

**PAGES
MISSING**

PUBLISHED
EVERY
FRIDAY

CIRCULATES
IN EVERY
PROVINCE

THE CANADIAN GROCER AND GENERAL STOREKEEPER

**SELL
ONLY
THE
BEST!**

These substantiate our claim
that : : : :

Colman's Mustard

In Competition with the World
we have received the

**Highest Awards
Made. . .**

IS THE BEST IN THE WORLD

BY
SPECIAL
APPOINTMENT



TO
H R.H., THE PRINCE OF WALES.

PEEK, FREAN & CO.

Hold Twenty-One Royal Appointments

and their Biscuits, Cakes, etc., have been awarded

Twenty-Seven Medals.

Out of hundreds of varieties of Biscuits we would direct
your special attention to

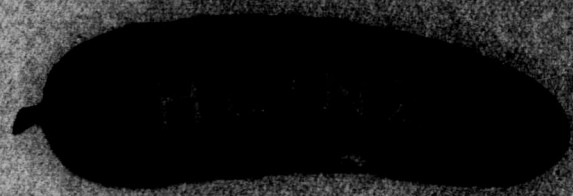
**CHAS. GYDE, Agent,
MONTREAL.**

**CHERRY
VENICE
FLORENCE**

WAFERS

**CHERRY
VENICE
FLORENCE**

<p>Corn Brooms</p>	<p>BROOMS</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ...</p> <p style="text-align: right;">Always reliable and as repre- sented.</p>
<p>STANDARD BRANDS</p>		
<p>"GEM" "WIRE" "SNOW" "OORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>		
<p>WHISKS</p>	<p>Corn Whisks</p>	
<p>The H. A. Nelson & Sons Co., Limited 59 to 63 St. Peter Street MONTREAL Toronto Sample Room: 56 and 58 Front St. West</p>		



Baked Beans

with Tomato Sauce

combine the nutritious properties of beans and tomatoes, with just enough select pork to give it a delicious flavor.

Sold by

Canadian Agents:

H. P. Eckardt & Co., Toronto. Hudson, Hebert & Co., Montreal.

Order Salt Now

Stocks at our various shipping points are ample and in excellent condition. We can ship promptly as there is no difficulty in getting cars. Later on comes the busy season, both for ourselves and the railways. Dealers who have to replenish their stocks to provide for spring business will confer a favor by placing their orders at once.


We assort cars to suit purchasers, and supply either Coleman's or Rice's Table and Dairy Salt as required.

R. & J. RANSFORD, Clinton.

**THE BEST
IS THE
CHEAPEST.**

THISTLE

FINNAN HADDIES



KIPPERED HERRINGS

BRAND

LAZENBY'S

SOUP SQUARES




TABLE JELLIES

PICKLES

BI-CARBONATE OF SODA



United Alkali Co.
The Purest
Made.

**THESE THREE ARE
THE BEST
OF THEIR KIND.**

~~~~~  
Your Wholesaler keeps these brands—order them.

A. P. Tippet & Co., General Agents, Montreal.



# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

## Pure Gold Jelly Powder.

Boxes contain 3, 6, 12 or 24 dozen assorted,

ORANGE    LEMON    GRAPE FRUIT    RASPBERRY    STRAWBERRY    PINEAPPLE  
CHERRY    VANILLA    CHOCOLATE.

**WE'VE  
BEEN  
BEHIND**

Ask for sample.

in our shipments of Pure Gold Jelly Powder. We have not been able to put it up as rapidly as ordered, but we are doing our best, and in a few days shall be up to our orders.

Pure Gold Mfg. Co.  
Toronto.

**HAVE WE  
YOUR ?  
ORDER ?**

## Carr & Co.'s English Fancy Biscuits



BY AUTHORITY

The founder of this company was the inventor and original manufacturer of **MACHINE-MADE BISCUITS**. We are still to the fore in biscuit-making, and enjoy the distinction of

**BISCUIT MAKERS TO H.M. THE QUEEN**

Our Royal Warrant is dated May 8, 1841, ten years after the establishment of the business. We are, therefore, the oldest house in the trade.

Canadian Agents:  
**FRANK MAGOR & CO.,**  
16 St. John St., Montreal.

For British Columbia:  
**C. E. JARVIS & CO.,**  
Vancouver, B.C.

**CARR & CO., Limited, CARLISLE, ENG.**

# Your Credit!

From Manufacturer to  
Retailer Direct.

The grocer who substitutes some other brand for Tillson's Pan-Dried Rolled Oats **hurts his credit as well as our good name.** Sooner or later someone finds the grocer out—that's when the first little blot appears **on his credit.** And the blot spreads and the grocer loses the confidence he once enjoyed and the whole foundation stones of business loosen in their setting. **Is that good business?**

The Tillson Company, Limited,  
Tilsonburg, Ont.



## How He Laughed!

How your Wholesaler laughed when you told him that you thought he'd been selling you a line of cigars that paid him the biggest profit rather than my cigars which would win you the greatest amount of permanent trade. Did you notice how forced the laugh was? He didn't think you'd find him out.

Now, let me prove my statements or else forever hold my peace. Give me a chance. Write me about a proposition that I have that absolutely throws every cent's worth of risk on to my own shoulders. It will give you a chance to laugh at your wholesaler, assuming, of course, that he has been keeping my cigars in the background.

J. Bruce Payne, Cigar Mfr.,  
Granby, Que.

SELL THE VERY BEST

# TIGER STOVE POLISH



Put up in two sizes  
5c. and 10c. boxes.

This Stove Polish is the best made or sold in Canada. It is giving universal satisfaction, where sold, to both merchant and customer.

Sold by \_\_\_\_\_

**THE F. F. DALLEY CO.,**  
OF HAMILTON. Limited.



- Are there any leaks in your business?
- Do goods ever get delivered and not charged?
- Do you ever get behind in your posting?
- Do customers ever call for accounts and you put them off because "the books are not posted?"
- Do you sometimes have errors that cause disputes in settlement?
- Do any of your customers impose on your good nature and over-trade?
- Do you want to know (in a hurry sometimes) just how your account stands?
- Does your book-work require more time than you wish it did?

ALL THESE DEFECTS CAN BE  
EASILY REMEDIED with the

**STANDARD ACCOUNT SYSTEM.**

Drop Us a Card for Particulars.

**The Beverly McDonald Co.**  
PICTON.

MADE IN CANADA.



**BEST  
OF  
BRANDS.**

**"Sterling"  
Brand  
Pickles.**

Every grocer should see that he is well stocked at all times with these best of all brands, "Sterling" brand pickles. There are other pickles, but none the peer of these famous Canadian-made pickles.

- Made of the best-grown Canadian
- vegetables by skilled and scientific
- methods in Canada's largest pickle
- factory.

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

124-128 Richmond St. W., TORONTO, CAN.



*"A clearly defined knowledge of what you do 'not' want is often directly in the line attaining unto what you 'do' want."*

The most ardent admirers of Japan Teas would always have preferred them "undoctored," and that paint and other adulterants should not constitute their chief "make-up," but as all Japans are, more or less, alike prepared, they have had to bow to the inevitable.

The Ceylon and Indian growers, who have completely revolutionized the world's black tea trade, have seen and grasped their opportunity in this direction by putting upon the market, in direct competition to Japans,

Natural Leaf,  
Pure, Uncolored

## **CEYLON AND INDIAN**

---

## **GREEN TEA**

---

Similar in taste and flavor to Japans, but "double" strength and infinitely more delicious.

*"Then," it's all Pure, Virgin Tea Leaves, and "nothing else."*

The Salada Tea Co. are pushing the sale of these Teas all over Japan Tea-drinking districts, and reporting the most substantial encouragement and support, not only in new trade, **but "repeats."**

# A "Blazed" Path.

The grocer who is thinking of handling Jonas' Flavoring Extracts has an absolutely clear, straight path to follow when he gives up thinking **and acts**. The pioneers of thirty years ago "blazed" the way—and the path leads direct to a woman's confidence in quality. Will you follow in the footsteps of the leaders?

Beaten, well worn, straight—that best describes the "blazed" path that the successful grocers of to-day have made with those rich, pure, strong extracts of quality, Jonas' Flavoring Extracts. No experimenting, no chance on the "blazed" path. It is clear and straight—is it for you?

---

*"For 30 years the Favorite."*

## Jonas' Flavoring Extracts.

---

Henri Jonas & Co., Mfrs.,  
Montreal.



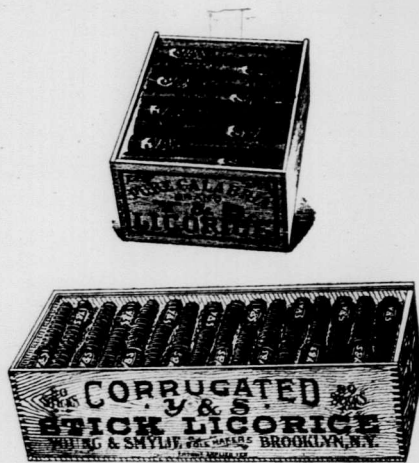


## INDIAN TEAS.

500 Chests of Teas, ranging in price from 17c. to 30c., just arrived—bought before the recent advances. Exceptional value. Special prices to keen buyers.

If too busy to write for particulars our travelers will be pleased to submit samples. If you want a bargain don't miss this lot while it lasts.

**W. H. GILLARD & CO.,** Wholesale Grocers, **Hamilton, Ont.**



## LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2½ lb. boxes. Write for illustrated catalogue.

OUR LATEST NOVELTY—  
BLOW PIPES, 300 TO BOX  
Styled, TRIPLETS.

**YOUNG & SMYLLIE**

Established 1845.

BROOKLYN, N.Y.

Handy for

## Home or... Outing

Flavor equal to  
Fresh ground  
Coffee



5 and 10-oz. Bottles.

ASK YOUR WHOLESALE GROCER  
FOR IT.



**Batty & Co.**

ESTABLISHED 1824.

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.

**THIS JOURNAL** is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia and the Territories. In using **THE GROCER** you cover the field.

PUBLISHED  
EVERY  
FRIDAY

THE  
**CANADIAN GROCER**  
AND  
GENERAL  
STOREKEEPER

CIRCULATES  
IN EVERY  
PROVINCE

VOL. XIV.

TORONTO AND MONTREAL, FEBRUARY 16, 1900.

NO. 7

### THE CLERK WHO MAKES FRIENDS.

By William H. Maher, in Saturday Post.

**T**HE young man who is making his way through the world, depending upon his energy, industry and intelligence to lift him higher, must not neglect to cultivate the study of mankind. No matter how efficient he may be in other qualities, if he is not a judge of men he is doomed to failure.

A man must possess the faculty of winning the confidence of other men and of making them his friends if he would be successful in any walk of life. This faculty, or gift, is born with some. They touch a sympathetic chord in every one they meet, are given a hearing when more worthy men are turned away, and succeed along their chosen lines when men of immensely greater ability plod along at the foot.

If we say they possess tact, we only half express it. Tact is saying and doing the right thing at the right time to the right person. Tact prevents blunders that would make enemies, but does not necessarily make friends. Tact is the form, but the feeling lies deeper down. To make friends, tact must be present, but the heart only can tie the knot of friendship.

The strength of youth is its unlimited hopefulness. Success is just around the corner; in a few years, at most, she will be overtaken; then come ease and luxury! The great majority of those in the race never catch a glimpse of her robes, and the ones who lag farthest in the rear are those whose manners were so unsympathetic or forbidding that men who could and would have helped them refrained, perhaps, at the critical moment, from saying the word or doing the thing that would have advanced them.

#### THE SAVING GRACE OF TACT.

I am at this moment interested in a man who is out of work, and who is struggling bravely to find a position. When he is not near me I study how I can help him, and I canvass friends who may need a man, and who would give my recommendation some weight. But when he comes to see me he has not talked five minutes before I begin to think that I wouldn't want him near me all the time; and, feeling so, I wonder if it is right that I should commend him to others. He has no tact. He does not permit me to get half way through a sentence before he interrupts me to agree with me, while he proceeds to finish my sentence in

an entirely different way from what I had intended. I conclude that it is not worth while to go back and finish in the way I started out to do, so let it go as he left it, but I do not volunteer any further remarks. When he goes away I still wish, as much as ever, that he was at work, but I am hoping that he will find a place without my having to make a special recommendation.

#### THE VALUE OF INTEREST IN OTHERS.

If he finds that, on the whole, he does make friends of those with whom he comes in contact, so that they seem to take a kindly interest in him, he may well rejoice, for he has a basis upon which to build toward better results. His danger will be in thinking that he is naturally so shrewd and magnetic that he need give the matter no further study, but may safely trust to these powers to carry him through any and every thing that will come in his course.

A young man in whom I am interested was told by his employers to make his preparations for a trip over a certain railroad as a salesman. He had been working in the office and had never sold a bill of goods in his life. He had been expecting to be appointed a house salesman, and while there would have had experienced men to refer to, if it were necessary, so that he could not have made a serious blunder. But to go out of the city and be obliged to depend entirely upon his own knowledge and judgment—that seemed a tremendous risk, both for himself and his house. But he started on his journey.

When he finished the trip he told me: "I studied it out like this: no man will buy of a man if he dislikes him; as a stranger he will have no interest in him, one way or the other; he must approach the merchant so as not to arouse any aversion, and then do his best to create some little interest in himself. I worked on that plan. I appeared to be interested in every merchant and clerk whom I met. I had to work long and hard many times—in fact, most of the time—to get beneath the crust of their indifference, but eventually I succeeded in getting them to do a little talking about themselves. I showed such interest in this that by and by they wanted to know a little something about me. We grew friendly, and I succeeded in working up a good trade."

#### SINCERTY AND COURTESY ALWAYS TELL.

One of the most successful men I meet first learned that he might be a good salesman by an incident that happened on the cars between Albany and Buffalo. The seats



**RISING SUN**  
STOVE POLISH *and* **SUN PASTE**  
STOVE POLISH  
**IN CAKES** WELL KNOWN AND RELIABLE. **IN TINS** GUARANTEED TO THE TRADE  
DURABLE 3000 TONS SOLD  
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

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

in his car were pretty well taken, so he offered half of his to a gentleman who came in late. The two engaged in conversation, and it came about naturally that the youth told of what he had been working at, and where, and that he was going to a western city on a rather slim chance of bettering his position. As the older man neared his station he gave the youth his card, saying: "This is my address; I have a factory there. I like your grit and the way you talk; if you don't find the place you are looking for, drop me a line and I'll make a place for you in my office."

The young man secured a place, and one day told his employer of this incident. The latter said: "That is the kind of work that makes a man a successful salesman; I have been wondering if you wouldn't do well on the road, and I think you may try it." He made a profitable trip, and was a noted salesman until he was compelled to leave the road and take up the management of the house.

How could he do this? His heart was in his voice and touched the right chord in the hearts of his listeners.

#### THE VITAL NATURE OF FRIENDSHIP.

I recall another young man who was visiting in a city for a few days, and was taken by his host to call upon the head of a wholesale house, that he might see how business was done in that busy place. The young man and the merchant talked together for an hour, and the latter drew from the youth the story of his life thus far and his aspirations for the future. That evening the merchant called upon the host, and as he took his leave particularly requested the young man to call upon him in the morning. He then said:

"Some remarks you made yesterday kept repeating themselves to me after you went away. I think you are possessed of the spirit that succeeds. I want a man in my office; if you wish to take hold you may."

The offer was promptly accepted, and neither man ever had cause to regret it.

As any man studies his relations with other men, and analyzes the position in which he holds those whom he meets in either a social or business way, he must confess that he divides these into two classes: those who attract and those who repel him. There is a small percentage to whom he is indifferent, but the great majority are in the two classes I have named.

If he were free to follow his first inclinations he would avoid one class the moment he detected the coldness between them, and would seek his associates and friends entirely from the ranks of those toward whom he was attracted. Experience proves that to do this would be a grievous mistake, and in the due course of business he must not draw a line between men and men, but must endeavor by every means at his command to hold as customers all

men, regardless of any antipathy he may have conceived against them.

A man who intends to succeed must have friends. These are not to be bought or borrowed ready made; they must be evolved out of the men and women whom he meets, both in social life and in business.

How shall he do this?

I know of no better rule than that given in Proverbs:

"A man that hath friends must show himself friendly."

#### THE CHILL OF AN INDIFFERENT BEARING.

A manufacturer told me recently: "The personal equation enters far more into the success of a salesman than was the case thirty years ago, when I was on the road. Our men must make their customers their friends, or they fail to build up a paying trade."

Go into a large store where the clerks employed number among the hundreds; watch one after another as you pass their counters, and observe their attitude to their customers. While all are intent upon making a sale, for thereby hangs their continuance in their places, nine out of ten have no interest whatever in the buyers. Their manner to the customer is as cold as an icicle; and though they put on what they think will pass as an air of interest, this is so palpably artificial that the customer is never deceived by it.

The tenth clerk approaches his customer with an air of kindly anticipation, shows a decided interest in the goods called for, is probably a little more desirous of exactly matching what is wanted, or in finding an exact fit than is the buyer, and seems so sincerely desirous of pleasing and so thankful for the purchase that the customer remembers him, and not only seeks him again, perhaps even at some little discomfort, but is not stingy with a word of praise where it will do the clerk some good.

#### THE DOLT WHO NEVER GETS ON.

By far the larger portion of mankind can think only of themselves; the I, with them, is so extremely large that they spend most of their thought and time in efforts to impress the rest of the world with a proper sense of their fancied importance. A person belonging to this class can never forget himself long enough to take an interest in his auditor. He not only lacks tact, but he is wanting in common shrewdness.

The interest that makes friends must be both kindly and honest. The clerk and salesman must forget himself; must think only of the one purpose, to make the person his friend. This is not accomplished by fawning upon men, nor by echoing their opinions, but by an intelligent acquaintance with human nature that pushes one's self into the background and sees and brings out the best in others. He must follow out the injunction laid down for keeping friends and "show himself friendly." All other rules may easily be condensed into that.



# Read Carefully!

We can supply you with . . .

**Genuine No. 1 Mackerel** IN HALF-BBLS. AND PAILS.

ALSO WITH . . . . .

|                                 |                           |                         |
|---------------------------------|---------------------------|-------------------------|
| Bbbs. Labrador Herrings         | Half-bbbs. Sea Salmon     | Boxes Digby Chicks      |
| Half-bbbs. Labrador Herrings    | Pails Sea Salmon          | “ Boned and Skinned Cod |
| Bbbs. No. 1 Split Herrings      | Boxes Lengthways Herrings | “ Boneless Fish         |
| Half-bbbs. No. 1 Split Herrings | “ Medium Herrings         | Quintals Cod            |
|                                 | “ Cod Steak               |                         |

**LUCAS, STEELE & BRISTOL,**

WHOLESALE  
GROCERS

**Hamilton.**



**Ram Lal's**  
**PURE**  
**INDIAN TEA**  
GUARANTEED ABSOLUTELY PURE  
AS MANUFACTURED ON THE  
GARDENS IN INDIA.

# PACKAGE TEAS

## DOES IT PAY

To buy a package tea, because by doing so you are fitted out with some cheap advertising matter, which takes up valuable room in your store, or to cover your window with enamel letters and darken your store, or ;

**TO BUY** a tea that has merit, is well known, has a well established reputation and name, and has stood the storm of imitations and abuse since the beginning of package teas—a tea that is put up on the estate by men with years of experience ?

Ram Lal's Tea never varies in quality or style, is never sold in bulk, by pedlers, gift stores, or by auction.

# JAMES TURNER & CO.,

Wholesale Agents

# Hamilton

# GRAND MOGUL

CEYLON TEA

:: "Is Pure Tea" ::

Sales for 1899 in Ontario were more than total sales all over America for 1898. Showing clearly that it maintains its pre-eminence, and that the people recognize and will have the best.

LONDON, TORONTO,  
MONTREAL,  
VANCOUVER, WINNIPEG.

# T. B. ESCOTT & CO.



# TEAS

Japans, Young Hysons, Indians and Ceylons.

(Quality the best.) PRICES RIGHT.

## THOS. KINNEAR & CO.

Wholesale Grocers.

49 Front Street East, TORONTO.

### CANADIAN PROVISIONS IN ENGLAND.

THE GROCERS' JOURNAL, London, England, of January 27, says: "Statistics just received in Bristol respecting the trade carried on between England and Canada are interesting. During 1899 Canadian farmers had the satisfaction of selling as much cheese as in the previous year, and realized the highest prices obtainable for several years. London, with 748,010 boxes, remains the largest purchaser; Bristol, with 487,576 boxes, and Liverpool, with 426,364 boxes, being respectively second and third. Glasgow comes next with 70,013 boxes; Newcastle, 39,749 boxes; Cardiff, 33,464 boxes; Leith, 32,633 boxes; Manchester, 39,213 boxes; Belfast, 12,565 boxes; Aberdeen, 6,112 boxes. The Bristol figures were slightly higher than those of 1898, 1896 and 1895, but below those of 1897 and 1894. The export of butter from Canada increased no less than 50 per cent., while the improvement in the returns to the producer was nearly 25 per cent. Bristol continued to be at the top of the list of customers with 158,210 packages, against 118,219 packages in 1898, and 116,397 packages in 1897.

"Liverpool last season took second place from London with 105,864 packages, against

48,857 in 1898, and 35,765 packages in 1897. In 1894 the packages to Liverpool only numbered 2,252. The London figures were 105,135, against 80,910 in 1898, and 53,684 in 1897, Glasgow came fourth with 43,847 packages, against 18,317 in 1898, and 16,821 in 1897. Manchester was fifth with 29,242 packages, against 8,860 packages in 1898, and 13 in 1897. The total packages brought into the United Kingdom from Canada numbered 451,050, against 278,922 in 1898. In 1894 the number was only 32,065. The great increase in this department is attributed to the cold storage facilities on the steamers trading between Canada and British ports. Most of the shipments of flour during the year were sent to London, Glasgow being second, Liverpool third, and Bristol fourth. The figures were: London, 544,544 sacks; Glasgow, 308,812 sacks, against 164,070 sacks in 1898; Liverpool, 299,359 sacks, against 261,473 sacks in 1898; Bristol, 122,548 sacks, against 72,285 sacks in 1898.

"Last year 194,752 boxes of eggs were brought over to the United Kingdom from Canada, Liverpool receiving 94,049 boxes, as against 104,859 in 1898; Glasgow, 70,944 boxes, as against 80,550 in 1898; Bristol, 22,501, as against 11,395 in 1898. Last year London only received 1,560 boxes, as against 17,537 in 1898. The

Liverpool market was last year the destination for the largest aggregate quantity of canned goods, meats and lard, Bristol, London and Glasgow following. Liverpool received 85,416 boxes of lard, as against 103,275 in 1898; Bristol, 28,297 boxes, as against 29,176 in 1898; London, 5,952, as against 17,775 in 1898, and Glasgow, 10,129 boxes, as against 4,788 in 1898."

### PRaise FOR CANADIAN GRAPES.

The following is from Chambers' Journal: "Grapes of fine quality have hitherto been 'forbidden fruit' to the Briton of limited income, whose acquaintance with them is derived solely from what he sees in the shop windows marked at a price far beyond his means. Perhaps he would occasionally buy the hard green grapes which, packed in sawdust, come in barrels from Spain; but they are so unlike the product of our hothouses that they may be regarded as very much inferior fruit. Recently, however, some magnificent grapes have been imported from Canada, and we are promised in the near future an abundant supply from that country. The grapes are excellent both in appearance and in quality, and they will be sold at a price within the reach of all. It need hardly be said that their transport to this country is rendered possible by storage in refrigerating chambers on board ship."

### The Imitations

of MacLaren's Imperial Cheese now before the public are masterpieces of deception. They are almost exact copies of our jars and labels, but there the resemblance ceases.



### Imperial Cheese

has never yet been equalled, and all wise grocers know that their customers want it, and no other.



IN STOCK



# FISH

Labrador Herring  
No. 1 Split Herring  
Scaled Herring  
Boneless Fish  
Quail on Toast  
Pure Cod

CLOSE PRICES.

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET,

TORONTO.



### TRADING STAMPS IN ST. THOMAS.

Editor CANADIAN GROCER,—We have a grocer's association in this city, and about one year ago all the members signed an agreement not to handle trading stamps. The Trading Stamp Co. succeeded in getting one grocer, who is not a member of our association, to handle them. All the other city grocers refused to have anything to do with them, and I think it would only have been a matter of a few months time when the Trading Stamp Co. would have left the city. But now two grocers, who are members of the association, because they were losing trade (not because of the trading stamps, but from other causes), got chicken-hearted, and have broken faith with the association and have signed a contract to handle trading stamps for three months on trial. I am very much surprised at this. Surely they could not have been readers of your valuable journal, for you have said so much against trading stamps, and also given the experience of so many who have

tried them as trade-winners and found them a failure, which I am sure will be the experience of these two grocers.

SUBSCRIBER.

St. Thomas, February 8.

### SALMON IN THE UNITED STATES AND CANADA.

The San Francisco Trade Journal says: "The different Alaskan salmon canning companies are getting ready for the coming season's campaign. There will be at least two new companies to go into the business up there, but their pack will not be large, even with good runs of fish. On the Columbia river, the same number of canneries will be run this year as in 1899, but what the pack will be, no one can at this writing, or even in March, make a fair guess. The opinion prevails that Columbia river canners will pack more ovals and flats than usual, particularly if cold-storage men force prices for fish too high. Ovals and flats bring better prices, proportionately. On Puget Sound there will be about three new canneries in operation this year, while some of the older will be enlarged. The Fraser river canners seem to have at least come to a working agreement. It is understood that forty six canners signed the agreement. The compact

involves the price of salmon and the size of the pack. A committee will be chosen to set the price on salmon for the season. After the fishermen's price has been regulated the canners will be bound, each one by the deposit of a \$1,000 certified check not to offer more than the set price for fish. Should any canner put up a larger pack than has been assigned to him, his surplus must be divided among all the other canners."

### MERCHANT AND NEWSPAPERMAN

Mr. John F. James, general merchant and publisher of The Review, Bridgeburg, Ont., was in Toronto on Thursday and Friday, of last week, attending the meeting of the Canadian Press Association. After attending his duties as a newspaperman he put in a few hours attending to matters appertaining to his general store.

Mr. James has recently purchased a nice building site in Bridgeburg, and purposes erecting thereon a new store, 20 x 80 feet. It will be three storeys with basement, and will be built of blue flint stone. An elevator in the rear will be among the modern appurtenances which the store will possess. The whole of the building will be devoted to business purposes. Building operations have already begun, and the new store will be ready for occupancy next fall.



## AN EVENT

of importance  
is

## THE ADVENT

of new season's marmalade, but it is doubly important when you know it's UPTON'S. UPTON & CO. have the reputation of making excellent marmalade the whole year round, but now it's better than ever.

For sale by all jobbers. 1-lb. glass jars and 7-lb. wood pails.

A. F. MacLaren Imperial Cheese Co., Limited.

CANADIAN SELLING AGENTS.



## TORONTO GROCERS DANCE AND FEAST.



N past years the annual entertainments of the Toronto Retail Grocers' Association have been so enjoyable and so successful that the function has come to be considered the event of the season in Toronto grocery circles, both wholesale and retail.

That the "ball and supper," the 15th annual entertainment of the association, which was held on Wednesday evening in the Temple building, was a crowning success; that it surpassed all previous entertainments, was enthusiastically agreed to by all present.

Whether it was due to the superior attractiveness of the Temple building assembly rooms, or whether it was due to the association's unbroken record of first-class entertainments, the attendance at the ball this year was the largest and most thoroughly representative of the grocery trade of Toronto, wholesale, traveling, brokerage and retail, that has graced any festivity given by any branch of the trade in late years.

Among the many present the following were noticed by THE CANADIAN GROCER: Messrs. T. Kinnear and E. Bolton, of T. Kinnear & Co.; Henry Wright, of The A. F. MacLaren Co., Limited; J. A. Gunn and T. Kemp, of D. Gunn Bros. & Co.; John J. Fee; J. F. Howitt, of P. McIntosh & Son; F. W. Humphrey and W. A. Mitchell, of F. W. Humphrey & Co.; John Edmonds, J. A. Norris, J. T. Choate, D. Fleming, James Mortimer and Thomas Holman, of The Christie, Brown Co., Limited; Geo. McWilliam, Frank Everist, Frank Thorpe, W. Stringer and Samuel McGiffin, of McWilliam & Everist; Chas. Dawson, of The Dawson Commission Co., Limited; W. Lumbers and F. Stewart, of James Lumbers & Co.; P. Eby, H. Hardie and T. S. Grant, of The Eby, Blain Co., Limited; Tyrel Burns and W. Burwick, of John Sloan & Co.; Capt. Adams, Charles Shields and C. Newman, of The Davidson & Hay, Limited; W. Collins and Fred. Rupert, of M. McLaughlin & Co.; John F. McLaren, of The Ogilvie Milling Co.; F. J. Blackburn and S. Mackenzie, of H. P. Eckardt & Co.; F. F. Stuart and Frank Britton, of The Imperial Extract Co.; Chas. H. Collins and S. A. McNeil, of G. F. & J. Galt; Frank Marmion, of P. C. Larkin & Co.; A. H. Canning and A. Davison, of A. H. Canning & Co.; J. A. Taylor, of The Monsoon Tea Co.; A. G. Donahue, of Joseph Tetley & Co.; J. Litster and Frank Gallow, of The Pure Gold Manufacturing Co., Limited; Wm. Anderson, of The

Wilson, Lytle, Badgerow Co., Limited; S. S. Richardson, of T. A. Lytle & Co.; J. C. Adams; F. Morley; W. Ince, jr.; F. Hays and Robt. Maxwell, of Perkins, Ince & Co.; F. P. Baxter, of The G.T.R.; Thomas Collins, of John Taylor & Co.; A. M. Piper, of Todhunter Mitchell & Co.; James A. Watson, of The Toronto Coffee and Spice Co., Limited; J. E. Willows, of The Queen City Oil Co.; Hebert E. Smith, of The John Cowan Co., Limited; J. W. Maybee and John C. Pearson, of Lumsden Bros.; E. Robinson and C. S. Fairbairn, of The Robinson Manufacturing Co.; J. W. Jackson, of The Robert Watson Co.; M. P. Ryan, of The Wm. Ryan Co., Limited; A. A. Simonski; Harry A. Ash; Chas. Kimpton, W. J. and Edward Oake, of Clemes Bros.

While the list shows that the grocery trade of the city was well represented, an observer from the gallery of the assembly hall would have speedily come to the conclusion that, in the ladies, the beauty, not alone of the grocery trade, but of the city, was present to grace the scene and incidentally make glad the hearts of many young grocers and travelers.

But there were some old, and a few young, veterans who were too tired, or too lazy or too awkward to dance. These were not without their meed of enjoyment, however, for tables had been bountifully strewn about the passageways, and here, amidst the curling clouds of smoke and the pleasant banter of old acquaintances, battles at cards were lost and won.

But the centre of attraction until midnight was the assembly room, where with light step and merry mien the dancers created a kaleidoscope of grace and beauty.

By midnight the first part of the programme was completed, and the company made their way to the Temple Cafe, where the following menu was served:

|                                    |                   |                 |         |
|------------------------------------|-------------------|-----------------|---------|
| MENU.                              |                   |                 |         |
| Celery.                            | Cream of Oysters. | Pickles.        |         |
| COLD.                              |                   |                 |         |
| Turkey.                            | Ham.              | Roast Beef.     | Tongue. |
|                                    | Spiced Beef.      | Jellied Tongue. |         |
| Savory Meats in Aspic.             |                   |                 |         |
| Chicken Salad.                     | Lettuce Salad.    |                 |         |
| SWEETS.                            |                   |                 |         |
| Cheese.                            | Wine Jelly.       | Orange Jelly.   |         |
| Charlotte Russe.                   |                   |                 |         |
| DESSERT.                           |                   |                 |         |
| Fancy Assorted Cakes. Layer Cakes. |                   |                 |         |
| Jelly Roll.                        | Lady Fingers.     | Sponge Cake.    |         |
| Meringues.                         | Fruit Cake.       | Cream Puffs.    |         |
| Fruit. Ice Cream. Lemonade.        |                   |                 |         |
| Tea. Candies. Coffee.              |                   |                 |         |

The Temple Cafe is furnished almost as elaborately and as near to perfection as possible; the service was as satisfactory, and the viands as edible as the menu was generous. It was, therefore, but natural,

that a hearty and enjoyable supper should be partaken, and that the dancers should return to the assembly hall refreshed and invigorated. Here, for another three hours, the orchestra set a cheery, lively time, which the dancers proved themselves ready and able to respond to until that grand old air, God Save the Queen, brought to a close the most successful "At Home" the Toronto Retail Grocers' Association have ever given.

## THE MISBRANDING OF CORN.

The American Grocer says that the corn-packers of Maine have under consideration some plan to prevent the misbranding of canned corn, and adds: "The putting up of Southern and Western corn under a Maine label is a growing evil that ought to be stopped. In fact, the old custom of misbranding various sorts of canned goods is widespread and one difficult to justify. In the case of Maine corn, it is particularly exasperating, as it tends to rob the packers of that State of a reputation that is the result of half a century of honest work in putting up an article which is grown to greater perfection in New England than anywhere else on the continent. If fine Western corn is equal or superior to Maine corn, then the Western packers discredit their respective States by labeling Western corn as the product of Maine. Misbranding is often a petty fraud, and we are glad to note that many packers absolutely refuse to put up their product under false labels, no matter whether the article has been sold for buyers' labels or not."

## IT PAID TO BE CHEERFUL.

A manufacturer of Kensington tells this true tale: "Fifteen years ago I was very rich, but ten years ago there came a time when it seemed that I'd surely fail. One day when a smash appeared a certainty I walked down Chestnut street towards the wool warehouses, blue, blue as indigo, but I braced up and put on a cheerful air. Just then a man I knew came in and said: 'Say, Bill, what makes you always look so cheerful? Don't you ever have any trouble at all?' 'Oh, yes,' said I, jollyng a little; 'but to look blue doesn't do any good, etc.' 'Well,' this fellow said, 'I'll tell you what I'm going to do. I've got \$25,000 lying idle, and I'm going to get you to invest it for me. You're so well off, so lucky in business always, and so blamed cheerful, I'm sure nothing ever fails with you, and I want you to invest this money any way you please, and I won't even ask you how you did invest it.' Well, I took this man's money. It was just the amount my tottering business needed. A year later times and prices were vastly better, and I paid the \$25,000 back with interest at—what do you think?—9 per cent."—Philadelphia Record.



**SPECIAL**

1,000 CASES 3-LB. APPLES.

500 " 2-LB BLUEBERRIES.

500 BOXES 100/110's PRUNES—50-lbs.

SEASONABLE GOODS.

ATTRACTIVE PRICES.

THE **EBY, BLAIN CO.,** LIMITEDWHOLESALE GROCERS,  
MANUFACTURERS, IMPORTERS OF TEAS**TORONTO.****TIN CANS AND BOXES.**

THE chief use of tinplates is in the manufacture of cans, boxes and other packages. It is surprising how many articles of commerce are packed in tinplate packages. Groceries, proprietary articles, tobacco, cigars, calcium carbide, typewriter ribbons, blacking—in fact, it would require a column to enumerate all the articles which are being put in tinplate packages. The kind of wood used in cigar boxes is growing scarcer and scarcer, and even the best is by no means so well suited for the purpose as tinplate. Such groceries as coffee, tea, spices and many others are best packed in tin.

Tinplate boxes are, by special process, made from pieces of tinplate which have been first lithographed with beautiful designs in colors, so that the attractive package makes a ready seller, and the housewife frequently buys a tin box of tea or coffee in order to get the box. Proprietary medicines are being packed more and more in tin. A handsomely decorated tin box helps the sale of such an article wonderfully, and in every case the substitution of a tin box for a paper or wooden package has resulted in greatly increased sales. The cost is very small.

Thus, one can buy a dozen 2-grain quinine pills neatly put up in a tin box with sliding cover and having an even dozen little depressions in the bottom, one for each pill, for a nickel. The outside carries a design. To make such a box, including waste, requires only about  $5\frac{1}{2}$  square inches of tinplate. Twenty-six boxes may be made from one square foot, and as such small boxes are made from tinplate much thinner than the ordinary gauge the cost of the tin in such a box, including waste, is less than 1-13c.

The manufacture of boxes and cans from tinplate has been made wonderfully economical by the invention of machinery to do all the work. There is practically no labor involved but tending the machines. In a can factory the sheets are fed into machines,

and from that point the material is not touched by human hands until the finished can has been produced and tested for leaks. Where the canning establishment makes its own cans it is the practice with a number of products to do the cooking or "processing" right in the can, and in any case the cans are made, tested, filled, sealed and labeled without being touched by a hand. There are can factories which will turn out 1,000,000 or more of the regular sizes of cans in a day, and, of course, it will be seen that the cost must be very small.

The most common size of can used for fruit and vegetables is the No. 2, or 2-lb. can. It is about  $3\frac{1}{2}$  in. in diameter and  $4\frac{1}{2}$  in. high. Including the waste, which in ordinary cans can be reduced to from 3 to 5 per cent., it takes only about  $\frac{1}{2}$  square foot of tinplate to make a No. 2 can, the cost being thus, at the present market price of tinplate, about 1c. The cans are sold complete at from \$1.80 to \$1.90 per 100, allowing the can manufacturer only a fraction of a cent for his solder, fuel, wear and tear on machines, handling and the loss from occasionally defective ones.

Standard 1-lb. cans cost only from \$1.25 to \$1.35 per 100. The lowest price on record for tinplate was made in the summer of 1898, when the price touched \$2.60 a box. At that time the quantity of tinplate required to make a No. 2 can cost only  $5\frac{1}{2}$  mills. The advance since then has amounted to  $4\frac{1}{2}$  mills per can, or 45c. per 100 cans. Even when imported tinplate was used exclusively in the United States and prices were considerably higher than they are now, the tinplate required for a No. 2 can cost only about  $1\frac{1}{4}$  cents.

Canned corn is now quoted wholesale at from 60 to 70c. a doz. for the 2-lb. size. Canned tomatoes are still cheaper, so that the cost of the tinplate in a can of corn or tomatoes is only from a fifth to a sixth of the wholesale price of the article, or from an eighth to a tenth of the retail price. In the case of the more expensive articles, such as

peas, peaches, fish and meat, the cost of the tinplate sinks to almost infinitesimal proportions.—Pittsburgh Dispatch.

**"MONSOON" IN MID-AIR.**

A crowd stood at the corner of Yonge and Queen streets, Toronto, about noon on Wednesday, gazing at a sheet of white cotton several feet square, on which was printed in large letters: "Drink Monsoon Tea," said sheet seemingly being kept in mid-air by some mysterious means. But, by-and-bye, the spectators discovered a large kite away to the northeast, and then it dawned on them that the sheet of cotton with its device had been run up the kite string until it hung immediately over Yonge street. The secret of it all was that Mr. Ross, the manager of The Monsoon Tea Co., discovering a boy flying the kite, immediately got him to run the sheet up the string. The idea was not a bad one.

**RETAIL MERCHANTS OF PETERBORO'.**

A branch of the Retail Merchants' Association of Canada, was organized in Peterboro' on February 12, with the following officers:

President—Robert Fair.  
First Vice-President—Jas. Connal.  
Second Vice-President—Jas. Lynch.  
Secretary—W. A. Cressman.  
Treasurer—Alex. Gibson.

**A PRIZE FOR GOOD WORK.**

Last year G. F. & J. Galt (The Blue Ribbon Tea Co.), offered a prize of \$300 to the traveler who should do the best year's work of their staff. When the books for the year were made up at the first of this month, and the work of the various representatives accounted it was found that Chas. H. Collins, the Toronto city representative, had won the honors and the money.

As "Charlie" is a popular traveler with the retail trade, as well as with his fellow-travelers, who, at their last annual meeting, elected him president of the Toronto City Travelers' Association, he is receiving congratulations from a great host of friends.





# He Dreamed It!

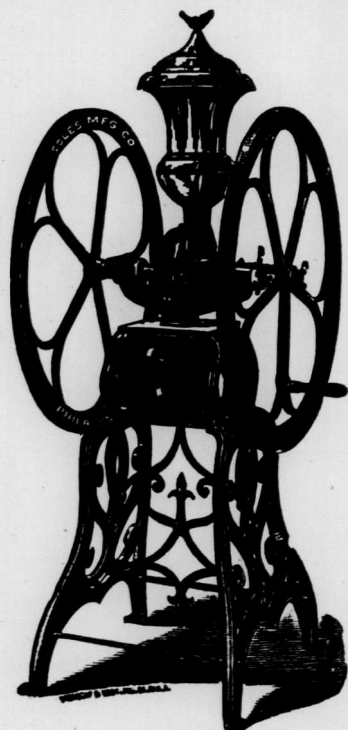
This fellow is just like that merchant who tries to do business with old pound and ounce scales; for when he wakens up he'll be disappointed. The Money-Weight System is not a dream.

You will find money in your store if you use our System Scales. Remember our scales are sold on easy monthly payments.

The **Computing Scale Co.,**

**DAYTON, OHIO, U.S.A.**

OR . . .  
 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, Que., Canada.  
 L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Canada.



## 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.

# 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.**



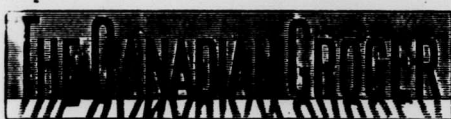
A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

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.**





President,  
JOHN BAYNE MacLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - Board of Trade Building,  
Telephone 1255.  
TORONTO - - - - 26 Front Street West,  
Telephone 2148.  
LONDON, ENG. - - - 109 Fleet Street, E.C.,  
J. M. McKim,  
MANCHESTER, ENG. - - - 18 St Ann Street,  
H. S. Ashburner.  
WINNIPEG - - - - Western Canada Block,  
J. J. Roberts.  
ST. JOHN, N. B. - - - No. 3 Market Wharf,  
J. Hunter White.

Travelling Subscription Agents:  
T. Donaghy. F. S. Millard.

Subscription Canada, \$2.00 Great Britain, \$3.00  
Published every Friday.

Cable Address { Adscript, London  
Adscript, Canada.

**CANNED TOMATO SITUATION.**

**I**NCREASED interest in canned tomatoes has been created in Toronto this week owing to the sale of a large lot on British Columbian account at prices reported to be a good deal above present market values.

During the past week several lots of tomatoes have been offered, and, when the sale in question was announced, some of the sellers advanced their views 5c. per dozen to 90c., but this was not generally done, for tomatoes in lots can still be obtained by the wholesale trade at 85c. There have, in fact, been sales at that figure. Nor have the wholesalers made any change in their figures to the retail trade, 90 to 95c. per dozen still being the ruling quotation.

As to the future of the market, THE CANADIAN GROCER is of the same opinion as it has been for some time, and that is that holders of tomatoes at present prices have not much need for alarm.

It is no uncommon thing about this time of the year, when quietness is somewhat protracted, for holders to make some effort to lighten their stocks, particularly when, as at present, they can offer them at a figure which promises not only to be attractive, but to yield them, at the same time, a

fairly good profit. We see the retailers doing the same thing, for they are freely advertising tomatoes, peas and even corn at 7c. per tin.

When, however, the demand improves, as it in all probability will shortly, we may confidently look for firm prices in the neighborhood of to-day's figures.

From what THE CANADIAN GROCER can gather, it is likely that tomatoes for next season's delivery will open at about 85c. per dozen. It is certain that a great deal more will be asked than a year ago, for there has been since then a marked appreciation in the value of practically everything entering into the manufacture of canned goods. Packing boxes and tin are about 100 per cent. higher. Nails and solder are much dearer, and the farmers are demanding higher prices for tomatoes.

In the face of these conditions, it is evident that the predominating feature of the canned tomato situation is bullish rather than bearish.

Merchants who cannot keep their tempers are scarcely in a position to keep their customers.

**A TELEGRAPH LINE TO DAWSON.**

**A** RECENT issue of The Vancouver Daily Province contains an interview with Mr. J. B. Charleson, who is superintending the construction of an all-Canadian telegraph line from Ashcroft to Atlin, British Columbia. Ashcroft, it might be mentioned, is on the main line of the C.P.R. while Atlin is in the comparatively recently-discovered mining country in the far northern part of British Columbia. At present, the nearest telegraph station is Nanaimo, 1,000 miles away.

The route taken, according to Mr. Charleson will be through Quesnelle and Hazelton, by way of Telegraph Creek, to Atlin. As a line already connects Atlin with Dawson City, the latter place will be in telegraphic communication with practically the whole of the Dominion, when the Ashcroft-Atlin line is completed, and that is expected about May 1 next.

When the line is completed, it will undoubtedly be appreciated by business men at both ends.

**CHEESE ADVANCES.**

**L**AST WEEK, reference was made to the peculiar tactics that had been adopted in the cheese market.

That these manoeuvres were purely speculative, with an idea of "rigging" the market, the course of values since amply testifies.

Inquiry for cheese from Britain has steadily increased, and it will take very little more demand to exhaust what small stock there is remaining in Montreal and Canada generally.

Since last week, cable limits have been advanced materially, and the range of values for export business in Montreal is fully  $\frac{1}{4}$  to  $\frac{3}{4}$ c. per lb. higher than it was.

Colored cheese, of which there are only two lots remaining for sale in Montreal, is at a decided premium, and we know that bids of  $12\frac{1}{4}$  to  $12\frac{3}{4}$ c. have been refused, the holders being confident that they will get more money.

In a word, it now seems clear that the relatively low price and dullness through which the market dragged in January, was due to the actions of two holders on this side, who played into the hands of the shorts in Great Britain by feeding them with cheese at their own prices, when, if they had only held out, they could have got more money.

**NEXT SEASON'S JAPANS.**

Although the time when shipments will be made is some months distant, the trade is reminded that the season for new crop Japan teas is approaching, standards for next season's teas being this week submitted to the wholesale trade in Toronto by representatives of some of the shipping houses.

As far as can be gathered, prices on the finer teas are a little lower than they were last year, while on the medium and the lower grades they are a little higher.

No transactions are yet reported.

**AUSTRALIAN BUTTER IN ENGLAND**

A glance at the imports of Australian butter into Great Britain in January and February, during a series of years, makes it clear what an extraordinary part this Australian butter has played in the British market during the present winter.

|            | 1895.  | 1896.  | 1897.  | 1898.  | 1899.  | 1900.   |
|------------|--------|--------|--------|--------|--------|---------|
|            | Cwts.  | Cwts.  | Cwts.  | Cwts.  | Cwts.  | Cwts.   |
| January    | 72,260 | 50,021 | 51,894 | 54,259 | 81,218 | 123,769 |
| February   | 69,435 | 39,282 | 41,937 | 52,093 | 58,562 | 90,100  |
| Difference | 2,76   | 10,809 | 1,957  | 2,166  | 22,646 | 33,769  |



### TRYING TO MAKE BEET SUGAR IN CANADA.

It has been demonstrated again and again beyond all peradventure that sugar beets of high saccharine quality can be produced in Canada.

During the last few years several experiments have been made in different parts of Ontario with sugar beet culture, and the analysis has, in every instance, as far as we can remember, shown, on the whole, a higher percentage of sugar than in Europe, while the yield was apparently everything that could be desired. In Quebec and in British Columbia encouraging results have also been obtained.

And the efforts of nature have been supplemented by the munificence of Parliament in the shape of bounties.

During the session of 1891, the payment of a bounty of \$1 per 100 lb., and, in addition thereto, 3¼ c. per 100 lb. for each degree or fraction thereof over 70 degrees was authorized. The term of this bonus was to be from July 1, 1891, to July 1, 1893. But the following year the time limitation was extended to June 30, 1895. And in 1895 the operation of the Act was further extended, being made terminable July, 1897, but the bounty per 100 lb. on sugar testing 70 degrees and under was reduced from \$1 to 75c. There was no subsequent extension of the Act, and it expired by limitation July 1, 1897.

Within the last ten years or fifteen years two beet sugar factories have been operated in the Province of Quebec, one being at Farnham and the other at Berthier.

In 1892 the amount paid out in bounties under the Act was \$25,767; in 1893 it was \$20,568; in 1894 it was \$7,765. But, in spite of natural advantages and Parliamentary beneficence, both refineries have for some years been closed down, and the machinery of the Farnham factory has since been removed to New York State, where it is turning out beet root sugar at a profit.

Two or three years ago an effort was made to start a beet sugar factory at Owen Sound. For a time it looked as if the effort would be successful, for excellent results were obtained from the analysis of beets grown in the district, but the scheme was ultimately abandoned and the scene of the agitation was transferred to Warton, 20 miles from Owen Sound, where it is an

issue which appears to be becoming more and more alive. A company has been organized, and stock to the amount of \$30,000 has been subscribed. A Mr. Hahn, of New York, has written that, when the local stock sheet reaches \$60,000, a large block of foreign capital will be invested in the concern.

According to the prospectus of the company, it is proposed to erect a factory and equip it with a plant capable of working 250 tons of beets every 24 hours. The cost is computed as follows: Building, \$2,000; machinery, freight and setting machinery, \$103,000; laboratory, electric light plant, repair shop, dock and railway switch, \$18,000.

An effort is now being made to induce Parliament to again offer a bonus for the production of beet sugar. With this end in view a deputation waited on the Hon. Sidney Fisher, Minister of Agriculture, a few days ago, and asked for a bounty of 10c. per lb., and since then Dr. Sproule has given notice of his intention to introduce a resolution in the House calling upon the Government to stimulate the beet sugar industry by granting a bonus for the next ten years on all sugar produced from beets.

The beet sugar industry in Canada, like the pig iron industry, appears to be slow to take root. But, as the latter has now reached a stage of development which has apparently placed its permanence beyond doubt, it is to be hoped that we shall soon be able to say the same regarding the former.

The world's consumption of sugar is steadily increasing, but this increase is supplied by the beet product, as the production of cane is decreasing rather than increasing. At the same time, however, it should not be forgotten that there are authorities who hold that, with improved facilities, greater results will be obtained from cane sugar manufacture.

The following, compiled from a recent issue of Willett & Gray's Sugar Trade Journal, gives the world's production of sugar (beet and cane) during the past four years:

|                       | 1899-1900<br>Tons. | 1897-1899<br>Tons. | 1897-1898<br>Tons. | 1896-1897<br>Tons. |
|-----------------------|--------------------|--------------------|--------------------|--------------------|
| Cane .....            | 2,853,000          | 2,959,859          | 2,65,118           | 2,832,457          |
| Beet (European) ..... | 5,480,000          | 4,982,101          | 4,831,774          | 4,916,496          |
| Beet (U.S.) .....     | 65,000             | 82,471             | 40,399             | 37,536             |
| Total .....           | 8,428,000          | 7,973,931          | 7,737,291          | 7,786,859          |

The increase of about 162 per cent. in the estimated production of beet sugar in the United States is striking; and, although we do not produce a pound of beet sugar, the experience of the United States is somewhat encouraging to those who are endeavoring to establish the industry in Canada.

### TEA EXPORTS FROM SHANGHAI.

EXPORTS of tea from Shanghai, China, from the beginning of last season up to the middle of January were, on the whole, of a favorable nature.

The quantity of black tea exported to Great Britain exceeded that of last year by over 2,000,000 lb., the figures being 10,265,573 and 8,061,722 respectively. In green teas, however, the quantity was about 900,000 lb. less, the exports in the seasons of 1899 and 1898 being 3,261,909 and 4,161,493 respectively. The total quantity of tea which went to Great Britain was 13,527,482 lb., or 1,304,267 more than last year.

To the United States and Canada the increase was still greater, being in excess of that of last year by 4,430,597 lb. Contrary to what is the experience in the shipments to Great Britain, the exports to the United States are relatively much larger in green than in black teas, there being last year 5,775,042 lb. of black tea sent to the latter country and 14,596,054 lb. of green tea, a total all told of 20,371,096 lb. The quantity of black and green tea shipped to the United States and Canada during the previous year was 4,441,267 and 11,499,232 lb. respectively.

The total quantity of tea exported to Batoum was 4,671,863 lb., against 4,909,368 in 1898. There was a decrease of 319,679 lb. in green, and an increase of 82,174 in black tea.

To Odessa, 25,026,292 lb. were shipped, against 22,772,734 lb. the preceding year, an increase of 2,253,558.

Taken altogether there was an increase of 5,873,358 lb. in the exports of black tea from Shanghai during the past season and a net increase of 1,977,561 lb. in green teas. There was a decrease in the exports of green teas to all countries except to Canada and the United States, and these two countries together took 3,095,822 lb. more than in the preceding year.



## AN OBSTACLE TO BRITISH-CANADIAN TRADE.

**T**HE introduction of a Dominion insolvency bill has again devolved upon a private member of the House. And, as upon all previous occasions when this has been done, it will, in some way or other, again be shelved.

An insolvency law is something which successive Administrations have known to be a necessity. But not one of them have been courageous enough, during the last twenty years, to place such a law on the statute books.

One or two Administrations have had the courage to introduce and carry a bill through a few stages and then drop it. But the present Administration has not done even that. It may be that it has not less courage than its predecessors, for it may believe that it is cowardly to turn back after putting one's hand to the plough.

But, while the question as to the relative courage of the different Administrations in this particular may be an open one, the responsibility upon the present one is unquestionably greater. And certainly more is to be expected from it.

The Laurier Administration, by giving a tariff preference to British products, did more for the extension of trade between Canada and the Motherland than any previous legislation by any previous Administration ever did. This cannot be denied by any fair-minded man. And it is this that makes its responsibility for efficient insolvency laws greater than that of its predecessors in office, and warrants one in expecting more from it.

Until the preferential tariff came into existence the burden of the cry for a Dominion insolvency law was purely on Canadian account; for the protection of merchants in one Province doing business in another.

But now, while the necessity of legislating in the interests of the merchants of Canada is none the less, the necessity of legislating in the interests of the merchants of Great Britain, who are selling, or intend selling, goods in this country, has become greater.

We have, therefore, the spectacle of the Government being importuned for an insolvency law by business men in both Canada and Great Britain.

And as long as it fails to comply with

these importunings just so long is it allowing an obstacle to remain in the way of the expansion of both inter-Provincial and inter-Imperial trade.

### EARLY CLOSING IN TORONTO.

The early-closing movement, which has for the past six weeks attracted so much attention from the retail grocers and butchers of Toronto, seems to be nearing a satisfactory solution.

At the meeting of the legislative committee of the city council on Tuesday afternoon, a deputation from the Toronto Retail Grocers' Association was heard. D. J. Kelly, the spokesman of the deputation, told the committee that the association had, at its meeting the previous night, unanimously decided to compromise by agreeing to have the by-law amended to make 8 p.m. the hour of closing the year around.

After a short discussion, the legislative committee decided to recommend the by-law as proposed. It is likely the council will accept the committee's recommendation.

### TIDY AND UNTIDY PARCELS.

An untidy parcel is an evidence of one or two things: It means that he who made it up is either careless, or a novice.

It is most important that the goods which a merchant sells shall be reliable, but it is only a degree or so less important that they shall be properly wrapped up, particularly when the purchaser carries them away.

To certain people it may not be a matter of any moment whatever as to whether a parcel is tidy or untidy, but to others it is. And it is always well to be on the safe side.

### PRICES OF CANADIAN AND UNITED STATES PROVISIONS.

The past ten days have witnessed a strong upward tendency in all pork-products. The British market, which has been ruling low all winter, is again manifesting decided strength.

Canadian hogs are, in consequence, enhanced in value, dressed hogs being fully 50 to 75 per 100 lb. higher than a week ago. The price is now \$5.50 to \$5.75.

The advance in hogs has forced up the price of provisions. Hams, rolls, backs and

breakfast bacon are all  $\frac{1}{4}$  to  $\frac{1}{2}$ c. per lb. dearer.

Even at these prices the relative position of Canadian and United States provisions is unique. Instead of the United States product being so much cheaper than the Canadian that it has been able to largely enter the Canadian market in face of a specific duty of 2c. per lb., it is now fully 1c. per lb. higher in price than the Canadian. The principal result of this condition will be to give the provision trade of British Columbia and the Northwest Territories to the packers of Eastern Canada.

### A RETAILER'S COMPLIMENT.

The value of a compliment depends largely on the circumstances and the character of the speaker. Therefore, THE CANADIAN GROCER was highly honored by an incident which occurred at the meeting of the Retail Grocers' Association on Monday evening.

Shortly before the meeting adjourned, W. H. Marmion, ex-president of the association, directed attention to the article printed on pages 5 and 6 of last week's issue of THE GROCER. "That article," declared Mr. Marmion, "should be read by every merchant doing business in Canada. I would strongly advise all our members to read it carefully."

As Mr. Marmion is a conservative critic, and a successful business man, the compliment is all the more appreciated.

### FREIGHT RATES ON CHEESE FROM MONTREAL.

Said a Liverpool shipper: "Montreal cheese is being shipped by rail through New York to Liverpool at a trifle less rate than I can ship cheese from New York by the same steamer. Also, that through rates on provisions from the West to Liverpool through New York are 2s. 6d. per ton less than the same shipments can be made to New York on local rates and then reshipped to Liverpool over the same railroads and steamships, which often makes the through rates actually less than from New York. The White Star Line, however, has agreed to remove the 2s. 6d. differential in favor of mail boats by taking its through freight from the West with that off, the company having the option of taking it by slow freight boats."—New York Journal.



**"PROMINENCE"**

There is one general rule for securing this that is as infallible as finite things may be, viz. "Contrast"—superior quality contrast.

# "SALADA"

Ceylon Tea has always been recognized as of "A No. 1" standard, and it is a fair and just recognition. The sale proves this.

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

**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

A TRAVELLER, CALLING ON THE BEST trade from Carleton Place to the Pacific Coast, with considerable time to spare in most places he visits, is prepared to take some special lines on commission. Address, TRAVELLER, care THE CANADIAN GROCER, Montreal or Toronto. (10)

The **"BOSS"**  
**WASHING MACHINE**

Still Leads.

If you have not tried the "BOSS" do so now.

**Walter Woods & Co.**  
HAMILTON.

**CANADA'S CANNED FISH**

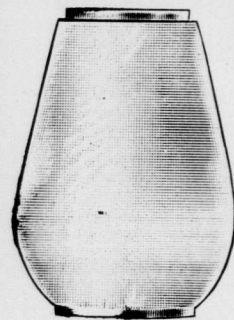
- Sardines, all grades
- Oval Kippered Herring
- Oval Kippered Haddies
- Scallops
- Clams
- Clam Chowder

Every Tin Guaranteed.

Order from your wholesale grocer.

**JOHN SEALY, St. John, N.B.**

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

**THE SYDENHAM GLASS CO.,**  
of WALLACEBURG, Limited.

**HORSE HAIR.**

Have you any? We buy it

**GEO. ROSSITER & SONS**

10-14 Pape Avenue TORONTO



**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.



**YARDLEY & CO., Limited**  
London and Paris.

## Exquisite Perfumes,

Exquisitely Bottled—

**YARDLEY'S PERFUMES** have been before the trade ever since 1770, and are to-day leaders in point of

*Delicacy, Purity and Strength*

The bottle shown is of fine cut glass of very pretty design. We supply these, filled with triple perfume, in three sizes, selling for \$14.85 doz., \$9.45 doz., \$6.75 doz. Terms and discounts on application.

**SOLE CANADIAN AGENCY**

**GREIG MFG. CO., MONTREAL.**



# 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.

February 15, 1900.

### GROCERIES.

**A**LTHOUGH the wholesale trade can scarcely be said to be active, there is evidently an improvement in business since last week. There is some little improvement in the demand for canned vegetables, but the volume of business does not yet amount to very much. There has been a little increased interest in canned tomatoes on account of a reported large sale on British Columbian account, at prices considerably above the present market value. No alteration, however, has taken place in local prices, and what business is being done is at last week's figures. There is a moderate demand for canned salmon at steady prices. Coffees are still in good demand with prices firm. Sugar is one of the quietest lines in the wholesale grocery trade at the moment, but prices rule steady, in sympathy with an outside firm market. There is a little more doing in syrups and molasses. Spices are firm with business quiet. The firmness noted last week in rice and tapioca still obtains. In nuts, the most interesting feature at the moment is the strength of filberts, which are advised to be high. Teas are quiet, but, on the whole, steady as to price. The representatives of some shipping houses are, this week, submitting standards for next season's Japan tea. In foreign dried fruits, business is, on the whole, quiet with prices steady and unchanged.

### CANNED GOODS.

The most interesting feature in regard to canned goods is the reported sale of a large round lot of canned tomatoes for shipment to British Columbia, at a price several cents above either the wholesale or retail price. This temporarily stiffened the prices which holders were asking, but they have subsequently got down to the figures which existed before this report was given currency, and we know of several lots of tomatoes being offered at 85c. per doz. in round lots to the

wholesale trade, and of at least one transaction at that figure. Wholesalers are this week, if anything, experiencing a little better demand for tomatoes, but the buyers only want an odd case or so, and the volume of business is still small. The ruling quotation to the retail trade is still 90 to 95c. per doz. There are a few cases of corn going out at \$1 to \$1.10. Peas range from 75c. up and only an odd case or so of these is going out. A slightly improved demand is also to be noted for canned fruits. As the Lenten season approaches the demand for canned salmon shows some slight improvement, and prices rule steady and unchanged. A fair demand is reported for sardines, and, as noted elsewhere, the tendency in this line is upward. A little movement is to be reported in canned beans at firm prices.

### COFFEES.

The outside market continues to gather strength, and green Rio coffee has sold, during the past week, in New York, up to 8½c. per lb. Locally, 9c. represents

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

the lowest price for green Rio coffee, and the demand at that figure is good. A further advance of ½c. per lb. has been made in the price of package coffees in New York, making a total appreciation of 1c. per lb. within the last 10 days.

### SUGARS.

The outside markets have ruled strong during the past week, there having been advances on both cane and beet sugar. Cane advanced 3d. on Saturday last. In New York, the market has ruled steady to firm on both raw and refined sugars. Locally, the sugar trade is quiet; in fact, sugar appears to be the quietest line in the wholesale grocery trade at the moment. One refinery expressed the opinion that the demand for sugar is smaller than it has been for many months. Prices are the same as they were a week ago.

### SYRUPS AND MOLASSES.

A little better demand is reported for syrups, both sugar and corn, but the volume of business is not large. A slightly better trade is also reported in molasses, at firm and unchanged prices.

### SPICES.

Business, locally, continues quiet, with prices steady to firm.

### RICE AND TAPIOCA.

A good demand is reported for rice, with prices firm and locally unchanged. Further shipments of tapioca have arrived, but the market, in sympathy with that outside, is still firm. The ruling quotation for tapioca is 4¾ to 5c. per lb.

### NUTS.

The only feature of interest is the receipt of advices stating that filberts are very high for importation, costing to-day between 9½ to 10c. per lb.

### TEAS.

The market for Indian and Ceylon teas is reported to be steadier since the recent decline. Mail advices to hand from Colombo, Ceylon, under date of January 10, stated that at the auction sale that day about 2,000,000 lb. were offered, while prices were firm all around. The lower grade teas, it was said, showed an advance of about ¼ to ½c. per lb., while it was expected that later on the quality of teas would fall off very much, and that good grades would be scarce. On the local market this week standards for next season's Japan teas are being submitted to the wholesale trade, but no business, as far as we can learn, has been transacted. The prices asked are rather lower than last year on the finer grades, and higher on the medium and low grades. During the past week there has been a little more inquiry for the finer grades of Japan tea at from 20 to 24c. per lb., and some business has taken place. These teas are scarce on this market. The wholesale houses report a fair sorting-up trade in fine Ceylon and Indians, and also in Young Hysons.

### FOREIGN DRIED FRUITS.

**CURRANTS**—There has been little inquiry for currants for importation and wholesalers report a fair demand for this time of the year at steady and unchanged prices.

**VALENCIA RAISINS**—There is a fair movement for the season at firm and unchanged prices. Selected raisins are still scarce and quoted at all the way from 7 to 8c. per lb.

**PRUNES**—There are a few Californian prunes selling for importation, and although locally business is still quiet, the demand is a little more active than it was a week ago. Californian prunes in the smaller sizes are still scarce.

**CALIFORNIAN EVAPORATED FRUITS**—There have been some further shipments of Californian dried peaches during the past



## IS IT SOAP YOU'RE AFTER?

**YES!** Of course you want the best, and a soap that yields good profit, don't you?

Then you want

✕✕

# SURPRISE

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

Manufactured by

**THE ST. CROIX SOAP MFG. CO.**

**ST. STEPHEN, N.B.**

week and wholesalers report a little business being done in bags at 10½ to 11c.

### GREEN FRUITS.

There is an excellent demand for oranges, but buyers show a decided preference for large sizes. This has resulted in a drop of 25c. in the price of Valencia 714's, and in the smaller sizes of navels. Otherwise the feeling is firm. There is a better movement of lemons, though the feeling is rather easier no change has yet been made. Bananas are not offering as freely as they have been, and prices are stiff at \$1.75 to \$2.25. Cranberries are moving quietly at \$7 to \$8 per bbl. and \$2.25 per case. There are no first-class Almeria grapes now held by wholesalers, the few on the market being held by large retailers, who consider \$10 to \$11 per bbl. the value of the stock. There is a good movement of winter apples at \$3 to \$3.50 for fancy red spies, and \$2 to \$3 for cooking varieties.

### COUNTRY PRODUCE.

**EGGS**—The receipts of new laid eggs have increased sufficiently to allow a drop of 3c. in quotations. For guaranteed new-laid 18 to 20c. is now quoted. There is an increased delivery of held stock, which has fallen in price to 13 to 15c. Pickled stock is being well cleaned up. It is firm at 15 to 16c.

**POTATOES**—There has been some improvement in the demand. Prices are nominally unchanged at 38 to 42c. per bag on track and 45 to 55c. for small lots out of store.

**BEANS**—The market keeps firm, and quotations are more uniform. We quote \$1.65 to \$1.75 for hand-picked, and \$1.45 to \$1.55 for prime.

**DRIED AND EVAPORATED APPLES**—The conditions, as reported last week, are likely to hold for some time. There is a good local demand for evaporated apples at 7¼ to 8c. Dried apples are quiet, with prices steady at 5¼ to 6c. per lb.

**POULTRY**—A few lots of really choice turkeys are coming in. These sell readily

at 10½ to 11½c. per lb. Frozen stock is in light demand. Chickens are selling freely. We quote as follows: Turkeys, bright, fresh-killed, 10 to 11c.; frozen stock, 7 to 9c.; chickens, 40 to 70c., and ducks, 40 to 60c.

**HONEY**—Clover comb is slightly easier, a drop of 10c. bringing the price to \$1.30 to \$2 per doz. Strained is unchanged at 9 to 9½c. for clover, and 6 to 7c. for buckwheat.

**VEGETABLES**—A good business is being done. Rhubarb is 25c., radishes 15 to 20c., and cabbage, cauliflower and onions 10c. cheaper. Lettuce has advanced 10c. We quote as follows: Rhubarb, \$1 to \$1.25 per doz. bunches; green onions, 15 to 25c. per doz.; radishes, 40 to 60c. per doz. bunches; spinach, 40 to 50c. per bush.; lettuce, 30 to 50c. per doz.; cabbage, 50 to 75c. per doz.; red cabbage, 50 to 75c. per doz.; cauliflowers, 60 to 80c. per doz.; celery, 75c. to \$1 per doz.; parsley, 15 to 20c. per doz.; onions, 40 to 50c. per bush.; green beans, 30 to 50c. per basket; squash, \$2 to \$2.50 per doz.; vegetable marrow, 40 to 50c. per doz.

### BUTTER AND CHEESE.

**BUTTER**—The offerings of dairy rolls and prints and of all creamery butter are increasing, yet the demand keeps so large that prices are well maintained. We quote: Dairy, large rolls, 19 to 21c.; prints, 19 to 20c.; tubs, 19 to 20c.; creamery, tubs and boxes, 22½c.; prints and squares, 23 to 24c.

**CHEESE**—The British market has stiffened, and as stocks here are moderate, prices have been raised locally ½c., the quotation now being 12½ to 13c.

### FISH AND OYSTERS.

The volume of business is large, considering the number of warm days that have interfered with the demand lately. Prices are unchanged throughout. We quote as follows: Trout, 7c.; whitefish, 8c.; perch, 5c.; blue pike, 4c.; yellow pickerel, 7½c.; herrings, 3½c.; steak cod,

6c.; haddock, 5c.; white halibut, 12½c.; high-color salmon, 12½c.; red snappers, 12½c.; Spanish mackerel, 12½c.; frozen herring (large) per 100, \$1.60; ciscoes, per 100, \$1; bloaters (St. John), per 100, \$1; Yarmouth), extra mild and large, \$2.20 to \$2.25; salt herrings, splits, \$3.25 per half-bbl.; boneless fish, 5 to 6c.; pure cod, 6½ to 7½c.; shredded cod, \$1.80 per box; oysters, Baltimore selects, \$4.80; Baltimore standards, \$3.75; Norfolk standards, \$3.30 per pail.

### GRAIN, FLOUR, BREAKFAST FOODS.

**GRAIN**—The strength of the wheat market is well maintained, and the quotations at outside points, 65c. for both white and red are unaltered. The street market is active, with prices firm. We quote: Wheat, white and red, 70½ to 71½c.; goose, 71c.; peas, 60 to 63c.; oats, 30 to 31c.; barley, 43½ to 44c.; rye, 53 to 54c. No. 1 hard Manitoba wheat is firm at 78c.

**FLOUR**—The demand keeps active, with firm tendency. We quote: Manitoba patents, \$3.80; Manitoba strong bakers', \$3.55; Ontario patents, \$3.55 to \$3.65; straight roller, \$3.35, Toronto freights.

**BREAKFAST FOODS**—The export and home demands are both brisk, and prices keep steady. We quote as follows: Standard oatmeal and rolled oats, \$3.40 in bags and \$3.50 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

### PROVISIONS AND DRESSED HOGS.

The strengthening tone of the British market has resulted in an advance of 50 to 75c. in the price of dressed hogs, which are now quoted at \$5.50 to \$6 per 100 lb. This has greatly stiffened the price of provisions. Hams and breakfast bacon are quoted at 11 to 11½c., an advance of ½c. Rolls and shoulder hams are ¼c. dearer. Rolls are selling at 8¼ to 8½c., and shoulder hams at 8 to 8¼c. Other lines are firm though unchanged.

## Corona Figs and Dates

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

Cost retailer 7¼c. and sell at 10c. 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 2 caddies to any part of Ontario. State name of your wholesaler in ordering. Assorted caddies (24 cakes each Figs and Dates) make a fine display, and are having a large sale.

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



# 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.**

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

## 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.

## BUTTER

-AND-

## NEW LAID EGGS

in demand.

CONSIGN to us and get prompt returns.

ALL LINES PRODUCE solicited.

We give it prompt attention.

MAPLE SYRUP WANTED.

## T. H. SMITH & CO.

70 COLBORNE STREET, - TORONTO

Reference, Imperial Bank of Canada, Yonge St. and Mercantile Agencies.

## CALIFORNIA NAVEL

# ORANGES

are fine eating now.

We have them in all sizes.

PRICE RIGHT.

## CLEMES BROS.,

51 Front East, TORONTO.

### HIDES, SKINS AND WOOL.

**HIDES**—There is an active demand. Deliveries keep fair at firm prices. We quote: Cowhides, No. 1, 9½c.; No. 2, 8½c.; No. 3, 7½c. Steer hides are worth ¼c. more. Cured hides are quoted at 9¾c.

**SKINS**—Conditions are unchanged. We quote: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.10 to \$1.15.

**WOOL**—Prices are easy, yet there is no likelihood of there being any material change for some time. We quote: Combing fleece, and clothing wool, at 19 to 20c. and unwashed at 12c.

### SEEDS.

The keen competition of buyers for fancy red clover suitable for export has so influenced prices that \$6 can be easily secured for fancy grain of large grain and pure color. There is no advance in ordinary red clover, which is quoted all the way from \$5.25 to \$5.75. Some occasional lots of alsike have been bought at \$4.50 to \$6.50 at outside points. Much of the timothy offering is so full of noxious weed seeds that it is unmerchandiseable. For good stock, sellers could get \$1 to \$1.25 aboard cars outside for good to choice machine-threshed, and \$1.50 to \$2 for bright, unhulled, flail-threshed seed.

### MARKET NOTES.

Cheese is ¼c. higher, the quotation now being 12½c. per lb.

New-laid egg are quoted 18 to 20c., a decline of 3c. per doz.

Filberts would cost 9½ to 10c. per lb. to import at to-day's prices.

Small sized navel and Valencia 714's oranges are 25c. per box cheaper.

Breakfast bacon and hams are ½c., and rolls and shoulder hams ¼c. higher.

Standards for next season's Japan teas are being submitted to the wholesale trade.

### QUEBEC MARKETS.

MONTREAL, February 15, 1900.

### GROCERIES.

THE weather this week has been simply terrible, a steady downpour of rain, and the fact has seriously interfered with the country roads, and, consequently, with the movement of groceries from the wholesale houses. As a rule, values generally are steady. Sugar shows no change, because fear of American competition has contracted the influence of a strong market for raw sugar. Syrups have been unchanged at the decline, and first offers on Barbadoes molasses from the Islands are 2c. above last spring's. Canned goods and dried fruits have shown little change, except that

**GOLDEN CROWN LOBSTER**, flats and tails.  
**GOLDEN KEY LOBSTER**, flats only.  
**GOLDEN CROWN CANNED CLAMS**, 1-lb. talls.  
**GOLDEN DIAMOND BLUE BERRIES**, 2's size.

**W. S. Loggie Company,**

CHATHAM, N.B.

Limited

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.

Ship your **New-Laid Eggs,**

We are buyers of Large Roll Butter and Dried Apples at Top Prices

## JOHN J. FEE

62 Front St. East

Phone 8129.

TORONTO.

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 TEAS TEAS**



**OWL CHOP  
NO. 100.**

**IT IS AS FINE AS EVER**



# IT IS AS FINE AS EVER

---



OWL Nos. 1, 2, 3, 4, 50.



BEAVER A 1, Nos. 2, 3.

**OUR SALES** since beginning of the year have been considerable ; our stock is still very large and well assorted, with several lots to arrive yet. We will shortly offer to the trade a new line, which will be an important addition to our list — **The "OWL," Pure Ceylon in packages, specially packed in Colombo for our trade.**

---

Our teas are well known everywhere, and have achieved for themselves a reputation which will stand, as their quality and prices cannot be surpassed.

---



## RAJAH BLENDS

Nos. 1 and 2.

Suit the highly cultivated taste of the connoisseurs. You will find in them everything to please. Try them and be convinced.

**THEY ARE LEADERS.**

**We are Sellers.**

Send for a few packages or ask for samples and you will be convinced.

**L. CHAPUT, FILS & CIE, WHOLESALE IMPORTERS, MONTREAL**

ESTABLISHED 1842.



evaporated apples are easy. Firmness is general in rice, spices and coffees, while teas have ruled dull. Green fruits were featureless, and dairy produce is pointing upwards, advances being noted both in butter and cheese.

## SUGAR.

The strength in raw sugar has not materially affected the feeling on refined here, for the very good reason that local refiners are still meeting competition from American refiners. Values, however, are very firm, the fear of the foreign refined alone preventing their advance. Granulated is quoted at \$4.50, and yellows at \$3.70 to \$4.35, as to quality. Raw sugar was unchanged in London, beet being firm at 10s. 1½d. for February, and 10s. ¾d. for March. Cane was firm and upward in tendency in the same market. At New York also raw was strong.

## SYRUPS.

These have been about steady at the recent decline. Demand continues slow and prices unchanged at 1½ to 2c. per lb., as to quality at the refinery.

## MOLASSES.

Trading in this staple is slow for large lots, as buyers show no disposition to operate at the figures that are being asked. Fifty-puncheon lots of Barbadoes were offered at 41c. this week without any buyers. Small quantities are still held at 43c., and Porto Rico at 40 to 41c., with Antigua at 35c. Some import orders have been forwarded to Barbadoes by local buyers with limits at 14c. for the new crop. If the market opens at this figure it will be an advance of 2c. per gal. over the opening price of 1899, but the impression in some quarters here is that it will not open any higher than last year, as the prospects now are for a fair average crop on account of the favorable weather of late, which has improved the condition of the canes considerably. Besides the orders that have gone, some large credits have been sent.

## CANNED GOODS.

Trading has been quiet in all lines of canned goods since last report, but the undertone is firm. Corn, in round lots, is quoted at \$1.05 to \$1.10; tomatoes, 90c., and 1-gallon apples, \$2.10, business being noted in all three at the figures named.

## DRIED FRUITS.

The Valencia raisin market has not furnished anything special this week. We quote: 7 to 7¼c. for off-stalk; 8 to 8½c. for fine, and selected and layers, ½c. advance on these prices.

Currants, generally, are firm in tone. We quote: 4½c. for bbls.; 4¾c. for half-bbls.; 4¾c. for half cases, and 4¾c. for quarter-cases.

There is no change in prunes, and prices are firm on Californian at 6 to 10½c., as to grade, and 6c. for Bosnias.

There is a quiet trade in dates at 5¼ to 5¾c. Malaga figs are unchanged at 4½ to 4¾c. per lb.

Evaporated apples rule easy, and prices show a decline of ½c. per lb., choice stock now being quoted at 7 to 7½c. Some stock off in color is offering at 6½ to 6¾c., at which figures holders find it difficult to place.

## RICE.

The market is firm, though demand is quiet. Prices are held strongly at \$3.30 to \$3.40.

## SPICES.

There is no special change in this market. A fair trade is noted in a jobbing way. We quote: Nutmegs, 35 to 60c. per lb., as to size; mace, 45 to 50c. per lb., as to quality, and pimento, 8¾c.

## COFFEES.

Coffee is firm in sympathy with further bullish advices from abroad. In 25-bag lots up we quote: Maracaibo, 9½ to 14c.; Mocha, 17½ to 20c.; Rio, 8 to 14c., and Mexicans, 10½ to 15c.

## TEAS.

The market continues very quiet for Japans, blacks and greens. Some medium Japans have sold at 12½c., and good medium at 14c. In green teas the inside figure at which supplies are obtainable is 11½c., which is the price of lowest grade gunpowders.

## FISH.

This market has remained featureless with no change in prices. We quote as follows: No. 1 Nova Scotian herring, \$5.25 to \$5.50 per bbl.; \$2.75 per half-bbl.; Labrador salmon, \$13 per bbl.; B.C. salmon, \$13; No. 2 mackerel, \$15.50; No. 1 green cod, \$5; No. 2 green cod, \$3.75 to \$4; No. 1 green haddock, \$3.85 to \$4. Dried codfish \$4.75 per 112 lb.; dressed or skinless cod, \$4.50 and boneless codfish, 5½ to 6c. per lb.; haddies, 6c. per lb.; bloaters, 90c. to \$1 per box; smoked herring, medium, 12c.; Lock Fyne herring, \$1.05 per keg. Fresh fish—Haddock and cod, 3 to 3½c.; steak cod, 4c.; white fish 7½c.; dore and pickerel, 6c.; pike, 4½c.; salmon, 10c.; halibut, 10c.; fresh herrings, \$1.60 to \$1.75 per 100; smelts, 5 to 6c. per lb., and tommycods, \$1.25 to \$1.50 per bbl.

## GREEN FRUITS.

The green fruit market has been extremely quiet. Apples have shown no change, but the feeling is rather better at \$3 to \$3.50 for No. 1, with No. 2 \$2 to \$2.25. The stock of Almeria grapes here is very light, and prices are firm at \$7 to \$9 per keg. The situation in oranges is about as previously reported, namely, demand good, with ample stocks in hand to fill all immediate require-

ments of the trade. We quote prices as follows: Valencias, 420's, \$4.25 to \$4.50; 714's, \$5.50; Californian navels, \$2.85 to \$3.50, and budded, \$2.25 to \$2.50; Jamaicas, \$5 to \$5.50 per bbl. Lemons continue to be in limited demand at unchanged prices, namely, \$2 to \$2.75 per box. Cranberries still continue scarce, but there is only a very limited demand for them at \$8 to \$10 per bbl. Californian celery is in fair demand at \$5.50 to \$6 per crate.

## COUNTRY PRODUCE.

EGGS—The demand to-day was good for small lots; in consequence, trade was fairly active, and the tone of the market steady. Strictly fresh sold at 22 to 24c.; held fresh at 16 to 18c.; Montreal limed at 15 to 16c.; western limed at 14 to 14½c., and culls at 10 to 12c. per doz.

POULTRY—There was nothing new to note in poultry. The demand is chiefly for fresh-killed stock, of which the offerings continue small and prices firm. We quote as follows: Turkeys, good to choice, 9½ to 10½c.; common, 8 to 8½c.; chickens, choice, 8 to 9c.; common, 5½ to 6c.; ducks, 7 to 8c., and fowls, 5 to 6c. per lb.

BEANS—Beans are quiet, but prices rule firm. Choice hand picked pea beans are held at \$1.80 to \$1.85, and choice primes at \$1.70 to \$1.75.

MAPLE PRODUCT—The demand for maple product is slow, and the market is dull. Choice syrup is quoted at 70 to 75c. per wine measure, and large tins at 95c. to \$1; pure sugar at 10½ to 11c.; common at 8 to 10c. per lb.

HONEY—In honey there is nothing new to note, as sales are slow. White clover, in comb, is quoted at 13 to 14c.; white extracted, in large tins, at 9c.; in small tins, at 9½ to 10c., and buckwheat extracted at 7 to 8c.

POTATOES—The tone of the market for potatoes is steady, with a fair jobbing trade doing. We quote: Car lots on track, 42½ to 45c. per bag, and small quantities at 5 to 10c. per bag advance, according to the size of the lot.

ASHES—The demand for ashes is limited, but the tone of the market rules firm. We quote: First pots, \$4.70 to \$4.75; seconds, \$4.40 to \$4.45, and pearls, \$5.50 per 100 lb.

DRESSED HOGS—The demand was good, in spite of the mild weather, and, as the offerings are none too large, prices are maintained at \$5.80 to \$6 for light, and \$5.25 to \$5.50 for heavy, per 100 lb.

## PROVISIONS.

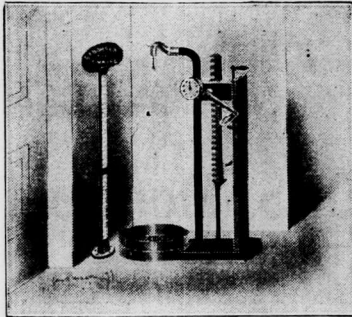
A fair trade was done in most lines, there being a good demand for small lots to fill actual wants. We quote as follows: Canadian short cut mess pork, \$14.50 to \$15; short cut back, \$14 to \$14.50, and heavy long cut mess, \$14 to \$14.50 per barrel. Pure Canadian lard in pails, 7½ to 8c. per lb.; and compound refined, 6¼ to 6¾c. per lb. Hams 10 to 12c., and bacon 11 to 12c. per lb.

## FLOUR AND GRAIN.

FLOUR—There was an improved demand for Manitoba grades of flour to-day, and a fair amount of business was done in a jobbing way. The tone is steady and prices unchanged. We quote: Winter patents, \$3.50 to \$3.75; straight rollers, \$3.25 to \$3.35; in bags, \$1.55 to \$1.60; Manitoba



# WILL IT PAY?



PUMP ON STORE FLOOR.

Every business transaction is weighed by one standard.

"Will It Pay?"

To the Merchant who is considering the purchase of a

## BOWSER

3 MEASURE SELF-MEASURING

## OIL TANK

LET US PROPOUND A FEW QUESTIONS.

- IS IT WORTH 10 CENTS A DAY to you to handle your oil without waste?
- IS IT WORTH 10 CENTS A DAY to you to sell oil with no discomfort and with practically no labor?
- IS IT WORTH 10 CENTS A DAY to you to be able to sell oil from the store floor and thus save perhaps many dollars you may otherwise lose by "Pilferings?"
- IS IT WORTH 10 CENTS A DAY to handle oil without washing your hands after every sale, and to have no mess or smell of oil in your salesroom?
- IS IT WORTH 10 CENTS A DAY to have no leaky, smelly measures and funnels setting around?
- IS IT WORTH 10 CENTS A DAY to have your oil snugly stored away in the basement, safe from careless smokers and match "fiends?"

We might propound a hundred questions equally as pertinent. We ask you to answer these questions to yourself honestly and without prejudice. If any one of these is worth 10 cents a day to you, is not the combination of all worth many times that? Bear in mind that a **BOWSER BASEMENT OIL TANK** will give you all these advantages and more, and that 10 cents a day will pay the bill. Let us send you our catalogue.

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



## Pratts Poultry Food

cures Chicken Cholera, Roup, Gapes and all diseases of the flock. Makes hens lay rapidly and young chicks grow quickly and free from disease.

Packages Retail for 10c., 30c., 75c., \$1.25, \$2.50  
Dealer's Profit, 50 per cent.

## Pratts Animal Regulator

Makes and keeps horses healthy.  
Makes the dairy profitable.  
Cures hog cholera, etc.

Packages Retail for 30c., 60c., 90c., \$1.80. Dealer's Profit, 50 per cent.

PRICE, \$4.80 PER CASE. FREIGHT ALLOWED ON 2 CASES.  
THIS IS A QUICK SELLER.

Try a Sample Lot. Costs you \$9.60; Sells for \$14.40.

ROBERT GREIG, Toronto.

## PRUNES..... CALIFORNIA SANTA CRUZ

(Santa Clara Valley)

20/30's to 90/100's. A CAR JUST RECEIVED.

PERKINS, INCE & CO., TORONTO.

patents, \$3.80 to \$4, and strong bakers', \$3.50 to \$3.65.

**GRAIN**—The feeling on spot was steady, and prices show no material change. For May delivery afloat, holders are asking 33c. for oats, 73c. for peas, 75c. for Ontario spring wheat, and 62c. for rye. Spot prices ex store are 31c. for oats, 68½ to 69c. for peas, and 53c. for buckwheat. Oats at points west of Toronto are selling at 26½c., and east at 27½c. Peas, 61½c. west and 62½c. east.

**OATMEAL**—The demand for rolled oats in small lots was fair, and sales were made at \$3.40 per bbl., and \$1.65 per bag.

**FEED**—An active trade is reported in feed, and millers, in some cases, state that they are largely oversold. In consequence, prices are firmly held. We quote as follows: Manitoba bran, in bags, \$15.50 to \$16; shorts, \$17; mouille, \$18 to \$24; Ontario bran in bulk, \$16 to \$16.50, and shorts, \$18 per ton.

**HAY**—There was no material change in the situation of the market for baled hay. The demand on spot is slow at present, and, with increased offerings, the tone of the market continues easy. We quote: No. 1, \$9.50 to \$10; No. 2, \$8.50 to \$9, and clover, \$7 to \$7.50 per ton, in carload lots.

### CHEESE AND BUTTER.

**CHEESE**—The market was firm, and, as noted yesterday, with rapidly diminishing stocks, sellers are disposed to hold out for a fraction or so more before they will negotiate. We quote eastern white, 11¾c.; western do., 11⅞c., and colored, 12⅜ to 12¼c.

**BUTTER**—The demand for local account is steady, and prices are firmly held under small supplies. We quote finest creamery, 22 to 22½c.; medium to good, 21 to 21½c., and western dairy, 19 to 19½c.

### MONTREAL NOTES.

Cheese and butter both show an advancing tendency.

The firm feeling in all kinds of coffee continues and prices may go higher.

Despite a remarkably strong raw market, refined sugar here remains stationary.

The stock of Almeria grapes on the market is nearly exhausted and none seem to be on the way here.

First quotations on Barbadoes molasses from the Islands quote 14c., which is 2c. above the opening quotation last year.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. JOHN, N.B., February 15, 1900.

THERE is no particular stir in business as yet. Dealers, in taking stock, find themselves well supplied in nearly all lines. Almost all feel well satisfied with the results of the past year's business. Values in almost every case have favored the dealer. Sugar and flour, two of the heaviest items, have, however, inclined to be dull. In some lines stocks here are light, particularly in cheese and molasses. In teas, values are rather easier. Dealers are light buyers, having large stocks well assorted. Spices are active, pepper, ginger and cloves being particularly strong and tending higher. Cream of tartar shows little change, but tends firmer.

**OILS**—Retailers seem well pleased with the new method of the oil company to supply them from tank wagons rather than by barrels, the more so as many now use the patent tanks. It rather lessens the cost to them. There is a good general demand. In lubricating oils demand is active. Lum-



COFFEES ARE UP, BUT WE ARE MAKING  
NO CHANGE IN OUR STANDARD  
GRADES OF MOCHA COFFEES.



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

ber mills are the big buyers, and the coming season is expected to be a busy one. Prices tend higher. Paint oils hold their high values on improved sales. Cod oil is quiet.

**SALT**—Sales in Liverpool coarse salt continue to be but quiet. Values are, however, well maintained. Holders are not inclined to cut values, as to replace stocks higher prices will have to be paid. This state of the market pushes the season of active business to later on in the year. In fine salt there is no change, but season of improved demand is drawing near. 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 but a fair business. Vegetables are firmly held. Dealers are open to buy tomatoes if they are offered at right figures. In corn, there is a fair supply. Peas are also ample for demand, but bring full figures. Salmon has been offered from the Coast at rather easier figures, but our market is well supplied. There is a fair movement. Peaches are tending firmer, and some dealers are open to buy. This is the one fruit that sells freely here, except gallon apples. The latter are in good supply. Oysters are high, the 8 oz. tin largely taking the place of the 10 oz.; the small-sized tins are little sold.

Bloaters are easy. Dealers are inclined to push sales. Meats continue to move upward.

**GREEN FRUITS**—Business is not very heavy. The large end of the sales continues to be in Valencia oranges, prices of which keep low with stock now turning out very nice. There are Messinas and Californians offered at quite low figures, but sale is limited. Jamaicas are about done. In lemons the low figures are still quoted; sales are but fair. Cranberries are now about confined to the Cape Cod berry, and for best stock there has been quite an advance in price. Grapes are moving, but in a small way with much of the stock only fair. In apples, stocks are ample for the rather limited sale. Best stock is held firm, but, as usual, at this season there is considerable of soft and small stock to be moved.

**DRIED FRUITS**—Californian prunes have the most attention. There is an improved sale. In medium sizes, quite full stocks are held, but, in 90-100 size, which are the best sellers, stock is light and supplies very difficult to get. No 50 lb. boxes have been imported this season. In evaporated peaches, some nice stock is offered, and there is an improved sale. Apricots have some demand, but the price is too high. Loose muscatels are scarce, but, in Valencia raisins, there are ample stocks. In seeded raisins, the price tends higher, as the 1c. rebate, which has been allowed by the Californian association on these goods for export, has been discontinued. Currants are easy and a fair sale. The market continues to be supplied from New York with cleaned stock. In onions, values have

disappointed holders. There is a fair, steady sale. Evaporated apples are rather firmer. Fair stocks are held. Dried apples are scarce and not needed. In cocoanuts, the market has been quite bare, but a car of direct importation from Jamaica arrived this week.

**PRODUCE**—Eggs are moving up, but, to command best price stock must be fresh laid. In held and preserved stock, there is a much lower range, but supply is not large. Butter is still in light supply, and price still continues to work up, and for best stock high prices are attained. In cheese, dealers find an almost bare market. In the fall it was impossible to work prices up here equal to those in the west, but the trade find they were somewhat short-sighted. It is to be hoped, for their own interest, the factories will find a better way to market their output.

**SUGAR**—Prices are firmer, but there is little movement. American competition for the time seems to have been withdrawn. English yellow sugar in bags continues to find some sale.

**MOLASSES**—Market has been a rather quiet one. There are very light stocks held here, though nearly every grade is represented. In cheap New Orleans, local feeling is easy, the trade asking for the better grade. Syrup is dull.

**FISH**—The feature of the market is the light supply of fresh fish. This has improved the sale of others. The line that feels it the most, perhaps, is dry cod. Prices in all lines remain with little change, but, except smoked herring, tend firm. These latter have somewhat disappointed holders,

1900

**NEW SEASON TEAS.**

1900

Direct Importations from CEYLON, INDIA and JAPAN.

*QUALITY the highest in Strength and Flavor.  
Samples sent on application.*

We are also Agents for the leading Package Tea of the present age—

**ARMEDA TEA**

**BLACK  
BLACK AND GREEN MIXED  
JAPAN**

In 1 or ½-lb. Sealed Packages,  
Retail Price—

**25c., 30c., 40c., 50c. and 60c. per lb.**

The demand for ARMEDA TEA is increasing rapidly. Why? **ARMEDA TEA HAS THE FLAVOR.**

Remember we also sell Macdonald's Tobaccos—Prince of Wales, 8s or 16s, costs 63c. per lb., and Briar, 8s, costs 61c. per lb.

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**

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

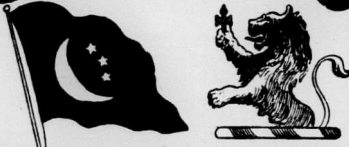
I hereby certify that I have analyzed and practically tested the **GLOBE BAKING POWDER**. I find that it is an excellent **BAKING POWDER**, second to none, rapid in its action, and economical.  
(Signed)  
**DR. N. FAFARD,**  
Laval University,  
Montreal.

## Toronto Salt Works

TORONTO, ONT.

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

THE **SIRDAR'S**  
REGISTERED



## MOCHA

Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up Imitations lay themselves open to Prosecution.

For Sale in 1 and 2 lb. tins by all Wholesale Grocers.  
ACME MILLS, 126 & 128 QUEEN STREET, MONTREAL

**E. T. STURDEE**  
Mercantile Broker,  
Manufacturers' Agent,  
ST. JOHN, N.B. Etc., Etc.  
Wholesale trade only.

How are you fixed for . . .

## BASKETS?

Are you in need of any of the following kinds :

**GRAIN AND ROOT BASKETS**  
**CLOTHES BASKETS**  
**FRUIT BASKETS**  
**AND BUTCHER BASKETS?**

If so, we can supply you.

THE . . .

**OAKVILLE BASKET CO.,**  
Oakville, Ont.,

## BUSINESS MEN

in all parts of the country who are alive to their business interests buy

## Clark's Meats

**GRIMBLE'S** English Malt  
Six **GOLD** Medals **VINEGAR**  
**GRIMBLE & CO., Limited, London, N.W., Eng.**

**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 Best Criterion of the Merit of DEWAR'S WHISKY

is the ever increasing demand. The high Standard of Quality which first brought the Whisky into prominence is rigidly maintained, and every bottle **CORKED** in Dewar's Distilleries is a guarantee that you get the "BEST" in "SCOTCH."



the American demand having somewhat fallen off. Pickled are very light supply. Haddies are firm. Except smelt, very few frozen fish are being shipped. We quote: 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, 5c. per lb.; smoked herring, 8 to 9c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$2.35 to \$2.45 per 100; pickled herring, \$2 to \$2.50 per half bbl.; bloaters, 60c.; kippers, \$1.50; smelts, 5c.; Shelburne, \$4.50 to \$4.75; frozen herring, \$1 to \$1.25 per 100; frozen cod, 2½c.

**PROVISIONS**—There is a rather better sale for smoked meats, but local curers chiefly supply the demand. Lard, while tending firm, shows quite a range in the price.

**FLOUR, FEED, AND MEAL**—There is nothing new in flour. Values keep low. There is but light local business. In oats and oatmeal, while there is some movement, prices are easy. Cornmeal is now in better supply owing to rather lighter sales. Beans keep high, but move slowly. A fair stock is held here. Yellow-eye beans have a ready sale in small quantities at improved prices. Supplies are light. Feed is now in better supply. Hay has but a fair local sale at the higher prices now ruling. We quote: 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, \$2.20 to \$2.25; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.80 to \$1.85; prime, \$1.65 to \$1.70; yellow-eye beans, \$2.25 to \$2.45; split peas, \$3.90 to \$4.00; round, \$3.25 to \$3.40; pot barley, \$3.75 to \$3.85; hay, \$8 to \$9.50; timothy seed, American, \$1.50.

#### ST. JOHN NOTES.

C. & E. MacMichael landed some choice Californian evaporated peaches this week.

Mr. C. H. Peters, of Baird & Peters, is on a holiday trip to New York, from whence Mr. Jones, of Jones & Schofield, has just returned.

Sales of domestic canned fish are now very large, the quality having earned recognition. John Sealy is one of the larger shippers keeping a full line.

The Maritime Spice and Coffee Co. started business this week with the most modern machinery and best stock in whole goods. They intend to sell chiefly the very highest grade stuff.

#### MANITOBA MARKETS.

WINNIPEG, February 12, 1900.

**B**USINESS among retailers has been somewhat dull, owing, probably, to the cold weather, which has been prevailing all week. Wholesale houses, however, report trade better than usual for the time of year, and all are looking forward to considerable business next week, as some hundreds of country merchants will take advantage of the bonspiel to come into town.

There is not much that is actually new in trade, though some changes are of

interest. Brooms have advanced, and there is every likelihood that they will go still higher. Someone laughingly suggests that it is the near approach of the bonspiel, when "every mon mun' ha'e a besom," but the chances are that the advance will remain after the knights of the "stane and besom" have departed.

The advance in paper is a serious matter here, as the stocks were all light. It is understood that at least two firms have been obliged to place large orders at the advanced figures. Some are wavering in the balance, hating to buy at present figures and dreading to defer purchasing for fear prices will be still higher. The rise in paper is like the "house that Jack built." The paper mills will not make manila because there is more money in news paper; the increased demand for manila is curtailing the manufacture of wooden and fibre ware, and this, in turn, is curtailing the shipment of syrup, because there is a famine in syrup pails. These are just a few of the things affected by the war creating an extra demand for news paper. It is also anticipated that this same difficulty will increase the price of wood for lead pencils.

The advance in brooms is about 10 per cent. all around. And clothespins a like amount.

Biscuits have advanced. All sweet lines are up about ½c. per lb.

**CANNED GOODS**—The situation presents no change except an advance of 10c. per case on tomatoes, the quotation being now \$2.30 to \$2.40 per case straight. This, it is understood, is the result of an agreement among wholesalers and jobbers, and, as the price is still far below the actual cost of laying them down here at the present time, it is anticipated that a further advance will occur in a few days. Other lines of canned vegetables remain unchanged in price, but are selling a little more freely, owing to the falling off in supply of fresh vegetables, although the consumption is even now considerably under that of former years. Canned meats are still advancing, and the market is remarkably firm. The advances so far amount to about 12 per cent. all around, and further advances are expected during the week.

**DRIED FRUITS**—Sultana raisins attract little attention, although the quality is fine and the prices low. Valencias are scarce and high, and all stocks are out of first hands and fine off-stalks cannot be got. Californian raisins are in about the same situation as last week. The samples are not satisfactory and the prices are high.

**CURRENTS**—Latest advices show prices higher in Greece, owing to the heavy demand from Germany, but stocks in New York and elsewhere on this side are so heavy that the market has not yet been affected. The price is still in favor of the buyer.

**EVAPORATED AND DRIED FRUITS**—There is no change to note, except that dried apples are shading easier. Evaporated apples are without change. Apricots and pitted plums are slow sale, owing to the high price. Apricots are 17 to 17½c.

**OLIVES**—Are out of this market, and as they cannot be brought in during cold weather, lovers of "salted plums" will have to look elsewhere for an appetizer.

**PICKLES**—Pickles in bulk, which have

been absurdly low in this market for months past, have begun to fall into the procession and move upward, the advance being about 10c. per gallon.

**COFFEE**—Green Rio has again advanced about ½c. per lb., the quotation now being 10¾ to 11c. Other lines are without change.

**CEREALS**—There is no change in the rolled oat situation, prices still being \$1.65 to \$1.70. Split peas have advanced 5 to 10c. per sack and are quoted at \$2.50. Beans are again higher and are now quoted at \$2.10 to \$2.15. The high price is not lowering consumption apparently, as these are one of the things that must be had, especially in lumber and mining camps. The tone of the rice market is again higher, although there is no actual advance. Sago, and tapioca are without change.

**CURED MEATS**—Remain the same, but the market is firm in tone and trade is very fair. We quote: Hams, 11½c.; breakfast bacon, 11½c.; backs, 10c.; shoulders, 8½c.; dry salt long clear, 8½c.; short clear, 8½c.

**BUTTER**—The supply of fresh dairy is increasing slightly, though it is still far below the demand. The expectation is that it will continue to increase slowly as the new cows come in. The quality, on the whole, has been better than in former years. Fresh dairy, well put up, is worth 20c., while separator-made in bricks, papered, is worth 21 to 22c. No creamery is offering on this market. One or two creameries have operated all winter at country town points, but have found local market for all they could supply.

**EGGS**—Are coming in a little more freely. Twenty cents is the price paid by dealers for fresh eggs delivered at Winnipeg.

**FLOUR**—The trade has been pretty steady all week, with no change in price. Patent being \$1.75, Hungarian \$1.65, strong bakers' \$1.40.

**WHEAT**—The market has been miserably slow all week. Deliveries have been even lighter than last week. Dealers appear disgusted with the situation. Holders are not anxious to sell. There is practically no demand, and buyers are very scarce. The price at closing last week was 65½c. During the week it dropped back to 64½c. and advanced again to 65½c., at which figure it closed again to day. There is an active demand for coarse grains at many country points, but, in spite of advanced prices offered, deliveries are slow and small on account of bad roads and absence of snow.

#### A GROCER SUICIDES.

James J. Bostwick, wholesale grocery and provision merchant, St. John, N.B., was found dead in his store, North Wharf, at midday Sunday, with a bottle of chloroform at his side. He had been in business on his own account about a year and was formerly a member of the firm of C. M. Bostwick & Co. and was 53 years of age. His widow, who was a daughter of the late Rev. James Spencer, for many years pastor of the sailors' mission at St. John, and four children survive. Mr. Bostwick was well off financially, and no reason can be assigned for his rash act, except that he had been for some time affected with insomnia.







# Most Excellent Coffee



A pure, high-grade berry at a popular price

Trial Order Solicited.

Green Cod, Nape Cleaned  
Green Haddock and Pollock  
Choice Labrador Salmon

A 1 Finnan Haddies  
in 15 and 30-lb. boxes.

J. & R. McLEA,  
Fish Merchants,  
MONTREAL.

# COFFEE

has advanced—is still advancing. We offer for immediate shipment choice selections in

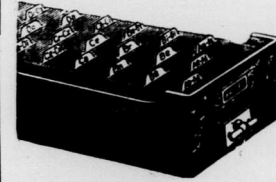
Rio, Santos  
Maracaibo and  
Mild Coffees.

WARREN BROS. & CO.  
TORONTO.

## THE RUBLEE FRUIT CO. LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC GREEN AND DRIED FRUITS, NUTS, Etc.  
151 Bannatyne St., WINNIPEG, MAN. 14th St., BRANDON, MAN.

## A System for Buyers



worth any number of quotation books or pigeon holes for recording, arranging and afterwards finding instantly all quotations and prices that are made you.

**\$2.25**

Shipped on approval. If not satisfactory, return it at my expense.

Consisting of 1 quarter-sawed oak desk drawer box, 9 inches long; 400 Record Cards, ruled; 1 set of Alphabetical Index Cards; 1 set of Daily Guides; 2 extra Dividers; "Quotations Received" and "Blank Cards."

New 1900 Catalogue for the Asking.

CHAS. E. ARCHBALD,  
Card Index Specialist.  
45 Adelaide St., E., TORONTO.  
Branches: Ottawa, Hamilton.

|                                              | Montreal, Quebec. | Toronto, Hamilton. | St. John, Halifax. | Manitoba and B.C. |
|----------------------------------------------|-------------------|--------------------|--------------------|-------------------|
| <b>COFFEE</b>                                |                   |                    |                    |                   |
| Green—                                       |                   |                    |                    |                   |
| Mocha                                        | 24                | 23                 | 28                 |                   |
| Old Government Java                          | 27                | 22                 | 30                 |                   |
| Rio                                          | 10                | 9                  | 12                 |                   |
| Santos                                       |                   |                    |                    |                   |
| Plantation Ceylon                            | 29                | 26                 | 30                 |                   |
| Porto Rico                                   |                   |                    |                    |                   |
| Gautemala                                    |                   |                    |                    |                   |
| Jamaica                                      | 18                | 15                 | 20                 |                   |
| Maracaibo                                    | 13                | 13                 | 16                 |                   |
| <b>NUTS</b>                                  |                   |                    |                    |                   |
| Brazil                                       |                   |                    |                    |                   |
| Valencia shelled almonds                     | 28                | 30                 | 25                 |                   |
| Tarragona almonds                            |                   |                    |                    |                   |
| Formegetta almonds                           |                   |                    |                    |                   |
| Jordan almonds                               |                   |                    |                    |                   |
| Peanuts (roasted)                            | 6½                | 9½                 | 9                  |                   |
| " (green)                                    | 5½                | 8                  | 7                  |                   |
| Cocoanuts, per sack                          | 3 00              |                    | 3 75               | 4 00              |
| " per doz.                                   |                   |                    | 60                 | 70                |
| Grenoble walnuts                             | 14                | 14½                | 14                 | 9                 |
| Marbot walnuts                               | 10½               | 11                 | 10½                | 11                |
| Bordeaux walnuts                             |                   |                    | 9                  | 10                |
| Sicily filberts                              |                   |                    | 10                 | 10                |
| Naples filberts                              |                   |                    | 10                 | 11                |
| Pecans                                       |                   |                    | 10                 | 11                |
| Shelled Walnuts                              |                   |                    | 23                 | 25                |
| <b>SODA</b>                                  |                   |                    |                    |                   |
| Bl-carb, standard, 112-lb. keg               | 2 25              | 2 50               | 2 00               |                   |
| Sal soda, per bbl.                           | 70                | 75                 | 80                 |                   |
| Sal Soda, per keg                            | 95                | 1 00               |                    | 1 00              |
| Graulated Sal Soda, per lb.                  |                   |                    |                    | 1                 |
| <b>SPICES</b>                                |                   |                    |                    |                   |
| Pepper, black, ground, in kegs, palls, boxes | 18                | 15                 | 16                 | 14                |
| " " 5-lb. cans                               | 14                | 17                 | 14                 | 16                |
| " " whole                                    | 11                | 12                 |                    | 14                |
| Pepper, white, ground, in kegs, palls, boxes | 20                | 23                 | 18                 | 24                |
| " " 5-lb. cans                               | 20                | 23                 | 20                 | 22                |
| " " whole                                    | 19                | 25                 | 19                 | 22                |
| Ginger, Jamaica                              | 19                | 25                 | 22                 | 25                |
| Cloves, whole                                | 12                | 30                 | 14                 | 35                |
| Pure mixed spice                             | 25                | 30                 | 25                 | 30                |
| Cassia                                       | 20                | 40                 | 20                 | 40                |
| Cream tartar, French                         |                   | 25                 | 24                 | 25                |
| " " best                                     |                   | 28                 | 25                 | 30                |
| Allspice                                     | 18                | 17                 | 18                 | 16                |
| <b>WOODENWARE</b>                            |                   |                    |                    |                   |
| Palls, No. 1, 2-hoop                         |                   |                    | 1 90               |                   |
| " " 3-hoop                                   |                   |                    | 2 05               |                   |
| " " half, grained                            |                   |                    | 1 75               |                   |
| " " quarter, jam and covers                  |                   |                    | 1 20               | 1 45              |
| " " candy, and covers                        |                   |                    | 2 70               | 3 20              |
| Tubs, No. 0                                  |                   |                    | 11 00              |                   |
| " " 1                                        |                   |                    | 9 00               |                   |
| " " 2                                        |                   |                    | 8 00               |                   |
| " " 3                                        |                   |                    | 7 00               |                   |

|                                           | Montreal, Quebec. | Toronto, Hamilton. | St. John, Halifax. | Manitoba and B.C. |
|-------------------------------------------|-------------------|--------------------|--------------------|-------------------|
| <b>PETROLEUM</b>                          |                   |                    |                    |                   |
| Canadian                                  | 12                | 12                 |                    |                   |
| Sarnia water white                        | 12                | 13                 |                    |                   |
| Sarnia prime white                        |                   |                    | 18                 | 20                |
| American water white                      | 17                | 17½                | 19½                | 21                |
| Pratt's Astral                            | 18                | 19                 | 20                 | 21½               |
| <b>TEAS</b>                               |                   |                    |                    |                   |
| <b>Black—</b>                             |                   |                    |                    |                   |
| Congou—Half-chests Kaisow, Moning, Paking | 13                | 60                 | 12                 | 60                |
| Caddies Paking, Kaisow                    | 17                | 40                 | 18                 | 50                |
| Indian—Darjeelings                        | 35                | 55                 | 35                 | 55                |
| Assam Pekoes                              | 20                | 40                 | 20                 | 40                |
| Pekoe Souchong                            | 18                | 25                 | 18                 | 25                |
| Ceylon—Broken Pekoes                      | 35                | 42                 | 35                 | 42                |
| Pekoes                                    | 20                | 30                 | 20                 | 30                |
| Pekoe Souchong                            | 17½               | 40                 | 17                 | 35                |
| <b>China Greens—</b>                      |                   |                    |                    |                   |
| 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                | 28                 | 22                 | 28                |
| Half-chests, seconds                      | 17                | 19                 | 17                 | 19                |
| " thirds                                  | 15                | 17                 | 15                 | 17                |
| " common                                  | 18                | 14                 | 18                 | 14                |
| <b>Pingsueys—</b>                         |                   |                    |                    |                   |
| Young Hyson—½-chests, firsts              | 28                | 32                 | 28                 | 32                |
| " seconds                                 | 16                | 19                 | 16                 | 19                |
| Half-boxes, firsts                        | 28                | 32                 | 28                 | 32                |
| " seconds                                 | 16                | 19                 | 16                 | 19                |
| <b>Japan—</b>                             |                   |                    |                    |                   |
| ½-chests, finest May pickings             | 38                | 40                 | 38                 | 40                |
| Choice                                    | 32                | 36                 | 32                 | 36                |
| Japan                                     | 28                | 30                 | 28                 | 30                |
| Finest                                    | 25                | 27                 | 25                 | 27                |
| Good Medium                               | 22                | 24                 | 22                 | 24                |
| Medium                                    | 19                | 20                 | 19                 | 20                |
| Good common                               | 16                | 18                 | 16                 | 18                |
| Common                                    | 13                | 15                 | 13½                | 15                |
| Nagasaki, ½-chests Pekoe                  | 16                | 22                 | 16                 | 22                |
| " Oolong                                  | 14                | 15                 | 14                 | 15                |
| " Gunpowder                               | 16                | 19                 | 16                 | 19                |
| " Siftings                                | 7½                | 11                 | 7½                 | 11                |
| <b>RICE, SAGO, TAPIOCA, MACARONI</b>      |                   |                    |                    |                   |
| Rice—Standard B                           | 3 30              | 3 40               | 3 30               | 3 25              |
| Patna, per lb.                            |                   |                    | 4 30               | 5 6               |
| Imperial Seta                             |                   |                    | 5 30               | 6 6               |
| Extra Burmah                              |                   |                    | 4 30               | 5 6               |
| Java, extra                               |                   |                    | 6                  | 6 7               |
| Sago                                      | 3 30              | 4 30               | 4                  | 5 6               |
| Tapioca                                   | 3 30              | 4 30               | 4 30               | 5 6               |
| Macaroni, dom'ic, per lb., bulk           |                   |                    |                    | 7 30              |
| " imp'd, 1-lb. pkg., French               |                   |                    | 9                  | 10                |
| " " Italian                               |                   |                    | 11                 | 12½               |



# THE JOHN L. CASSIDY CO., Limited

339 St. Paul Street, Montreal.

We offer the following advantages to buyers :

- 1st—QUALITY OF WARE.
- 2nd—VARIETY TO SELECT FROM.
- 3rd—OUR PRICES ARE REASONABLE.

The names of the manufacturers whose stock we have now on hand, and to arrive, are well known as being in the front rank, viz :

J. & G. Meakin for S/P, White Granite, printed and enamelled ware,  
 Alf. Meakin's White Granite,  
 Wedgwood's Printed Dinnerware,  
 Haviland's China—a specialty in hotel goods,  
 Meakin's Rolled Edge Semi-Porcelain, and  
 Haviland's Rolled Edge White China.

N B—In order to secure delivery and lowest prices on fruit jars, we would advise customers to place their orders at once.

**The John L. Cassidy Co., Limited.**

## CLOSING OUT Some Little Lots.

|                                                              |           |       |
|--------------------------------------------------------------|-----------|-------|
| A few 30-lb. boxes of a choice Japan Tea at                  | - - -     | 17½c. |
| It is a 19c. line.                                           |           |       |
| A few 20-lb. boxes (matted singly) of a choice Japan Tea at  | - - -     | 18½c. |
| It is a 20c. line.                                           |           |       |
| A few Half-Chests of a fine Pan Yong Black Tea at            | - - -     | 15 c. |
| It is a beauty—a 17c. line.                                  |           |       |
| A line of Sun Dried Japan Tea at                             | - - - - - | 16½c. |
| Splendid value, nothing like it for the money anywhere else. |           |       |

Terms 3 per cent. 30 days or 4 months note.

My stock is all right, all paid for.

My goods are of A1 quality.

My prices are the lowest possible.

ASK FOR SAMPLES.

**E. D. Marceau, 296 St. Paul Street, Montreal**



## TRADE IN OTHER COUNTRIES THAN OUR OWN.

## PERSIAN DATES IN LONDON.

AVAILABLE advices from London make the available stock of Persian dates on February 1 57,000 boxes. In addition to this there are some 51,000 boxes in warehouse belonging to English distributors, which will be used by the home trade. Altogether the situation is considered to be favorable to holders, as the stock of 69,000 boxes in warehouse at this time a year ago proved to be too small for the demand and prices gradually advanced from 16s. 6d. on February 1, to 20s. at the beginning of the summer. The present London quotation is 14s. 6d.

## CANNED SALMON IN LIVERPOOL.

The demand for salmon to arrive is still very large, and prices, especially for low grades, are hardening week by week. The most interesting fact about the business is that the majority of the stock has already passed through first hands, although last year's is at all points a large one. Notwithstanding this the available supplies for the United Kingdom are smaller than they have been for some time, and the spot stocks are lower than for several years past. The trade in ½-lb. continues to grow in spite of prices that bring the cost of the ½-lb tin retail quite up to the level of the price for ordinary quality 1-lb. tins. At the moment there is a scarcity of good quality 1-lb. flat tins ready for delivery and choice lots are held for full prices.—Produce Markets' Review, January 27.

## TEA IN NEW YORK.

The feature of the week was the auction sale held on Wednesday, and the prices realized showed a fairly steady market. The volume of business transacted has continued very moderate, as the trade generally has been a slow buyer, operating on a strictly hand-to-mouth basis. Dealers, however, have shown no disposition to force sales, and prices have held steady. The market for invoices has been quiet and unchanged.—The New York Journal of Commerce, February 10.

## SITUATION IN CURRANTS IN LONDON.

The market for currants is a little healthier in tone, and a few transactions have taken place at values about on a level with prices ruling immediately before Christmas. A good deal of discussion is now going on respecting the possibility of the duty on currants being again made 7s. It will be remembered that when the duty was reduced to 2s. per cwt. it was then argued that at this rate the returns barely paid for collection, and it was evident that the

principal reason for keeping the article in the class of dutiable goods was that if the occasion arose when it was necessary to raise revenue in this direction the machinery would be ready to hand. The net result of a return to the old duty of 7s. could only produce from £200,000 to £300,000 sterling, and it is to be hoped it would be considered that such an amount would be too small to create a disturbance in trade, which always follows these alterations. As a matter of fact, it would be a most serious thing for the trade if any alteration is made in this direction, and it would be difficult to find any article which is in a worse position to bear such a strain on its resources.—Produce Markets' Review, January 27.

## PRICE OF MARYLAND TOMATOES.

Future Maryland tomatoes are offered by some sellers in Baltimore at 57½c. less 1½ per cent. for 2 lb. standards, and 75c. less 1½ per cent. for 3-lb. standards, Baltimore rate of freight. Standard Harford county 3-lb. hand-packed are quoted 77½c. net f.o.b. factory. The Baltimore market was reported very strong with an upward tendency, particularly for spot goods.

## FIRM OUTLOOK FOR SARDINES.

In a circular letter from Messrs. Saupiquet, France, to a New York firm, occurs the following: "The advance in the price of sardines, referred to in our circular letter of October 15, has now been realized. Tin has advanced almost 50 per cent. Solder and other materials have advanced in about the same proportion. Olive oil crop has proved almost a total failure last season, and good olive oil has advanced about 60 per cent. Ocean freights have been advanced considerably. Packing charges have also advanced owing to the advance in the price of wood. Owing to the general prosperity in France, higher wages are paid to the workmen, thus increasing the cost of the manufacture. To cap the climax, the result of the sardine fishing this last season has been very discouraging. From the aforesaid, it is evident that the present low prices for sardines cannot possibly be maintained. It is furthermore an absolute fact that contracts for this coming season cannot be made except at considerably advanced prices over those bid last season. If we add that the presence of hundreds of thousands of strangers at the Exposition in Paris will naturally tend to increase the consumption of all French preserves, we are certainly correct in expecting further decided advances in prices of sardines and other French preserves."

## 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.

W. H. GILLARD & CO. have now in the hands of their travelers "Imperial," "Snow" and "Cameo" soaps, all of superior quality and leaving a handsome profit to the retailer.

H. P. Eckardt & Co. are offering canned peaches at low prices.

A fine range of raisins is yet in stock with W. H. Gillard & Co.

Choice evaporated apples can be had from H. P. Eckardt & Co.

T. Kinnear & Co. have arriving a shipment of Californian peaches in bags.

A carload of Austrian prunes, "Ostrich" brand, has just arrived for W. H. Gillard & Co.

H. P. Eckardt & Co. are offering "Simcoe" and "Schenk's" brands of canned asparagus.

The Eby, Blain Co., Limited, have been appointed selling agents for the Lanhoff Flaking Mills, Detroit.

Twenty-nine thousand pounds is the exact increase, for the first five weeks of this year, over the corresponding weeks of last year, in the sales of "Salada" Ceylon tea.

The Eby, Blain Co., Limited, have still a good supply of No. 1 fall caught whitefish and salmon trout, but advise early buying for Lenten requirements. They quote at close prices f.o.b. Midland.

Further supplies of Californian evaporated fruits have been received by the Eby, Blain Co., Limited. In this lot are choice peaches, fancy silver prunes, fancy and white apricots, and a shipment of ruby prunes is due to arrive next week.

## WAR TAX ON MATCHES.

The genuineness of the patriotism of the Canadian people is not exemplified alone by the readiness with which the young men of the land responded to the call to arms, but also by the readiness with which the business men of the land have contributed to the National Patriotic Fund.

The E. B. Eddy Co., Limited, are deciding the amount of their contribution in a unique manner. They have voluntarily taxed themselves ½c. on every gross of boxes of sulphur matches sold by them from February 1 till the war shall come to a close. The vast quantity of matches produced by the Eddy Company is likely to make the contribution raised by this tax a substantial one.



The . . .

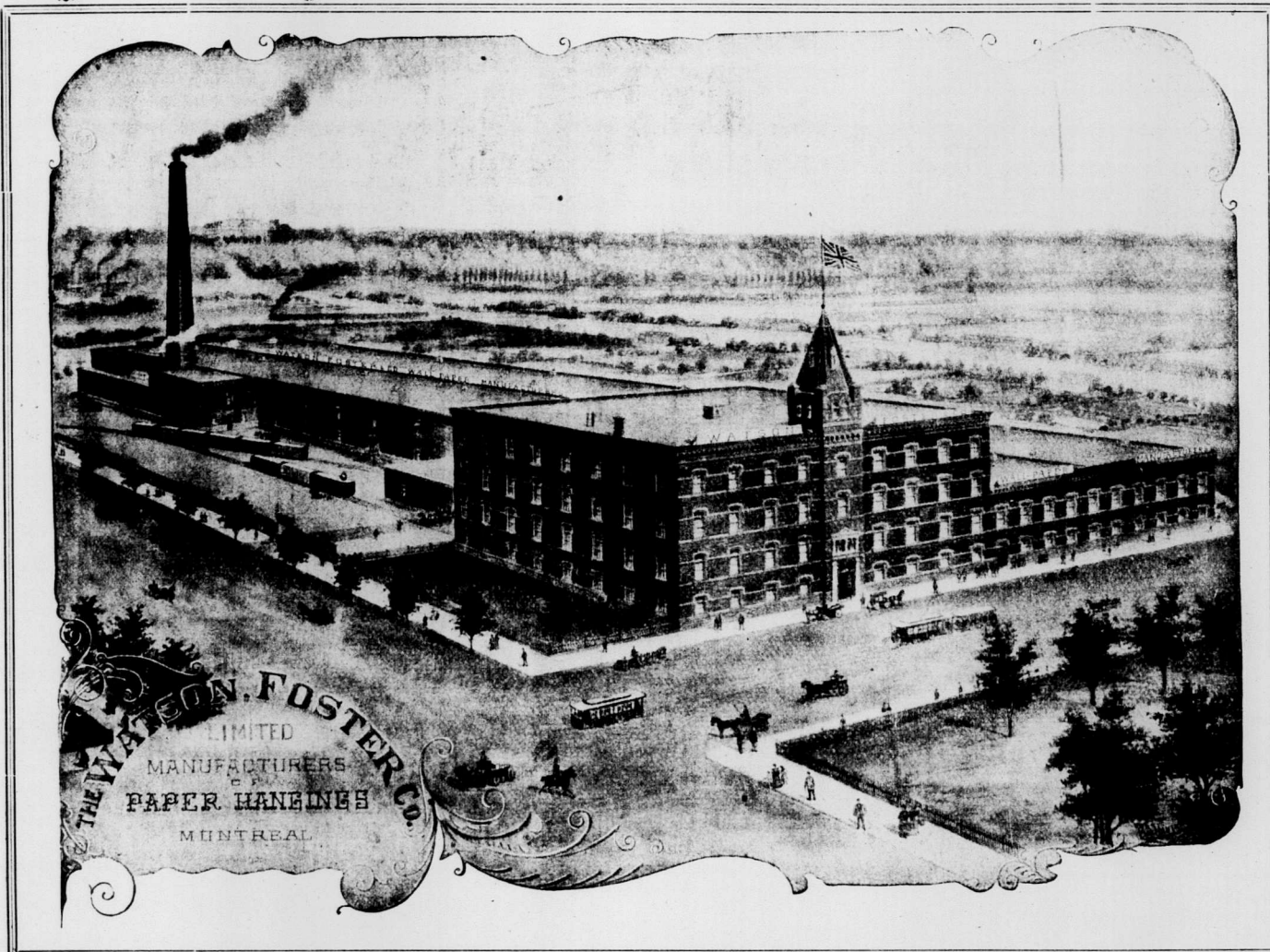
# Watson, Foster Co.

LIMITED

Every grade of  
Wall Papers

VASTER AND BETTER EQUIPPED WALL PAPER  
FACTORY "THAN HAS BEEN"

MONTREAL, QUE.



## AN IMPORTANT ? FOR 1900.

Have you seen our **NEW WALL PAPERS** for Spring Trade? If not, ask for our Special Circulating Sample Books by Post or Express (prepaid).

CONTENTS OF . . .

- Book No. 1 Ungrounded Papers and Flats
- Nos. 2 & 3 Flats (cheap)
- No. 4 Flats and Gilt (cheap)
- No. 5 Plain and Embossed Gilt
- No. 6 Plain Gilt and Flats
- No. 7 Better Plain and Embossed Gilt.
- No. 8 Wide Flats
- No. 9 Wide Gilt
- No. 10 Ingrains (in combinations)

N. B.—These books cost you nothing, but are invaluable for selecting or sorting up your stock.



# Ogilvie's Hungarian

---

# Ogilvie's Glenora....

---

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

**Superior Quality**  
**Always Good**

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**J.** E. MICHAUD & CO., general merchants, Laprairie, Man., have assigned to Bilodeau & Renaud.

J. J. A. Robitaille, grocer, Quebec, has assigned.

Theophile St. Laurent, general merchant, Nicolet, Que., has assigned.

Duck & Hutton, grocers, Windsor, Ont., are offering 50c. on the dollar.

Coggins & Delaney, grocers, Montreal, have assigned to Gagnon & Caron.

Gray & Co., general merchants, Dunroon, Ont., have assigned to Richard Lee.

I. Rosenstein, general merchant, Grand River, Que., is offering 35c., on the dollar.

A. Tessier, general merchant, St. Casimir, Que., has compromised at 25c. on the dollar.

J. McNally has been appointed curator of John Bell & Co., wholesale fruit dealers, Montreal.

A. Ballentine & Son, general merchants, Neepawa Man., have assigned to C. H. Newton, Winnipeg.

T. H. Mousseau, grocer, Arnprior, Ont., who has sold his stock, is endeavoring to compromise with his creditors.

V. E. Paradis has been appointed curator of G. E. Legare, general merchant, Lyster, Que., whose stock is advertised for sale.

### PARTNERSHIPS FORMED AND DISSOLVED.

White Bros., grocers, Montreal, have dissolved.

Bourdon & Co. have registered partnership as tobacconists in Montreal.

Lorrain & Co. have registered partnership as cigar manufacturers in Montreal.

Lindow & Graham, grocers, Woodstock, N.B., have dissolved. John Graham continues in his own name.

Burnside & Drummond, general merchants, Bothwell, Ont., have dissolved. Thomas Burnside continues.

McKinnon & Moffat, bakers, Little Glace Bay, N.S., have registered as partners, and have bought out James Kennedy.

James E. Lewis and Thomas Dougall have registered as partners under the style of Lewis & Dougall, grocers, Granby, Que.

J. F. Gallagher & Co., bakers, Montreal, have dissolved, and Annie Maria Egan, wife

of John F. Gallagher, has registered as proprietress.

E. Turner and J. R. McKeown, jr., have registered partnership under the style of Turner & McKeown, produce dealers, etc., Kaslo, B.C.

Robert Wilson and E. W. Bray have registered partnership as general merchants and commission dealers, under the style of The Builders' Supply Co., Vancouver.

### SALES MADE AND PENDING.

R. Heriot, confectioner, Aylmer, Ont., has sold out.

Elizabeth Walsh, grocer, London, is advertising her business for sale.

Richard Parsons, grocer, London, is advertising his business for sale.

The assets of Wm. Biltcliff, grocer, St. Henri, Que., are offered for sale.

R. J. Whitter, fruit dealer, etc., Halifax, is advertising his business for sale.

The stock of N. Hamel, grocer, Quebec, has been sold at 62c. on the dollar.

The assets of J. A. Thibault & Co., provisioners, Montreal, have been sold.

J. P. Clarke, general merchant, Exeter, Ont., is advertising his business for sale.

The stock of A. I. Parker, general merchant, Riviere Beaudette, Que., has been sold.

Joseph A. Berube, general merchant, Lake Megantic, Que., has purchased the stock of E. M. Huot.

The assets of Alex. Blair and of E. Lecombe & Co., general merchants, Chicoutimi, Que., are to be sold on February 26.

The stock of P. G. McSween & Co., general merchants, Amherst, N.S., has been sold to Fellmore & Morris at 61c. on the dollar.

### CHANGES.

F. E. H. Jeeves, grocer, Victoria, has sold out to J. Goss.

Wm. M. Brown, grocer, Chatham, Ont., is retiring from business.

R. Mellis, general merchant, Kippin, Ont., has sold out to John Balfour.

J. Jackson, grocer, Leamington, Ont., has sold out to Barrington & Secord.

John Vail & Co., general merchants, Newbury, Ont., have been succeeded by A. M. Vail.

A. C. Denny, grocer, Woodstock, Ont., has been succeeded by A. M. Smith.

W. G. Shiells, grocer, St. Thomas, Ont., is advertising his retirement from business.

Marie L. Marcoux has registered as proprietress of Narcisse Hamel, grocer, Quebec.

Joseph Finley, wholesale grocer, St. John, N.B., has been succeeded by Hiram F. Finley.

Holland Bros., grocers, etc., Kamloops, B.C., have been succeeded by W. R. Rourke.

Jones & Son, general merchants, Niagara Falls South, Ont., have been succeeded by M. C. Drew.

C. Hiebert, gristmiller, Holland, Man., has sold out to Thomas Robertson.

C. Ryan & Co., grocers, fruiterers, etc., Macleod, Man., is giving up business.

Adolphe Huot has registered as proprietor of Louis Huot & Co., grocers, Quebec.

W. J. Drummond, general merchant, Saturna Island, B.C., has gone out of business.

Mrs. E. Landry has registered as proprietress of J. Landry & Co., grocers, Montreal.

C. W. Higginson, general merchant, Holland's Mills, Que., is removing to Poltmore, Que.

### FIRES.

Wm. McWilliam, confectioner, Que., has suffered loss by fire; insured.

J. Ehman, general merchant, Regina, N.W.T., has been burned out.

The premises of Wm. Smith, general merchant, Point Gatineau, Que., have been destroyed by fire.

Daniel Sullivan, general merchant, etc., Red Bank, N.B., has been burned out; insurance, \$3,000.

### DEATHS.

Ira Bates, of Bates & Emerick, general merchants, Carman, Man., is dead.

### NEW FIRMS STARTING.

Martineau & Frere have started as grocers in Montreal.

Edward Nanton is starting as grocer in Windsor, Ont.

Mrs. R. Nass has opened a grocery in Chester, N.S.



*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.*

#### NEW BRUNSWICK'S FLOUR MILLS.

**S**PEAKING of the flour production of New Brunswick, it may be news to many of our readers to learn that at the present time there are no less than 12 mills in active operation throughout that Province, with a daily capacity for turning out about 750 barrels per day. The success which has attended these mills has been sufficient to induce the building of several others, which are planned to be erected during 1900. These, when completed, will place New Brunswick well up in rank as a producer of flour. It is estimated that the weekly production in 1900 will verge closely on the 1,000,000 bbl. mark.

As an instance of the range of ground which is covered by the existing mills, we may say that Shediac leads with a mill of 100 barrels capacity daily, Campbellton, Petit Rocher, Newcastle, Buctouche, Woodstock and Edmunston, are each provided with mills of a capacity of 50 barrels daily. Doaktown, Rogersville, Memramcook, Madawaska and Caraquet each have mills of 35 barrels daily capacity. Moncton and several other localities are getting ready to erect mills to grind from 50 to 75 barrels each day. It must be admitted that this is a highly creditable showing for our sister Province, and one that she may well be proud of. The chief point is to be sure that sufficient home-grown wheat can be obtained to keep these mills running night and day.

The question of securing adequate supplies of wheat from nearby farmers has, we

understand, been thoroughly investigated and settled, and the continued growth of mill building is the best evidence that no uneasiness is felt on this score. One of the most natural queries which our Nova Scotian readers might put to themselves is: What is this Province doing in the way of increasing our flour milling facilities? While the same activity cannot be claimed for this Province, as is being exhibited in our sister Province, the matter is by no means in a quiescent condition. There are rumors that the quantity of flour to be produced in Nova Scotia during 1900 will greatly exceed that of any previous year.

It is well known that the farmers of Prince Edward Island are making preparations to carry on a greater measure of wheat growing than before, and this increased crop will be, it is hoped, largely marketed in Nova Scotia. If a number of proposed milling enterprises which are on foot in this Province are brought to a head, it is certain we shall enjoy a season of activity in this branch of industry which has been long needed. The continuous import of Canadian flours is a somewhat strong commentary upon the progress of our milling industry, but we think the time is not far distant when this reproach shall be to a considerable extent removed.

The New Brunswick Provincial Government has done much to foster an increase in the wheat growing area of its own country, and similar steps should be undertaken by the Nova Scotian authorities. It is

a safe assumption that as soon as the necessary supplies of wheat are available, we shall have the facilities for successfully handling them. As an indication of the earnestness which has characterized the efforts to increase flour milling in New Brunswick, it is sufficient to point out that the Premier, as an object lesson last summer, planted some ground in the vicinity of his residence with wheat, and the crop resulting, when ground into flour, has been sufficient to supply the requirements of his household.—Maritime Merchant.

#### A TAX ON LIQUOR DRUMMERS.

Besides correcting the glaring mistakes in the liquor license legislation of last session, canceling the bond and special requirements, etc.—which is the chief purpose of its existence—the bill for the amendment of the license law which was brought in yesterday by the Attorney-General suggests a number of new and radical changes in the law.

For example, it contains one section that is designed to protect the Provincial wholesaler against the "drummer" who sells direct to the retail traders; requiring that this class of commercial traveler must, before soliciting or accepting orders, secure a license issuable by the superintendent of police, and costing \$200 per annum, transfers from one individual to another representing the same firm being obtainable at any time on payment of a \$5 fee.—Victoria Colonist, January 25.



...ALL THE YEAR ROUND YOU CAN SELL...

## MILLAR'S PARAGON CHEESE

ONCE USED IT MAKES A PERMANENT CUSTOMER

It is rather difficult at times to keep up with the demand, but we manage to fill orders promptly and to the entire satisfaction of all our customers. Send us your order.

The T. D. MILLAR PARAGON CHEESE CO.,  
INGERSOLL, ONTARIO.



## WINNIPEG AND ITS TRADE FOR 1899.

From Our Own Correspondent.

THE most important event of the past week was the 21st Annual Meeting of the Winnipeg Board of Trade. The coming of age of this strapping infant was marked by a large attendance of the members of the board. The annual report of the council of the board dealing with many important matters and containing much valuable information was presented by the secretary, Mr. C. N. Bell, and taken as read.

The chief interest of the meeting centred in the address of the president, Mr. E. L. Drewry. The president's address is always a matter of interest, but it was felt that as this was the 21st meeting, and as the matter was in such specially capable hands, something extra might be looked for, and the members were not disappointed. The address covered 20 subjects, all dealt with in a masterly manner, the facts and figures given forming a valuable work of reference when the same shall be printed in book form.

It would not be possible for THE CANADIAN GROCER to give the address in full, as it contained some 9,000 or 10,000 words, so your correspondent has taken the liberty of selecting a few of the more important sections, which are given in Mr. Drewry's own words and will prove of interest to every reader of your paper throughout Canada and in Great Britain :

## WINNIPEG AS A GRAIN-INSPECTING CENTRE

"The Act to amend the Grain Inspection Act is, in my opinion, one of the most important to this country, and particularly this city, that has received the attention of the Government for some time. Winnipeg, as the doorway through which passes practically the entire product of the vast grain-growing district of Manitoba and the Northwest Territories, should, under the new system of inspection, occupy an increased importance in the commercial world. It is well known that the city of Duluth, similarly situated, in respect to its being the place of inspection of all grain exported from a great wheat-producing section, owes its prominence largely to the fact that it is such a place of inspection. Duluth wheat, 'Duluth inspection,' etc., now such common terms, have resulted in making the name of the 'Zenith City' of Minnesota familiar not only to the people of this country, but also in the far-distant foreign markets of the world. Henceforth, the wheat of this country, superior to that produced in, perhaps, any other portion of the globe, will, by inspection at this point, be stamped, as

it were, with the 'Hall Mark' of excellence and of purity, and such inspection will be accepted, in confidence and security, by purchasers the world over. Chief or final inspection at this point will, in addition to centralizing the grain business here, materially facilitate the earlier realization on sales, and, under certain conditions, enable the owners to obtain a better figure than would have been possible under Fort William inspection alone. For instance, where wheat just misses a high grade, and would necessarily be forced to take the next lower one, with the difference, perhaps, of several cents per bushel, the owner of such wheat, if sold for local milling purposes, would, in all probability, realize within a small fraction of the high-grade price. Another point of advantage in Winnipeg inspection is that, in the event of the owner of wheat not being satisfied with grade, he may have the car held out at Fort William and reinspected or dispose of it as he may deem best. Under Fort William inspection, the wheat was invariably unloaded and in store before the owner was advised as to grade.

## THE GROWTH OF WINNIPEG.

"To me anything relating to the growth of the Province, and particularly of Winnipeg, is a matter of great interest and I cannot refrain from introducing a few statistics in addition to those already enumerated, although, I am fully aware, that under almost any circumstances, statistics are more or less dry, and something uninteresting. I now mention these simply for the purpose of showing by way of comparison, that we are steadily progressing, and that there exists a perfect basis for our faith in Winnipeg becoming in the early future, a really great and wealthy commercial centre. Let us first glance at our population. A tale many times told, I admit, yet still full of interest. Going back two decades we find, in the year 1880, the population was 6,278, in 1890, it had risen to 23,000, and during the past ten years has practically doubled, a most conservative estimate now placing it at 45,000, while some authorities place it much higher.

"The assessment, also a matter of interest, being the index of increasing wealth, is mentioned in the board's statistical report, but refers only to the past two or three years. I wish to carry you somewhat further into the past. In 1880, Winnipeg's assessment was \$4,008,460, in 1890, \$18,612,410 and at the present time is \$24,000,000. This does not include exemptions covering schools, churches, public buildings, parks, etc., which would add

an additional \$5,000,000 to the foregoing figures.

## PURE BRED STOCK.

"The action of the Canadian Pacific Railway Company, in its efforts to improve the stock of this country, is certainly worthy of the highest commendation. The company imported from Ontario, last September, 29 pedigreed bulls, which were distributed among farmers in the following districts: Seven in the Mennonite reserve, two east of Winnipeg, one at Gimli, two north of Stonewall, three on the Southwestern branch, two on the Pembina and Souris branches, one on the Manitoba and Northwestern, and the remaining 11 on the main line of the C.P.R. and Northern Alberta. The company also brought in from Ontario 80 pure-bred boars of the Berkshire, Yorkshire and Tamworth breeds. These were distributed generally through Manitoba and Assiniboia, with the exception of 16, which were placed between Calgary and Edmonton and one at Prince Albert.

"Our largest financial institutions report business and collections in excess of any previous year since the incorporation. As an evidence of the confidence being shown in the future of the West I might say that last year the land business of the Canadian Pacific Railway, both in sales and collections, was the largest in the history of the company. This, of course, means increased acreage in crops, and in turn increased income to the Province.

## THE GRAIN CROP.

"The grain crop of 1899, it is now admitted, was somewhat overestimated. While this may be true as to quantity, in quality it has rarely if ever been equalled, 88 per cent. of the wheat thus far marketed grading No. 1 and 2 hard. The amount of wheat inspected at Winnipeg for the last half of 1898 was 4,271,250 bushels. For the same period of 1899 it amounted to the handsome total of 17,368,410 bushels. Considerable wheat is still in farmers' hands. It is estimated the total exports of the 1899 crop will probably reach 30,000,000 bushels. The export movement in oats and barley is, of course, inconsiderable when compared with that of wheat. The Province is now an exporter of oatmeal, which bids fair to become a valuable industry.

"The price of wheat has been somewhat disappointing, not having reached the figure generally anticipated. Nevertheless a very large sum, in the aggregate, has been realized, and distributed among the farmers of the country.

## EXPORT OF CATTLE.

"The export of cattle from Manitoba and the Northwest during the year 1899, was

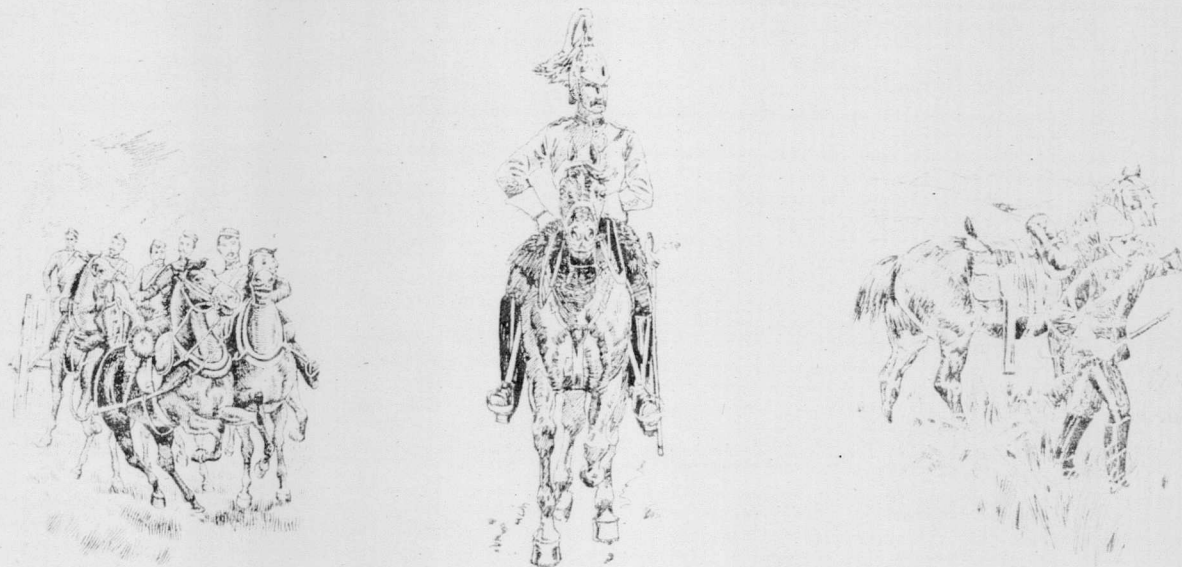


For the "Gentlemen in Khaki Ordered South"

# WAR TAX

::: ON :::

## Sulphur Matches.



Until the South-African War is ended we shall voluntarily tax ourselves half a cent on every gross of boxes of Sulphur Matches we sell from 1st February, 1900, and will give the amount so raised to the Canadian Patriotic Fund on behalf of the Canadian Volunteers at the front or to help those whom any of them may have left behind at home who may be in need of help or comforts.

## The E. B. Eddy Co., Limited, Hull

With branches at Montreal, Toronto, Ottawa, Hamilton, Quebec, Halifax, St. John, Winnipeg, London, Kingston, Vancouver, Victoria, St. John's, Nfld.



approximately 50,000 head, of which 34,000 represent fat cattle, and 16,000 stockers were shipped by rail or driven across the boundary into the United States.

"The significancy of these figures may be better understood when we remember that as recent as 1888 the first shipment of Manitoba cattle, consisting of some 16 head, was forwarded to Toronto, and, as a novelty, and by way of advertisement, were paraded about the streets of that city labeled Manitoba beef.

#### HOGS FOR LOCAL PACKERS.

"It may be said that there has practically been no export movement in horses, sheep and hogs; in fact, to keep the local packing houses working, they were obliged to bring in both live and dressed hogs, otherwise their plants would be idle. This phase of the farming industry is much to be regretted, in view of the capability of our land to produce unlimited quantities of coarse grains. Local delivery of hogs is said to be slightly improving, although still far below market requirements.

#### WINNIPEG'S IMPORTATION OF MERCHANDISE

"From reliable data, I am enabled to say that the importation of merchandise to Winnipeg houses during the past year was approximately 100,000 tons, or about 400 trainloads of 20 cars each. Truly, a wonderful contrast to the situation of but 20 years ago, when, for six months of the year, the only means of communication or of bringing in supplies was by ordinary road vehicle—principally the Red river cart—involving a journey of more than 200 miles, over roads at times well nigh impassable.

"Winnipeg bank clearings, considered the trade barometer of the country, have increased with leaps and bounds, having almost doubled within the past five years. The following figures will illustrate the steady annual increase:

|            |              |
|------------|--------------|
| 1894 ..... | \$50,540,648 |
| 1895 ..... | 55,873,630   |
| 1896 ..... | 64,046,438   |
| 1897 ..... | 84,436,000   |
| 1898 ..... | 90,674,325   |
| 1899 ..... | 107,786,814  |

"Winnipeg bank clearings are the third largest in the Dominion, being exceeded only by Montreal and Toronto."

#### ELECTION OF OFFICERS.

The following officers were elected for the coming year:

President—D. K. Elliott.  
 Vice-president—John Galt.  
 Treasurer—Andrew Strang.  
 Secretary—C. N. Bell.  
 Council—E. L. Drewry, J. H. Ashdown, Wm. Hespeler, D. W. Bole, Joseph Maw, W. L. Parrish, Wm. Georgeson, G. F. Carruthers, Jerry Robinson, Neville Bayley, D. E. Sprague, John Stovel, Wm. Whyte, John McKechnie, Wm. Brydon, F. W. Thompson.

#### WILL OPPOSE SEPARATION.

The Montréal Retail Grocers' Association is determined to fight the Licensed Victuallers' Association on the proposed amendment, by the latter, to the license law, looking to the separation of the sale of liquors from the same store in which groceries are vended. The matter came up at the regular meeting of the Grocers' Association the other night, the president, Mr. N. Lapointe, in the chair.

In reply to a communication from the association, Premier Marchand had written that he would receive an interview from a deputation, provided it took place in Quebec.

Mr. J. P. Dixon spoke briefly on the subject, saying that the association would fight the thing tooth and nail. Grocers did a legitimate trade in selling liquors, and had done so in this Province for many, many years, and they were not going to have the two things separated now, if they could help it.

Mr. Demers spoke in a similar strain, and on the motion of Mr. Dixon, seconded by Mr. Boisvert, it was decided that the question of sending a deputation to Quebec in reference to the proposed amendment to the license law, affecting grocers, be left in the hands of the directors of the association.

A resolution was adopted congratulating Messrs. Raby and Vallieres upon their election as alderman, and the gentlemen in question fittingly acknowledged the same.

Four nominees were admitted members of the association.

#### KNEW HER KIND.

It was, says an exchange, at a department store bargain counter for odds and ends. The crush was terrific. Women squeezed and elbowed and shoved to get alongside the counter. Frequently two of them happened to pick up the same bargain at one and the same time, and then they both retained their clutch on it and looked daggers at each other until the stronger of the two won the victory or the bargain was rent into ribbons.

A haughty matron, with an electric seal coat, picked up a box containing three cakes of imported soap for 8c. at the same moment that an humble-looking little woman in a faded tan coat had fastened her grasp on the box.

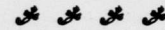
"I believe I was the first to take hold of this," said the matron in the electric seal coat freezingly.

The humble-looking little woman held on for a minute, studying her antagonist, then she slowly relaxed her hold on the box.

"Well, you can have it," she said amiably. "You look as if you need the soap."

# 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.





A.D. 1742-1900

These figures give the first start of

# Keen's Mustard

up to the present day.

A mustard with 158 years' reputation must be

## GOOD MUSTARD.

### Current Market Quotations for Proprietary Articles

Feb. 15, 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                      | 88           |
| 4 oz. cans, 4 and 6 doz. in case                      | 95           |
| 6 oz. cans, 2 and 4 doz. in case                      | 1 40         |
| 8 oz. cans, 2 and 4 doz. in case                      | 1 80         |
| 12 oz. cans, 2 and 4 doz. in case                     | 2 70         |
| 16 oz. cans, 2 and 4 doz. in case                     | 3 60         |
| 2 1/2 lb. cans, 1 and 2 doz. in case                  | 9 00         |
| 4 lb. cans, 1 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                         | \$ 2 40      |
| " 2, in 4 doz. boxes                                  | 2 10         |
| " 3, in 6 "                                           | 80           |
| " 4, in 6 "                                           | 70           |
| " 5, in 4 "                                           | 45           |
| Pound tins, 3 doz. in case                            | 3 00         |
| oz. tins, 3 " "                                       | 2 40         |
| oz. tins, 4 " "                                       | 1 10         |
| lb. tins, 1/2 " "                                     | 14 00        |
| Diamond—                                              |              |
| 1 lb. tins, 2 doz. in case                            | per doz 2 00 |
| 1/2 lb. tins, 3 " "                                   | 1 25         |
| 3/4 lb. tins, 4 " "                                   | 0 75         |
| JERSEY CREAM BAKING POWDER                            |              |
| 1/2 size, 5 doz. in case                              | 40           |
| 1/4 size, 4 doz. in case                              | 75           |
| 1/2 " 3 " "                                           | 1 25         |
| 1 " 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 grs. bxs. | \$4 00 |
| " 6, 1/2 " "         | 4 00   |
| " 8, 3/4 " "         | 7 50   |
| " 10, 1 " "          | 8 15   |
| " 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 |

#### SHOE POLISH.

| HENRI JONAS & Co. |        |
|-------------------|--------|
| Jonas'            | \$9 00 |
| Froments          | 7 50   |
| Military dressing | 24 00  |

#### BLUE.

|                                   |        |
|-----------------------------------|--------|
| Keen's Oxford, 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 | doz. net |
| " " B, 4 strings             |          |
| " " C, 3 strings             |          |
| " " D, 3 strings             |          |
| " " E, 3 strings             |          |
| " " G, 3 strings             |          |
| " " I, 3 strings             |          |

#### BISCUITS.

| PEEK, FRENCH & 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 3/4 |
| Metropolitan mixed                                                              | 0 09     |
| Special price list of Fancy Tins for Xmas trade and other lines on application. |          |

#### CANNED GOODS.

##### MUSHROOMS.

| HENRI JONAS & Co.   |         |
|---------------------|---------|
| Mushrooms, Rionel   | \$14 75 |
| 1st choice Luthell  | 17 50   |
| 1st choice Lenoir   | 18 50   |
| extra Lenoir        | 20 00   |
| Per case, 100 tins. |         |

##### FRENCH PEAS—DELORY'S.

| HENRI JONAS & Co. |        |
|-------------------|--------|
| Moyen's No 2      | \$9 00 |
| No. 1             | 10 50  |
| 1/2 Fins.         | 12 50  |
| Fins              | 14 00  |
| Trex fins         | 15 00  |
| Extra fins        | 16 50  |
| Sur extra fins    | 18 00  |

##### FRENCH SARDINES.

| HENRI JONAS & Co. |        |
|-------------------|--------|
| 1/2 Trefavennes   | \$9 00 |
| 1/2 Rolland       | 9 50   |
| 1/2 Delory        | 10 50  |
| 1/2 Club Alps     | 11 50  |

##### CHOCOLATES & COCOAS.

|                                       |          |
|---------------------------------------|----------|
| Epps' cocoa, case of 14 lbs., per lb. | 0 35     |
| Smaller quantities.                   | 0 37 1/2 |

##### GADBURY'S.

| Frank Magor & Co., Agents.               |          |
|------------------------------------------|----------|
| Cocoa essence, 3 oz. packages            | \$1 65   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs. | 0 40     |
| Rock Chocolate, loose                    | 0 40     |
| " 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 |
| Caracas, 1/4's—6 and 12 lbs. | 0 35 |
| Premium, 1/4'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—                            |      |
|---------------------------------------|------|
| Caracas, 1/4's, 6-lb. boxes           | 0 42 |
| Vanilla, 1/4's                        | 0 42 |
| "Gold Medal" Sweet, 1/4's, 6 lb. bxs. | 0 29 |
| Pure, unsweetened, 1/4's, 6 lb. bxs.  | 0 42 |
| Fry's "Diamond," 1/4's, 14 lb. bxs.   | 0 24 |
| Fry's "Monogram," 1/4's, 14 lb. bxs.  | 0 24 |

#### Cocoa—

| per doz                            |      |
|------------------------------------|------|
| Concentrated, 1/4's, 1 doz. in box | 40   |
| " 1/2's                            | 4 50 |
| " 1 lbs.                           | 8 25 |
| Homeopathic, 1/4's, 14 lb. boxes   |      |
| " 1/4 lbs. 12 lb. boxes            |      |

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

| R. S. McIndoe Agent, Toronto.    |              |
|----------------------------------|--------------|
| Mott's Broma                     | per lb. 0 30 |
| Mott's Prepared Cocoa            | 0 28         |
| Mott's Homeopathic Cocoa (1/4's) | 0 29         |
| Mott's Breakfast Cocoa (in tins) | 0 40         |
| Mott's No. 1 Chocolate           | 0 30         |
| Mott's Breakfast Chocolate       | 0 28         |
| Mott's Caracas Chocolate         | 0 40         |
| Mott's Diamond Chocolate         | 0 23         |
| Mott's French-Can. Chocolate     | 0 18         |
| Mott's Navy or Cooking Chocolate | 0 28         |
| Mott's Cocoa Nibs                | 0 35         |
| Mott's Cocoa Shells              | 0 05         |
| Vanilla Sticks, per gross        | 0 90         |
| Mott's Confectionery Chocolate   | 0 21         |
| Mott's Sweet Chocolate Liquors   | 0 19         |

#### COWAN COCOA AND CHOCOLATE CO.

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

#### OHEESE.

| per doz.                   |        |
|----------------------------|--------|
| Imperial—Large size jars   | \$8 25 |
| Medium size jars           | 4 50   |
| Small size jars            | 2 40   |
| Individual size jars       | 1 00   |
| Imperial Holder—Large size | 18 00  |
| Medium size                | 15 00  |
| Small size                 | 12 00  |

#### COFFEE.

| JAMES TURNER & CO. |          |
|--------------------|----------|
| Mecca              | 0 32     |
| Damascus           | 0 25     |
| Cairo              | 0 20     |
| Sirdar             | 0 17     |
| Old Dutch Rio      | 0 12 1/2 |



# 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.

**TODHUNTER MITCHELL & CO.'S**

|                     |           |
|---------------------|-----------|
| Excelsior Blend     | 3 32      |
| Jersey              | 0 29      |
| Rajah               | 0 20      |
| Old Government Java | 0 28 0 30 |
| Maracibo            | 0 18 0 20 |
| West India          | 0 16 0 18 |
| 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.**  
**Crown Brand (Greig Mfg. Co.)—**

|                        |      |
|------------------------|------|
| 1 oz. Bottle, per doz. | 0 90 |
| 2 " " " "              | 1 50 |
| 2 1/2 " " " "          | 2 00 |
| 4 " " " "              | 3 00 |
| 8 " " " "              | 6 00 |
| 4 " Glass Stop "       | 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   |
| 2 1/2 oz. Cabinet bottles | 2 00   |
| 2 oz. Bottles             | 1 80   |
| 1 oz. " " "               | 1 20   |
| Per gallon                | 7 00   |
| Per pound                 | 1 00   |

**HENRI JONAS & CO.**

|                                       |                  |
|---------------------------------------|------------------|
| 1 oz. London Extracts                 | Per gross \$8 00 |
| 1 oz. " " (no cork crews)             | 5 50             |
| 2 oz. " " "                           | 9 00             |
| 1 oz. Spruce essence                  | 6 00             |
| 2 oz. " " "                           | 9 00             |
| 2 oz. Anchor extracts                 | 12 00            |
| 4 oz. " " "                           | 21 00            |
| 8 oz. " " "                           | 36 00            |
| 1 lb. " " "                           | 70 00            |
| 1 oz. Flat " " "                      | 18 00            |
| 2 oz. " " "                           | 21 00            |
| 4 oz. " " (corked)                    | 36 00            |
| 8 oz. " " "                           | 72 00            |
| 4 oz. " glass stop extracts           | 3 50             |
| 8 oz. " " "                           | 7 00             |
| 2 1/2 oz. Round quintessence extracts | 2 00             |
| 4 oz. Jockey decanters                | 7 50             |

**FOOD.**

|                                         |      |
|-----------------------------------------|------|
| Robinson's Patent Barley, 1/2 lb. tins. | 1 25 |
| " " " 1 lb. tins.                       | 2 25 |
| " " Groats, 1/2 lb. tins.               | 1 25 |
| " " " 1 lb. tins.                       | 2 25 |

**INDURATED FIBRE WARE.**  
**THE E. B. EDDY CO.**

|                                  |        |
|----------------------------------|--------|
| 1/2 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 65   |
| Wash Basins, flat bottoms        | 2 65   |
| " " round bottoms                | 2 50   |
| Handy Dish.                      | 2 25   |
| Water Closet Tanks.              | 17 00  |
| Dish Pan, No. 1.                 | 7 60   |
| " " 2.                           | 6 20   |
| Barrel Covers and Trays          | 4 75   |
| Railroad or Factory Pails        | 4 75   |

**JAMS AND JELLIES.**  
**SOUTHWELL'S GOODS.**

|                       |           |
|-----------------------|-----------|
| 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 1 90 |
| Red Currant Jelly     | 2 75      |

**P. G. JELLY POWDER.**

|                                                                                                                          |  |
|--------------------------------------------------------------------------------------------------------------------------|--|
| Raspberry, strawberry, orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz. |  |
|--------------------------------------------------------------------------------------------------------------------------|--|

**P. G. ICINGS.**

|                                                                        |  |
|------------------------------------------------------------------------|--|
| Chocolate, 2 doz. cases \$1.25 per doz.                                |  |
| Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.00 per doz. |  |

**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 09 1/2 |
| 7-lb. wood pails, 6 " " "                      | 0 06 1/2 |
| 14-lb. wood pails, per lb.                     | 0 06 1/2 |
| 30-lb. " " "                                   | 0 06 1/2 |

**LICORICE.**  
**YOUNG & SMYLLIE'S LIST.**

|                                                    |        |
|----------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, er lb.                 | \$0 40 |
| Fancy boxes (36 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   |
| " Purity " Licorice, 200 sticks                    | 1 45   |
| " " " 100 sticks                                   | 0 73   |
| Dulce, large cent sticks, 100 in box               | 0 75   |

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

|                                  |        |
|----------------------------------|--------|
| D. S. F., 1/4 lb. tins, per doz. | \$1 40 |
| " " 1/2 lb. tins, " "            | 2 50   |
| " " 1 lb. tins, " "              | 5 00   |
| Durham, 4 lb. jars, per jar      | 0 75   |
| " " 1 lb. " "                    | 0 25   |
| F. D., 1/4 lb. tins, per doz     | 0 85   |
| " " 1/2 lb. tins                 | 1 45   |

**FRENCH MUSTARD**  
**Crown Brand—(Greig Mfg. Co.)**

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

**BAYLE'S PREPARED MUSTARDS.**

|                                                                          |                  |            |           |
|--------------------------------------------------------------------------|------------------|------------|-----------|
| Horseradish                                                              | per doz., \$1 20 | 1-lb. jars | \$1 75    |
| English Sandwich                                                         | " " 1 20         | 5 lb. cans | 1 75      |
| Mustard (with fine herbs)                                                | " " 1 20         | 1 75       |           |
| Packed in our self-sealing half and one-pound jars, two dozen in a case. |                  |            |           |
| English Sandwich Mustard, Mustard (with fine herbs)—                     |                  |            |           |
| Bbls. Half                                                               | 10-gal.          | 5-gal.     | 1-gal.    |
| 50c.                                                                     | 55c.             | 60c.       | 85c. 70c. |

**JONAS' FRENCH MUSTARDS.**  
**HENRI JONAS & CO.**

|                  |                  |
|------------------|------------------|
| Pony size        | Per gross \$7 50 |
| Imperial, medium | 9 00             |
| Imperial, large  | 12 00            |
| Tumblers         | 12 00            |
| Mugs             | 13 20            |
| Pint jars        | 18 00            |
| Quart jars       | 24 00            |

**MINCE MEAT.**

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

**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 07 1/2 |
| Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz | 1 30     |

**PICKLES—STEPHENS'**  
**A. P. TIPPET & CO., AGENTS.**

|                                   |      |
|-----------------------------------|------|
| Patent stoppers (pints), per doz. | 2 30 |
| Corked (pints), " "               | 1 90 |

**SARDINES.**  
**DOMESTIC.**

|                                                                                    |        |
|------------------------------------------------------------------------------------|--------|
| J. Sutton Clark, St. George. N.B. R. B. Noble, agent, 100 Board of Trade, Toronto. |        |
| 1/4's, in finest oil                                                               | \$3 50 |
| 1/2's, " " "                                                                       | 5 00   |
| 3/4's, in mustard                                                                  | 3 50   |

**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 lb. and 1/2 lb. (containing 30 1 lb. and 60 1/2 lb packages) per box | \$3 00 |
| Case of 5c. pkgs (containing 96 pkgs), per box                                 | \$3 00 |

**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 CLOTHES PINS...

manufactured by  
**THE WM. CANE & SONS**  
MFG. CO., Limited  
Newmarket, Ont.,

are the most perfect  
on the market.

Write for prices to  
**BOECKH BROS. & COMPANY**  
Toronto, Ont.

### 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.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**

505 Board of Trade Bldg., MONTREAL, QUE.  
Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.



## GROCERS SAVE

time, twine, paper bags and loss of weight by handling our **COW BRAND SODA** in packages, instead of keg soda—moreover, he sells his customer a first-class article, and makes a fair profit on it.

A request by postal card will bring you some of our Cow Brand Cook Books, in French or English, as desired.

**JOHN DWIGHT & CO.** - Toronto and Montreal.

## WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,  
DIGESTING EASILY.

The best properties of Choice Winter Wheat are given in this article. Every grocer should keep it. You can recommend it to your customers and the first package will insure their buying it from you regularly.

Manufactured by

### THE EXPRESS ROLLER MILLS

**WM. MACK, Proprietor.**

**CORNWALL, ONT.**

# MONSOON

INDO-CEYLON TEA.

The sort of people you want to attract to your store are the ones who know a good article when they use it.

The only way to do this is to recommend good articles. If this course is persisted in for a year or two you will have the best trade in your line.

You cannot recommend a tea which will please as well as Monsoon.

**THE MONSOON TEA CO.**

Toronto and Montreal.

# MONSOON

INDO-CEYLON TEA.



SOAP

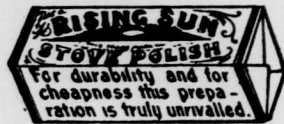


Gloriola Soap, per gross ..... 12 00  
Straw Hat Polish, per gross ..... 10 20

STOVE POLISH.



No. 4-3 dozen in case, per gross .. 4 80  
6-3 dozen in case " " " " 8 40



Rising Sun, 6-oz. cakes, 1/2 gross bis. \$ 8 50  
Rising Sun, 3-oz. cakes, gross bis ..... 4 50

Sun Paste, 10c. size, 1/4 gross boxes... 10 00  
Sun Paste, 5c. size, 1/4 gross boxes.... 5 00



STARCH.

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  
Silver Gloss, 6-lb. tin canisters... 0 07  
Edwards' Silver Gloss, 1-lb. pkg. 0 07  
Kegs 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—  
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

KINGSFORD'S OSWEGO STARCH.



(40-lb. boxes, 1-lb. pkgs., 0 08  
SILVER GLOSS (6-lb. boxes, sliding covers 0 08 1/2  
(12-lb. boxes each crate)  
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. 07 1/2  
CORN STARCH. packages.....

ONTARIO } 38-lb. to 45-lb. boxes,  
STARCH } 6 bundles ..... 0 06  
STARCH IN } Silver Gloss..... 0 07 1/2  
BARRELS } Pure ..... 0 06 1/2



TEAS.

SALADA CEYLON.

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



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c..... 0 19  
" " 1/2-lb., " " " " " 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " 40c..... 0 28  
Red Label " 50c..... 0 35  
Orange Label, retail at 60c..... 0 42  
Gold Label, " 80c..... 0 55

CROWN BRAND.

Wholesale Retail  
Red Label, 1-lb. and 1/2's..... 0 35 0 50  
Blue Label, 1-lb. and 1/2's..... 0 38 0 40  
Green Label, 1-lb. .... 0 19 0 25  
Green Label, 1/2's..... 0 20 0 25  
Japan, 1's..... 0 19 0 25



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



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 60

TOBACCOS.

EMPIRE TOBACCO CO.

Smoking—Empire, 3's, 4's and 9's.... 0 36  
Royal Oak, 2 x 3, Solace, 8s..... 0 52  
Something Good, 7s..... 0 53  
Louise, 2 x 3, 14s..... 0 54  
Chewing Currency 13 1/2 oz. bars, 9s... 0 39  
Patriot, 2 x 6, Navy 5s..... 0 41  
Old Fox, Narrow 12s..... 0 44  
Free Trade, 8s..... 0 44  
Snowshoe, 10 1/2 oz. bars, 8s..... 0 44  
Snowshoe, pound bars, 6s..... 0 44

WOODENWARE.

THE E. B. EDDY CO. per doz

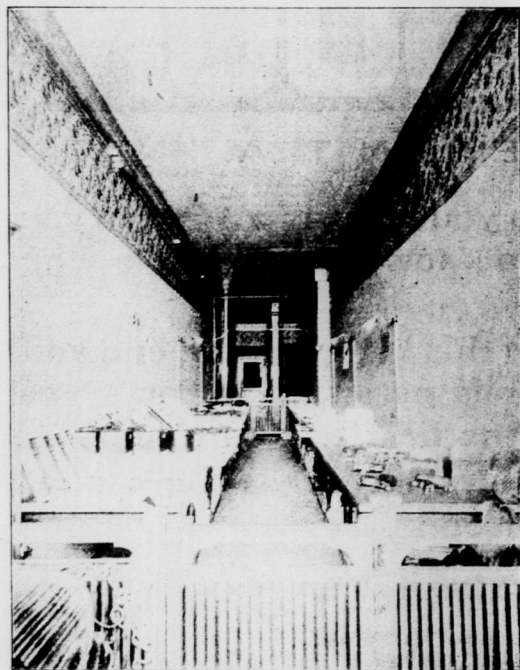
Washboards, X..... 1 70  
" XX..... 1 90  
" Waverly..... 2 10  
" Planet..... 2 00  
" Special Globe... 2 10  
" Solid Back Globe 2 20  
" Electric Duplex... 3 00

Matches— 5-Case Single Case

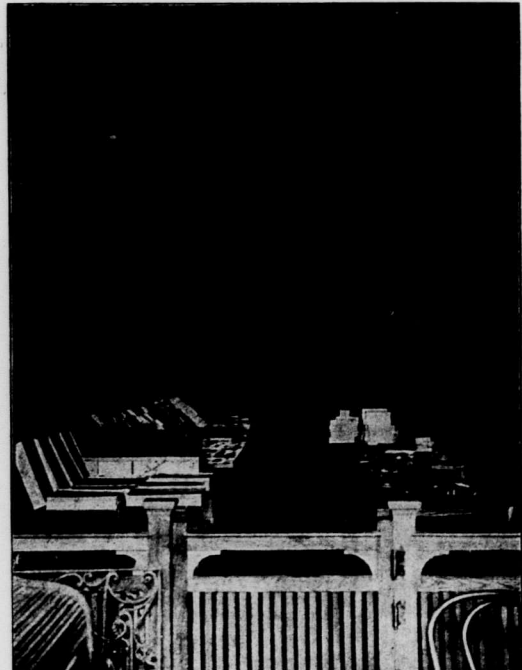
Lot. Case  
Telegraph ..... \$3 70 \$3 90  
Telephone ..... 3 55 3 75  
Tiger ..... 3 45 3 65  
Telephone (1/2 gross)..... 3 70 3 90  
Empire, (slide box)..... 2 50 2 60  
Safety, Capital..... 3 00 3 10  
Parlor, Eagle, 200 s..... 1 50 1 60  
" " 100 s..... 1 70 1 80  
" Victoria..... 2 75 2 85  
" Little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

BOECKH BROS. & COMPANY. Per doz

Washboards, Leader Globe ..... 1 65  
" Improved Globe..... 1 70  
" Standard Globe ..... 1 80  
" Solid Back Globe ..... 1 90  
" Jubilee (perforated).... 2 45  
" Crown..... 1 50  
F. o. b. Toronto.  
Matches, Kodak, per case (10 gross in case)..... 3 50



Luxfer Prisms successfully lighting a store 100 feet long.



Ordinary glass made the store unrentable without artificial light.

A visit to our test rooms will furnish ample proof that these contrast pictures underestimate rather than exaggerate the lighting results of Luxfer Prisms. Write for our blank form and obtain an estimate of cost.

Specified by Architects.  
Approved by Owners.  
Appreciated by Tenants.

Form Your Own Opinion.


THE LUXFER PRISM CO., Limited  
98-100 KING STREET WEST, TORONTO



...the most...  
 ...all over...  
 ...will be sent on re-

**THE JAPAN RICES**  
 ...  
**THEY ARE THE BEST BRANDS**  
 ...  
 MONTREAL

**Refrigerators**  
 BUY  
**EUREKA**  
 IT IS THE BEST



**WHY?**  
 1st. Because it is built on scientific principles.  
 2nd. Because it is easy on the eye.  
 3rd. Because the system of circulation of air is perfect.  
 4th. Because it is well built.  
 For the information can be obtained in catalogue which is free.

Address:  
**Eureka Refrigerator Co.**  
 21 Noble St., Toronto

**THE JAPAN RICES**  
 ...  
**THEY ARE THE BEST BRANDS**  
 ...  
 MONTREAL

The Eureka refrigerators make...  
 ...making it...



# EASTER.

We have an assortment of Easter Novelties that are just the thing for **Quick Sellers** at this time of the year. Assortments are arranged after a careful study of the wants of the people, and to enable the dealer to sell out clean. **New ideas, New Designs, New Prices.** Write for particulars.

**Gowans, Kent  
& Co.**

**TORONTO and  
WINNIPEG...**

IT IS NATURAL

that you should wish to  
**INCREASE YOUR BUSINESS.**

ONE WAY TO DO IT IS BY SELLING

**WETHEY'S  
Condensed Mince Meat.**

**IT**

brings new customers to your store and helps along the sale of your other goods.

Your wholesaler will fill your order for you.

**J. H. WETHEY**

Sole Manufacturer **St. Catharines, Ont.**

# Crosse & Blackwell, Limited

PICKLES, SAUCES, MALT VINEGAR

JAMS and CONDIMENTS

KIPPERED HERRINGS <sup>in</sup> Tomato or Shrimp Sauce.

**C. E. COLSON & SON,**

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices throughout the civilized world.

Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

### THE BRADSTREET COMPANY

Toronto Office: Cor. Melinda and Jordan Sts.  
Hamilton Office: No. 39 James Street South.  
London Office: No. 365 Richmond Street.

Winnipeg Office: No. 398 Main Street.  
Vancouver Office: Cor. Hastings and Hamilton Sts.  
Victoria Office: Board of Trade Building.

THOS. C. IRVING, Gen.-Mgr., Western Canada, Toronto, Ont.

**OAKEY'S**

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street  
MONTREAL**

C  
Br

"GEM"  
"WIR"  
"SNC"  
"COF"  
"HEA"  
"LA"  
"BAI"  
"TR"

Wood  
Lar

W  
H  
I  
S  
K  
Y

MO

Pric  
Qua  
Awr  
Fir

C  
F

C.