the now familiar manner. Nor are we ever likely to know definitely when or how the regular cultivation of tea shrubs was adopted in China as an agricultural industry, but it is probable that as our knowledge of China and its history increases, by reason of the developments now taking place there, we may gradually learn more of the past and we may possibly find authentic books dealing with the subject. At present we have little more than myth to go upon, and most of it is not worth treating seriously.

It is claimed that reference can be traced to the use of tea in the writings of a Chinese

*Paper read before The International Geographical Congress, Berlin.

author of about 2700 B.C., but the earliest date that the article may be said to be of interest in connection with commercial geography is when it began to be exported. Even that period is difficult to fix, but during the 8th century A.D., it had become an article of taxable value, and probably soon after that the growing of it was commenced in Japan, although the cultivation of it there as an agricultural product does not seem to have begun till the 13th century.

The special points relative to the commercial geography of tea, to which I wish to direct attention, may be grouped under three headings:

1. The principal localities of growth.
2. The principal areas of consumption.
3. The principal trade routes for transit.

(1) THE PRINCIPAL LOCALITIES OF GROWTH.

In the popular mind, China still stands as the great producer, and, although reliable statistics of internal production and consumption are difficult to obtain, it is probable, having in view the immense population of that vast empire, and the very general use there of tea, that the Chinese production is, in respect to total quantity, much the most important. But China is no longer regarded as the home of the tea plant. Investigations have fairly and reasonably proved that tea is indigenous to the valleys of Upper Assam, and, proceeding upon the theory that a plant will thrive and develop best in what is its place of origin, the conclusion has been formed that the tea plant of China is merely a debased variety of the indigenous Indian growth.

Probably Manipur was the birthplace of the tea plant, as the variety of tea known by the name of that native state has been the most successful and the most continually in favor with the planters. This state, lying just outside the tropics—an extensive valley with numerous hill-ranges around it, densely clothed with jungle and large timber—seems to have developed those striking characteristics of the *Thea Assamica* which differentiate it so markedly from *Thea Sinensis*. In a climate where there is an abundant and fairly well-regulated rainfall and a moist, steamy atmosphere, with a cold, dry season to rest and ripen after growth, the tea plant attained its highest development. Its existence in India and the native states bordering thereupon was unknown, or, at least, unacknowledged, until 1834; but, as the Province of Assam was gradually explored and became developed by the constantly-increasing tea industry, there were found, scattered through it and the adjacent districts, many tracts of indigenous tea. (See note at end.)

Those considerations have given a fairly reasonable basis for the theory that the tea plant made its way gradually eastward along the lower slopes of the mountainous range lying just north of the Tropic of Cancer for some 30 deg. of longitude from the Brahmapootra Valley eastward. At various points of the intervening distance can be found connecting links—say, in Upper Burmah—until tea is found in cultivation in Yunnan, the westernmost province of China. But the tea, which, in the jungles of Assam, is often a tree nine metres and upward in height, has become merely a bush, and so different in its general appearance that the botanists to whom the early-discovered specimens of *Thea Assamica*

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were submitted may be pardoned for deciding that the latter was not tea at all. The climate and soil of China, though suited to maintain life in the plant, do not induce the rank, quick, vigorous growth which an Indian plantation exhibits during fully half of each year, and, in China, the recovery of the bushes after plucking is much slower. The individual leaves are smaller, and the flavor of the infusion made from these is so absolutely different from the other that even an untrained palate can recognize the contrast.

Minor differences, however, in that respect exist between the teas grown in different districts of the same country, and even between plantations on opposite sides of the same valley or the same hill; situation, soil, elevation, climate and temporary climatic or weather conditions all having a material influence upon both the appearance and the flavor of the manufactured article, and altering, more or less, its characteristics.

From Yunnan, the cultivation of tea doubtless spread eastward and northward, crossing ultimately from the mainland to the Island of Formosa, and, later, to Japan.

Until well on in this century no effort appears to have been made to remove from Mongolian hands the monopoly of the tea production, but when the Honourable East India Company lost, in 1833, their monopoly of the China tea trade, the directors set themselves to ascertain whether or not it was possible to secure for their own territories the supplying of a portion of what had become to them a very material business.

Vigorous, but ill-advised, efforts were made to introduce the cultivation of tea into India, and seeds and plants of the debased China variety were imported. With those came Chinamen and Chinese methods of planting, cultivation and manufacture—much to the detriment of the industry, the following 40 or 50 years being occupied in getting away from everything Chinese, and through the costly experience of mistaken

and misdirected effort, the poor planter and investor acquired the excellent methods upon which the Indian tea production is now worked—worked so excellently, indeed, as to have practically destroyed the export trade for certain classes of the tea produce of China. Clearances of jungle were made, including tracts of the indigenous Assam variety not then recognized, and the extensive Province of Assam, with its magnificent waterway, was gradually opened up, the greater part of its area being carefully explored in the light of tea possibilities with a thoroughness that might gratify any geographical society.

Following the success in Assam, tea was planted in various parts of Bengal and other provinces of India, with more or less success until in 1897 the area was officially stated to be equal to 200,000 hectares. The greatest success has been along the line just north of the Tropic of Cancer, in the latitude where the principal part of the Chinese cultivation lay.

So far, reference has been made merely to tea grown either in its natural habitat or in territories to which it may be said to have extended naturally, or by assistance, in a lateral direction.

But, the two largest developments of production, outside of India, China and Japan, have been on the Islands of Ceylon and Java, both lying, as to longitude, in or near what might be termed the tea belt, and about equidistant from the equator, one to the north and the other to the south. In those, the existence of high mountains, heavy rainfalls and climates forcing continuous growth have made the production of tea commercially successful, although on lines materially differing from those followed in both China and India.

Other minor cultivations of tea have been attempted in Natal, Mauritius, the Straits Settlements, the Caucasus, Fiji, Johore, Brazil and many other places, including South Carolina, U.S.A., but none of them

can be regarded as commercially successful on a free trade basis.*

(2) THE PRINCIPAL AREAS OF CONSUMPTION.

If it is a curious and interesting fact that almost the entire production for the world, of tea, is raised within an area confined by 40 deg. of latitude and 60 deg. of longitude, it is equally curious that the consumption shows itself to have strictly geographical limitations. Outside of the domestic consumption of China and Japan, regarding which no reliable statistics can be obtained, the principal tea-drinkers are the people of Great Britain, Ireland, and of the British colonies, the people of Russia and those of the United States of America.

Excluding the requirements of those Mongolian peoples, the world's consumption of tea may be taken roughly at 230,000,000 kilogrammes of tea per annum, a quantity which, including cost of transportation to the countries of consumption, but excluding revenue duties and distributive profits, may be valued at about £17,000,000. The huge volume of this will be better appreciated when it is stated that the large passenger liner, The Kaiser Wilhelm der Grosse, would have her cargo space entirely filled 232 times over were she engaged transporting it. To put it another way, the quantity of dry tea leaves is sufficient to make an infusion of 28,000,000,000 litres of liquid tea, or 100,000,000,000 ordinary tea-cups, being one for each day of the year for every five persons of the present estimated population of the entire world.

The southern hemisphere ranks lightly in the matter of population, and its tea consumers live south of the Tropic of Capricorn in South Africa and Australia, but, if they are few relatively, they consume heavily, the average consumption per head

* In the discussion upon the paper, Capt. Vasconcellos, secretary of the Geographical Society of Lisbon, of the Portuguese Colonial Office, added to this list the Azores, where, on the Island of San Miguel, tea has been produced in sufficient quantity to allow of exportation to Portugal an excess beyond local requirements.

January 1, 1900.

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in Australia being nearly four kilogrammes per annum.

In the northern hemisphere (again excluding the races who consume their own produce), the material consumption of tea is in regions lying 40 deg. north and above it; but here there is an interesting subdivision to be made. In the United States and Canada, in some portions of Europe and of Asia, and along the north of Africa, there is a free use made of green or unfermented teas with pale, pungent infusions. The demand for such, as a general rule, lies principally in lower latitudes, while the further north consumer lives he seems to require more of the black or fermented tea of India, Ceylon or China, with the dark, thick, heavy liquor its infusion produces.

Great Britain and Ireland take much the largest total of imports, the quantity in 1898 being 107,000,000 kilogrammes, but, per head, this only amounts to 2.65 kilogrammes per annum of the population, or a good deal less than is taken by the British colonies in Australasia.

Next to Great Britain comes Russia as a consumer of 42,000,000 kilogrammes, but that only represents about .34 kilogramme for each of the population, the poverty, and not will of the people, probably accounting

for the small figure, as they are really great users of tea, but take it exceedingly weak, and draw the spent leaves until no coloring matter is left in them.

The United States is a large consumer in point of total—31,000,000 kilogrammes—but this is only .41 kilogramme per annum for each of the population, although the United States people are great coffee drinkers, taking 5 kilogrammes per head per annum of coffee. Besides, the population is of such a composite character that it includes many people not by descent tea-drinkers.

Except Canada, which follows the customs of its mother country and sister colonies by consuming about 2 kilogrammes per head per annum, and Holland, which takes, roughly, $\frac{1}{2}$ kilogramme per head, there is no other country whose consumption, either in total or per head, calls for special notice.

(3) THE PRINCIPAL TRADE ROUTES FOR TRANSIT

is, perhaps, for geographers the most interesting section of this subject.

In the absence of authentic knowledge as to the early history of tea cultivation and of the origin and extension of the tea drinking habit, we may take it there was little or no

foreign trade in the article until the Dutch carried small quantities of it to Europe.

Probably some left the north of China in caravans, as it does to this day, and there may have been some trade done with Mongolia, and possibly Siberia, but there is no record of it ever having been brought to Wisby, in Gothland, the great mart for Oriental produce during the eleventh and twelfth centuries. There is also no reference made to tea commerce or to tea-drinking in the travels of Marco Polo, so he probably either did not observe the habit, or, if he did, it did not strike him as worthy of notice.

Starting with the introduction above referred to in the sixteenth century, the use of tea in England made slow progress, but a public teahouse was opened in London in 1657, and, in 1678, the import to the Honourable East India Company was 2,138 kilogrammes.

A century later, it reached 2,600,000 kilogrammes per annum, and early in this century the figure was 10,750,000, but that represented the supply of many countries besides England, as London was then, and until recently, the common warehouse and market for the world, and England the common carrier.



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Throughout the century, fairly steady and rapid progress has been shown—especially in its earlier periods—in the trade from China, which reached its maximum in 1879. And it is here that some of the romance of commerce comes in.

As the trade grew in importance, the advantages of rapid transit for the tea of new season's production began to be appreciated, and the slow and stately progress of the old East Indiaman grew out of date. A type of vessel specially designed for the rapid carrying of tea from China to England, via the Cape of Good Hope, was introduced, known as the China clipper, and the competition was always keen as to which ship should make the most rapid passage. This culminated in the year 1866, when nine ships sailed almost simultaneously from Foochow, three of them crossing the bar in company. Those three were all built by the same builders in Greenock, and came in ahead of all the others, making the long voyage of fully 16,000 miles in 99 days. They each docked in a separate dock in London upon the same day, and all within two hours of each other. The two leading ships had not seen each other for 70 days, and met off the Lizard, from which point they ran a neck and neck race before a

strong westerly wind, with every rag of canvas set.

The opening of the Suez Canal, in 1869, soon changed the course of all trade with the East, and in a few years the sending of tea per sailing ship round the Cape of Good Hope was a thing of the past. Romance was no more, although there was extreme competition in building steamers with great power and speed to land their cargoes rapidly by the new route. This culminated in 1882, when the ss. Stirling Castle made the phenomenal run, for those times, of 28 days from Woosung to London.

But England, which formerly supplied almost everything to her own colonies and to many foreign countries besides, has, under the modified conditions of abundant steam tonnage everywhere, become less and less of a distributive country. Consequently, direct shipments are made now from the countries of production to those of consumption. America gets her tea largely through her western seaboard from China, Japan, Ceylon and India, while not a little is reaching it of recent years by steamers running direct from those countries via the Suez Canal to New York. The Australian demand is fed by steamers from Chinese ports from Calcutta and Colombo.

The extensive Russian trade is still done, in its major part, by overland transit, by caravan, and partly by river and railroad, and this, next to the transit to London, represents much the largest volume of tea traffic passing in one channel. For the purpose of this trade, the greater portion of the tea supply is compressed into what is termed "brick tea," the bricks being flat tablets weighing about 1 kilogramme each. The supplies are packed and prepared at various tea ports in China, and concentrated at Tientsin, from where they are despatched. An enormous traffic with Siberia takes place in these, and the baskets in which they are made up are sent by camel caravans out of the Kalgan Gate of the Great Wall through Manchuria or Mongolia to Kiakhta, and thence distributed through Siberia. In some cases the shipments are made by sea to Nikolaevsk, and thence by water up the Amur river.

One of the most interesting developments of modern trade—in which tea is an important factor—is the opening up of traffic through the Kara Sea into the Obi and Yenisei rivers, with which the name of Captain Wiggins has been associated. By this route for several years past considerable quantities of brick tea have been conveyed

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entirely by water from Chinese ports with transshipment in London to steamers proceeding up the Gulf of Obi to Tiumen for sale at the fair which is held annually in February at Irbit. This journey, although about seven times as long in point of mileage as the old direct caravan route, can be done in about four months, as against eighteen by the other way, and it is, of course, much less expensive. The partial opening of the Siberian Railway has affected the trade route, and when there is through transit across Siberia from Vladivostok and possibly Port Arthur to Europe, the Russian tea trade will probably be subjected to further rearrangement of routes.

Another recent development in connection with the Russian tea trade has been that of the great Russian volunteer fleet in calling at Chinese ports and Ceylon, and carrying from them large quantities of tea to Odessa for distribution to Moscow, Nijni Novgorod, and other points.

Other most interesting trade routes are those for the supply of Persia, Turkestan and Afghanistan, partly through the Persian Gulf on to Meshed, and partly through the Black Sea to Trebizond and Tabreez.

NOTE.—In the discussion following the paper, Professor Andreas Krassnow, from Kharkoff, Russia, expressed the opinion that the tea plant must be indigenous not to Assam only, but to the whole monsoon region of Eastern Asia, where it grows wild as far north as the islands of Southern Japan. Dr. Krassnow collected, in many parts of the Island of Shikoku in Japan, and in the environs of the town of Kochi, wild growing plants. They occur in the dense forests on the slopes of mountains, which have never been cultivated in this province of Japan, and are even now not thickly populated. Like the English in Assam, the Japanese are cutting down and felling the forests, but they are leaving the tea plants to grow in the form of plantations of wild tea, from the leaves of which they produce different kinds of tea of inferior quality. Not only common Japanese green tea is prepared, but two or three inferior sorts, whose qualities resemble much the material from which the Chinese make their brick tea.

The wild tea grows to a height of from three to five feet, and the flowers are a little smaller than those of the cultivated form, but the leaves are not recurved on the edges. In some forests, the plant is very numerous, in others, it occurs more rarely, and is found amongst other evergreen shrubs, growing in the shadow of Quercus Glabra and similar trees, which largely make up the evergreen forests of Southern Japan.

Dr. Krassnow believes that the tea plant existed in China and Japan long before it was introduced in cultivated form, and that the peculiar properties of the China plant were produced not by cultivation in a colder climate or on exhausted soil, but by the changes in climate which have taken place in Eastern Asia since the tertiary epoch. The period of cultivation of tea has been too short to produce the differences which exist between Chinese and Assam plants, and many botanists consider them to be different species. It is well known that the Assam plant is frozen by temperatures which the China plant bears very well, and that the hybrids which are cultivated in hot climates approach more to the Indian, and those in colder climates to the Chinese plant. The hybrids suffer from the cold winters in Batoum, which the Chinese plants never do. On the other hand, Chinese plants cultivated in hot climates never become so tall, and never have such large leaves as the Indian. All these facts are stated by Professor Krassnow with more details in his book "On the Tea-producing Districts of Asia," bringing out the conclusion that the tea plant, since the remotest times, formed two varieties—Assam and Chinese—the first growing wild in India, and the other occurring still wild in Southern Japan (and perhaps in Formosa) where they were discovered by the aborigines after the introduction of the cultivated form from the southwest.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING to appoint a curator for J. P. Robertson, general merchant, New Richmond, Que., has been called for January 11.

Arthur Bedard, grocer, Que., has assigned.

J. Marena, baker, Quebec, has suspended.

David Meagher, grocer, Canso, has assigned.

G. R. Fraser & Co., grocers, Springhill, N.S., have assigned.

Thomas Cote, general merchant, St. Hilarion, Que., has assigned.

T. Perron, general merchant, Lake Megantic, Que., has assigned.

R. Ehrlich, general merchant, Chortiz, Man., has assigned to Thomas Ryan.

A. Bussiere, general merchant, Stanfold, Que., has compromised at 65c. on the dollar.

Louis Gilbert, manufacturer of butter and butter tubs, D'Israeli, Halifax South and Wolfestown, N.S., has assigned.

PARTNERSHIPS FORMED AND DISSOLVED.

Hall & Wadleigh, general merchants, Crosspoint, Que., have dissolved.

Dagenais & Racicot, grocers, Montreal, have dissolved.

Victor Groulx and Martial Aubry have registered partnership as grocers in Montreal under the style of Martial Aubry.

A. A. McKay, general merchant, River John, N.S., has admitted Herman McNab, under the style of McKay & McNab.

SALES MADE AND PENDING.

The stock of J. R. Lemire, general merchant, Nicolet, Que., has been sold at 70c. on the dollar.

The assets of Paul McNally, general merchant, Campbell's Bay, Que., are to be sold on January 10.

CHANGES.

J. W. Ortwein, general merchant, Hensell, Ont., is removing to Seaforth.

The Joliette Tobacco Co., Joliette, Que., have sold out to The American Tobacco Co.

D. K. Chungranes, fruit and fish dealer, Victoria, has sold out his Toronto street store to George P. Sarantis.

DEATHS.

John Black, confectioner, etc., Macleod, N.W.T., is dead.

A GOOD CHRISTMAS NUMBER.

The Christmas number of Trade, Detroit, this season is by far the best holiday number that its proprietors have published. The cover is a fine piece of color work, showing a view of the water-front of Detroit. The

reading matter, including special articles on the early history and present condition of Detroit trade and two good Christmas stories, is of a high standard, while the advertising, which is crisp and business-like, shows that Trade has an excellent patronage in the field it covers.

CHAT WITH A SMITH'S FALLS MERCHANT.

MR. John W. Rutherford, a retail grocer, of Smith's Falls, Ont., was in Toronto a couple of days during the latter part of last week. Mr. Rutherford has been in business in Smith's Falls about five years, and states that the Christmas trade there this year was the most satisfactory in his experience.

"Is Smith's Falls making much headway?" I asked.

"Oh, yes," he replied with confidence as he drew his gloves through his hand and loosened his overcoat, "Smith's Falls is going ahead faster than any other town in the east."

"Are the merchants there getting down to the cash basis of doing business?"

"Well, we're trying a little; but Smith's Falls is a bad place for giving credit. From what I can gather from what the merchants in Perth and other places tell me, it is the worst place in this respect in that part of the country. Some of our merchants have quite a few customers to whom they give a year's credit. I myself have a few who only run yearly accounts, but, as a rule, I send out accounts every 30 days, and most of my customers pay up before the next 30 days come around. Those who grumble because I bill them every 30 days I usually find to be bad pay."

Mr. Rutherford believes that a merchant should follow the market when it is advancing as well as when it is receding. "But, do you know, it is hard to get our merchants to do this." And he cited instances to show that canned goods were being sold in Smith's Falls a good deal below the figures that the condition of the market warranted.

"Smith's Falls is a great place for travelers, is it not?"

"Indeed it is; being a junction, it is a stopping-off place for them all. And I sometimes tell them," added Mr. Rutherford, with a smile, "that they are more numerous than customers in my store."

Mr. Rutherford, who was primarily west holiday seeking, was accompanied by Mrs. Rutherford.

The Nelson business of M. Des Brisay & Co., Nelson City and Nelson, B.C., have been taken over by The Western Mercantile Co., Limited.

TEAS

"One of the Finest"

Write us for
SAMPLES
or see our
TRAVELLERS.

ASSORTMENTS IN THE TRADE.

INDIANS, CEYLONS, FORMOSA OOLONGS,
JAPANS, YOUNG HYSON POINTS, S.O. PEKOES, ETC.

Bought Right. Will be Sold Right.

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS, MANUFACTURERS,
IMPORTERS OF TEAS.

TORONTO, CAN.

PROSPECTS OF THE KLONDIKE.

WHILE there are very few "paying" creeks, it must be understood that nothing below a return of \$10 a day per man under the old expensive conditions has been considered "pay." But, when a sack of flour may be bought for \$1 instead of \$50, and all other things in proportion, it is apparent how great a fall the scale of pay can sustain. In California, gravel containing 5 cents of gold to the cubic yard is washed at a profit; but hitherto, in the Klondike, gravel yielding less than \$10 to the cubic yard has been ignored as unprofitable. That is to say, the old conditions in the Klondike made it impossible to wash dirt which was not at least 200 times richer than that washed in California. But this will not be true henceforth. There are immense quantities of these cheaper gravels in the Yukon Valley, and it is inevitable that they yield to the enterprise of brains and capital.

In short, though many of its individuals have lost, the world will have lost nothing by the Klondike. The new Klondike, the Klondike of the future, will present remarkable contrasts with the Klondike of the past. Natural obstacles will be cleared away or surmounted, primitive methods abandoned,

and hardship of toil and travel reduced to the smallest possible minimum. Exploration and transportation will be systematized. There will be no waste energy, no harum-scarum carrying on of industry. The frontiersman will yield to the laborer, the prospector to the mining engineer, the dog-driver to the engine driver, the trader and speculator to the steady-going modern man of business; for these are the men in whose hands the destiny of the Klondike will be intrusted.—From "The Economics of the Klondike," by Jack London, in The American Review of Reviews.

WINDOW DISPLAYS AND TAWDRY STOCKS.

Fine window and shelf displays are invaluable, provided there is good, solid worth behind the shows. We have seen cheap, tawdry stocks elaborately displayed, and have been reminded of the special issues of some trade journals, which are distinguished by the lack of ideas in the reading matter and the brilliancy and variety of the colors in which the "specials" are printed. Appearances, of course, should not be neglected in the store, but they should not be made to do duty for more solid qualities.—N. Y. Merchants' Review.

DEPARTMENT STORE FAILURE.

Another department store has gone under, a Brooklyn house, which was organized by employes of Journey & Burnham a little more than a year ago, under the name of J. M. Conklin & Co. The failure, coming on the heels of several disasters of the same character throughout the country, is an indication that the formation of the "octopuses" has been overdone, for the present. Such proofs of the vulnerability of the department houses should encourage and cheer the single-line merchants who have been inclined to view the commercial situation with some despondency.—Merchants' Review, New York.

All vendors of cigarettes and cigarette tobacco in Durham, Ont., will henceforth have to pay a tax of \$50 for the privilege of selling these luxuries.

An advance of 2c. per 100 lb. is announced by the Canadian Pacific on the rate on beans to Boston. The new tariff is made in conjunction with the Boston & Maine Railway, and applies to points on the Ontario division of the Canadian Pacific west of Smith's Falls, Ont. The rate, which becomes effective on January 1, is 19½c. per 100 lb., against the old tariff of 17½c.

ROSEMARY MINCE MEAT

BULK—IN PAILS.

CONDENSED—IN PACKAGES

QUALITY

FIRST
LAST AND
ALWAYS.

6½c. Per Pound Delivered.

ROSEMARY BULK MINCE MEAT
25 AND 70-LB. PAILS.

PRICE

ABSOLUTELY RIGHT
WITH
BEST TERMS.

The L. and S. Rosemary Co., Limited,

Hamilton, Canada.

Rowntree's

High-Class Confectionery.

Rowntree & Co., Limited, of York, England, desire to call the special attention of the Canadian trade to their well-known

Gum Pastilles and Jujubes.

The perfection of confectionery art of world-wide fame for purity and delicacy of make. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, the large Yorkshire Factories employing over 1,500 hands.

Chocolate Creams of all varieties.



A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

Agents for Canada are:

For Manitoba, Northwest Territories and British Columbia:
THE HUDSON'S BAY CO., Winnipeg.

And for Quebec, Ontario and the Maritime Provinces:
Mr. CHAS. GYDE, 20 St. Francois Xavier St. Montreal.



The Best Cheese

is now in demand.

Recommend

Millar's Paragon Cheese

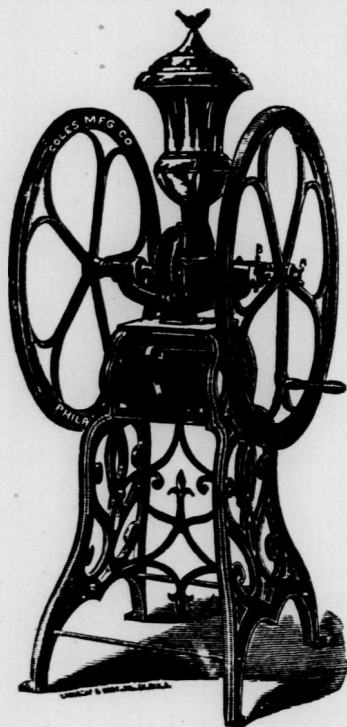
as the best and you will not be disappointed with results. It insures good profits, quick returns, and draws custom to your store.

HAVE YOU IT IN STOCK?
IF NOT, YOU SHOULD HAVE.

THE

T. D. Millar Paragon Cheese Co.

— Ingersoll.



The Canadian Grocers Know

a good mill when it is presented to them. They have taken up the . . .

COLES COFFEE MILL

Because it saves them dollars in money and pounds of energy when they grind coffee. It works easily, grinds evenly, and is recommended earnestly.

Agents: (TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N. B.
FORBES BROS., Montreal.)

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Wool Soap

For Toilet and Bath

Pure, white Wool Soap is an ideal soap for the toilet and bath. It is high grade toilet soap at the laundry soap price.

Swift and Company, Makers, Chicago

Canadian Representatives:

W. T. Strong & Co., London. E. A. Richards & Co., Hamilton.



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

FROM ANOTHER POINT OF VIEW.

SOME grocers wonder why their cigar trade does not increase, and others here and there become skeptical as to the value of handling cigars as a side-line because their cigar trade falls off continually. If there is one thing more than another that a smoker is particular about it is the quality of his tobacco. It is more than likely that a grocer who recommends certain lines of cigars to his customers does so trusting entirely in the name of the maker. It is quite impossible for a grocer to test himself all the cigars he carries in stock—neither can he tell by the looks, because appearances are deceptive. It is only by the way in which his trade clings to him that he can be perfectly sure that the quality is what it ought to be for the price his customer pays.

There are certain standard brands of cigars on the market that have attained a reputation for general excellence, and it is to such a line that the grocer who is earnestly seeking to build up a large and profitable business

in cigars should turn to for a correct solution of the question of how to obtain more and better business. It is exactly the same with cigars as it is with the other lines of goods that a grocer carries in stock. There are certain standard brands that a grocer knows from experience must sell, and the only reason that he knows this is because he has gained the information from experience. Many a grocer can look back upon the time when he first started in business, and readily recall an unfortunate experience when he was in the experimental stage, and before he had learned to know what brands of standard goods would sell and what would not sell. Let such a grocer gain wisdom from this experience and choose not hastily nor experiment with cigars whose reputation is yet to be attained. It is far better to follow in the footsteps of the successful grocer who has built up a profitable business by the handling of cigars as a side-line than it is to be cajoled by effusive salesmen who offer unusual profits in the handling of some new, untried brand.

The cigar manufacturer who is willing to advertise bodily the merits of his cigars over his own name, and to offer inducements that involve no money risk to the grocer, deserves the popular confidence, and THE CANADIAN GROCER heartily recommends his goods. Such a man is to be trusted, because, on the very face of his advertising, he shows the confidence that begets success. Without confidence no man can succeed in life. If there is a grocer anywhere who has grown skeptical, let him sit down for a moment and think over our remarks, which we believe are especially pertinent at this time, the opening of the new year. Choose your brand carefully, gentlemen—choose the dealer who has confidence enough in his goods to advertise them and to throw the burden of success or non-success onto his own shoulders.

SHARP ADVANCE IN LIME JUICE.

A decidedly strong feeling obtains in regard to lime fruit juice. Prices are about 100 per cent. higher than a year ago on lime juice in bulk, and buyers are becoming quite anxious to place orders.

The cause of the advance appears to be chiefly due to cyclones which swept portions of the West Indies some time ago.

INQUIRY FOR JAPAN TEA.

SOME weeks ago, THE CANADIAN GROCER called attention to the fact that speculation was being directed to Japan tea with increasing interest, as the position of the stocks held in first hands in Canada became clearer. The weeks that have gone by since then have demonstrated as a positive fact that there is an absolute scarcity in the finer grades of Japan tea, and the indications point to the impossibility of their being replenished before the new crop comes in, for the very good reason that few of this grade are to be obtained on primary markets.

The intimation set forth in these columns, therefore, that medium Japans would prove good value at the prices current is very likely to be borne out by the course of the market.

It is satisfactory to note that, while supplies of high-grade Japan are difficult to obtain, stocks of medium, and good medium—for this distinction is now being made more frequently than usual—are in much better shape.

Good medium has sold at 15½c., and bids of the same price were refused on other lots.

HINTS TO PROSPECTIVE GROCERS.

Practical business knowledge, indomitable perseverance and some capital are essential to success. Be energetic, civil and obliging—not patronizing—to all, regardless of apparent worldly circumstances.

Handle standard brands in all lines, where at all possible, even at a slight increase on first cost, as goods with an established reputation never become "shelf" stock. Never undersell for the sake of "doing business." Sell for cash only if circumstances will at all allow it. But, if credit is given let it be only by the exercise of discretion.

Never be afraid to decline trust when your judgment is against it—on the principle of "a bird in the hand is worth two in the bush."

Never substitute one line for another without the expressed permission of a customer. This practice is one of the most dangerous rocks that many a so-called smart dealer has wrecked his craft on, so steer clear of it.

DEVELOPMENT OF THE CANADIAN PRODUCE TRADE.

ADAPTABILITY to new conditions is a characteristic of the American people. The residents of the United States have long been credited with this trait. In many minds the Canadian is not so able and ready to suit himself to changed circumstances and surroundings. Yet, a study of events for, say, the last decade will speedily convince one that the Canadian is as ready, if not more so, to conform to requirements as even our versatile brothers to the south.

The development of our export trade in the past 10 years may be taken as a case in point. The farmer is considered the most phlegmatic, the most conservative of our countrymen; yet, how remarkably well he has adapted himself to new conditions since 1890.

Previous to that year, the attention of the Canadian farmer was devoted, first, to his crops, then to animal products. But the United States farmer felt the competition of his Canadian rival too severely, and succeeded in securing the passage of the McKinley Bill, which practically killed our export trade in several products, such as barley, poultry, eggs, etc., and turned the attention of the Canadian farmer to the markets of Great Britain, where the world is free to look for trade.

Farm products that could be transported easily, such as grain, cheese, and cattle, were sent across the Atlantic in large quantities, but such lines as bacon, butter, eggs, poultry, etc., were sent over in limited amounts. In 1890, we sent to Britain the following: Butter, \$184,105; eggs, \$820; bacon, \$606,251; poultry, nil.

It was but natural that when the United States markets were closed against us, and our attention turned to the Mother Country, that more attention should be paid to the dairy. Our cheese industry in 1890 was worth about \$9,300,000, but its development has been steady and rapid, as the quality of the Canadian product has been maintained at a high standard. We now sell Great Britain \$17,000,000 worth of cheese yearly, or 53 per cent. of all she imports.

The quality of Canadian bacon has

attracted attention within the last five years. Before then it had been sold as "American." When it was sold on its own merits, its worth was speedily recognized. Instead of with corn, Canadian hogs are fed largely with peas, which produce a quality of bacon for which the Englishman willingly pays a penny a pound more than he gives for the corn-fed product of the United States. This increase in price worked wonders in the production of hogs in Canada. In eight years our export of bacon to Great Britain grew from \$606,251 to \$7,283,624.

The development of this trade aided greatly the movement for the establishment of cold storage facilities on trans-Atlantic steamers running to Canadian ports. The establishment of cold storage led, in turn, to an export egg trade worth \$1,250,000 yearly to this country.

Its effect on our butter trade has also been marked. Simultaneously with the improvement in shipping facilities, there has been a growth of creameries in all parts of the Dominion. This resulted in such an improvement in quality that the demand for Canadian butter in Great Britain has grown astonishingly in the past 10 years. The \$1,000,000 mark was reached in 1896. This was doubled in two years. In 1899 the British Board of Trade returns show the receipts of butter from Canada to be that year in the neighborhood of \$5,000,000.

Before the passage of the McKinley Bill we sent large quantities of turkeys and other poultry to the United States, but practically none to Great Britain. The McKinley Bill, by making a charge of 5c. per lb. on all turkeys imported into that country, demoralized our trade, as there was no other outlet for our surplus stock.

The distance seemed to make Great Britain an impossible outlet, but, after the introduction of cold storage, experiments were made until methods of feeding, dressing and packing were discovered, by which Canadian turkeys can be landed in the British markets in excellent condition. Turkey raisers were quick to take advantage of the opening thus created, as may be seen from the shipments of recent years:

1896, \$3,075; 1897, \$14,875; 1898,

\$72,185. The figures for 1899 are not to hand, but all interested in the business say the increase has been even greater than that shown in the preceding years.

By thus grasping all opportunities for extending his trade, the Canadian farmer has increased his total exports of bacon, butter, eggs and poultry from \$791,176 in 1890 to \$13,480,809 in 1899.

While the retrospective is satisfactory, however, the prospective is equally so. All acquainted with the fertility of Canadian soil and the adaptability of the Canadian producer look to the incoming decade as likely to be blessed with even greater progress than the outgoing decade has been.

He who would get down to business must first get down to common sense.

CHEESE STRONG BUT DULL.

THE export cheese market continues largely stationary so far as new business is concerned, though the movement of stock is quite free, almost 120,000 boxes having gone forward since the close of navigation.

The backwardness of buyers causes no uneasiness among holders of finest cheese, who are confident that every box of the small stock remaining in Canada will soon be wanted, and that on it they will realize good prices.

By late mail advices it is found that a steady hardening process in values is in progress in England, and that prices were now higher than they had been for a long time. But, while stocks are light, and the deficit will hardly be made up by the supply in Canada, the high cost of 12c. Montreal restricts the movement to an absolute hand-to-mouth one, for British buyers are only taking the goods as they need them. This, of course, explains why the current daily export movement is so light.

The stocks in Great Britain will be ascertained definitely in a few days, however, and possibly when the cold, actual figures stare buyers in the face they will be spurred into greater activity. This, at least, is the expectation of some of the best informed exporters.

Merchants who are wide-awake resolve that the new year shall see the development of new ideas in store management.

AN AGGREGATE CAPITALIZATION OF NEARLY \$5,250,000,000.

THE year 1899 will stand out unique in the world's history as the year of industrial consolidations.

None that preceded it was like unto it, and it is possible that none to come will be.

We have reference particularly to the United States, for the consolidations which have taken place in other countries are as a grain of mustard to a prize pumpkin in comparison.

A list published a few days ago by The Journal of Commerce, of New York, shows that, leaving out the companies with a capital less than \$2,000,000, the total capitalization of the companies organized in 1899, aggregated nearly \$5,250,000,000, a sum beyond human conception.

The capitalization of one concern alone—The Distilling Company of America—was \$125,000,000. Then comes The American Steel and Wire Company with a total capital of \$90,000,000. The American Woollen Co. and The American Smelting and Refining Co. have each \$65,000,000; The National Tube Co., \$80,000,000; The American Car and Foundry Co. and The American Ice Co., \$60,000,000 each. The latter will probably be able to hold together during the hot weather.

The Pittsburg Coal Co. has the modest capital of \$64,000,000, but, with a little extra effort, it will possibly be able to compel consumers to dance to its music.

Consolidations with \$20,000,000 to \$30,000,000 are quite numerous.

And, notwithstanding the enormous capitalization, most of the companies given in the list have paid dividends at the rate of 7 per cent., while the range is from 6 to 8 per cent.

Whatever may be the opinion as to the morality of these enormously capitalized concerns, it is evident, with the stringency of the money market, the depreciation in the value of the shares of many of the companies, and the strong popular demand that there is for legislative interference, that the immediate future at least is not as promising for the multiplication of trusts as the immediate past has been.

While not of their own volition, the heavily capitalized concerns appear to have

planted within themselves the seeds which shall prevent their inordinate expansion.

TAKE STOCK OF METHODS.

Stock-taking does not end with the taking of an inventory of the purchases, of the sales, or of the stock.

There are the business methods employed during the year which should be taken into account and duly considered. And the merchant who does not do that has neglected one important branch of stock-taking.

BAD HOTEL SANITATION.

MANY are the inconveniences and discomforts which commercial travelers suffer as they travel to and fro in the country.

But, of all their inconveniences and discomforts none are worse than the unsanitary condition of a large number of the hotels at which they are compelled to tarry.

We are not unearthing any new fact; we are merely referring to what has for many years been a grievance to commercial travelers. But, although its existence has been known for many years, it still exists. And that, in a great many instances, in as bad a form as ever. In not a few instances the conditions are positively worse. And we fear that they will be worse still before they are better. The travelers may just as well assure themselves in regard to that.

It costs money to put hotels in proper sanitary condition; and before they are compelled to do so, the number of hotel men who are willing to go to the necessary expense are few indeed.

The inconvenience and annoyance which bad sanitary conditions create are not the worse features by any means. The worse feature is the disease, and sometimes death, which they disseminate.

It is evident, therefore, that this question transcends in importance all other questions as far as the traveler is concerned. It is also just as evident that active and aggressive measures should be taken to awaken the proper authorities to a sense of their duty in regard to the matter.

A smallpox patient is isolated; but an

unsanitary hotel is allowed to fill up travelers with disease germs much faster than these travelers can ever hope to secure orders.

THE CANADIAN GROCER would be glad to receive communications and suggestions in regard to this important matter.

DEPARTMENTAL STORE DECISION.

A DECISION was handed down in the Illinois Supreme Court a few days ago which is not altogether uninteresting to business men in Canada.

Some time ago, the city government of Chicago passed an ordinance regulating departmental stores. One of the provisions of this ordinance was to the effect that certain kinds of merchandise could not be sold where other kinds were sold.

The proprietor of one of the departmental stores infringed upon the provisions of the ordinance, the outcome of which was that he was fined \$25 and costs by a local justice of the peace. The case was carried to the Supreme Court of the United States, and that body has declared unconstitutional the law under which the conviction was made.

"When an owner," declared the court, "is deprived of the right to expose for sale and sell his property, he is deprived of property within the meaning of the constitution by taking away one of the incidents of ownership."

The incident is not without its lesson: It is idle to fight the departmental stores with unconstitutional ammunition.

There are laws in respect to dishonest advertising to be made more effective, there are laws for the more equitable distribution of taxation to be created. These are weapons that can be constitutionally used and with effect.

But, after all, the most effective way to counteract the influence of the departmental store is aggressive and up-to-date business methods.

When the store is bright and cheerful, the stock well bought and well advertised, the windows well dressed, and the business well conducted, the merchant is far better fortified to compete with the departmental store than is possible in any other way.

**JAPAN TEA DRINKERS--
ATTENTION!!**

"SALADA"
PURE UNCOLOURED
CEYLON GREEN TEA
SALADA

A Luxury in the Cup. One pound goes as far as 2 pounds of Japan.

Sealed Lead Packets Only } 40c Per Pound
Never Sold in Bulk

Toronto. Montreal. Boston. Buffalo. Detroit. Cleveland. Toledo. Pittsburgh.

THE COWAN RAMSAY CO., LIMITED
IMPORTERS OF TEAS

RED CROSS TEA
in lead packets, and
CLUBHOUSE
in 2 lb. Cartons, 50 and 100-lb. Tins.
These brands are registered, and the quality guaranteed by us.

The "**BOSS**"
WASHING MACHINE
Still Leads.
If you have not tried the "BOSS" do so now.
Walter Woods & Co.
HAMILTON.

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A reliable house, with headquarters at **STOCKPORT, ENGLAND**, and facilities for covering the towns in Lancashire, Yorkshire, and Cheshire, is in a position to do an import agency business in

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We can quote low prices on **CONFECTIONERS' ANILINE DYES, COCOA** and **VANALINE CRYSTALS** for Cocoa manufacturing. **SOAP COLORS, GUMS, VARNISHES.**

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HORSE-SHOE SALMON

Is packed ONLY from the finest
Fraser River Sockeye Salmon.

For twenty years the leading brand on the Canadian Market.

It pays to buy the best.

For Sale by all Wholesale Grocers throughout the Dominion.

FIFTY-EIGHT YEARS AGO



J. D. CARR, founder of the firm was appointed, by special warrant,

CARR & CO., LIMITED

BISCUIT MAKER TO H.M. THE QUEEN

BY AUTHORITY This warrant we still hold.
CARR & CO., Limited
CARLISLE, ENGLAND.

Agents for Canada:
FRANK MAGOR & CO, 16 St. John St., Montreal.
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Some of our Present Specialties are:

**CAFE NOIR
CAFE AU LAIT
WINDSOR WAFERS
BUFFET WAFERS
DERBY**

**FINGER CREAMS
GINGER FLAKES
CRACKNEL
LEMON CREAM
ROYAL, ETC.**

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MARKETS AND MARKET NOTES.

GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotations on any staple line, they 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.

January 4, 1900.

GROCERIES.

MOST of the travelers resumed their respective routes on Tuesday, and business is again beginning to get into its normal condition. Of course, the volume of trade is still light, but it has improved as the week grew, and, in a couple of weeks hence, business may be expected to have thrown off its holiday lethargy. The demand for teas, as is usual at this season, is beginning to pick up. Coffees are in demand, and firm as to price. Canned goods are quiet and featureless. There have been some rush orders for sugar during the week, and, for this time of the year, the demand is fair. Spices are steady and quiet. Foreign dried fruits are receiving little or no attention.

CANNED GOODS.

There is no line appertaining to the grocery trade which is receiving less attention than canned goods. But, of course, this is not their season. Although canned goods are inactive there is a quiet confidence in regard to their future which augurs well for the maintenance of prices. There is a little demand for canned salmon, but only an odd case or so of canned vegetables changes hands. Quotations are unchanged, tomatoes still being quoted at 95c. to \$1; corn, \$1.05 to \$1.10, and peas at 80c. up.

COFFEES.

The outside markets are firm on both Rio and mild grade coffees. The largest package coffee house in the United States has advanced its price ½c. per lb., and this has further helped to increase confidence in the market for green coffees. Locally, the demand for coffee is good with prices firmer.

SUGARS.

No particularly new features have developed in the sugar market during the past week either at home or abroad. The demand has been light, although the local wholesale houses have, during the pas-

week, received some orders for urgent shipment, and the refiners are experiencing a fair demand for this time of the year. A great deal of United States refined sugar passed the Customs last week. The new freight rates went into force in the United States on January 1, and they mean an addition of about 6c. per 100 lb. to the cost of the sugar. The price of Canadian refined sugar at Toronto is still \$4.48 for Montreal granulated and \$4.43 for Acadia. Yellows are from \$3.66 up.

SYRUPS AND MOLASSES.

The syrup market is quiet and steady. Advices from New Orleans state that the market there is quiet with a firm undertone.

TEAS.

A fair business is being done in Indian and Ceylon teas on spot, and some nice flavory Ceylon teas are offering from London in both medium and low-grades. The former show good values, but the latter are dear. On the London market Indian and

See pages 27 and 28 for Toronto, Montreal, St. John, and Winnipeg prices current.

Ceylon teas are up ¼d. per lb. Japan teas are quiet and steady.

NUTS.

The nut market, generally, is steady, but very little business is being done.

FOREIGN DRIED FRUITS.

CURRANTS—The feature of the local currant market is a cable advice from Patras indicating a very firm situation in regard to prices. The demand for currants, locally, is moderate at unchanged prices.

VALENCIA RAISINS—Quiet, with prices steady and unchanged. We quote: Fine off-stalk, 6½ to 6¾c. per lb.; selected, 7 to 7½c. per lb.; layers, 7½ to 8c.

MALAGA RAISINS—Wholesalers are endeavoring to push the few Malaga raisins they have over from the holiday trade.

DATES—Are in moderate demand at 5½c. per lb. for Hollowee, and 4½ to 5c. for Sairs.

PRUNES—The shipment of "Sphinx" Bosnia prunes received on the market a few days ago is going out nicely, some good orders having been received. There are some other brands on the way. The ruling quotations of "Sphinx" prunes are:

"A's," 8½ to 9c. per lb.; "B's," 7½ to 8c.; "U's," 6¾ to 7c. A fair trade is being done in Californian prunes at steady prices.

GREEN FRUITS.

The demand for navel oranges, which was brisk during the Christmas season, has quieted somewhat, and, as supplies are liberal, a decline of 25c. is noted. Valencias, on the other hand, are 50c. dearer, in sympathy with a firmer feeling in Liverpool and lighter stocks here. There are some Messina lemons which are of poorer quality than the standard of recent weeks, and for these a decline of 25c. is accepted. The demand for cranberries, winter apples and Almeria grapes is moderate, as is usual at this time of year. There is a fair inquiry for bananas, but the supply of good stock is light.

COUNTRY PRODUCE.

EGGS—There is a moderate business done in pickled at 16c. New-laid are in good demand, but the major portion of stock arriving as new-laid is mixed with held, and is worth about 19 to 20c.

POTATOES—There is considerable inquiry, but as holders are looking for a rise, which buyers are not yet disposed to pay, the amount of business done is moderate. If the weather keeps cold the advance will have to come for carlots as well as for small lots. We quote this week at 38 to 40c. per bag for cars, and 45 to 50c. for small lots out of store.

BEANS—There is no change. Trade is quiet. We quote \$1.45 to \$1.50 for hand-picked, and \$1.35 to \$1.38 for prime.

DRIED AND EVAPORATED APPLES—There is a fair jobbing trade in evaporated at 8c. Dried are steady at 5½ to 6c. in a jobbing way. At outside points 6c. is still paid for No. 1 quarters and 5½ to 5¾c. for No. 1 ordinary.

POULTRY—There is a limited quantity of turkeys on the market, but sufficient to supply the moderate demand. Prices are firm at 8 to 9c. for held stock, which is in greatest evidence at present. Bright, fresh-killed stock is worth 9 to 10c. Geese, ducks, and chickens are in fair demand at unchanged prices. We quote: Geese, 6 to 6½c.; ducks, 40 to 60c.; chickens, 30 to 50c.

VEGETABLES—There is little doing. Business is dull. We quote as follows: Green onions, 15 to 25c. per doz.; radishes, 60 to 75c. per doz.; spinach, 40 to 50c.

The Grocer who DOESN'T sell

SURPRISE SOAP

is losing the sale of the **most profitable soap on the market.** And—vice versa—the grocer who **does** is making money and friends too. It is a favorite with **every woman.**

BRANCHES—
MONTREAL: Board of Trade Building.
TORONTO: Henry Wright & Co., 51 Colborne St.
WINNIPEG: E. W. Ashley.
VANCOUVER: 430 Cordova St.
ST. JOHN'S, NEWFOUNDLAND.

Manufactured by
THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

per bush.; lettuce, 20 to 40c. per doz.; cabbage, 60 to 75c. per doz.; red cabbage, 50 to 75c. per doz.; cauliflowers, 40 to 60c. per doz.; celery, 40 to 75c. per doz.; parsley, 15 to 20c. per doz.; onions, 40 to 60c. per bush.; green beans, 30 to 50c. per basket; squash, \$1 to \$1.50 per doz.; vegetable marrow, 40 to 60c. per doz.

BUTTER AND CHEESE.

BUTTER—The supply of creamery prints and squares is moderate, and an advance of 1c. brings the price to 23 to 24c. Otherwise the market is about the same position as a week ago. A good business is doing in both dairy and creamery. We quote: Dairy, large rolls, 18 to 19c.; prints, 19 to 20c.; tubs, 17 to 18c.; creamery, tubs and boxes, 21 to 22c.; prints and squares, 23 to 24c.

CHEESE—The situation is unchanged, the market maintaining a firm tone at 12 to 12½c. A good trade is being done.

FISH AND OYSTERS

The cold weather has extended as far Chesapeake Bay, where ice is interfering with the Baltimore oyster trade. This has forced prices up 20 to 25c. per gal. Labrador herrings are quoted on this market now at \$3 50 per half-bbl., and splits at \$3.25. Niagara whitefish are ½c. dearer, and finnan haddies 1c. cheaper. We quote as follows: Trout, 7½ to 8c.; Niagara whitefish, 7½ to 8c.; pickerel, 7½c.; herrings, 4c.; halibut, 12½c.; Seattle salmon, 13 to 15c.; haddock, 5c.; finnan haddies, 5½ to 6c.; boneless fish, 4¾c.; quail-on-toast, 5½c.; steak cod, 6c.; quintals of cod, 5¾c.; ciscoes, \$1 per basket; Labrador herrings, \$3.50 per half-bbl.; split herrings, \$3 25 per half-bbl. Oysters, standards, \$1.50; selects, \$1.85;

other brands, \$1.25 per gal.; shell oysters, \$8 per bbl.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—Fall wheat shows a decline of 1c. this week, being quoted at 65c. at outside points for both white and red. On the street market a good business is being done. We quote as follows: Wheat, white and red, 68½c.; goose, 71c.; peas, 60 to 62c.; oats, 29c.; barley, 44 to 45½c.; rye, 53½c. No. 1 hard Manitoba wheat steady at 77c. Toronto and west.

FLOUR—Manitoba grades are 20c. and Ontario patents 10c. lower. Otherwise, there is no change. We quote: Manitoba patents, \$3.80; Manitoba strong bakers', \$3.50; Ontario patents, \$3.55 to \$3.65; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—The demand is improving. Prices are steady at unchanged figures. We quote as follows: Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—The strength and activity noted last week is maintained. We quote: Cow-hides, No. 1, 9½c.; No. 2, 8½c.; No. 3, 7½c. Steer hides are worth ½c. more. Cured hides are worth 10½c.

SKINS—Since the advance of last week, prices have steadied, and are now firm. We quote: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1 to \$1.10.

WOOL—Prices are firm. A good business is being done. We quote: Clothing

wool and combing fleece, 20c.; unwashed, 12½ to 13c.

SEEDS.

The market is quiet. There is some inquiry for export, but, as the domestic market is higher than exporters are willing to pay, no business is being done. We quote alsike at \$4.50 to \$7, and red clover at \$4.50 to \$5, at outside points, for good to choice samples. An additional 25c. is paid for fancy lots of red clover. Dealers are paying \$1 to \$1.25 aboard cars outside for good to choice machine-threshed timothy, and \$1.50 to \$1.75 for bright, unhulled, flail-threshed seed.

MARKET NOTES.

Currants are cabled firmer in Patras.

Ceylon teas are ¼d. dearer in London.

Cream of tartar is a little higher in the primary market.

Creamery butter prints and squares are 1c. per lb. dearer.

Manitoba grades of flour are 20c. and Ontario patents 10c. cheaper.

Valencia oranges are 50c. per box dearer, the range being \$4.50 to \$5 for ordinary 420's, and \$5.50 to \$6 for 714's and large 420's. Navels are now quoted \$3.50 to \$4, a decline of 25c.

A. J. Campbell, general merchant, Armow, Ont., has sold his stock to Thomas Watson, Pine River, Ont., for 100c. on the dollar. Mr. Campbell is retiring from business on account of ill-health, being a sufferer from nervous prostration.

Corona Golden Figs

are choice eating and cooking Figs. Put up in
1-LB. CAKES—each wrapped and packed in
special Caddies, containing 4-doz. cakes.

Cost you 7½c. and sell from 10c. to 15c. No
scraping goods out of bags or mats; no dust and
dirt nor loss of weight, time and custom, but

CHOICE GOODS THAT SELL AT SIGHT.

Half size sample mailed on receipt of 5c. in stamps; or, to meet numerous requests, we will on receipt of value (\$3.60) ship and prepay freight on 1 caddy to any part of Ontario. State name of your wholesaler in ordering.

W. B. BAYLEY & CO., Ontario Agents, 59-63 Front St. East, TORONTO

THE CANADIAN GROCER

FRUITS

We have now in stock a carload of California Fruits from the celebrated firm Porter Brothers Company, viz., California.

200	boxes,	25	lbs. each,	Prunes,	40/50's
200	"	"	"	"	50/60's
100	"	"	"	"	60/70's
100	"	"	"	"	70/80's
150	"	"	"	"	80/90's
400	"	"	"	"	90/100's
100	"	"	"	Peaches	
50	"	"	"	Pears	
25	"	"	"	Nectarines	

ALSO...

500 cases Bosnia Prunes, "Ostrich" brand,
400 cases Halloween Dates,
1,000 boxes Malaga selected, 3-crown, loose Muscatels.

All Fine Goods.
Ask for Prices and Samples.

WE ARE SELLERS.

L. CHAPUT, FILS & CIE.

See our Ad. next week.

Montreal.

THE CANADIAN GROCER

THE J. L. CASSIDY CO.

MONTREAL.

LIMITED

Compliments of the Season!!!

To Our Patrons and
Friends

To Secure the Lowest
Prices for

FRUIT JARS!!

ORDER NOW!!

If our traveller does not call on you before the 1st February next, mail us your order before that date, and secure Jars before advance in price.

GOOD BUYERS Don't miss this.

I OFFER ALL LAST SEASON'S PICKINGS.

A Line of Japan Tea.

Good liquor, good appearance, at - - - 12 c.
Uncolored or pan fired.

A Line of Japan Tea.

Fancy make, choice liquor, early picking at - - - 20 c.
You can't get anything to match this at the price.

A Line of China Black.

Half-chests at - - - 12½c.
Good, heavy, serviceable liquor.

A Line of Indian Tea.

Stylish and of splendid liquor at - - - 16½c.

A Line of Ceylon Tea.

In chests at - - - 17 c.
For cup quality it has no equal.

TERMS, 3 PER CENT. 30 DAYS, OR 4 MONTHS' NOTE.

Great Values in all lines. Ask for Samples.

E. D. MARCEAU, 296 St. Paul Street, MONTREAL

How's your stock of Biscuits and Confectionery ?

Our **CREAM SODAS** in 3-lb tins and cartoons cannot be excelled.

For purity and highly-flavored **CONFECTIONERY** we manufacture the finest **BON-BONS** and **CHOCOLATES** in Canada.

WRITE FOR SAMPLES AND QUOTATIONS.

McLAUCHLAN & SONS CO., Limited, Manufacturers Biscuits and Confectionery, Wholesale Grocers **Owen Sound, Ont.**

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CANADIAN

Manufacturers and Shippers who are not represented in

WINNIPEG

Will do well to correspond with me.

E. NICHOLSON

124 Princess Street, **Winnipeg, Man**
Successor to W. F. Henderson & Co.

Wholesale Commission Merchants and Brokers.

Established 1882. 16 years' experience.

**POULTRY, HONEY,
BUTTER, EGGS,
and DRIED APPLES.**

Consignments Solicited.
Prompt Returns.

The Wm. Ryan Co.,

Limited.
70 and 72 Front St. E., Toronto.

Consignors—Note:

WE ARE well cleaned up and in good position to handle your **POULTRY.**

BUTTER

In good demand. Send along and get good prices.

We Handle

Eggs, Honey, Cheese, Lard, Fish, Game, Green and Dried Apples.

T. H. SMITH & CO.

Wholesale Produce Commission Merchants
70 COLBORNE STREET, - TORONTO
Reference, Imperial Bank of Canada, Yonge St.

NEW NUTS

Are about all in.

We like to quote buyers who buy original parcels.

WRITE US...

CLEMES BROS.,
TORONTO.

QUEBEC MARKETS.

MONTREAL, January 4, 1900.

GROCERIES.

THE sorting movement, consequent upon the holidays, being over, the market is very quiet, and, with two holidays out of the present week, the local jobbing houses do not present much bustle. No further change of importance is noted in any line, about the only striking feature being the evident scarcity of higher grade Japan teas, which is arousing some speculation in tea circles. Sugar rules unchanged at the recent decline, and coffees and spices are quite firm in tone, though inactive.

SUGAR.

There has been no further change in the situation of domestic refined sugar, and business has been exceptionally quiet during the week. We quote: Granulated, \$4.35, and yellows, \$3.55 to \$4.20, as to grade. In New York, raw has ruled firm; fair refining, 3 13-16c., and centrifugal, 96 test, 4 1/4 c. In London, the market is 3/4 d. lower on beet, which was quoted at 9s. 2 1/4 d. for all positions. Cane was quiet and unchanged, with Java quoted at 11s. 3d. and fair refining at 10s 6d.

SYRUPS.

There is no change in these, Canadian ranging from 2 to 2 1/4 c. per lb. in the wood, as to quality.

MOLASSES.

A good distributing trade has been noted in molasses at 42c. for carlots and 43c. for single puncheons. Porto Rico is steady at 37 to 40c., and Antigua, 34 to 35c.

DRIED FRUITS.

No Valencia raisins could be laid down here from primary markets at the prices the fruit have been jobbing at. Naturally, therefore, values are firm. Jobbers are asking 7 to 7 1/2 c. for off-stalk; 8 to 8 1/2 c. for fine, and selected and layers 1/2 c. advance on these prices.

Currants are unchanged as follows: Filiatras, 4 1/2 c. for bbls.; 5 5/8 c. for half-bbls.; 4 3/4 c. for half-cases, and 4 7/8 c. for quarter-cases.

Prunes rule steady. Californian prunes are as follows: 80's to 90's, 6 1/2 c.; 70's to 80's, 7c.; 60's to 70's, 7 1/2 c.; 50's to 60's, 8 1/2 c., and 40's to 50's, 10c. Bosnia prunes are steady also, at 6 to 6 1/2 c.

Established 1873.

CONSIGNMENTS SOLICITED

**POULTRY
BUTTER
EGGS
DRESSED HOGS**

Highest market prices. Quick returns.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants

76-78-80 Front St. E. - - TORONTO

Established 1892.

Rutherford, Marshall & Co.

68 Front Street East, Toronto.

Exporters of

**POULTRY
BUTTER, CHEESE,
EGGS, HONEY, DRIED
AND GREEN APPLES.**

We buy outright, or receive on consignment, all kinds of Produce. Correspondence solicited. References—Mercantile agencies or Canadian Bank of Commerce.

FLEISCHMANN'S

**VEGETABLE
COMPRESSED YEAST**

HAS NO EQUAL.

JOHN J. FEE

62 Front St. East

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TORONTO.

**Poultry, Butter,
Cheese, Eggs,
Comb and Extracted
Honey,
Dried Apples, etc.**

Correspondence Invited. Consignments Solicited. Prompt Returns.

References, Standard Bank and Commercial Agencies.

The

**DAWSON Commission
Co., Limited**

**FRUIT, PRODUCE AND
COMMISSION MERCHANTS.**

Cor. Market and
Colborne Streets,

TORONTO

Teas "fragrant", "delicious", "perfect" and "best" are now as plentiful as gold mines, but customers only smile and say - "Give us Blue Ribbon Ceylon" - Blue Ribbon Tea Co. - 42 Scott St. Toronto.

Dates range from 5 to 5 3/4 c., as to quality.

NUTS.

The demand has been seasonable for nuts, and with light stocks values are stiff.

CANNED GOODS.

There has been nothing special to report in canned goods this week. Corn is held at \$1.10; tomatoes at 90c. to \$1; marrow-fat peas at 70 to 72 1/2 c.; early Junes at 77 1/2 to 80c.; French peas at 90 to 95c.; beans at 90c.; one gallon apples at \$2.25 to \$2.50; 3-lb. do. at 85 to 90c.; raspberries at \$1.60 and strawberries at \$1.55 per doz.

RICE.

Business rules quiet but prices are very steady.

SPICES.

The firm feeling has been fully retained in all lines of spices. Business, however, was quieter this week than last.

COFFEES.

There has been no notable change in the coffee market, and business has been light, a few 25 bag lots of Cucuta at 9 1/2 c. being the only business noted in a round way.

TEAS.

The scarcity of the finer grades of Japan tea is quite marked and it is believed that stocks cannot be replenished between now and the arrival of new crop. Supplies of medium and good medium Japans, however, appear to be in better shape, and business between 15 1/2 to 16c. in these is noted this week. Green teas are quiet with a few transactions at 16 to 18c., and some blacks have changed hands at 15 to 18c. for Ceylons.

FISH.

The fish market continues steady. We quote as follows: No. 1 Nova Scotian herring, in bbls., at \$5.25, and in half-bbls., at \$2.50. No. 1 large round herring fetch \$5, and half-bbls., \$2.55. No. 1 B. C. and Labrador salmon, \$13 per bbl., and tierces, \$17.50. No. 2 mackerel are dull, \$15.25, and No. 1 large green cod, \$5.25, with No. 1 \$5 and No. 2 \$4. No. 1 green haddock, \$4, and No. 1 pollock, \$3.60. Dried cod sells at \$4.75, and large dressed, \$4.50. Prepared fish—Boneless cod, 5 1/2 to 6c. per lb.; haddies, 6c.;

bloaters, 90c. to \$1 per box, and smoked herring, 12c. per box. Fresh fish—Haddock, 3c.; steak cod, 3 1/2 c.; market cod, 2 3/4 to 3 1/4 c.; Manitoba dore, 5 1/2 c.; white-fish 7c.; salmon, 10c., and fresh herring, \$2 to \$2.25 per 100.

GREEN FRUITS.

The holiday demand being satisfied the movement in green fruits has been lighter this week. Prices, however, are unchanged. We quote: Apples, \$2.50 to \$3.50, as to grade; Almeria grapes, \$6 to \$7.50 per keg, as to weight and quality; Jamaica oranges, \$6 to \$6.25 per bbl., and \$2.50 to \$3.50 per box; Valencias, \$4 to \$4.50 per box for 420's, and \$3.65 to \$4.75 for 714's; Californian oranges, \$3.65 to \$4.25 per box; Mexican, \$2.85 to \$3.35 per box; lemons, \$2.50 to \$3.25 per box.

COUNTRY PRODUCE.

EGGS—The egg market furnished no change to-day, business ruling quiet and prices steady. We quote: 23 to 26c. for fresh new laid stock. Montreal limed, 17 1/2 to 18c.; western limed, 16 to 17c., and culls, 11 to 13c. per dozen.

POULTRY—With an increased supply, prices of poultry were rather easier to-day, but the cold weather is a favorable factor. Prices are as follows: Turkeys, 9 to 9 1/2 c.; ducks, 7 1/2 to 8 1/2 c.; chickens, 7 to 8c.; geese, 5 to 6c.; old fowl, 5 to 6c.

HONEY—Continues dull, but steady. White extracted is quoted at 9 to 10c.; dark clover at 8 to 8 1/2 c., and buckwheat extracted at 7 to 7 1/2 c. per lb.

BEANS—Remain as last quoted. Choice hand-picked pea beans, \$1.52 1/2 to \$1.57 1/2, and choice primes at \$1.42 1/2 to \$1.47 1/2.

MAPLE PRODUCTS—Rule quiet; sugar, 9 1/2 to 10c., and syrup, 60 to 70c. per gallon tin.

POTATOES—The potato market continues steady under a good demand, despite liberal receipts. Carlots on track quotable at 45c. per bag, and small quantities at 5 to 10c. per bag advance, according to the size of the lot.

HOPS—Good Canadian hops are jobbing out at 10c. per lb.

ASHES—There is no change in ashes. We quote: First sorts, \$4.20 to \$4.25;

seconds, \$4, and pearls, \$5 to \$5.25 per 100 lb.

DRESSED HOGS—Under heavier receipts, values on dressed hogs are rather lower at \$5 to \$5.50 per cwt.

PROVISIONS.

Pork and smoked meats are moderately active and steady. We quote: Canadian short cut mess pork, \$14.50; short cut back, \$14, and heavy long cut mess, \$14 per barrel. Pure Canadian lard in pails, 7 1/4 to 7 3/4 c. per lb.; and compound refined, 6 to 6 1/2 c. per lb. Hams 10c. to 11 1/2 c., and bacon 11 to 11 1/2 c. per lb.

FLOUR AND GRAIN.

FLOUR—There is only a quiet local trade in flour and prices are steady. We quote: Winter patents, \$3.60 to \$3.90; straight rollers, \$3.30 to \$3.40; in bags, \$1.65; Manitoba patents, \$3.90 to \$4.15, and strong bakers', \$3.60 to \$3.70.

GRAIN—A fair demand was experienced for wheat, and considerable business in Manitoba hard was put through at the old basis, 65c. Fort William. Coarse grains are dull and deliveries at country points are still light, though they are expected to increase shortly. Oats are quoted at 25 to 25 1/4 c.; peas, 57 to 57 1/2 c.; rye, 50c.; buckwheat, 48c.; No. 1 barley, 39c.; No. 2, 38c., west of Toronto, freights, and buckwheat, 49c., eastern freights. Some Ontario spring wheat is moving east of Toronto at 65c.

OATMEAL—Oatmeal continues steady at \$3.50 per bbl., and \$1.70 per bag.

FEED—Feed was the same. Ontario bran, \$15 to \$15.50 in bulk, and Manitoba do., \$14.50 to \$15, in bags.

HAY—Baled hay was steady. We quote: Choice No. 1, \$9 to \$10; No. 2, \$8 to \$9; and clover, \$7 to \$7.50 per ton, in carload lots.

CHEESE AND BUTTER.

CHEESE—The cheese market continues quiet, though the movement of goods for-

Telephone Main 1450.

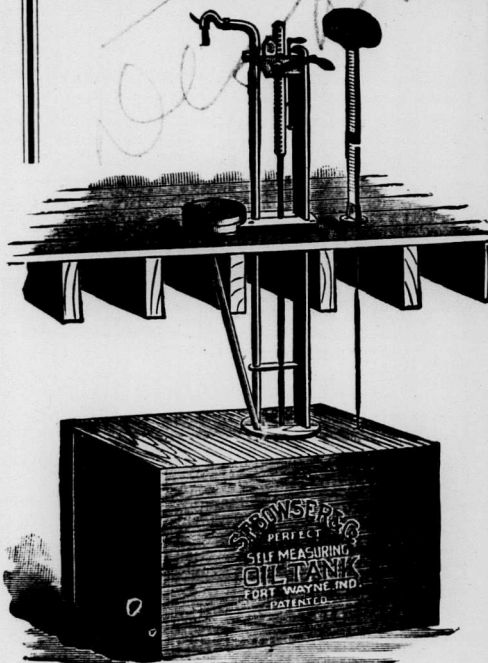
A. N. Whitman & Son

Wholesale dealers in

SMOKED FISH

26 Mullins Street, MONTREAL.

..IF YOUR OIL MAN..



CELLAR OUTFIT.

**BOWSER...
OIL TANKS**

Are built of GALVANIZED STEEL
PUMPS ALL METAL...
BRASS VALVES

Everything fully guaranteed. They will earn 25 per cent. of their value every year. Let us prove it to you. Send your address.

S. F. BOWSER & CO., P. O. Box 564
TORONTO, ONT.
Factory, Fort Wayne, Ind.

Should quote you a confidential price of two cents below the market, he would be pretty sure to get your order, because

**You Are
In Business For
Profit,**

and that two cents per gallon means profit. Yet you hesitate to equip your store with a

**BOWSER
Three-Measure
Self-Measuring
OIL TANK**

which as surely means a saving greater than two cents upon each and every gallon of oil you handle. It prevents loss from leakage and evaporation; it saves the oil you now lose from sloppy measures; it saves loss from pilfering while you are gone to the cellar after oil; it saves other goods from contamination from kerosene; it saves your time; it saves your back; it saves you labor, and muss, and dirt. All this it saves—and more.

This is the Season

of the year when Pratts Foods are in greatest demand. The reason of this is that nature does not supply all the nourishment necessary to enable poultry to produce the same proportion of eggs as are possible in the summer season. Pratts Poultry Food meets this need. It is not only a guaranteed egg producer, but also prevents and cures all kinds of poultry diseases.

Pratts Animal Regulator is for horses and cattle. It builds up run-down horses, produces bone and muscle, and improves the wind. It keeps cows healthy, increases the flow of milk, makes it richer, and produces more butter. Hog cholera is positively unknown where Pratts Food is regularly fed.

The popular size is the 30c. package. There are 24 in a case. The case costs you \$4.80. The goods sell for \$7.20. On two cases or more I allow freight. A sample case of each will convince you of the merit and will prove a quick and sure seller. Thousands of dealers all over the country have found it so. Write me about

PRATTS FOOD.

**ROBERT GREIG,
TORONTO.**

TEAS CEYLON

Direct Importation from Colombo.

PERKINS, INCE & CO., TORONTO.

ward is quite heavy. Holders here are firm at 12c. up for what stock remains here, and buyers operate sparingly at this level.

BUTTER—There was no new feature in butter. Current trade is confined to supplying local jobbing wants, selections of creamery selling at 22c., but the ruling range being 21 to 21½c. Western dairy rolls range from 18 to 19c., as to grade.

WISE COUNSEL TO YOUNG MEN.

A YOUNG friend of mine was discharged from his place of business this week because he had become the victim of bad practices. His employers had worked with him a long time in the effort to have him mend his ways, but when he had gone so far as to become publicly intoxicated, resulting in an arrest and confinement, following the abstraction of money by him from the safe, they felt as if the limit had been reached. I saw the young man later in the week sitting down in the expectation that some prominent

business man would rush up to him and invite him to accept a lucrative position with a large firm. The young man is making a mistake. Business men do not act on this line. They must feel confidence in the men they employ. John Rockefeller makes it conditional on the employment of a man that he will not speculate in grain or in stocks. He knows the danger to young men following such a course.

I am always annoyed when I see a young man, a mere boy, strutting along the street with a cigarette or a cigar in his mouth. I am always afraid of the business future of that boy. In saying this, I wish it understood that I am no extremist in the matter of smoking. I believe in smoking at a right age and in the right place, if anyone wants to smoke. There is a great difference, however, between smoking at sixteen years of age and indulging in the practice at forty. It is not the act of smoking itself that makes the sight unpleasant when indulged in by a boy, but it is what the act stands for—indifference, a sure indication

that the boy has not grasped the idea of business and push, hence the advertisement that the act gives of the boy's capacity.

Suppose this boy is stepping along the street at a lively pace, face bright, looking happy. The banker or the business man in any branch of trade becomes accustomed to meeting this boy and he observes the lines of good breeding in his face. He becomes attracted to him and sooner or later he sends for him and makes inquiry about him. His face was the advertisement that brought him into notice, and which finally led to his business success in future life. Had this boy been smoking a cigarette he could have passed that banker every day of his life without securing from him the least attention. It is to be regretted that boys cannot see this more clearly than they do.—“Eli,” in Ohio Merchant.

This is true liberty, when free born men,
Having to advise the public, may speak free,
When he who can, and will, deserves high praise;
Who neither can, nor will, may hold his peace:
What can be juster in a state than this?—Euripides.



HICORY

OFFEE
ORKS

100 Casks, Best Imported

"Remember the Corks."

S. H. EWING & SONS, Montreal
96 KING STREET.

HINTS TO BUYERS.

Contributors are requested to send news only, not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

PERKINS, INCE & CO. are in receipt of a direct shipment of Government Java coffee from Batavia. A shipment of Old Government Java, from Rotterdam, is also arriving.

New Baratara shrimps, 1-lb. tins, are in store with The Eby, Blain Co., Limited.

S. H. Ewing & Son have some clean caraways in barrels and bags at low prices.

To effect speedy clearance before stock-taking, The Eby, Blain Co., Limited, are offering the balance of their importations of Malaga raisins and Eleme figs at quick selling prices.

Perkins, Ince & Co. have just taken into stock a shipment of Californian prunes, all sizes.

Burnham's clam chowder, 1's and 3's, and clam bouillon, ½-pints—just the goods for cold weather—have been passed into stock by The Eby, Blain Co., Limited.

A carload of green Rio coffees just in with W. H. Gillard & Co., types 5 and 6, showing special value.

The Eby, Blain Co., Limited, direct special attention to their announcement of

their large and well bought stock of teas in this issue, which, they state, is well worth the attention of the trade.

Just at hand with W. H. Gillard & Co., a carload of medium and lengthwise scaled herrings of fine quality.

Californian prunes, all sizes, are in store with The Eby, Blain Co., Limited, who also report a car of Bosnia prunes nearly due, which they are enabled to quote at specially favorable figures.

THE REAL THING.

"I tell you, sir," he said, "the girls of to-day are not properly educated. Before I marry, I want to find a girl who is able to cook."

"Yes?" returned the other disinterestedly.

"Don't you?"

"Can't say that I care very particularly about that."

"What kind of a girl do you want, then?"

"What kind do I want? Oh, I want a girl who is able to hire a cook, and incidentally a butler and a coachman and a footman and all the rest that go to make life comfortable."

THE HYPOCRISY IS PATENT.

Merchants' Review, New York, says: "The Canadian Grocer scathingly comments on the practice of a certain hygienic

paper, published in this country, in sending proof-sheets of laudatory notices of food products to the manufacturers of the goods, with the suggestion that the latter purchase a certain number of copies of the issue of the journal containing the notices. While practising this sort of thing, the journal complained of boasts that no paid "puffs" or "write-ups" are admitted to its editorial columns. The hypocrisy is so patent that the value of the notices which appear in print can hardly be underestimated."

The G. W. Robinson Co., Limited, has received a charter to carry on the business of a general merchant in Hamilton, Ont. The capital stock is \$100,000, and the provisional directors are Messrs. George Webster Robinson, merchant, Hamilton; George Robinson, John William Little, wholesale merchants, London; John Gordon McIntosh, bookkeeper, London; George Christie Gibbons, barrister, London.

It is announced that the bonus of \$100 paid by the Government to owners of creameries who provide cold storage facilities will be extended to owners of creameries during the season of 1900. The results have been so satisfactory as to lead the Government to decide upon this course, as well as to send experts to creameries during the winter, to point out to those who have not already provided cold storage rooms, how they may best do so.

1899

Compliments of the Season.

1900

We thank you all for the share of business given us in the past, and may relations be as congenial in the year before us.

57 Front St. E., Toronto.

A. H. CANNING & CO.

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**

Toronto Salt Works
TORONTO, ONT.

Write us for **SALT** of any kind.
Also **SALTPETRE**, car lots or less.

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.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

SELL . . .

**GOOD
WILL
SOAP.**

35% profit at six for a quarter.

Vanluyen & Co., Napanee, Ont.

Now in Stock . . .

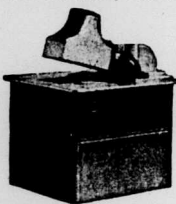
NEW GRENOBLE WALNUTS
NEW TARRAGONA ALMONDS
NEW SICILY FILBERTS
NEW HALLOWEE DATES

REPRESENTATIVE WANTED.

WANTED—A REPRESENTATIVE TO CANVASS
grocery trade in British Columbia. Apply, Box
49, Vancouver. (3)

BAIRD TIME STAMPS.

The Baird Chronograph is recommended to your use
as an absolutely reliable time stamp.



Ball Bearing, Automatic Ribbon, Portable, Quick in operation, and always in Working Order. It is the best machine on the market for keeping track of the time of receipt of mail and telegrams, filling of orders, etc. By means of a simple attachment the machine can be used in the factory or work-room for timing employees, and job tickets.

In use by Reid, Murdock & Co., the leading Wholesale Grocery House of Chicago, and representative business houses everywhere. For illustrated circular, price list and further information, address,

BAIRD-CHANDLER MFG. CO.

118 South Clinton St.

Chicago, Ill.

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00

Capital - - - 1,000,000.00

Assets, over - - 2,340,000.00

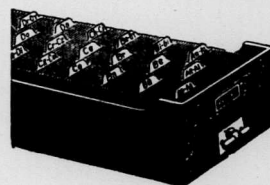
Annual Income - - 2,290,000.00

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Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

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at any time, can get them by mail or wire
by corresponding with **THE CANADIAN
GROCER, Toronto or Montreal.**

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CARD
SYSTEM**



\$2.25

net cash with
order, delivered to any
place in
Ontario and
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Worth any number of pigeon holes or books. With
it the busy business or professional man can collect
in a small place all the information and loose details
that are scattered throughout his office and desk.
Each day is brought to his notice those matters which
should have immediate attention. Consists of 400
Record Cards Ruled, 1 Alphabetical Index, 20 Blank
Index Cards, 1 Handsome Polished Desk Drawer
Tray, 9-in. long (add 10c. for each additional inch in
length) made of quarter sawed oak. If not perfectly
satisfactory you can have your money back.

Catalogue for the asking.

CHAS. E. ARCHBALD

45 Adelaide St. East, - - TORONTO

Branches—OTTAWA, HAMILTON

Mention this paper.

COFFEE

**Hard-to-get
True-to-name**

SUMATRA	-	-	-	28c.
BUCKRAMANGA	-	-	-	18c.
NIELGHERRIE	-	-	-	21c.
ZOMBASSOR	-	-	-	19c.
GOLDEN SANTOS	-	-	-	13c.

SNAPS, EVERY ONE.

Samples free.

Pure Gold Mfg. Co., Toronto.

Hugh Walker & Son

IMPORTERS

GUELPH, ONT.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., January 4, 1900.

BUSINESS is very quiet, yet all hands are busy. Though this is the season of small sales, it is also the season of stocktaking and the squaring up of accounts—the time of year when good business men see that all matters are cleaned up, all disputes settled and as correct an understanding of the actual condition of their business is arrived at as possible. And we are pleased to note that results are proving quite satisfactory to dealers. In markets the quieter movement rather depresses values, but prices are, as a rule, firmly held, and any business is likely to be followed by higher figures. Flour is very low, and many feel that this condition cannot last.

OIL—Perhaps no line is in a stronger position, lack of competition adding much strength to present high values. In burning oil there has been no change during the week, but prices are firmly held at the late advance. The demand from this out will not be as heavy, but will be large for some time yet. Lubricating oils have, in the past few weeks, advanced upward of 25 per cent. And even at these figures dealers will not book future business. Paint oils are still high.

SALT—In Liverpool coarse, the higher values are firmly held. While there are weekly arrivals the quantity being imported is not large, there being but a fair sale. Stocks on hand keep light, all arrivals going quickly into consumption. In fine salt, stocks are ample and are chiefly Canadian, in which firm prices rule. We quote: Liverpool coarse, 50 to 55c. English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20 to 22c. each; 10-lb. wood boxes, 12 to 14c. 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—There is at present but a light sale. All lines are firmly held. Fair stocks are held here. Salmon has shown a steady sale of late, even at the full figures asked. Lobsters give promise of even higher prices than last season, and few are expected to come here, as our people will not give as high prices as are obtained for export. The higher price of oysters is affecting the demand. Finnan haddies are firmly held, and higher prices are expected. Canned kippered herring are quite plentiful. Sardines have a fair sale at easy figures. Fruits are firm. A good demand is noted for a few lines, chiefly peaches. Soups are

growing in favor, particularly in concentrated. In meats, sales are light, but higher prices are looked for.

GREEN FRUITS—Business keeps active. Oranges have the large sale. Very fine Californians are being imported, market being supplied with Valencias and Jamaicas; the latter are still the best fruit. Prices keep low. Lemons are also low and have a steady sale. Few bananas are imported, and there is but a retail business. Cranberries are rather higher. Some Nova Scotians which are held here can, however, be bought well below the Cape Cod berry. In apples, there is a fair movement, and fair prices are being obtained for good fruit. Grapes have but a limited demand.

DRIED FRUITS—This line is quiet, but there have been quite free arrivals in Californian prunes and seeded raisins. There is another car of seeded raisins on the way. While some shippers have advised agents that there would be no rebate allowed on seeded raisins, those that are coming have been sold subject to that condition. Stocks of all lines are not large. Loose muscatels are in particularly limited supply, and import prices are very high. Peels have been well cleaned up. Dates have a good sale at firm figures. Practically no evaporated Californian fruit is seen this season. Currants show no change. They have a steady sale. Nuts are quite scarce, particularly filberts, almonds, and Brazil. The sale is limited at this season. Peanuts are low. Evaporated apples are easy. The stock is fair and the sale limited. Dried keep scarce, but not many are wanted. Onions work up very slowly. The sale at present is small. Figs are firm, though but a small business is being done.

DAIRY PRODUCE—In eggs, the demand has somewhat fallen off, and prices are rather easier. In limed stock some very fine qualities have been received. Butter is getting scarce. Even poor grades are reported well cleared up. There is active demand for best stock at rather higher prices. Quality should be the first consideration with butter makers. But little creamery is being sold. In cheese, there is a rather better movement. Local sales are, however, not large.

SUGAR—There is but a fair business reported. Prices keep very low. For some time the Montreal refineries have done little or nothing in this market. Sales of second grade granulated are small. In yellows, American and English sell quite freely.

MOLASSES—There is but little movement. Very little Barbadoes is here, and that will likely be shipped West, where better prices are ruling than here. Dealers have very light stocks in all grades, but though higher prices are likely to rule, they are not

quick buyers. They, of late, depended much on New Orleans, and have not large stocks, and to replace will have to pay higher figures. Syrup has a light sale.

FISH—A few frozen herring passed through here for the West during the week. Prices are likely to rule high and little business is expected. Owing to light movement in all lines, it is hard to fix values. Smoked herring have quite recovered from the position they have so long held at the bottom of the market, having a fair demand at quite full figures. Smoked haddies have a steady demand at even figures. There is quite a movement in boneless fish, and pure cod with a bone is growing in popularity. Dry fish show no change. There are fair receipts in smelts. Pickled herring are quite scarce. In kippered herring the supply is very light. There are fair receipts of bloaters. Large and medium dry cod, \$3.70 to \$3.80; small, \$2.50 to \$2.60; pickled shad, \$4.50 to \$5, as to quality; haddies, 4½ to 5c. per lb.; smoked herring, 8 to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$2.35 to \$2.50 per 100; pickled herring, \$2.10 to \$2.15 per half bbl.; bloaters, 60c.; kippers, \$1; smelts, 5c; pure cod with a bone, 8 to 9c.

PROVISIONS—There are no large stocks. Prices are quite high and firmly held. Smoked meats have but a limited sale. Lard moves quite freely at full figures.

FLOUR, FEED AND MEAL—Flour is still low. In Manitobas, the lowest prices of the season were quoted this week. Business keeps backward. For Ontario grades, there is little change. In oatmeal, there is no change, a fair trade doing. Oats are, perhaps, easier. Cornmeal is still high. The supply is still limited. Beans are very firmly held, but move slowly. In blue peas, stocks are light and prices high. Very few boiling peas are used here. Barley has a steady sale at even figures. In hay, rather better figures are obtained, but prices are still low here. We quote as follows: Manitoba flour, \$4.40 to \$4.60; best Ontario, \$3.80 to \$4.00; medium, \$3.60 to \$3.75; oatmeal, \$3.80 to \$3.90; cornmeal, \$2.25 to \$2.35; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.50 to \$1.65; prime, \$1.45 to \$1.55; yellow-eye beans, \$1.90 to \$2; split peas, \$3.90 to \$4.00; round, \$3.25 to \$3.40; pot barley, \$3.75 to \$3.85; hay, \$7 to \$7.50; timothy seed, American, \$1.50.

ST. JOHN NOTES.

Robert Jardine, who is now representing Purnell, Webb & Co., vinegar manufacturers, of Bristol, England, is already booking orders for spring.

THE CANADIAN GROCER has received a very handsome paperweight, which Smith & Tilton are giving to their friends as a holiday remembrance. It is also a very convenient calendar.

J. Hunter White, who has a large connection as a mercantile broker, finding it necessary, in his business, to do considerable Customs house work and forwarding, both for those for whom and to whom he sells, has decided to make this a regular branch of his business.

CURRENT MARKET QUOTATIONS

January 4, 1900.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria. The prices are solicited for publication and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centres.

BUTTER, CHEESE AND EGGS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dairy, choice, large rolls, per lb.	18	19	16	18
" " pound prints.	19	20	17	20
" " tubs, best.	17	19	17	19
" " tubs, second grade	14	17	14	16
Creamery, tubs and boxes.	20½	21	22	19
" " prints and squares	11½	13	12½	11
Cheese, per lb.	11½	13	12½	11½
Eggs, new laid, per doz.	20	22	23	18

CANNED GOODS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Apples, 3's	\$0.90	\$0.90	\$0.95	\$1.10
" " gallons	2.25	2.25	2.35	2.40
Asparagus	2.40	2.40	2.40	2.40
Beets	1.00	1.00	1.00	1.00
Blackberries, 2's	1.40	1.40	1.50	1.60
Blueberries, 2's	70	75	85	90
Beans, 2's	82½	80	95	90
Corn, 2's	1.05	1.10	1.25	1.30
Cherries, red pitted, 2's	1.90	2.00	2.30	2.40
" " white	1.90	2.00	2.30	2.40
Peas, 2's	80	85	90	90
" " sifted	90	1.00	1.10	1.15
" " extra sifted	1.00	1.25	1.20	1.25
Pears, Bartlett, 2's	1.25	1.50	1.75	1.80
" " 3's	2.00	2.40	2.25	2.50
Pineapple, 2's	2.40	2.25	2.50	2.25
" " 3's	2.60	2.50	2.60	2.60
Peaches, 2's	2.50	1.75	1.90	1.85
" " 3's	2.50	2.50	2.60	2.85
Plums, green gages, 2's	1.10	1.25	1.30	1.60
" " Lombard	1.00	1.10	1.30	1.60
" " Damson, blue	1.00	1.10	1.30	1.60
Pumpkins, 3's	85	90	1.00	1.00
" " gallon	2.10	2.25	2.10	2.25
Raspberries, 2's	1.60	1.45	1.50	1.75
Strawberries, 2's	1.75	1.65	1.5	1.75
Succotash, 2's	1.15	1.10	1.15	1.15
Tomatoes, 3's	90	1.00	95	1.00
Lobster, tails	2.95	2.75	2.50	2.75
" " 1-lb. flats	3.00	3.25	1.25	1.30
" " 1-lb. flats	1.75	1.80	1.80	1.80
Mackerel	1.80	1.85	1.25	1.85
Salmon, sockeye, tails	1.30	1.40	1.25	1.50
" " flats	1.50	1.60	1.30	1.35
" " Horseshoe	1.35	1.40	1.30	1.80
" " Clover Leaf, tails	5 " 9 "	1.50	1.50	1.50
" " "	10 " 25 "	1.45	1.45	1.45
" " "	1 " 4 "	1.65	1.65	1.65
" " Clover Leaf, flats	5 " 9 "	1.62½	1.62½	1.62½
" " "	10 " 25 "	1.60	1.60	1.60
" " Cohoes	1.05	1.10	1.10	1.15
Sardines, Albert, ¼'s	12	12½	13	14
" " ½'s	21	20	21	21
" " Sportsman, ¼'s	12½	12½	12½	12
" " "	20	21	20	21
" " Key opener, ¼'s	10	11	10½	11
" " ½'s	18	18½	23	10
" " P. & C., ¼'s	23	25	23	25
" " ½'s	33	33	33	36
" " Domestic, ¼'s	4	4½	3½	4
" " ½'s	9	11	11	11
" " Mustard, ¼ size, cases	9.50	11.00	8.50	10.00
" " 50 tins, per 100	1.00	1.15	1.00	1.00
Haddies	1.20	1.50	1.00	1.00
Kipper Herrings	1.30	1.45	1.60	2.00
Herring in Tomato Sauce	1.30	1.45	1.60	2.00

CANDIED PEELS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Lemon, per lb	11	12	12	13
Orange, "	12	13	13	14
Citron, "	15½	17	17	16

GREEN FRUITS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Oranges, Jamaica, per bbl.	\$5.50	\$6.50	\$6.00	\$5.50
" " per box	3.25	3.50	3.50	4.00
" " Washington Navels, bx	3.50	4.00	3.00	4.00
" " Senoras, per box	3.50	3.50	3.50	3.50
" " Valencias, ord. 420's	4.50	5.00	3.50	4.00
" " large 420's	5.50	6.00	4.50	5.00
" " 714's	5.50	6.00	5.00	5.50
Lemons, Verdill, p. box	2.00	2.25	2.50	3.00
" " Messina, per box	2.75	3.00	3.00	3.50
Bananas, per bunch	50	1.00	1.75	2.25
Winter Apples, per bbl.	3.00	3.50	2.00	2.25
Cranberries, per bbl.	5.00	6.00	7.00	8.00
Almeria Grapes, per keg	6.00	7.50	5.00	6.00

SUGAR

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Granulated (St. Lawrence, Red-path)	\$4.35	\$4.47	\$4.48	4.50
Granulated, Acadia	4.30	4.43	4.43	4.45
Granulated, foreign (net)	4.35	4.45	4.45	4.45
Paris lump, bbls. and 100-lb. bxs	5.08	5.28	5½	6
" " in 50-lb. boxes	5.18	5.38	5.38	5.38
Extra Ground Icing, bbls.	5.15	5.35	5.35	5.35
Powdered, bbls.	5.00	5.20	5½	6
Phonix	4.20	4.33	4.33	4.33
Cream	4.20	4.33	4.33	4.33
Extra bright	4.05	4.18	3¾	3¾
Bright coffee	3.95	4.08	3¾	3¾
Bright yellow	3.85	3.98	3¾	3¾
No. 3 yellow	3.65	3.78	3¾	3¾
No. 2 yellow	3.65	3.79	3¾	3¾
No. 1 yellow	3.55	3.68	3¾	3¾
Foreign, yellow	3.55	3.68	3.80	3.80

HARDWARE, PAINTS AND OILS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Wire nails, base	\$3.25	\$3.30	.....	.....
Cut nails, base	2.60	2.60	.....	.....
Barbed wire, per 100-lb.	3.60	3.60	.....	.....
Smooth Steel Wire (oiled and annealed, etc.), base	3.00	3.35	.....	.....
White lead, Pur	6.37½	6.50	.....	.....
Linseed oil, 1 to 4 bbls., raw	62	60	.....	.....
" " boiled	65	63	.....	.....
Turpentine, single bbls	75	73	.....	.....

SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Syrups—				
Dark	1¾	.....	.....	.....
Medium	2	30	.....	.....
Bright	2¼	35	37	34
Corn Syrup, barrel, per lb	.....	.....	2½	36
" " ½ bbls. "	.....	.....	2½	38
" " kegs "	.....	.....	2½	.....
" " 3 gal. pails, each	.....	1.30	.....	.....
" " 2 gal. "	.....	1.00	.....	.....
Honey	.....	90	40	.....
" " 25-lb. pails	.....	1.00	1.00	.....
" " 35-lb. pails	1.20	1.40	1.40	.....
Molasses				
New Orleans	.....	26	45	28
Barbadoes	43	.....	28	30
Porto Rico	.....	38	42	35
Antigua	.....	.....	25	28
St. Croix	.....	.....	27	28

CANNED MEATS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Comp. corn beef, 1-lb. cans	\$1.50	\$1.50	\$1.60	\$1.50
" " 2-lb. cans	2.65	2.65	2.75	2.50
" " 4-lb. cans	5.25	5.25	5.50	5.00
" " 6-lb. cans	8.25	8.25	8.75	9.25
" " 14-lb. cans	18.00	18.50	19.50	20.00
Minced callops, 2-lb. can	2.60	2.60	2.60	2.80
Lunch tongue, 1-lb. can	3.30	2.90	3.25	2.80
" " 2-lb. can	6.70	6.75	7.00	5.80
English brawn, 2-lb. can	2.40	2.50	2.50	2.80
Camp sausage, 1-lb. can	.....	2.50	2.50	2.50
" " 2-lb. can	.....	4.00	4.00	4.00
Soups, assorted, 1-lb. can	.....	1.50	1.40	1.50
" " 2-lb. can	.....	2.20	2.25	2.30
Soups and Boull, 2-lb. can	.....	1.80	1.75	1.80
" " 6-lb. can	.....	4.50	4.25	4.50
Sliced smoked beef, ½'s	1.70	1.65	1.70	2.00
" " 1's	2.75	2.80	2.95	3.25

FRUITS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Foreign—				
Currants, Provincial, bbl.	.....	.....	4½	5
" " Filistras, bbls.	.....	.....	5	5½
" " ½-bbls.	4½	.....	5½	5½
" " cases	4¾	4¾	5½	5½
" " ½-cases	4¾	4¾	5½	6
Patras, bbls.	.....	.....	6	7
" " ½-bbls.	.....	.....	6	7
" " cases	.....	5½	6	7
" " ½-cases	.....	5½	6	7
Vostizzas, cases	.....	6	7	8
Dates, new boxes	5	5½	6	6½
Figs, 10-lb. boxes, per lb.	.....	12½	14	14
" " 20 & 28-lb. boxes, per lb.	.....	14	18	18
" " Mats, per lb., new	.....	3½	4	4
" " Naturals, per lb.	.....	.....	5½	5½
" " 1-lb. glove boxes	.....	.....	13	13
Prunes, California, 30's	10	10	10½	10
" " 40's	8½	8½	9	9
" " 50's	7½	7½	8½	8
" " 60's	7	7	8	8
" " 70's	6½	6½	7½	7½
" " 80's	6	6	7½	7
" " Bosnia, 90's	6	6½	6	7
" " A's	.....	.....	8½	9
" " B's	.....	.....	7½	8
" " U's	.....	.....	6½	7
Raisins, Fine off stalk	7	6½	6½	6
" " Selected	7½	7	7½	7
" " Layers	8	7	7½	7½
" " Sultanas	10	12	10	12
" " California, 3-crown	.....	.....	9	7
" " 4-crown	.....	.....	9½	8
" " seeded, 3-cr.	.....	.....	11½	10
" " Ma'aga, Lon. layers	1.60	1.75	1.75	1.75
" " Black baskets	1.90	2.00	1.80	1.90
" " Blue baskets	2.00	2.25	1.90	2.25
" " Dehesa clusters	3.00	3.25	2.75	3.00
" " Royal clusters	4.00	4.50	3.50	4.00
" " ¼-flats black baskets	.....	.....	75	.....
" " ½-flats blue baskets	.....	.....	85	.....
" " ¾-flats Dehesa	.....	.....	1.00	.....
" " S. Mal. Musc. lb. pkg.	.....	.....	10	.....
" " Loose Musc. per lb.	.....	.....	3½	4

PROVISIONS

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dry Salted Meats—				
Long clear bacon	.....	7	7½	.....
Smoked meats—				
Breakfast bacon	11½	12½	10½	11
Rolls	.....	9	8	8½
Hams	12	13½	10½	11
Shoulder hams	.....	10	8	8
Backs	.....	10½	11	.....
Barrel Pork—				
Canadian heavy mess	15.00	15.50	14.00	14.00
" " short cut	.....	.....	15.50	15.00
Clear shoulder mess	.....	.....	12.50	14.00
Plate beef	.....	.....	11.50	14.50
Lard, terces, per lb.	.....	6½	6½	6½
Tubs	.....	7	7½	7½
Pails	.....	7	7½	7½



IF YOU ARE LOOKING FOR GOLD

You need not go beyond the confines of your own store; there's money in your business if you only know how to get it out.

If you will use The Money-Weight System of weighing your merchandise you can make money in business, if you stick to the old pound and ounce method you can't. Remember, our scales are sold on easy monthly payments.

The Computing Scale Co.

DAYTON, OHIO, U.S.A.

Money-Weight Scale Co., No 47 State St., Chicago, Ill.
Money-Weight Scale Co., No. 142 Chambers St., New York, N.Y.
James A Hossack, Dist. Agent, No 1662 Notre Dame St., Montreal, Canada.
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Canada.

COFFEE					
	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba and B.C.	
Green—					
Mocha	24	25	25	30	
Old Government Java	27	28	25	30	
Rio	10	7½	8	12	13
Santos	8	12			
Plantation Ceylon	29	26	30	29	31
Porto Rico		22	25	24	28
Gautemala		22	25	24	26
Jamaica	18	15	20	18	22
Maracaibo	13	13	16	13	15
NUTS					
Brazil			13	8½	9
Valencia shelled almonds	28	30	25	30	22 25
Tarragona almonds			14	13	15
Formigetta almonds			13		
Jordan almonds			35	40	
Peanuts (roasted)	6½	9½	9	10	9 10
" (green)	5½	8	7	9	
Cocoanuts, per sack	8 00		8 75	8 50	4 00
" per doz.			60	60	70
Grenoble walnuts	14	14½	14	9	12
Marbot walnuts	10½	11	10½	11	9 10
Bordeaux walnuts			9	9	10
Sicily filberts			10	9	10
Naples filberts			10	11	11
Pecans			10	11	12 14
Shelled Walnuts			23	25	
SODA					
Bl-carb, standard, 100-lb. keg	2 25	2 50	1 85	2 25	1 85 2 00
Sal soda, per bbl.	70	75	70	80	85 90
Sal Soda, per keg	95	1 00	95	1 00	95 1 00
Granulated Sal Soda, per lb.			1		
SPICES					
Pepper, black, ground, in kegs					
palls, boxes	13	15	16	14	15
in 5-lb. cans	14	17	14	16	15 16
whole	11	12	14	12	13
Pepper, white, ground, in kegs					
palls, boxes	20	23	18	24	24 26
5-lb. cans	20	23	20	26	20 22
whole	19	25	19	25	20 22
Ginger, Jamaica	19	25	22	25	20 25
Cloves, whole	12	30	14	35	18 20
Pure mixed spice	25	30	25	30	25 30
Cassia	20	40	20	40	16 20
Cream tartar, French		25	24	25	20 22
" best		25	25	30	25 30
Allspice	13	17	18	18	16 18
WOODENWARE					
Palls, No. 1, 2-hoop			1 90		1 90
" 3-hoop			2 05		2 05
" half, grained			1 75		1 75
" quarter, jam and covers			1 20		1 45
" candy, and covers			2 70		3 20
Tubs, No. 0			11 00		11 00
" 1			9 00		9 00
" 2			8 00		8 00
" 3			7 00		7 00
PETROLEUM					
	Montreal, Quebec	Toronto, Hamilton	St. John, Halifax	Manitoba and B.C.	
Canadian	12				
Sarnia water white	12	13		18	19 19½
Sarnia prime white				16½	
American water white	17	17½		19½	21 21½
Pratt's Astral	18	19		20	
TEAS					
Black—					
Congou—Half-chests Kalsow					
Morning Paking	13	60	12	60	11 40
Caddies Paking, Kalsow	17	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	17½	40	17	35	17 35
China Greens—					
Gunpowder—Cases, extra first	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	38	22	38	
Half-chests, seconds	17	19	17	19	
" thirds	16	17	16	17	
" common	13	14	13	14	
Plingsueys—					
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	28	30	28	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	
RICE, SAGO, TAPIOCA, MACARONI					
Rice—Standard B.	3 30	3 40		3½	3½ 3 25 3 40
Patna, per lb.				4½	5 5 6
Japan				5½	6 5 6
Imperial Seeta				4½	5½ 5 6
Extra Burmah				4½	4½ 4 5
Java, extra				6	6½ 6 7
Sago	3½	4½		4	4½ 5 6
Tapioca	3½	4½		4½	5 5 6
Macaroni, dom'ic, per lb., bulk					7½
" imp'd, 1-lb. pkg., French					9 10
" " Italian					11 12½

The People's Favorite.

CEYLON and INDIAN

Machine-Made

TEAS

again win with a large majority. The sales of 1899 far exceed those of any previous year. As the public become acquainted with them the sales are bound to increase, as one test easily convinces the most skeptical that they are the purest, cleanest and best flavored teas in the universe.

A Happy and Prosperous New Year
to the tea-drinkers of Canada.

RAILWAYS AND SMELTERS IN B.C.

THE Victoria (B.C.) Times of December 27 has the following: "Lloyd A. Manly, Mayor of Grand Forks, who is staying at the Driard, being in the city on business connected with the welfare of his city, has applied to the Dominion Government for a charter to build about 100 miles of railroad in the Grand Forks district. The enterprise also contemplates the construction of a mammoth smelter at Grand Forks, and the ultimate projection by other parties of a railroad from Republic Camp to Rossland. The particular object of the American road is to provide transportation for the ores of the great Republic mine at Grand Forks, where they may be treated by a mixture process with the ores of the B.C. mine of the Summit Camp and with the product of the Knob Hill and Ironsides mine of the Greenwood district. The promoter of the American road is C. G. McQuaig, the principal financial spirit in the Republic.

"My application," Mr. Manly said, in explanation of his project, "is for a charter to build, first a 20-mile road starting at Hall's ferry, on the boundary line, and thence via Grand Forks to Carson, also on the boundary. Then for a road from Grand Forks up Kettle river 65 miles to Franklin camp; also another short road from Grand Forks to Midway, taking in the Boundary mountain district. The application is now before the Ottawa Government, and it will probably be acted on in February.

"Mr. C. G. McQuaig, of Montreal, the principal financial man in the Republic, desiring to cheapen the method of treating the ores of both camps, seeks to have a road constructed from Republic to Grand Forks, where we propose establishing a smelter. And for that matter, we now have just about completed at Grand Forks a smelter, constructed at a cost of about \$350,000 by The Granby Smelting Co., of Granby, Canada, and Philadelphia. I regard it as one of the very best, if not the best, smelter on the North American continent. J. P. Graves is the promoter of this enterprise. Among other equipments, the smelter is to have a 1,500 horse water-power."

SHORT RUNS OF SALMON.

In his annual report, Fish Commissioner Reed, of Oregon, says: "While the total catch of salmon on the Columbia will show a marked falling off from last season, it does not show, as many have intimated, that the decline will be continuous in years to come, for, if we will look back, it will be seen that there have been small catches in previous seasons. For instance, in 1877, the total pack was but 380,000; in 1887, 356,000, and, in 1889, 309,885 cases, and we must

remember that in these former years nearly all the salmon caught were canned. * * * The writer well remembers, in 1877, which was the first season that showed a decline in the run of salmon, the fears of the packers and the fishermen that the salmon of the Columbia were all caught, and such was the feeling at that time that the packers joined together and, in 1878, built the hatchery on the Clackamas river, now owned by the United States. They operated it on a small scale for two years, in which the run of salmon increased and became more plentiful than ever; then, all the operations at the hatchery ceased, which was the greatest mistake ever made in the salmon industry. At that time, plenty of salmon went up the streams, from which hundreds of millions of eggs could have been taken, and, had that work been continued from that time, we could, without doubt, record a pack of 800,000 cases this season."

LATE HINTS TO BUYERS.

"Empire" salmon, coffee, tea, baking powder, extracts, mustards, etc., are controlled by Lucas, Steele & Bristol.

Frank Hatheway, St. John, received a large shipment of seeded raisins this week. They were the "Santa Claus" and "Phoenix" brands.

Lucas, Steele & Bristol offer Burnham's "Jellycon" custard powder, clam chowder, etc., for sale.

No. 1 Labrador herring, in barrels and half-barrels, and No. 1 Shore split herring, in half-barrels, are being offered by H. P. Eckardt & Co.

Van Camp's soups, macaroni and macaroni and cheese may be procured from Lucas, Steele & Bristol.

The Dawson Commission Co., Limited, Toronto, received a car of "Clover Leaf" and "Halo" brand of navel oranges on Wednesday and a car of Valencias on Thursday. The navels, especially the "Clover Leaf," are exceptionally fine stock.

CANNED MEAT TO SOUTH AFRICA.

The demand for canned meats in South Africa for the British army is daily increasing, and it is predicted that the demands will continue until the entire American export is taken. Between December 1 and 21, 1899, one of the large packing firms has shipped 5,000,000 lb., and other concerns report prospective orders and increasing sales.—National Provisioner.

E. Hart, Toronto, has perfected a novel advertising scheme. It consists of an incandescent light placed in a globe blown to an exact fac-simile of a package of tea, a cake of soap, or any other goods put up in a small parcel.

TRADE CHAT.

It is said that the abnormally high price of broom corn is not due to an increased demand, but to a corner. It is not often that broom corn gets into a corner, especially when the hired girl handles it.—The Boston Transcript.

Kincardine, Ont., granted a bonus for a pork curing factory on New Year's Day.

Oshawa, Ont., voted in favor of granting \$5,000 to Smith Bros. for a canning factory.

The partnership hitherto existing between A. Connolly and C. H. Barrett as The British Columbia Liquor Co., of Vancouver, has been dissolved.

A despatch from Winnipeg says that the stocks of Ludow's dry goods store and Smith's grocery were damaged by fire on Tuesday morning.

According to a telegram from the Coast, received in New York, buyers of prunes are more numerous than sellers. Little business resulted, as holders and buyers found it hard to get together on the question of prices.

Blaquier & Jones, general merchants, Wyoming, have dissolved, Mr. Blaquier having decided to go west. George Anderson, senior clerk for a number of years, succeeds Mr. Blaquier, and the firm will henceforth be known as Jones & Anderson.

It is understood that Musgrave & Co. have purchased the Grant warehouse, at Annapolis, N.S., in connection with their steamship business from that port. The warehouse has a capacity of 25,000 barrels, and will be made frost-proof. It originally cost \$12,000.

PERSONAL MENTION.

Mr. Scott, of Watt, Scott & Goodacre, Montreal, is spending the holiday season in Toronto.

Some writer (one of the smart, advice-giving kind) says: "Be satisfied with your lot." Well, it all depends upon what your lot consists of. If it is a "job lot" of the so-called just-as-good substitute to "Salada" that you are finding strong measures necessary to its movement, then the advice is far-fetched and sounds ironical. But, if you have had the sound sense and good business judgment to secure the ready-selling and genuine "Salada" Ceylon tea as a leader, then you surely should be satisfied.

1000 CATCH PHRASES & IDEAS.

A little book worth its weight in gold.

To All who Write Ads, Show Cards, Circulars or other Business Literature.

The price is 50c. but you can get it by simply filling out one of our blanks, which will be sent you promptly on request. Address

FREE The Advertising World, Columbus, Ohio.

Ogilvie's Hungarian Ogilvie's Glenora....

All BAKERS and GROCCERS handling this Flour exclusively are making money.

**Superior Quality
Always Good**

CALENDARS FOR THE NEW YEAR.

A VANCOUVER CALENDAR.

"A Pretty Tea Party" is the title given to the calendar which Webster Bros., grocers, Vancouver, are presenting to their customers this year. It is a fine 14 x 21 inch lithograph of three merry maidens partaking of a cup of tea by the wall of an English garden. The tea they are enjoying, the calendar states, is a special blend of tea prepared by Webster Bros. Customers not satisfied with a calendar like this must be hard to please.

A CIGAR FIRM'S CALENDAR.

Bruce Payne, of Granby, P.Q., whose cigars, "Pharoah" and "Pebble," are so well-known to the trade, has just sent out one of the handsomest and most striking calendars of the season. It shows the Gordon

Highlanders storming Dargai Heights. Every reader of THE CANADIAN GROCER who drops him a post card, mentioning this paper, may secure one while the supply lasts.

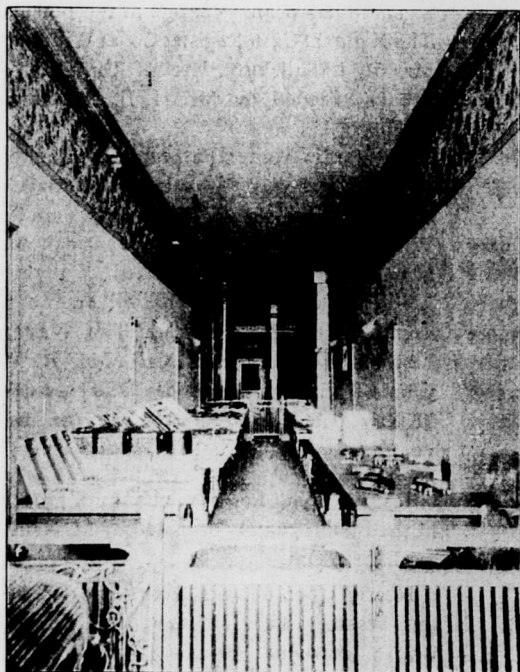
PARTNERS FOR LIFE.

James Fordyce, of Fordyce Bros., grocers, Guelph, Ont., has entered into a new partnership. He was married on Tuesday evening last week to Miss Maude Simpson, daughter of James Simpson, of Guelph. The ceremony, which was performed by Ven. Archdeacon Dixon, was a quiet one. The bridesmaid was Miss Isaac, of Brantford, while the groom was assisted by his brother, William Fordyce. THE CANADIAN GROCER joins in extending to Mr. Fordyce and his bride a long life, full of happiness and prosperity.

THE WOODSIDE REFINERY FIRE.

The recent fire at Woodside Refinery resulted in the following insurance losses: Building, \$2,856; machinery, \$3,304.43; stock, \$2,393.08; total, \$8,653.51—divided among the Royal and Queen, Union and Guardian, L. L. and Globe, National of N.A., and National, Western, Commercial Union, Lancashire, Sun and Canadian, Union and National, Caledonia, Aetna, N. B. and Mercantile and Hartford, Imperial, Alliance, and Northern, Norwich Union, British American, Phoenix, Halifax Fire Insurance Co., Connecticut, Phoenix, Hartford, Globe and Rutgers, State of New York, Manufacturers Lloyds. The whole insurance was \$78,984, so that the loss was about one-ninth.—St. John, N.B., Globe.

H. P. Eckardt & Co. are offering finest Hallowee dates in 1-lb. packages.



Luxfer Prisms successfully lighting a store 100 feet long.



This is the best that ordinary glass could do before.

There
Need Be
No
DOUBT
If You
Buy,
You Save
Money.



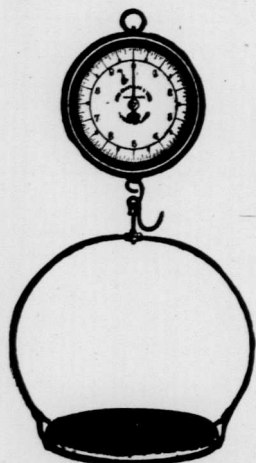
IF YOU WANT MORE DAYLIGHT, YOU WANT LUXFER PRISMS.

WE MAKE VISITORS WELCOME, AND SOLICIT LETTERS OF ENQUIRY.

THE LUXFER PRISM CO., Limited

98-100 KING STREET WEST,

TORONTO



CHATILLON SPRING SCALES

Large Dial and Glass Sash
Nicked Edges and Bows

Porcelain Enameled Pan
Capacity—30 lbs. x 1 oz.

Sent, express paid, to any part of Canada on receipt of \$10.50. This price includes Government Certificate, which accompanies every scale.

THE FAIRBANKS COMPANY,

749 Craig Street,

MONTREAL.

MANITOBA MARKETS.

WINNIPEG, January 1, 1900.

TAKEN through all the months of the past year and the various branches of trade, it has been a year of marked prosperity, though the low price of wheat and the long open fall has tended to somewhat curtail the expected receipts. Collections, though coming in in fairly large amounts, are much slower than they should be at this season. The Christmas trade was the largest all round on record, and the purchases were more general on the part of all classes of the community. The retail houses report an increased demand for goods of a superior quality. The sale of meat and poultry was larger than last year. All together, on making the rounds this morning, your correspondent found the merchants, wholesale and retail, fairly satisfied with the year's trade. Almost every house will commence stocktaking on Tuesday. There are few market changes to report.

CANNED GOODS—Canned vegetables present no change of situation and no advance in price, but the market is very firm. There is a reported lessening of consumption in some lines, possibly due to the higher prices, and also to some extent to the fact that the open fall prolonged the season of home-grown vegetables. Canned meats are very firm, with indications of still further advances. This is attributed to the large orders placed by the British Government for war purposes.

SUGAR—Has fallen in sympathy with the eastern market, and standard granulated is now 5c

EVAPORATED FRUITS—The only change reported is a drop of ¼c. on evaporated apples, and nobody seems to be able to assign a cause for this. Quotation, 9 to 9¼c. Dried apples are very slow at 7½ to 8c. Apricots, peaches, pitted plums and prunes are in normal demand and without change of price.

Raisins and currants are without change. The stocks of fancy layers and fancy off-stalk were pretty well exhausted by the Christmas trade.

CANDIED PEEL—Wholesale houses report the largest trade in this article they have ever known.

WHEAT—The wheat market has been the dullest of the season. In fact, there is a total absence of news. The deliveries between Christmas and New Year are always light, but this year, owing to the absence of snow, they have been almost nil. No. 1 hard having really been kept above export basis, the trade is very slow. At Fort William the ruling price was 64½c. up to Friday, when it dropped to 64¼c., and at that figure the market closed to-day.

FLOUR—Market has been slow all week. Ogilvies have put down XXXX to \$1.10. This is the only change recorded. Patent is \$1.80; Glenora, \$1.70; strong bakers', \$1.50; Medora, \$1.50.

BUTTER—There is no offering of creamery butter by wholesale houses. Practically there are no stocks. The supply of dairy butter is very limited, though slightly more liberal than last week. Really choice butter, however, is hard to obtain. The best of dairy brings 18 to 20c. net, Winnipeg.

CURED MEATS—This market appears to be at a standstill so far as prices are concerned. Trade is fair. This line, however, feels the fact that the large camps have not been able to get into the woods.

GREEN FRUITS—Oranges (navels) have dropped somewhat and are quoted from \$3.75 to \$4, according to grade. Lemons remain at \$5 to \$5.50. Grapes are out of the market, the Christmas trade having exhausted the supply. Sweet potatoes are practically out of the market, although the nominal quotation is \$5.50 per bbl. Stocks of apples are giving a great deal of trouble, and really choice table fruit is hard to obtain at any price; \$3.50 to \$4 per bbl. are the ruling quotations. Other lines are

without change. Bananas are only arriving in small express lots and are not very satisfactory.

NOTES.

There was a general round-up of travelers in town for the Christmas holidays.

Mr. Jack Dunbar, who represents The Slater Shoe Co. in the West, is in the Winnipeg General Hospital with an attack of typhoid.

Among those initiated into the Union Commercial Travelers' Association at its last meeting was Mr. John McRae, the popular representative of The D. McCall Co. in the West.

There has been a change in the office of The National Cash Register Co. at Winnipeg. Mr. R. J. Salisbury, late of Toronto, has been succeeded by Mr. H. B. Ashelman, of Fargo.

Mr. James Mundie, a prominent member of the Northwest Travelers' Association, has left to take charge of the factory of The W. J. Peck Clothing Co., in Montreal. Mr. Mundie has been in the West since 1872.

One of the companies that will open business with the New Year is The Western Financing and Agency Co. Mr. R. H. Climie, representative of The Gordon, McKay Co., is interested in the new venture.

Jos. N. Booth has opened a small grocery in the building lately occupied by M. Neilly, in Gilford, Ont.

Nearly 5,000 turkeys have been shipped this season from Lucknow, Ont., to the British markets, Manitoba and British Columbia.

Kohler & Knowll, Port Colborne, Ont., shipped 77 live hogs one day last week, weighing 13,880 lb. The price paid was \$4.

The syndicate formed in Palmerston, Ont., for the purpose of engaging in the trade of exporting Canadian foodstuffs, has already shipped 1,500 turkeys to the Old Country market.

EDDY'S

PARLOR MATCHES

contain no Brimstone and produce a *quick, sure "LIGHT"* every time, without the sometimes objectionable fumes arising from the common sulphur match.

INDURATED FIBRE WARE

Tubs, Pails, Washbasins, etc. have become household necessities. Being *lighter, cleaner* and *more durable*, they are rapidly superseding the ordinary wooden articles for domestic use.

EDDY'S

WARES

ARE

*FOR SALE
BY ALL FIRST CLASS DEALERS.*

DEALERS! See that you are fully stocked.

The E. B. EDDY CO., Limited

HULL.

MONTREAL.

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Quebec,
Halifax,

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London,
Vancouver,

St. John, N.B.
St. John's, Nfld.

Two Wall Paper Beauties



No. 833.

No. 833.

“Malmaison” Empire Pattern

This design is especially commendable for its correctness of style. The decorative theme of this pattern was executed from a similar design known as a souvenir of Empress Josephine. The brilliancy of its gilding, accuracy of printing and richness of its ground colorings, on fancy embossed paper, render it invaluable for high-class decorations.

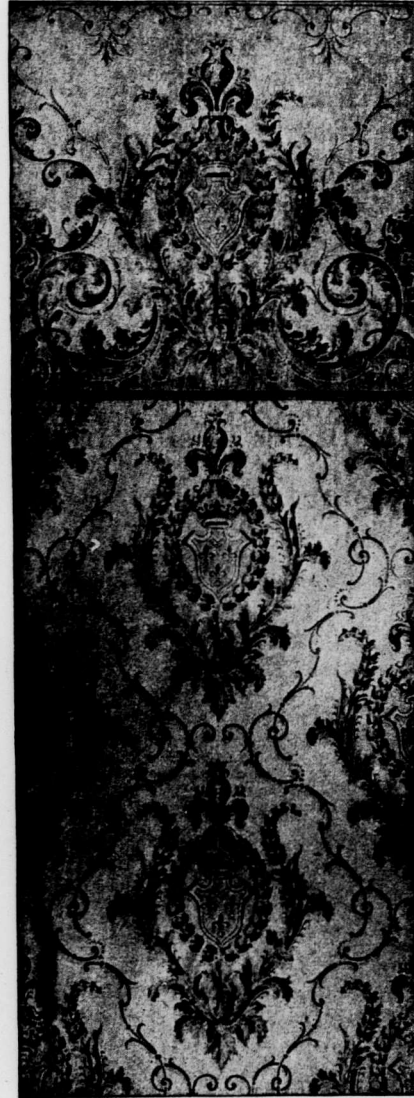


No. 798.

“Royal Orleans”

An exquisite heraldic pattern with beautiful shield effect and royal armory—the very thing for parlors and halls. Printed on grounds of crown red, primordial blue, palace blue, maple, and bud-green colorings, in plain and embossed gills.

A paper
that will attract the lover of
the beautiful.



No. 798.

Your stock **cannot be complete** without the above beautiful patterns and others in the upper end of our line.

In point of originality, variety, novelty and quality we excel. Up-to-date in every way.

It does not **COST** you any more to get the **BEST**, but it **PAYS** you better. We want every dealer in Canada to judge for himself that we mean just what we say, and will send samples, free of all charge, to suit all requirements in the way of Wall Papers.

Don't wait—order now and get best selection and early delivery. You may need the goods sooner than you anticipate. The tide of prosperity will benefit you ever so much more if you handle “**PROSPERITY**” **WALL PAPERS**—only manufactured by

The Watson, Foster Company,

MONTREAL, Que.

LIMITED

Agents for **CAMEO RELIEFS** and **LIGNOMUR**

Choice Eleme Figs, Table Raisins

and other Christmas lines clearing out at reduced prices, preparatory to stock-taking.

WARREN BROS. & CO.
TORONTO.

Seeded Raisins

Freshly done after you send in your order.
Quality guaranteed second to none.
Write for quotations to

The Acme Fruit Cleaning Co.
128 Queen Street, MONTREAL.

THE RUBLEE FRUIT CO.

LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC
GREEN AND DRIED FRUITS, NUTS, Etc

151 Bannatyn St., WINNIPEG, MAN. 12th St., BRANDON, MAN.

E. T. STURDEE

Mercantile Broker,
Manufacturers' Agent,

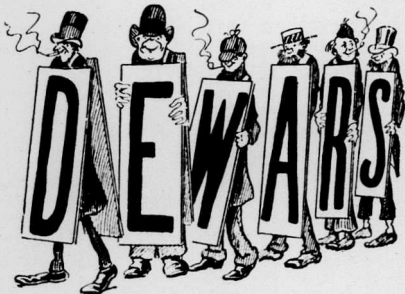
ST. JOHN, N.B. Etc., Etc.

Wholesale trade only.

Ready Lunch Beef

A SELLER THE YEAR ROUND!

Nothing nicer for Luncheon at any time.



WHISKY

IS THE

BEST!!

BAR NONE.

Most Excellent Coffee



A pure, high-grade berry at a popular price.

Trial Order Solicited.

Pure Norwegian Process

COD LIVER OIL

Non-Freezing. In tin-lined barrels of 26 gallons.

J. & R. McLEA

Montreal.

THE MANITOBA

Produce & Commission Co.

Limited

WINNIPEG, MANITOBA.

WHOLESALE DEALERS IN

Butter, Eggs, Cheese, Fruits, Cured Meats

PICKLED, DRY AND
SMOKED FISH

Consignments and
Correspondence Solicited.

BRANCHES
AT:

Vancouver,
Victoria,
Nelson,
Rossland,
B.C.

THE ADULTERATION OF FOOD PRODUCTS.

THE surprising extent to which our commonest foods and drinks are adulterated and counterfeited, and the crying necessity for both State and National legislation which will control and check the evil, have been well proved by the results of the senatorial investigation which was made in Chicago last spring. Before the Senate committee, appointed just prior to the adjournment of Congress and headed by Senator Mason, several prominent chemists, food manufacturers, and others gave testimony. Dr. Wiley, who has been Chief Chemist of the Agricultural Department at Washington for many years, asserted that nearly every kind of food upon the market is, to a greater or lesser extent, adulterated, misbranded, or otherwise rendered harmful or fraudulent. More Vermont maple sugar is made every year in Davenport, Iowa, from cheap yellow sugar flavored with vegetable extracts than can be produced from all the maple trees in the whole State of Vermont! Currant jelly is manufactured from the cores and parings of apples utilized after they have been evaporated; glucose, sugar, a vegetable acid, and some coloring and flavoring matter complete the delicacy! Nearly all of the "pure olive oil" imported to this country is cotton-seed oil made in the Southern States, sent abroad, and there refined and returned to us as the pure product of the Mediterranean olive!—Harry B. Mason, in The American Review of Reviews.

THE COMMERCIAL TRAVELER.

It is also a fact, that the more incompetent a man may be the more he will estimate his own value and abilities, and constantly complain of the little money he is paid by his firm; but I have never noticed this with an able man—he will be a worker and know where his bread is buttered, and value his position accordingly, and should he represent a good straightforward-dealing house he need have no fear of his work not being appreciated and well paid for. A good traveler should be: (1) A good man but not prudish, and should make a firm resolution never to discuss religion, politics, or other people. (2) He should dress quietly, speak quietly, act quietly, and be a good listener. (3) He should do all he is paid to do, and as much more as he is able each day; he is entitled to recreation in the evening. (4) He must be honest, truthful and sincere. (5) He must never overstock a customer, and should suggest such business as he knows will bring repeat orders, but he should on no account dictate, but with due deference he should take his instructions and

carry them out (with the assistance of his house) to the best of his ability and to the satisfaction of his clients. (6) He should be punctual in his appointments, and always remember that time is money to himself, his client, and his house.—Scottish Trader, Glasgow.

CANADIAN PRODUCTS WANTED.

THE following were among the inquiries relating to Canadian trade received at the High Commissioner's office in London during the week ending December 15:

1. A Scotch firm is open to purchase blankets and flannels if satisfactory prices are quoted.

2. An inquiry comes from the Midlands for plasterers' laths (either machine or hand riven) and quotations are desired delivered c. i. f. Liverpool and Glasgow.

3. The addresses of a few Canadian houses which are in a position to ship wood pulp, are asked for by an Antwerp firm.

4. A Welsh firm who import fir props for mining purposes, chiefly from Norway, Sweden and the Baltic ports, inquire if Canadian shippers could supply large quantities to the Mersey and Bristol channel by steam or sailing vessel.

The names of the firms desiring the above information can be forwarded by THE CANADIAN GROCER on application.

THE MERITS OF MUSTARD.

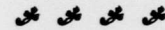
For centuries the English have been known as great mustard-eaters—the greatest in the world. They differ from the Southern races, such as the French, Spanish, Italian, etc., in that they rank condiments higher than sauces. True, they manufacture and export sauces, but they prefer for their own use condiments, and the greatest of all condiments is mustard. The average Englishman delights in having his mustard prepared for him fresh every day.

There seems to be a reason for this. Sauces, though appetizing, are more or less disguised in their nature and artificial in their effects. Mustard, on the contrary, strengthens the natural tone of the stomach, increases the flow of the gastric juice, and thereby promotes the general bodily health. It is probable on account of this power of giving life to the system and enabling it to throw off unhealthy products that the English in former years used mustard as a medium of purifying the blood in skin diseases and similar ailments.

For some time past, Geo. A. Bayle, of St. Louis, Mo., has made quite a study of mustard, its proper preparation, and the preservation of its qualities. His line of mustards is complete, and each and all will be found to be so put up and packed as to last for years in perfect condition.

SMOKING

TOBACCO



POPULARITY is the proof of merit, and no brand of tobacco has ever achieved popularity so quickly as

EMPIRE

-- IN --

5, 10, AND 15 CENT PLUGS.



EMPIRE costs you only 36 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is a big plug for little money.



Made by the

EMPIRE
TOBACCO
CO., Limited

Granby, Que.



We Lead
Others Follow.

KEEN'S MUSTARD
KEEN'S OXFORD BLUE
ROBINSON'S PATENT BARLEY
ROBINSON'S PATENT GROATS

Are Standards--their quality is
unquestioned.

Current Market Quotations for Proprietary Articles

Jan. 4, 1900.
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	1 40
6 oz. cans, 2 and 4 doz. in case	1 80
8 oz. cans, 2 and 4 doz. in case	2 70
12 oz. cans, 2 and 4 doz. in case	3 60
16 oz. cans, 2 and 4 doz. in case	9 00
2 1/2 lb. cans, 1 and 2 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 3 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Diamond—	
3 doz. tins, 3 doz. in case	3 00
oz. tins, 8 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00
W. H. GILLARD & CO.	
1 lb. tins, 2 doz. in case	2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75
THE F. F. DALLEY CO.	
Sliver Cream, 1/2 lb. tins, 4 to 6 doz. cases	\$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases	1 25
1 lb. tins, 2 to 4 doz. cases	2 00
Kitchen Queen, 1/2 lb. tins, 4 to 6 doz. cases	0 55
1/4 lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15

English Cream, glass tumblers	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
3/4 " 4 " "	75
1 " 3 " "	1 25
1 1/2 " 2 " "	2 25

OCEAN WAVE BAKING POWDER.

No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2-lb. Cans, round only 3 doz. in case	1 20
14-oz. Cans, round only 2 doz. in case	1 80
16-oz. Cans, round only 2 doz. in case	2 00
3-lb. Cans, round only, 1/2 and 1 doz. cases	5 75
5-lb. Cans, round only, 1/2 and 1 doz. cases	9 00



BLACKING	
P. G. FRENCH BLACKING	
No. 4, 1/4 a. bxs.	\$4 00
" 6, 1/4 " "	4 50
" 8, 1/4 " "	7 50
" 10, 1/4 " "	8 25
" 10, Jet Enamel.	8 25

CARR & SONS.	
No. 2—1/4 gross boxes	2 70
No. 4—1/4 gross boxes	5 75
No. 5—1/4 gross boxes	8 00

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
Yucan Oil Blacking, 1 doz. cases, liquid	2 00
New York Dressing, 1 doz. cases	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladler Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	2 00

BIRD SEEDS

THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 b. ases.	0 06 1/2

BLUE.

KEEN'S OXFORD.	per lb
Per lb	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

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	4 60
" " B, 4 strings	4 40
" " C, 3 strings	4 20
" " D, 3 strings	4 00
" " E, 3 strings	3 70
" " F, 3 strings	3 40
" " G, 3 strings	3 40
" " I, 3 strings	3 00

BISCUITS.

PEEK, FREAN & CO.	
Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz

CARR & CO., LIMITED.

Frank Magor & Co., Agents.	
Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 69

Special price list of Fancy Tins for Xmas trade and other lines on application.

CHOCOLATES & COCOAS.

Cocoa—	
EPPS'S.	per lb
Case of 14 lbs. each	0 35
Smaller quantities	0 37 1/2
CADBURY'S.	
Fran Magor & Co., Agents.	per do
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 42
" 1-lb. tins	0 42
Nibs, 11-lb. tins	0 35 1/2

TODHUNTER, MITCHELL & CO.'S.

Chocolate—	
French, 1/4's—6 and 12 lbs.	0 30
Caraccas, 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, " "	0 25
London Pearl 12 and 18 " "	0 22
Rock " " "	0 30
Bulk in boxes	0 18
Royal Cocoa Essence, pkgs., per doz.	40

FRY'S.	
Chocolate—	
Caraccas, 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, 1/2'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—	
Concentrated, 1/4's, 1 doz. in box.	40
" " 1/2's, " "	4 50
" " 1 lbs. " "	8 25
Homeopathic, 1/4's, 14 lb. boxes	0 24
" " 1/2 lbs. 12 lb. boxes	0 24

JOHN P. MOTT & CO.'S.

R. S. McIndoe Agent, Toronto.	
Mott's Broma	per lb. 0 30
Mott's Prepared Cocoa (1/2's)	0 28
Mott's Homeopathic Cocoa (1/2'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 Caraccas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Cau. 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 43
Mott's Sweet Chocolate Liquors	0 19 0 30

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

Benson's Prepared Corn

There is no adulteration in Benson's Prepared Corn—there is no need to adulterate because it has sold entirely on its merits as an absolutely pure Prepared Corn for over forty years. The delicacy of its flavor is almost proverbial.

Comparisons are made with Benson's Prepared Corn as the standard—you hear this everywhere—"It's just as good as Benson's." You know what "just as good" means—an endeavor to sell an inferior article for a lower price. Benson's Prepared Corn is the standard—forty years have proved it so beyond a question.

Edwardsburg Starch Co., Limited

Cardinal, Ont.

ESTABLISHED 1858.

Montreal, Que.

Diamond Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 25
Royal Navy Chocolate, 12 lb. boxes, ½ lb. cake, per lb.	0 30
Mexican Vanilla Chocolate, 12 lb. boxes, ¼ lb. cake, per lb.	0 35

CHEESE.

MacLaren's Imperial—	Per Doz
Large size jars	\$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

COFFEE.

JAMES TURNER & CO.	
Mecca	per lb 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½
TODD HUNTER MITCHELL & CO.'S	
Excelsior Blend	3 32
Jersey	0 29
Rajah	0 20
Old Government Java	0 28
Maracaibo	0 18
West India	0 16
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.

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	
8 " " " "	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	per doz 1 25
" " " " "	2 25
" Groats, ½ lb. tins	1 25
" " " " "	2 25
DALLEY'S ROYAL HYGIENIC SELF-RISEING 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

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 50
Fibre Butter Tubs (30 lbs)	3 80
Nests of 3.	2 85
Keelers No. 4.	8 00
" " 5.	7 00
" " 6.	6 00
" " 7.	5 00
Milk Pans.	2 85
Wash Basins, flat bottoms	2 85
" " round bottoms	2 50
Handy Dish.	2 25
Water Closet Tanks.	17 00
Dish Pan, No. 1.	7 60
" " 2.	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

PICKLES---STEPHENS'

A. P. TIPPET & CO., AGENTS.	
Patent stoppers (pints), per doz.	2 30
Corked (pints), " " "	1 90

JAMS AND JELLIES.

SOUTHWELL'S GOODS.	
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, W. F.	1 55
Red Currant Jelly	2 75
All the above in 1 lb. clear glass pots	



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.

T. UPTON & CO.

Raspberry, Strawberry, Red Currant, Pineapple	1-lb. glass jars, 2 doz. in case, per doz \$1 00
" "	5-lb. tin pails, 8 pails in crate, per lb. 0 06½
" "	7-lb. wood pails, 6 " " " 0 06½
" "	14-lb. wood pails, per lb. 0 06½
" "	30-lb. " " " 0 06½

LICORICE.

YOUNG & SMYLLIE'S LIST.	
5-lb. boxes, wood or paper, er lb.	\$0 40
Fancy boxes (35 or 50 sticks) per box.	1 25
" Ringed " 5 lb. boxes, per lb.	0 40
" Acme " Pellets, 5 lb. cans, per can.	2 00
" Acme " 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
" " " " " 100 sticks	1 45
" " " " " 100 sticks	0 73
Dulce, large cent sticks, 100 in box	0 75

ORANGE MARMALADE.

T. UPTON & CO.	
1-lb. glass jars, 2 doz. case, per doz.	\$1 00
7-lb. pails, 6 pails in crate, per lb.	0 07½
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz	1 30

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.)	
per gross.	
Pony size.	\$ 7 50
Small Med.	7 50
Medium.	10 80
Large.	12 00
Spoon.	18 00
per gross.	
Beer Mug.	16 20
Tumbler.	11 50
Cream Jug.	21 00
Sugar Bowl.	22 00
Caddy.	28 00

BAYLE'S PREPARED MUSTARDS.

Horseradish	per doz. 1-lb. jars	\$1 20
English Sandwich	" " "	1 20
Mustard (with fine herbs)	" " "	1 50
Mustard (with fine herbs)	" " "	1 75
Packed in our self-sealing half and one-pound jars, two dozen in a case.		
English Sandwich Mustard, Mustard (with fine herbs)	½ lb. jars	1-gal.
Bbls.	Half 10-gal.	5-gal.
50c.	55c.	60c.
		75c.

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 " " "	1 20
1 lb. jars, per doz.	2 40
4 lb. " " "	7 80
¼ lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. btl., per oz.	1 25
1 gallon tins, per gal.	2 50
Celery Salt, 2 oz. btl., sil. tops, per doz.	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75

MINCE MEAT.

Wetley's Condensed, per gross, net		\$10 80
per case of 3 doz., net.		2 70

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

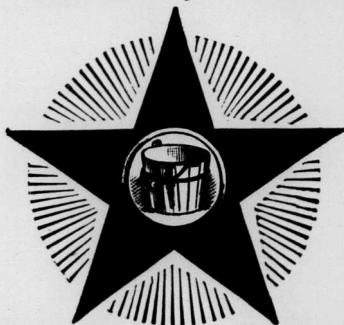
"Daisy Fruit"

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

THE HOME CAKE CO.
QUELPH, ONT.

The "Star Brand"

— of —
Palls, Tubs, and General Wooden-ware is always reliable.



BOECKH BROS. & COMPANY
Selling Agents, Toronto, Ont.

WM CANE & SONS, Limited
Manufacturers, NEWMARKET.

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.

118 King St. East, TORONTO

Agents for **HEINRICH FRANCK SOHNE & CO.**

German Chicory, Coffee, Extracts and Essences
LUDWIGSBURG, GERMANY. FLUSHING, N.Y.

BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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Cow Brand Baking Soda

You will be found out if you attempt to sell bulk soda for "Cow Brand," as housekeepers once using cannot be mistaken about its quality, and besides the package is an ornament to your shelves, and affords a fair profit.

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WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Ask your grocer for a 2-lb. package.

Manufactured by

THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

MONSOON

INDO-CEYLON TEA.

This being practically the beginning of the year's business, all Grocers should make up their minds to recommend the best goods in each line to their customers, it pays.

Sometimes when we draw "Monsoon" against other teas, we can't understand how it is that we don't do ten times as much business as we do.

Quality not only holds its own, but adds continually; if you don't handle these goods, and give them freely, your customers will get them somewhere else.

THE MONSOON TEA CO.

Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

You can't be deceived,

about **YARDLEY'S TRANSPARENT SOAP**, if you take the precaution to look for the letter "Y."

Each tablet is, by a patent process, branded indelibly all the way through with letter "Y" and it is impossible to obliterate it during use. Pass this information on to your customers.

It is **THE PUREST AND BEST IT IS POSSIBLE TO MAKE.** "Y"

YARDLEY & CO'S


GREIG MFG. CO.

Here's your safeguard

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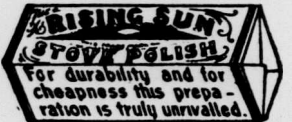
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SODA —COW BRAND



Case of 1 lbs. (containing 60 pkgs.), per box, \$3.00
 Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00
 Case of 1/4 lbs. and 1/8 lbs. (containing 30 packages) per box, \$3.00
 Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00.

Silver Gloss, 6-lb. tin canisters... 0 07
 Edwards'g Silver Gloss, 1-lb. pkg. 0 07
 Kew's Silver Gloss, large crystals... 0 06
 Benson's Satin, 1-lb. cartons... 0 07 1/2
 No. 1 White, bbls. and kegs... 0 04 1/2
 Benson's Enamel, per box... 3 00
 Culinary Starch—
 W. T. Benson & Co.'s Prep. Corn 0 06
 Canada Pure Corn... 0 04 1/2
 Rice Starch—
 Edwardsburg No. 1 white, 1-lb. cart. 0 09
 Edwardsburg No. 1 White or Blue, 4-lb. lumps... 0 07 1/2
KINGFORD'S OSWEGO STARCH.



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

Green Label, 1-lb. 0 18 0 25
 Green Label, 1/2 lb. 0 19 0 25
 Japan, 1's. 0 19 0 25

RAM LAL'S lead packages.



Cases, each 60 1-lb. 0 35
 " " 60 1/2-lb. 0 35
 " " 30 1-lb. 0 35
 " " 120 1/2-lb. 0 36

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.

40-lb. boxes, 1-lb. pkgs. 0 08
 SILVER 6-lb. boxes, sliding covers 0 08 1/2
 GLOSS (12-lb. boxes each crate) 0 07
 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 7 1/2
CORN STARCH 38-lb. to 45-lb. boxes, 6 bundles... 0 06
STARCH IN Silver Gloss... 0 7 1/2
BARRELS Pure... 0 6 1/2




DUSTLESS, LABOR SAVING, BEST IN THE WORLD.



Tiger Stove Polish, 1/4 gross boxes, large-per gross, \$7.20; small, per gross, \$4.50
 Stovepipe Varnish, 4 oz. bottles... 1 00
 " " 8 oz. bottles... 1 25
 Boston Brunswick Black, 8 oz. bot's... 1 75

LUDELLA CEYLON, 1's AND 1/2's PKGS.

Blue Label, 1's. 0 18 1/2 0 25
 Blue Label, 1/2's. 0 19 0 25
 Orange Label, 1's and 1/2's... 0 21 0 30
 Brown Label, 1's and 1/2's... 0 28 0 40
 Brown Label, 1/4's... 0 30 0 40
 Green Label, 1's and 1/2's... 0 35 0 50
 Red Label, 1/2's... 0 40 0 50



MAYPOLE SOAP

A. F. TIPPET & CO., AGENTS

Maypole Soap, colors 1 box and less than 5 per gross, \$10.20, black, 5 boxes and upward, 4 00
 Maypole Soap, colors 1 box and less than 5 per gross, \$10.20, black, 5 boxes and upward, 4 00
 Ortol Soap, per gross, \$10.20
 Ortol Soap, per gross, \$10.20

Gloriola Soap, per gross... 12 00
 Straw Hat Polish, per gross... 10 20

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—
 Canada Laundry, boxes of 40 lbs. 0 4 1/2
 Acme Gloss, 1-lb. cart., 40 lb. box 0 4 1/2
 Finest Quality White Laundry—
 3 lb. canisters, cases 36 lbs... 0 05 1/2
 4 lb. canisters, cases 48 lbs... 0 05 1/2
 Ebls, 175 lbs... 0 04 1/2
 Kegs, 100 lbs... 0 04 1/2
 Lily White Gloss—
 1 lb. fancy cartons, cases 30 lbs. 0 07
 6 lb. trunk, brass catch, 8 in case 0 07
 6 lb. trunk, lock and key, 8 in case 0 07 1/2
 6 lb. enamelled tin, 8 in case... 0 07
 Kegs, extra large crystals, 100 lbs 0 06

TEAS.

SALADA CEYLON TEA.

Wholesale. Retail

Brown Label, 1's. 0 20 0 25
 " " 1/2's 0 21 0 26
 Green Label, 1's and 1/2's... 0 22 0 30
 Blue Label, 1's, 1/2's, 1/4's and 1/8's... 0 30 0 40
 Red Label, 1's and 1/2's... 0 36 0 50
 Gold Label, 1/2's... 0 44 0 60

Terms, 30 days net.

TOBACCOS.

EMPIRE TOBACCO CO.

Smoking—
 Empire, 3's, 4 1/2 and 9's... 0 36
 Royal Oak, 2 x 3, Solace, 8's... 0 52
 Something Good, rough and ready, 7's... 0 53
 Louise, 2 x 3, 14's... 0 54

Chewing—
 Currency 13 3/4 oz. bars, spaced 9's, (10 1/2 to the lb.)... 0 39
 Patriot, 2 x 6, Navy 5's... 0 41
 Old Fox, Narrow 12's... 0 44
 Free Trade, 8's... 0 44
 Snowshoe, 10 3/4 oz. bars, spaced 8's, (12 to the lb.)... 0 44
 Snowshoe, pound bars, spaced 6's... 0 44

STARCH.

THE F. F. DALLEY CO.

Boston—Laundry, 40 pkgs. to box, per package... 0 07 1/2
 Culinary—Toledo Corn Starch, 40 pkgs. to box, per lb. 6 1/2c.




EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb
 No. 1 White or Blue, 4-lb. cartons 0 05 1/2
 No. 2 " " 3-lb. " 0 05 1/2
 Canada Laundry... 0 04 1/2
 Silver Gloss, 6-lb. draw-lid boxes 0 07

CELLULOID STARCH

40 packages in case... 3 70
 Celluloid Starch— bxs. 45 cartons per case... 3 50
 Culinary Starch—Chal- Prep. Corn— 1 lb. packages, boxes 40 lb 0 04 1/2
 No. 1 Pure Prepared Corn— 1-lb. pkgs., boxes 40 lbs... 0 06

STOVE POLISH.



Enameline

CEYLON TEA, in 1-lb. and 1/2-lb lead packages black or mixed.

Black Label, 1-lb., retail at 20c... 0 19
 " " 1/2-lb., " " " " " " 0 20
 Blue Label, retail at 30c... 0 22
 Green Label " 40c... 0 23
 Red Label " 50c... 0 25
 Orange Label, retail at 60c... 0 28
 Gold Label, " 80c... 0 35

Terms, 3 per cent. off 30 days.

CROWN BRAND.

Ceylon in lead packages

Wholesale Retail
 Red Label, 1-lb. and 1/2's... 0 35 0 50
 Blue Label, 1-lb. and 1/2's... 0 28 0 40

WOOL SOAP.

SWIFT & CO., CHICAGO.

Wool soap, 100 10-oz. bars to box... \$7 75
 Wool soap, 100 6-oz. bars to box... 4 75

WOODENWARE.

THE E. B. EDDY CO. per doz

Washboards, X... 1 70
 " XX... 1 90
 " Waverly... 2 10
 " Planet... 2 00
 " Special Globe... 2 10
 " Solid Back Globe... 2 20
 " Electric Duplex... 3 00

Matches— 5-Case Single

Telegraph... \$3 70 \$3 90
 Telephone... 3 55 3 75
 Tiger... 3 45 3 65
 Telephone (1/2-gross)... 3 70 3 90
 Empire, (slide box)... 3 50 3 60
 Safety, Capital... 3 00 3 10
 Parlor, Eagle, 200's... 1 50 1 60
 " " 100's... 1 70 1 80
 " Victoria... 2 75 2 85
 " Little Comet... 2 00 2 10
 Flammers... 2 60 2 70
 " (wax stems)... 3 70 3 80

BOECKH BROS. & COMPANY. Per doz

Washboards, Leader Globe... 1 65
 " Improved Globe... 1 80
 " Standard Globe... 1 90
 " Solid Back Globe... 2 45
 " Jubilee (perforated)... 2 45
 " Crown... 1 50
 F.o.b. Toronto.

Matches, Kodak, per case (10 gross in case)... 3 50

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It is the best.



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Reserve Fund.....1,500,000

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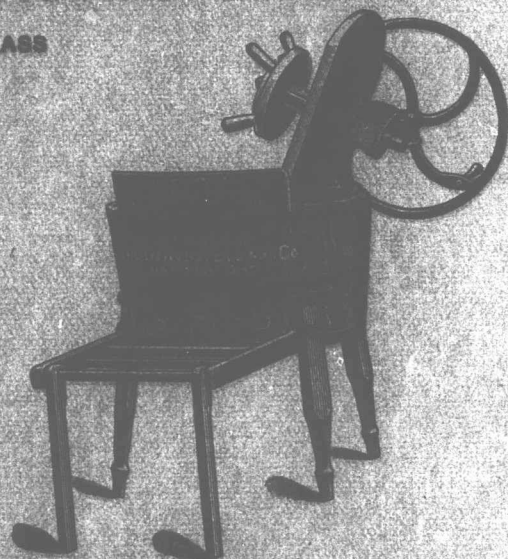
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The Best Grocers make
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