

**PAGES  
MISSING**

PUBLISHED  
EVERY  
FRIDAY

CIRCULATES  
IN EVERY  
PROVINCE

THE  
**CANADIAN GROCER**  
AND  
GENERAL  
STOREKEEPER

**COLMAN'S  
MUSTARD**



**BEST ON EARTH**

**PEEK, FREAN & CO.**

NOW MANUFACTURE

**Over 25 Varieties of Wafers.**

PLAIN, SWEET, SAVOURY.

Among those recently added are:

**CHERRY WAFERS**

IN SEVERAL  
FLAVORINGS



**FLORENCE WAFERS**

**VENICE WAFERS**

**CHAS. GYDE, Sole Representative, MONTREAL.**

**Corn  
Brooms**

**BROOMS**

**B  
R  
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M  
S**

- "GEM"
- "WIRE"
- "SNOW"
- "OORKER"
- "HEARTH"
- "LA BELLE"
- "BARBERS"
- "TRAVELLER"

Wood, Bone, Nickel, Silver  
and Plush Handles.  
Large Variety. Low Prices.

- "Rose"
- "Pansy"
- "Thistle"
- "Maple Leaf"
- "Shamrock"
- "Daisy"
- "Tulip"
- and
- "Good Luck"

...  
Always reliable  
and as repre-  
sented.

**STANDARD BRANDS**

**WHISKS**

**H  
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The H. A. Nelson &  
Sons Co., Limited  
59 to 63 St. Peter Street  
**MONTREAL**

Toronto Sample Room:  
56 and 58 Front St. West

**Corn  
Whisks**



**Tomato  
Chutney**

is made of large, fully ripe  
tomatoes, cooked fresh from the  
vines.

Sold by

Canadian Agents:

H. P. Eckardt & Co., Toronto.  
Hudon, 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.**

# SIT DOWN MR. GROCER

and figure this carefully.—Suppose you sell a lady a bill of groceries amounting to, say, \$6.53, out of which you are making \$2.09 profit—73c. of which profit is **extra** because you have induced her to buy some goods which are not **the best** but which give you 73c. more profit than the best goods would have done. You're running an awful risk—she may not be satisfied with anything but **the best**, and in that case she won't come back, and you will have lost a good customer—all for the extra 73c. profit.

**The best goods pay you a good living profit** and please and satisfy your customers. The best class of customers will have the best goods. Think this over and consider if it pays you to keep anything but **the best**.

**LAZENBY'S**



**PICKLES.  
SOUP SQUARES.  
TABLE JELLIES.**

**Thistle Brand**



**DIGBY  
CHICKENS.**

One of the most tooth-  
some lunch dishes you  
can have. Your custom-  
ers will like them.

UNITED  
ALKALI CO'S.

**BI CARBONATE**



**OF SODA.**

You can always recom-  
mend this with every con-  
fidence. It will please  
the most particular—it's  
the best.

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

**THEY ARE THE BEST.**

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

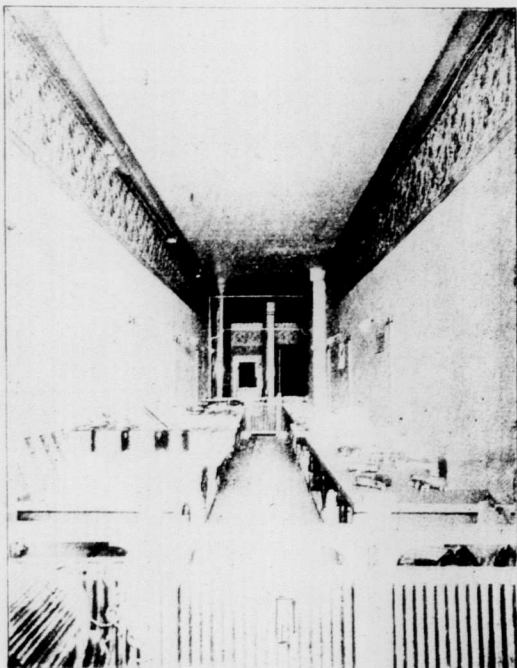
# The Cost to You

of Molina Rolled Wheat, as compared with the cost that the makers of Cereal Breakfast Foods put up in fancy packages ask you to pay, should induce *you* to give "Molina" a trial.

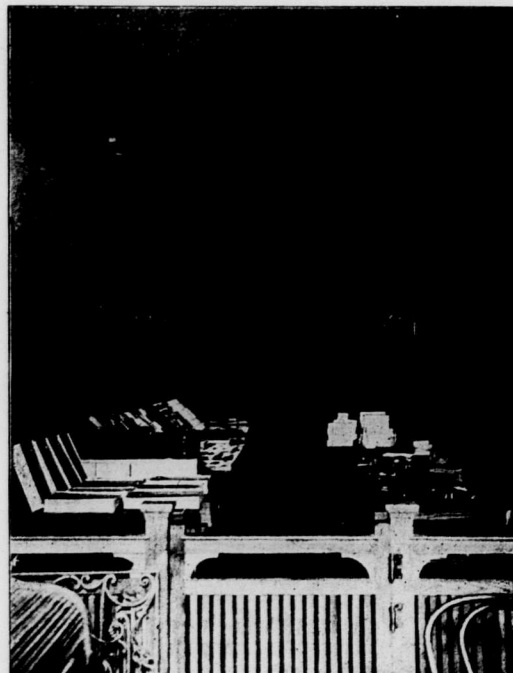
The natural sweetness and rich, delicate flavor of "Molina" will induce *your customers to keep on buying it*. The advertising matter that we furnish with every order will help to boom your sales. If profit is the life of trade, the cost to you of "Molina" will surely bring us an order for it.

## Molina Rolled Wheat.

The Tillson Co'y, Limited,  
Tilsonburg, Ont.



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

*There are  
Two Sides*

to every question and I would like to have a chance to convince you that the dealer who offers you a line of cigars that he claims will show you a bigger profit than an assortment of mine, **does not tell you my side of it.**

Every grocer wishes to increase his Cigar trade rather than to make one big profit from a customer and then lose him. If you will drop me a line I would thank you for the chance to present "my side" of the Cigar question. Will you do it?

**J. BRUCE PAYNE, Mfr.,**  
Granby, Que.

Does your  
bookkeeping  
ever bother you ?

**THE STANDARD ACCOUNT SYSTEM**

with the always balanced Mechanical Ledger will help you out of your difficulties. It never fails to please customers. The accounts are always balanced, and can be seen at all times.

It saves the purchasing of new ledgers.  
It shows where one ought to collect.  
It does away with three-fourths of book work.

Amount of outstanding accounts can easily be ascertained.

Drop us a line for particulars, prices, etc., and you'll hear from us by return.

**The Beverly McDonald Co.**  
PICTON.

**A GUARANTEE**



**OF QUALITY.**

MADE IN CANADA

**PURE MARMALADE.**

The careful grocer will not want to offer his customer anything but first class marmalade. Selling impure and third rate foods always comes back on the grocer. Your trade will grow if you sell

**"STERLING" BRAND MARMALADES.**

Our marmalades are done up in one-pound jars and seven-pound pails. Always give satisfaction.

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

124-128 Richmond St. West, TORONTO.

**SELL THE VERY BEST**



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

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



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

## NATURAL LEAF

. . Uncoloured . .

CEYLON *and* INDIA

# Green Tea

Similar in flavour to Japan, only infinitely more delicious, and decidedly more economical in use.

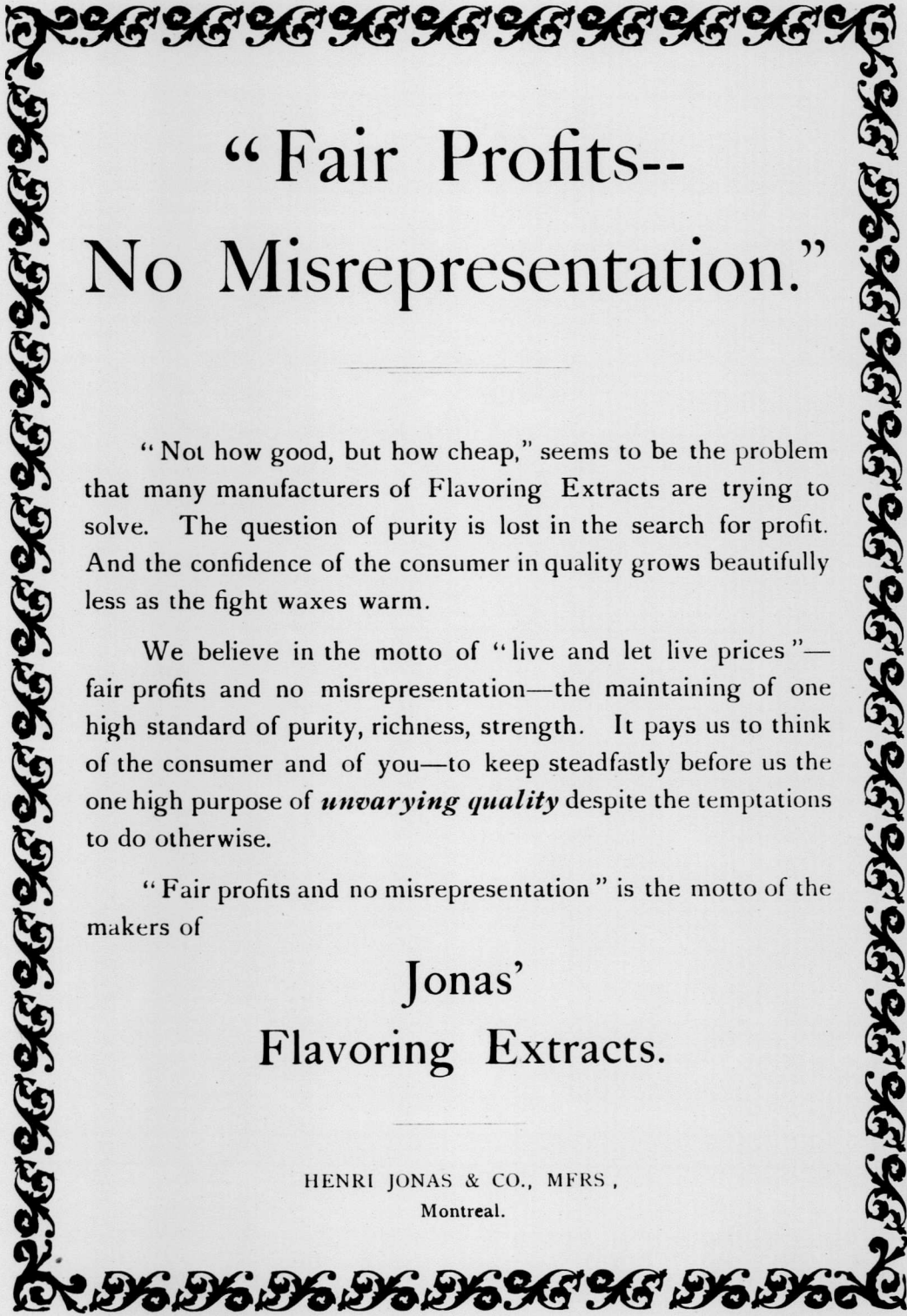
Watch the revolution in Japan Tea trade that is sure to ensue!

---

The success the

## SALADA TEA CO.

has had with these Green Teas proves their unmatchable quality.



“Fair Profits--  
No Misrepresentation.”

“Not how good, but how cheap,” seems to be the problem that many manufacturers of Flavoring Extracts are trying to solve. The question of purity is lost in the search for profit. And the confidence of the consumer in quality grows beautifully less as the fight waxes warm.

We believe in the motto of “live and let live prices”—fair profits and no misrepresentation—the maintaining of one high standard of purity, richness, strength. It pays us to think of the consumer and of you—to keep steadfastly before us the one high purpose of *unvarying quality* despite the temptations to do otherwise.

“Fair profits and no misrepresentation” is the motto of the makers of

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, 2 1/2 lb. boxes. Write for illustrated catalogue.

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

**YOUNG & SMYLIE**

Established 1845. BROOKLYN, N.Y.

# DOLLARS

are made  
by

selling . . . .

**Paterson's  
Sauce.**



**Rose & Laflamme**

Agents

MONTREAL.

# Batty & Co.

ESTABLISHED 1824

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.

**THIS JOURNAL** is the only one of its kind in Canada circulating extensively among Grocers and Island, New **PROVINCE** Prince Edward. In using **THE GROCE**

PUBLISHED EVERY FRIDAY

# CANADIAN GROCER

AND GENERAL STOREKEEPER

# CANADIAN GROCER

AND GENERAL STOREKEEPER

CIRCULATES IN EVERY PROVINCE

VOL. XIV.

TORONTO AND MONTREAL, MARCH 2, 1900.

NO. 9

## EMPLOYERS SHOULD KNOW HOW CLERKS SPEND THEIR EVENINGS.

BY RICHARD MALCOLM STRONG.

"HELLO, Courtwright, sit down by me here and give an account of yourself. Business picking up with you as it is with everybody else? Seems a little more like living, doesn't it, to have the sales promising expenses once more?"

Chance had thrown the two merchants together on their ride down town.

"Yes, that's comforting, but I'm having my life bothered out of me with this everlasting question of clerks. The whole pack of them are nuisances. They quarrel and fight among themselves like so many cats and dogs, but the minute one of them clashes with the office they hang together like swarming bees, and you can't touch one of 'em without the whole swarm's settling down on you and stinging you to death. I don't hear of you having any such rumpuses with your clerks—how do you manage it?"

"I don't manage. It seems to take care of itself. Brinsmade seems to know how—that's how I happen to have him. We had some trouble for a while. When we put the matter into Brinsmade's hands, I said to him that I had two ideas that I thought lay at the bottom of the whole thing, and he might take his own way of carrying them out: I wouldn't have any clerks in the house who were not first-class salespeople, to begin with, and, after that, I wanted him to keep track of them closely enough to know how they spent their spare time after closing-up time. The women are better than the men, but it's a trying time for

everybody in the office and out of it between supper time and midnight, and I told Brinsmade that if he couldn't manage that part of the day with the clerks under him, I hadn't any use for him. As I said, he knows how, and that's all there is to it."

"You don't pretend to tell me that you keep tab on that army of clerks so that you know where every one of 'em is, night and day?"

"Brinsmade does, or we wouldn't have him."

"That knocks me. It looks plausible enough after you get the thing started, but I should think there would be no end of kicking. I've a case on hand that worries me a good deal. The fellow is the son of an old schoolmate of mine, and he has come out here to build up his health a little and see something of the country. For a time things went on all right, but lately he seems to be developing more of the Old Harry than anybody would give him credit for. I hate to send him home, but I can't have him in the store if he doesn't brace up. I'm feeling under great obligations to his father in a good many ways, and what in thunder to do with the boy, I don't know."

"How long has he been with you?"

"Six months, I should guess."

"Where does he live?"

"How should I know?"

"What's the trouble with him?"

"Oh, I guess it's just that sort of general loosening up which always comes to a boy when he gets away from the puritan training. The pendulum has to swing back,

and when the hand of home lets go the law of gravity takes it at the first swing and sends it to a point equally distant on the other side of the centre."

"Has the young fellow reached that point yet?"

"I don't think he has; if he had I'd drop him."

"Then, why don't you stop him before he goes any farther, if he's worth stopping? Is he?"

"Why, yes. The fellow has good blood in him; but I don't feel as if I want to be responsible for every man, woman and child in the establishment."

"You may not want to be, but, as I look at it, the success of the business depends upon it, to say nothing about the moral obligation."

"Well now, what would you do if the clerk were in your employ to-day?"

"I've an idea I should take him home to dinner to start with. I believe I should find some good excuse for not having done it before, and let him infer that I'd liked him all along. There must be any number of things about the fellow's family that you are interested to know, and when you get him down into your den after dinner testing your best cigars you can find out where he's living and what he's doing with his spare time. I guess you don't even know what church he goes to, and I guess you haven't made any effort to see whether he's got into the social life that would find favor with the folks at home. If his father and you were schoolmates, from the way you speak of him I should judge your social positions are about the same. In that case, it wouldn't be a bad idea to engineer his way among the people of your own set. All he wants

**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.

or needs is a start, and you are to blame if you haven't given it to him already. What kind of a looking chap is he?"

"Handsome as a picture. Dresses well and talks well. I wouldn't be ashamed of him anywhere. He's all well enough; but I don't like the idea of playing old hen to a brood of young roosters just beginning to crow. Good morning."

For all that, when John Rogers left the car and entered the store, he found it convenient to go past the counter where young Kaiser was at work. The face was too pale and the eyes too dull to tell a pleasing story, and, in spite of himself, he could not help feeling that somehow he was responsible for both. His "Good morning, Carl," was full of hearty cheer; but the boy's evident surprise at being spoken to did not give comfort to his employer. If his boy had gone into Jerry Kaiser's store as Carl had come into his, and Jerry had shown as little interest as he had shown towards Carl, would he, John Rogers, be satisfied? Would he, now, would he? was the question that kept sounding in his ears whatever he tried to do, until he wished Kaiser and Courtwright, with his paragon, Brinsmade, had never been heard of.

Behind it all Courtwright's "responsible" idea troubled him. If it was practicable in one instance it could be made so in another, and as a mere matter of business it would pay to carry it through. Then an idea struck him—why couldn't Kaiser be made into a Brinsmade? He didn't believe the young fellow could be at heart bad. He knew of his ancestors for four generations; there wasn't a scamp among them, and if Carl had gone to the dogs since he had been out here, why he, John Rogers, was to blame for it.

He pushed the pile of unopened letters from him and went into the store. He went straight to Carl Kaiser's counter.

"When did you hear from home, Carl?"

"Yesterday."

"How are they all?"

"Very well, sir, thank you."

"Read the letter over once or twice and go home to dinner with me this evening—I want to hear about them. Can you do it?"

"Yes, sir; I have no engagement for this evening."

"I am glad of it. The team comes down at 5.30 o'clock, and I'll tell Kinney to let you off."

"Thank you."

A few minutes later, the phone announced to Mrs. Rogers that she was to have a fine dinner and be in her best bib and tucker to entertain the son of an old schoolmate of his from his old home in the East, young Kaiser. There was a possibility of his taking a responsible place in the store, and she was to help find out if the young man was all right. She'd better look the paper over and see what was going on at the opera house; if there was a good play, get some tickets and they'd all go.

When John Rogers called for his clerk, at 5.30 o'clock, he hardly knew him. "Costly thy habit as thy purse can buy" was the rule young Kaiser had strictly and conscientiously followed. Heaven had taught him how to wear his clothes after he had bought them, and the employer was altogether pleased with his dinner guest. The dinner was a success, and the young lady whom Mrs. Rogers had invited as an offset to the old-folks element, otherwise predominating, added to the pleasure of the occasion.

After dinner the programme laid down for the den was faithfully carried out. The best cigars were made the most of, and before they were finished enough of Kaiser's night life had been laid bare to show that he hadn't been a bad fellow after all. He liked good cigars and he liked the theatre. The only objection to the last was that it kept one awake too much. It made him hollow-eyed and good for nothing the next

day, but what could a fellow do between supper and bedtime in a city like that—unless he got into something worse?—and that he told his mother he wouldn't do, and he hadn't broken his promise yet.

He rose to go; but Rogers wouldn't listen to such a thing. "Sit down—he wanted to tell him something." Then came the condition of things at Courtwright & Graham's and what Brinsmade was doing for the firm. There wasn't any reason why Rogers & Rice couldn't do the same. How would it do for him, Kaiser, to tackle that problem and solve it for them?

He did. It is solved to-day; and there isn't a more prosperous firm in the West than Rogers & Rice. There isn't a house anywhere freer from "kicks" on the part of its employes, and none where the firm are more thoroughly liked by them; and those same employes are not backward in saying that the good times began when Carl Kaiser was promoted to his present position. Carl Kaiser himself says that all he had to do was to employ only first-class clerks, to begin with, and give them to understand that the house did really care whether they lived or died, and would hold them responsible for what they did between supertime and bedtime.—Michigan Tradesman.

#### LINES TO A LOBSTER.

I took you from your cool retreat,  
In hours of thoughtless glee,  
I grilled you, and I watched your feet  
Dancing in agony.  
I saw your dark complexion change  
Unto a fiery red,  
And laughed while hastening to arrange  
The feast where you were spread.  
I heard you sizzling in your grave,  
Yet did not feel to blame;  
I saw you struggle to be saved,  
And felt no flush of shame.  
But time its retribution brings,  
Though foolish pride may boast,  
Into my dreams the season flings  
Your superheated ghost.

—Pearson's Weekly.

The "Recipe Books" given with

**"ROYAL SALAD"**

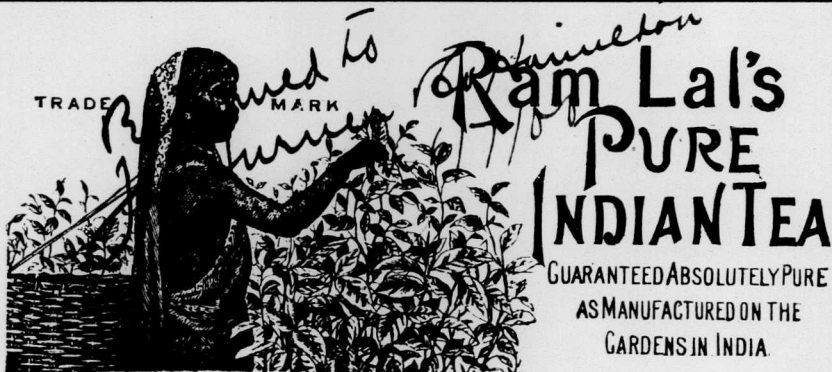
dressing shows you there are no more delicious and inexpensive ones than CHICKEN and LOBSTER. The pretty "shaker top" CROWN CELERY SALT and PEPPER SALT put up by the same Company

ARE FOR SALE BY

**LUCAS, STEELE & BRISTOL,**

WHOLESALE  
GROCCERS

**Hamilton.**



**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**

**BAKING POWDER**

"Is Pure Powder"

Equal to the best American at half the price.

A quick seller. A trade-winner and good profit.

AGENCIES—  
Montreal  
Toronto

Winnipeg  
Vancouver

**T. B. Escott & Co., London, Ont.**

# TEAS

Japans, Young Hysons, Indians and Ceylons.

(Quality the best.) PRICES RIGHT.

## THOS. KINNEAR & CO.

Wholesale Grocers.

49 Front Street East, TORONTO.

### MEETING EMERGENCIES.

**T**HE man who is prepared to meet the emergencies of each day and each hour as they come has a business equipment beyond all price, says The Chameleon.

To himself it is priceless because it frees him from embarrassing predicaments, from worry and insomnia; to his employer because it insures prompt action and good management.

The ability to master a situation and act promptly and wisely is within every man's reach. It is a faculty that can be acquired—not one that is due to some fortunate accident of birth.

It comes with training. Constant and fearless grappling with difficulties gives us strength in it. A thorough knowledge of our work, all its intricacies and unusual phases, is necessary to it. Confidence in ourselves is at the foundation of it. The willingness to face a dilemma, to meet a turning-point half way, is the first step into it.

Some men dodge every perplexity that comes near them. They hide behind the nearest excuse when a crisis arises. If they are overtaken, with no chance to get out of the way, they stand helpless and at their

wit's end what to do. If you want to study the microbe of failure, you'll find it fully developed in such men.

To be a little beforehand with one's judgment, to anticipate an emergency, proves always the most successful course. It is a thousand times better to cross your bridges before you reach them than to be like the peasant Horace tells about who waited for the river to flow past him, because there was no bridge in sight.

A captain in Napoleon's army won promotion and his commander's favor through a clever drill manoeuvre based on this principle of prompt action in emergencies. It was his wont in drilling to get the company into some intricate formation and then call suddenly upon one of his under officers to get them out. It required of them not only a thorough knowledge of their tactics, but a cool head and quick judgment.

It made such soldiers of them as the world needs in all its battles, and such soldiers as we all can be if we study our tactics and stand ready to be called out at any moment.

### BAYLE'S TRAVELER TO VISIT CANADA.

Another United States manufacturing firm has decided to send a traveling salesman

into Canada. The firm is that of Geo. A. Bayle, maker of high-grade food products, such as deviled cheese, pork sausage seasoning, etc. Bayle's products have a large sale in the United States. The firm's traveler will visit the principal business centres in Canada, beginning about the middle of March.

### CANADIAN PRODUCE FOR THE BRITISH ARMY.

Professor Robertson, Canadian Dairy Inspector, who has been looking after the shipments of Canadian supplies from St. John, N.B., for use by the Imperial troops in South Africa, computes the total purchases in Canada by the War Office at \$750,000. The supplies, so far, include 12,000 tons of hay, 600 tons of flour, 120,000 tins of jam, and seven carloads of corned beef. This has put up the price of hay \$2 a ton. The hay has been purchased in the Eastern Provinces, the corned beef in Montreal and Toronto, the flour in Western Ontario, and the jam in Hamilton.

The War Office, cabling to Hon. Sidney Fisher, has expressed great satisfaction at the quality of the Canadian hay, and Professor Robertson believes that hereafter both the British army and navy will be extensive customers of Canada.



The jar on the left is like the jar on the right—we guarantee them both.

**You take no risk.**

Your experience with Imperial Cheese has taught you this, and you will find it just the same with our Roquefort Cheese.



# Fish for Lenten Trade

## FRESH WATER HERRING

Kits 45 lb. Kegs 90 lb. Net.

F.O.B. SARNIA.

## SALMON TROUT; WHITEFISH

Half-Barrels 100 lb. Net.

F.O.B. MIDLAND.

Every Package Guaranteed No. 1 Fall Caught. PRICES RIGHT.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS,  
MANUFACTURERS, IMPORTERS OF TEAS.

**TORONTO.**

### 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.

**J**OHN J. FEE has a large stock of evaporated apples on hand, which he is selling at close prices.

Ruby prunes may be had from H. P. Eckardt & Co.

T. Kinnear & Co. have to hand a shipment of seed tapioca.

C. P. Co. lard may be procured from Lucas, Steele & Bristol.

Canned finnan haddie is being sold at a low price by H. P. Eckardt & Co.

Ralston's "Health Club" cocoa is in stock with The Eby, Blain Co., Limited.

The Dawson Commission Co., Limited, received a car of extra fancy navels and a car of choice Valencias this week.

A great number of fine lines in Indian teas are being offered by W. H. Gillard & Co.

Some choice Ceylon tea dust is expected in store with Lucas, Steele & Bristol in a few days.

A carload of "Bella" brand New Orleans molasses is to hand with T. Kinnear & Co.

Another car of grape nuts and postum cereal has been received by The Eby, Blain Co., Limited.

Hobson's choice toilet soap, fine value and quality, four dozen in a box, is on hand with W. H. Gillard & Co.

Lucas, Steele & Bristol still have a few half-bbls. and kits No. 1 mackerel; also, half-bbls. and kits sea salmon.

Labrador and split herrings, in barrels and half-barrels, are now in stock with W. H. Gillard & Co.; quality first-class.

Lanhoff's flakes—beans, peas and rice—are the latest novelty, and are having an immense sale. The Eby, Blain Co., Limited, are distributors for this market.

The Eby, Blain Co., Limited, are prepared for a big Lenten fish trade with a full stock of No. 1 Labrador and Shore herring,

green and dry codfish, pure cod and boneless fish; also fresh-water herring, salmon trout and whitefish at points of shipment.

Lucas, Steele & Bristol are receiving new lots "Royal" salad dressing, both sizes; also the Horton celery salt and celery pepper shaker tips.

The Eby, Blain Co., Limited, are commencing to book orders for spring delivery of Williams Bros. & Charbonneau's sweet and sour pickles, sauces, French and horse-radish mustard.

Perkins, Ince & Co. have to hand a direct shipment of Ceylon tea, ex ss. Maria, from Colombo to New York. They are also in receipt of a direct shipment of Indian tea.

The A. F. MacLaren Imperial Cheese Co., Limited, are receiving a great number of orders for their new potted Roquefort cheese. The company warrant every jar that they put up, and any grocer who wishes to be up-to-date should have no hesitation in sending on orders, as he takes no risk in doing so.

### THE DELIVERY OF BROOMS.

The H. A. Nelson & Sons Co., Limited, have asked THE CANADIAN GROCER to print the following:

"To our many customers who have orders placed with us, and who are awaiting delivery, we wish to state that we are doing our best to get them out, but notwithstanding the higher prices prevailing, the demands on us have been so heavy that we have been unable to keep abreast of our orders. We are making strenuous efforts to catch up, and hope in the near future to be able to fill all orders as received. In the meantime we are compelled to ask a little indulgence at the hands of our many friends, assuring them that their orders are having our best attention and will be despatched at the earliest possible date."

The annual re-union of the Pure Gold people will be held at McConkey's parlors, Toronto, on Friday evening, March 9.

### TORONTO CITY TRAVELERS MEET.

At the regular meeting of the Toronto City Travelers' Association, held on Friday evening, February 23, there was a good attendance, as several interesting discussions were expected.

M. A. Muldrew opened a discussion in favor of making a grant to the National Patriotic Fund, which resulted in a notice of motion to give \$25 to the fund.

Chas. Collins spoke on "The Benefits of Early Closing." Discussion brought out the fact that the travelers are in entire sympathy with the early closing movement which was brought to a favorable issue last week. A resolution was carried to the effect that the travelers would encourage early closing in every way.

The following officers were installed for 1900:

President—Chas. Collins, with G. F. & J. Galt ("Blue Ribbon" tea).

Vice-President—M. A. Muldrew, with H. P. Eckardt & Co.

2nd Vice-President—W. A. Anderson, with The Wilson, Lytle, Badgerow Co., Limited.

Secretary—Jerry Burns.

Chaplain—W. A. Mitchell, with F. W. Humphrey.

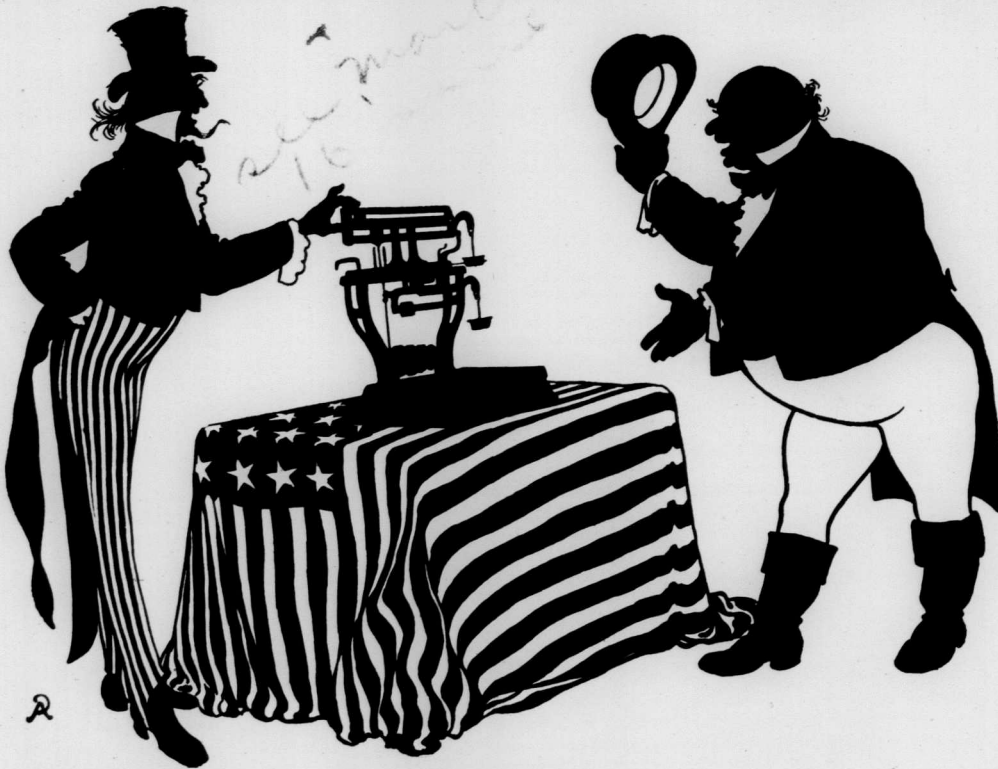
Treasurer—W. Mortimer, with The Christie, Brown Co., Limited.

Guard—T. Holman, with The Christie, Brown Co., Limited.

"How is business," Mr. Larkin, of the "Salada" Tea Co. was asked? "Well," he answered, "our business during the first seven weeks of this year increased 52,604 lb. over the same seven weeks of last year. This increase, amounting to over 7,500 lb. per week, was all in 'Salada.' Our blending business also greatly increased."

M. Goda, of Japan, is visiting fish exporters of Vancouver and Victoria, with a view of increasing the fish trade between the Coast cities and Japan. He states that if the British Columbian fishermen can make the prices right they will find an unlimited market in Japan.

## AN ANGLO-AMERICAN ALLIANCE! . . . .



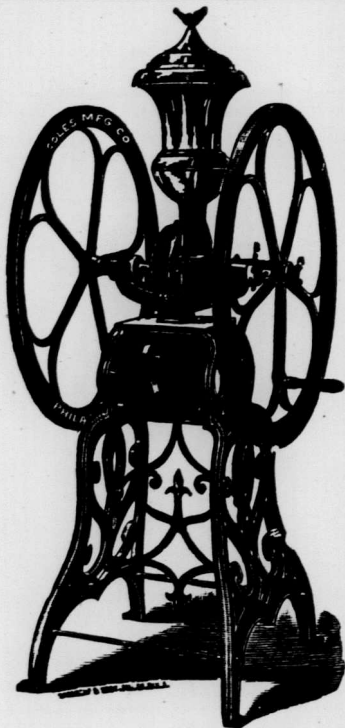
Uncle Sam is giving John Bull a lesson in economy. We can give our cousins lots of pointers and they are not slow to adopt them either, even the deliberate conservative Englishman has adopted "The Money-Weight System." He knows a money maker when he sees it. Must we carry you clear across the ocean for an object lesson? Don't you see the point, don't you realize your position? Drop us a card. 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.



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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.

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### 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.**

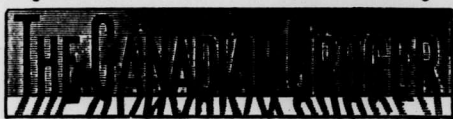
**Rowntree's**  
 ELECT COCOA

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

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PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

**PROSPERITY AND ECONOMY.**

**I**N a season of prosperity like the present, there is a great tendency on the part of merchants to be slightly less careful about the expenses of the business than is the case when the volume of trade is so light that such economy becomes almost a matter of necessity.

But the tendency is one that should be restrained. Good years are not so common but that the most should be made out of those that do come.

The merchant who, after 20 or 30 years in business, can retire with a fortune, or even a competence, will readily inform one that his savings were not made regularly. Some years he made much; some years, little or nothing. It will be found, as a rule, that such men have taken advantage of the good years to thoroughly establish their business, or to make some addition to the capacities, which should mean increased returns in the years to come.

Though the good years bring the tendency to carelessness in store expenses, and ex-

travagance in personal expenditure, they should be made the years when, by the usual, if not more than the usual, economy, both at home and at the store, that the cash reserve shall be placed at a figure to enable them to take advantage of all discounts offered by jobbers or manufacturers, and to be prepared for the season of depression which is bound to follow, sooner or later, the season of prosperity.

Civility is as capital to a man; incivility gives it wings.

**A FIRM FRUIT MARKET.**

The closing months of the winter season find the green fruit market in the condition it has shown throughout the entire season—a condition of general firmness.

Bananas are higher in proportion than any of the other staple fruits. The United Fruit Despatch Co., Limited, of the United States, which has, within the last two years, secured control of the banana output of the principal producing islands of the West Indies, has, by keeping the supply less than the demand, so regulated prices that jobbers here have had to pay for carlots 50 to 60c. per bunch more this year than was charged them last year.

This has limited the consumption of bananas considerably, and has tended to increase the sale of other fruits.

Consequently, though the offerings of oranges have been larger than usual, prices have been well maintained at 25 to 50c. per box higher than a year ago.

Lemons have, during the past couple of weeks, gradually gathered strength in New York, on account of a brisk demand from all sections dependent on that market. Prices here have gone up 25c. in the week, and are now firm at about the same range as ruled at this time last year.

A man with the prefix "Dr." before his name recently stated that he had seen servant girls arrested in Boston for being drunk and disorderly who had never tasted alcohol, but had constantly chewed tea. Most people will probably rather believe that the doctor had been drinking alcohol constantly than give credence to his absurd statement.

**SUGAR DECLINES 5c.**

**A**LL the Canadian refineries, on Tuesday, marked down the price of refined sugar 5c. per 100 lb. The decline applied to all kinds. The basis on granulated in Montreal is now \$4.45, and on yellows, \$3.65 to \$4.30, with Acadian granulated \$4.40.

The decline was the outcome of a cut in the price by the New York refineries of the same amount, and the continued decline in the raw article abroad.

Up to Tuesday, however, the rather violent fluctuation in the latter caused no concern to our refiners, but when beet fell  $\frac{3}{4}$ d. on Monday, and the New Yorkers cut their prices, our refiners, true to their policy of keeping under them, made the cut above mentioned.

The weakness in raw sugar has been almost solely on the distant beet option, for February contracts have ruled steady, while cane sugar, both in New York and London, has been extremely firm in tone. The easiness in the later beet futures was chiefly due to the fact that Licht had increased his estimate of the European beet crop 55,000 tons, and values fell off between Thursday and Tuesday over 3d. on the March option.

**A FIRM CURRANT MARKET.**

A cable received in Toronto this week states that the market in Patras for currants is strong with an upward tendency.

It is now generally allowed that last year's currant crop in Greece, owing to the extreme drought, is much less than it was six months ago estimated to be. Hancock & Wood, Patras, state that the quantity available for export of the crop of 1899 will be 126,000 tons, or 6,000 tons less than their August estimate.

On account of the strong statistical position, it is the opinion in Greece that the exportation of currants to the European continent will not be as large as last year, as the currants which are shipped there are principally used for industrial purposes, and high prices naturally check the demand.

The total quantity of currants exported from Greece, up to the end of January, was 91,300 tons, against 102,078 tons during the corresponding period of 1898. Canada took 1,780 tons, against 1,665 tons.



## INCONSISTENCY AMONG BUSINESS MEN.

**I**NCONSISTENCY is not confined to politicians. It crops up occasionally in business circles.

Business men will meet in associations, guilds and boards of trade, and devise ways and means of remedying trade evils and improving business methods, and then a member here and there will return to his place of business and puzzle his brain to injure the member who, perhaps, sat at his elbow at the particular trade organization to which he belongs.

This is no suppositious situation. It is a fact, and THE CANADIAN GROCER could adduce proofs if it were necessary.

There is nothing unusual about competition. On the contrary, it is moral, for in its essence it conduces to better and brighter business methods. Business begins to rust and decay if it has no competition. It must be pushed to be kept in good condition.

But competition can be made, in the hands of unprincipled men, to breed evil just as a hen can be made to hatch ducks. And competition is working evil when one merchant, by underhand and deceitful methods tries either to deprive a competitor of a customer or of the right to buy a certain line of goods because it is both salable and profitable.

Yet a merchant here and there is doing this very thing. Perhaps it would not be out of place to cite one instance by way of illustration.

The representative of a foreign house not long since waited upon a certain firm. The line of goods was considered desirable, and an order was given. Then the member of the firm who placed the order suggested that his house be given the exclusive right to handle the goods in question. He was told that this could not be done, as another firm in the same city had been for some time buying the goods, and at that very moment had them in stock. But the merchant still persisted in urging that he be given the exclusive right to sell the goods. Not being satisfied with the negative answer of the representative, he then wrote his principals, tried to belittle the other house and inflate the importance of his own. But even that did not succeed.

One thing, however, it did succeed in

doing, and that was, expose the trickery of the offending firm, for a copy of the letter was sent by the foreign house in question to the firm which it was the desire of the party of the first part to deprive of the right to handle the line of goods in question.

And yet, the members of the two firms sit at the same table in a certain trade organization, which has for its object the mutual benefit of its members.

You embrace me at the meeting, but you stab on the street.

### CAUSES OF FAILURES IN 1899.

**W**E have received from Mr. T. C. Irving, the Canadian manager for Bradstreet's, an instructive statement of the number and causes of failures in Canada and Newfoundland during the past four years. This covers an interesting period. From 1896 to 1899 the commerce of Canada has been steadily improving, until now—1900—it has reached what may fairly be called high water mark.

Briefly summarized, Bradstreet's review of the situation amounts to this: the number of failures have been:

1896.	1897.	1898.	1899.
2,204	1,925	1,470	1,306

In the same time the liabilities have dropped from \$16,000,000 to \$11,000,000.

The causes of failure in 1899 are in the following "order of merit": 1. Lack of capital; 2. Incompetence; 3. Specific conditions; 4. Fraud; 5. Inexperience; 6. Neglect; 7. Competition; 8. Unwise credits; 9. Extravagance, failures of others and speculation.

There is food for reflection here. It seems that 74 per cent. of the failures are caused by lack of capital. It is a great mistake for our young men to go into business for themselves without the necessary supply of money. The chances are dead against them. If they fail they call it "overcompetition." In point of fact, they never had a fair chance from the first. Conditions were against them. A young man who has saved \$300 or \$400, is well thought of by the people who sell to his employer, possesses energy, health and the polite manner which brings trade, often thinks of setting up for himself. He should not be in too much of a hurry to embark on

his own hook. Let him go on saving. If he does not like this advice, let him consider the above figures—three quarters of the failures in Canada during 1899 caused by insufficient capital.

### EXTREME PRICES ON MOLASSES.

**T**HE cable brought some rather sensational news to importers of Barbadoes molasses at Montreal last Thursday. It was to the effect that the season had opened on February 16, with the price quoted at 19 $\frac{3}{4}$ c. f.o.b. including packages, which figure is equal to 32c. laid down Montreal ship's side.

This price is from 3 to 4c. per gallon higher than the basis at which the staple opened at last year, but it is hardly a fair criterion on which to base calculations for the ensuing season.

The transactions in question, while they indicate the possibility of a strong market this year, were for first movings, which always command a premium. The general expectation, therefore, is that, by the time the market is in full operation on new-crop stock, prices will see a considerable reaction from the level named.

So far, Montreal importers have done little or nothing for spring delivery, though, naturally, the cabling of these high prices has led to rather freer inquiries on their behalf.

### COMMODITY RATES ONCE MORE IN FORCE.

Shortly after the close of navigation last fall, both the big Canadian railway corporations abolished their commodity schedules of freight.

These schedules provided for a lower rate of freight on certain lines of heavy goods, and their abolition caused a lot of dissatisfaction among the Canadian business community.

Since that time all kinds of merchandise, whether heavy or light, have been taxed by the railway companies upon a uniform scale.

It is now learned, however, that, after March 1, the commodity rates of freight in vogue previous to the close of navigation will once more be applied to certain well-known classes of heavy merchandise by the railway companies, and will hold good until the spring schedules are brought out on April 1, necessitated by the competition of water transportation.

## REFINED SUGARS HAVE NOW NO FIXED PRICE.

THE New York Journal of Commerce, of Wednesday last, contained the following interesting article in regard to the sugar situation in the United States:

An entirely new condition has developed in the refined sugar situation within the last few weeks. This, in brief, is the unofficial, but none the less complete and effective abandonment of a fixed price. It is true that certain list prices are a matter of daily record at the offices of all refiners, and that these are the figures at which small wholesale quantities will be sold. But prices for large quantities are to-day quite as much a matter of barter as in any other department of merchandise.

Two of the rival refiners—Doscher and the Arbuckles—sell at a net price. The older refiners—the American and the Mollenhauer—sell at gross figures, from which discounts are allowed according to the desirability of the buyer's order. And the whole matter of sugar distribution is in such unfavorable shape as to leave, as a rule, any profit entirely with the retailer.

The current condition, according to one of the best practical authorities in the distribution of sugar, is that the refiners are buying raw sugar and are selling it without profit to wholesalers, who, in turn, sell it without profit, and frequently at a loss, to retailers. The retailer is, it is stated, selling, as a general thing, at a good profit, and is just now the beneficiary of a most demoralized jobbing situation, and is, furthermore, independent of the wholesaler in that he can purchase his supplies direct from at least one refiner at the same figures as from his wholesaler.

This is a situation that the wholesaler has been endeavoring to remedy, but without success, and the opinion seems now quite general in sugar circles that no remedy can be found until some working agreement is reached among the rival refiners. No such agreement is at the moment in sight, though there is reliable authority for the statement that the Trust managers are not as bitterly and as unconditionally opposed to a harmonious arrangement as they were a few months ago. On the other hand the conditions are not so favorable from the Trust's standpoint for harmony among refiners as they were, for instance, a year ago. At that time, to all outward appearances, at least, the Trust people had had the better of the coffee war, and had forced prices of package coffees down without great loss, if any, to themselves, for the reason that they had not stocked up with green coffees to as great an extent as their rivals, the Arbuckles, and were thus able to take advantage of the continuous decline in the green coffee market.

During the last few months the coffee market has, however, materially advanced—partly as a result of the fears of the bubonic plague in Brazil interfering with supplies—and the Arbuckles are not now occupying the relatively unfavorable position, in reference to their green coffee supplies, that they occupied during the early part of the sugar war.

## SUGAR AND COFFEE INTERWOVEN.

The sugar situation, therefore, becomes very closely interwoven with the coffee situation—at any rate, if the desire for harmony on the part of the Sugar Trust people should continue. It is understood from interests who have had close relations with the Arbuckles, that they believe the consumption of Brazil coffees is approaching more closely the volume of production than for some years. The Sugar Trust interests, on the other hand, are understood to take the opposite view; the view that the recent rise in the coffee market is abnormal, and that it has been created by outside influences, such, for instance, as the detention of six cargoes on account of the supposed presence in Santos of the bubonic plague. As, however, the Brazilian ports were officially declared free from the plague 30 days ago, it is argued that a reaction from the advanced prices is justified; and it is further argued that the recent heavy deliveries of coffee, which have been regarded as indicative of increased consumption, have, in fact, been the stocking up, chiefly by retailers, influenced by the constantly advancing market. It is understood that the sugar people argue that there could not have been such a large increase in the consumption of coffee without a corresponding increase in the consumption of sugar, and that there has by no means been a corresponding increase—in fact, there has virtually been no increase at all—in the consumption of sugar. It would seem, therefore, that the question of future harmony among the sugar refiners were largely contingent upon the future of the coffee market.

## NO HOPE FOR THE FACTOR PLAN.

Until some concerted action is possible among the refiners it is regarded as useless to expect any material improvement in the conditions affecting the wholesale distribution of sugar, either by means of the factor plan or otherwise. Mr. Post, of B. H. Howell, Son & Co., agents of the Mollenhauer refineries, was questioned regarding the particulars of the factor plan by a representative of this journal. He said: "The grocers in connection with the refiners should restore and enforce the factor plan that worked so satisfactorily for so many years until the new opposition came into

market. To do this it needs a high sense of honor on the part of grocers, as well as hearty cooperation from every member of the Wholesale Grocers' Association. We believe that the profit of  $\frac{1}{8}$  to 3-16c. that they used to secure for distributing sugar to the retailers is small enough, and is as small as any retailer should expect the jobber to furnish his capital and facilities for distributing, especially in the small quantities that the retailers require."

"Is it possible to restore the factor plan?" the reporter asked.

"I think it ought to be possible to do so, but as I have already said, it would need the very hearty cooperation of the wholesale grocers and of refiners—not of one refiner nor two refiners, but of all refiners. One refiner, in my opinion, could demoralize the whole plan; and, of course, the grocer realizes that one or two dishonest grocers in any one locality can also demoralize the plan. I am not in favor of combinations that exact a large profit for handling any commodity, nor am I in favor of such competition which makes it possible that no profit shall be secured from an article, especially when that article enters so largely into consumption as sugar."

"But will the refiners get together on this matter?"

"There is apparently no way that the refiners can get together, although, without the help of the refiners, the factor plan is impossible. There has never, to my knowledge, been any agreement among any refiners as to prices at which sugar should be sold. Had there been I would be apt to have known of it."

## SELLING SUGARS AT COST.

"Is there a profit or loss in selling refined sugars at current quotations?"

"There is certainly no profit in buying raw sugars at current quotations, say 4.44c., and selling refined at 4.90 to 5c., according to destination, as we are now doing. There is, at these figures, a gross difference of 51 points, or about  $\frac{1}{2}$ c. per lb. It should be recalled that barrels and cooerage are very scarce, and have recently increased in value. The percentage of loss in refining is estimated at 4 per cent. We think that there is a very small profit in refining if a difference of  $\frac{1}{8}$ c. exists between the raw and the refined article, but with any lesser difference there is a loss."

## INCREASED COST OF TRANSPORTATION.

It is of interest in connection with the refined sugar situation to note that the recent reclassification of sugar by the trunk line railroads is equivalent to an increase of at least \$1,000,000 per year in the transportation of sugar from the Atlantic refineries to the interior. This estimate was compiled for a representative of this journal yesterday by an absolute authority on the subject. The lake and rail rate, Chicago basis, this year is 5c. higher under the new than the old classification. This means, of course, an increase of \$1,000,000 in the gross earnings of the transportation companies.

**"TEA" LEAVES** Good enough to make a lasting and favorable impression upon the tastes of all, and to keep you in mind, that remembrance means, "Money for you," and it also means, "Money for us."

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If you have not tried the "BOSS"  
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## CANADA'S CANNED FISH

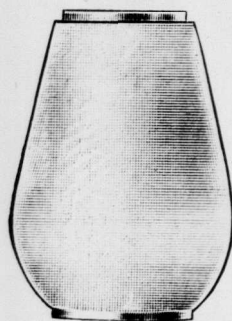
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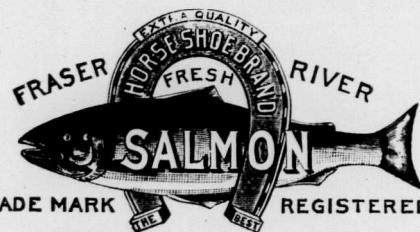
**THE SYDENHAM GLASS CO.,**  
of WALLACEBURG, Limited.

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Have you any? We buy it.

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Is packed ONLY from the finest

Fraser River Sockeye Salmon.

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was appointed, by special warrant,

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BY AUTHORITY

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ROYAL, ETC.

# 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.

March 1, 1900.

### GROCERIES.

THE principal feature of the wholesale grocery trade during the past week was a decline of 5c. per cwt. in the price of refined sugars of all kinds, in sympathy with the weaker outside markets. The general wholesale trade is still decidedly quiet, although it is just a question whether it is more so than is usual at this time of the year. Although the canned goods trade is still quiet, there has been a slight improvement in the demand during the past week, while prices are steady and unchanged. The wholesale trade is still experiencing a good demand for coffees at unchanged prices, although the outside markets are a little easier. The demand for sugar is poor. A fair business is being done in syrups and molasses, and the same may be said of rice and tapioca. Brokers report a little demand from the wholesale trade for tea, but the volume of business is still decidedly light. The tea market remains firm as to price. Currants are advised by cable from Patras to be firm, with an upward tendency. In other lines of dried fruits, the market is quiet and uninteresting, as a rule.

### CANNED GOODS.

While the canned goods market still rules quiet, a slight improvement has taken place in the demand. There has been more call for strawberries, raspberries, peaches and plums. A little demand is also to be noticed for tomatoes, and the rather steadier feeling referred to last week has been maintained. Prices, however, rule unchanged at 90 to 95c. per doz. The demand for corn is likewise slightly better than it was, the ruling price is \$1.05 to \$1.10, and, although a house here and there has some corn which it sells as low as \$1, there are other houses which a week or two ago had some brands for which they were willing to take that figure which have now nothing under \$1.05. No improvement is reported in the demand for peas, and prices are unchanged at from 75c. upwards.

There are a few beans going out at from 85 to 90c. In this line of goods stocks are light. Although the Lenten season is upon us it has yet had no material effect upon the demand for canned fish. A scarcity of canned finnan haddie still exists, and, although prices still rule at \$1, there is talk of an advance on that figure.

### COFFEES.

The market for green Rio coffees is rather easier in sympathy with the European market, which is cabled lower. On the local market the demand is still fairly good, and last week's advance in prices is being maintained at 9½ to 12½c. per lb. for green Rio. In consequence of the easier feeling in the outside markets the local importers are rather disposed to withhold making further purchases at the moment.

### SUGARS.

Owing to a weaker market for raw sugars and the cutting in refined sugars in the United States, the Canadian refiners on

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

Tuesday reduced their prices on the refined article 5c. per 100 lb. all around. The guild price for granulated sugar at Toronto is now \$4.58 for Montreal refined and \$4.53 for Acadia. Independent wholesalers are still quoting below the fixed price, viz., \$4.55 for Canadian granulated and \$4.50 for United States granulated, while for United States yellows the quotation is \$3.60 for dark up to \$3.75 for brighter goods. Canadian yellows sell at from \$3.76 upwards. The American sugar refinery opened up its factories in New York and Philadelphia last week, and the meltings increased to 28,000 tons, against 20,000 tons the previous week. "The demand," says Willett & Gray's Weekly Sugar Trade Journal, "however, for several reasons is much below the production, and the competition for business is again producing its usual consequences. The Arbuckle & McCahan refineries are cutting prices for trade at various points, and the New Orleans refineries have made another cut of 5c. per 100 lb. during the week."

### SYRUPS AND MOLASSES.

Trade is fairly good in syrups, but more particularly in the corn description. The

demand for molasses keeps fair and the market is firm with an upward tendency.

### NUTS.

According to quotations received in Toronto on Monday, prices on Valencia shelled almonds are up about 5s. per cwt., compared with the figures received a month ago.

### RICE AND TAPIOCA.

Rice is going out fairly well at steady and unchanged prices. Further shipments of tapioca are to hand this week, but prices remain unchanged at 4¼ to 5c. At these figures the market is decidedly firm, in sympathy with the conditions outside.

### TEAS.

The improvement in the tone of the market for Indian and Ceylon teas in London, Eng., appears to have been maintained, and, although locally business is small, there has been a little more doing in spot teas. There has been a little inquiry for the finer grade teas, but most of the business done is, of course, in low grades and mediums. Both the Japan and China tea markets continue dull and neglected. The wholesale trade still experiences a small business in teas of all descriptions.

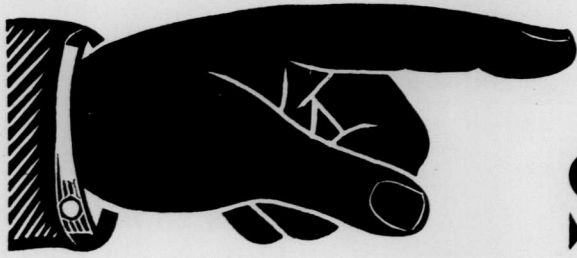
### FOREIGN DRIED FRUITS.

CURRANTS—A cable was received at Toronto on Monday, from Patras, stating that the market there for currants was strong, with an upward tendency. We hear of a few orders being placed for importation during the week, but business on this account is quiet. The demand on retail account is also quiet with prices firm and unchanged.

VALENCIA RAISINS—There is no change in the situation, only an odd box or so is going out, and prices are firm and unchanged.

PRUNES—Local representatives of Californian shipping houses have secured several orders during the past week, and a good many of the buyers have included "Ruby" prunes in their order. Local wholesalers are still experiencing a fairly good demand for prunes.

CALIFORNIAN EVAPORATED FRUITS—There has been a fairly good trade doing during the past week in Californian dried fruits for importation. In dried peaches in bags, various lots have been taken by the trade as quickly as offered. Apricots are rather high for the trade, but in this line also buyers have taken advantage of being able to get small quantities forward with their other goods, and have thus placed orders,



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Proves Conclusively That

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IS THE BEST SOAP ON THE MARKET.

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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.

The tendency of prices on both these lines is upwards.

#### GREEN FRUITS.

Though retailers have been doing an excellent trade, the cold weather has interfered with deliveries from jobbers, who are, in consequence, looking for a brisk business toward the end of the week if the weather moderates. Some exceedingly choice navel oranges have been received on this market during the past week or so, and the arrival of fancy Valencias is noted this week. The receipt of these has eased the market here somewhat, and a decline of 25 to 50c. is noted in 714's. Lemons have been selling well this winter, not only locally but in Canada and the United States generally. This has strengthened the market in New York, and the local market has stiffened in consequence, Messinas now being 25c. dearer. Bananas keep high in price, but in good demand, when the price is considered. Winter apples are selling well locally, but exporters still find the British market a poor one for business. There is a fair movement of cranberries, but the jobbing trade in Almeria grapes is practically over for the season.

#### COUNTRY PRODUCE.

EGGS—Though the cold weather has limited receipts they are heavier than last week, and a decline of ½ to 1c. per dozen is noted, the ruling quotation being 16½ to 17½c. Held eggs are unchanged, but easy, at 13 to 14c., and pickled are steady at 14 to 15c.

POTATOES—The market keeps steady. Some cars have been sold here within a range of 37 to 41c. per bag. Lots out of store are selling well at 45 to 55c.

BEANS—The demand keeps brisk, notwithstanding the high range of values. We quote \$1.65 to \$1.75 for hand picked, and \$1.45 to \$1.55 for prime.

DRIED AND EVAPORATED APPLES—The market is still weak at ¼c. lower prices than last week. The top figure asked for evaporated apples is 7¼c., and some sales have been made at 7c. Dried keep quiet at 5½ to 5¾c.

POULTRY—The market maintains a general firmness with no change in prices. Fresh-killed, bright turkeys are worth 11½ to 12½c. per lb., and frozen stock 8 to 10c. Ducks are readily purchased at 60 to 80c. per pair, and chickens at 50 to 75c.

HONEY—The market keeps easy. Buckwheat strained is ½ to 1c. lower. Otherwise there is no change. Clover comb is steady at \$1.50 to \$2.25. Strained is unchanged at 9 to 9½c. for clover, and 5½ to 6c. for buckwheat.

VEGETABLES—Onions are now quoted 10 to 15c. per bunch, a decline of 5c. Parsley is offered at 15 to 20c. There is a good demand. We quote: Rhubarb, \$1 per doz. bunches; green onions, 10 to 15c. per doz.; parsley, 15 to 20c.; radishes, 40 to 50c. per doz. bunches; spinach, 40 to 50c. per bush.; lettuce, 30 to 50c. per doz.; cabbage, 60 to 75c. per doz.; red cabbage, 40 to 50c. per doz.; cauliflowers, 60 to 75c. per doz.; celery, 75 to 90c. per doz.; onions, 40 to 50c. per bush.; green beans, 30 to 45c. per basket; squash, \$2 per doz.; vegetable marrow, 40 to 50c. per doz.

#### BUTTER AND CHEESE.

BUTTER—The strength that has characterized the market during the past week is well maintained. Dairy large rolls are ½c.

dearer. Otherwise, there is no alteration in prices. The demand for all grades is excellent. We quote: Dairy, large rolls, 21 to 22c.; prints, 22 to 23c.; tubs, 21 to 22c.; creamery, tubs and boxes, 23c.; prints and squares, 24c.

CHEESE—The market is still strengthening. Most dealers say that 13c. is the lowest figure that should be accepted, but some sales have been made at 12½c.

#### FISH AND OYSTERS.

The feature of the market is the scarcity of oysters, which has been caused by the cold weather interfering with the fishing and, at the same time, increasing the demand. Pure cod, boneless fish, etc., are quiet, with a decline of ½c. throughout. The price of frozen fish is unchanged. 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, 4½ to 5c.; quail-on-toast, 4½ to 5c.; pure cod, 6½c.; 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—No change is reported at outside points where 65c. is maintained in both red and white wheat. The street market has lost the amount of last week's advance, and prices are again back to 70½ to 71c. Barley is 2c. dearer. Peas are easier. We

## 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 7½c. 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

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

## Toronto Salt Works

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

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## 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.

CONSIGN US YOUR

**BUTTER,  
EGGS,  
Maple Syrup,  
ETC.,**

and get good prices and prompt returns.

**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.

quote the street market as follows : Wheat, white and red, 70½ to 71c.; goose, 70c.; peas, 60c.; oats, 30 to 31c.; barley, 45 to 46c.; rye, 53 to 54c. No. 1 hard Manitoba wheat is firm at 78c.

FLOUR — Business continues active. 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 — Trade is rather quiet. Prices are unchanged, but manufacturers of rolled oats and oatmeal prophesy an advance. 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.

### HIDES, SKINS AND WOOL.

HIDES—Few deliveries are being made, and what is offered is readily absorbed. Prices are ¼ to ½c. lower throughout. We quote : Cowhides, No. 1, 9c.; No. 2, 8c.; No. 3, 7c. Steer hides are worth ½c. more. Cured hides are quoted at 9½c.

SKINS—An excellent demand is noted, but there is not a great business doing. Sheep and lambskins are 10c. dearer. 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 \$1.25.

WOOL—The market is still quiet. Prices are unaltered. We quote : Combing fleece and clothing wool, at 19 to 20c. and unwashed at 12c.

### SEEDS.

The market throughout is in much the same condition as a week ago. Red clover is steady at \$5.25 to \$5.85, the top figure only being paid for fancy qualities. Alsike is quiet but unchanged at \$4.50 to \$6.50. Much inferior timothy is still offering, but first class stock is sought. 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.

All hides have declined ¼ to ½c. this week.

Currants are cabled strong with an upward tendency.

Refined sugars of all kinds are 5c. per 100 lb. lower.

Evaporated apples are quoted at 7 to 7½c., a decline of ¼c.

Dairy large roll butter is ½c. dearer, the range now being 21 to 22c.

Valencia oranges, 714's, are 25 to 50c. lower, the quotation is now \$5.25 to \$5.50. Messina lemons are quoted \$2.25 to \$2.50, an advance of 25c.

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

## E. T. STURDEE

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B. Etc., Etc.  
Wholesale trade only.

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  
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**FLEISCHMANN'S  
VEGETABLE  
COMPRESSED YEAST  
HAS NO EQUAL.**

**SHIP YOUR NEW-  
LAID  
EGGS TO  
JOHN J. FEE**

62 Front St. East

Phone 8129. TORONTO.

Correspondence Invited. Consignments  
Solicited. Prompt Returns.

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The

**DAWSON** Commission  
Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets, TORONTO

## QUEBEC MARKETS.

MONTREAL, March 1, 1900.

## GROCERIES.

THE grocery market generally contributes a seasonable degree of activity, and the week has not been without interesting features. Notable in this respect have been the cables quoting high opening prices on Barbadoes molasses at the Islands, prices which, by the way, are expected to show reaction later. The fluctuation in raw sugar has at last affected the prices of Canadian refined, which are 5c. down, and syrups show no change. Canned vegetables continue to reflect exceeding strength, and dried fruits generally are steady.

## SUGAR.

The fluctuation in the raw article outside did not affect the local market for the refined article until Tuesday, when prices declined 5c. Demand has been limited with a moderate business doing at \$4.45 for granulated, and \$3.65 to \$4.30 for yellows, as to quality at the refinery. Cables to-day from London noted further easiness in beet, with a decline of  $\frac{3}{8}$ d. in the distant position, which was quoted at 9s.  $9\frac{1}{4}$ d., while February was unchanged at 9s. 9d. Business, however, was reported as being very light. Cane was cabled firm and unchanged, with Java quoted at 12s. and fair refining at 11s. In New York, raw is reported quiet and steady.

## SYRUPS.

There is nothing new to report in the syrup market. Business is small and prices unchanged at  $1\frac{1}{2}$  to 2c. per lb., as to quality, at the factory.

## MOLASSES.

Cables state that the molasses market has opened at  $19\frac{3}{4}$ c. f.o.b., which is equal to 32c. laid down here. The chief local business has been in Antigua stock, which sold at firm prices. We quote: Barbadoes in round lots, 40c.; one or two puncheons, 43c.; Porto Rico, 40 to 41c., and Antigua,  $32\frac{1}{2}$  to 33c.

## CANNED GOODS.

Canned beans have continued in good demand this week, and several orders are as yet unexecuted, but will probably be closed by the time this goes to press. Nothing is obtainable under 85c., and some bids of this figure have been refused. Peas are in fair demand at 85 to 90c. per dozen. Tomatoes have been quiet at  $87\frac{1}{2}$  to 90c. per dozen. There continues to be a steady demand for corn at \$1.05 to \$1.10 per dozen, and one-gallon apples move fairly well at \$2.10 to \$2.15.

## DRIED FRUITS.

This market has not furnished any striking feature during the past week. Valencia

raisins are firm and prices are as follows: 7 to  $7\frac{1}{4}$ c. for off-stalk; 8 to  $8\frac{1}{2}$ c. for fine, and selected and layers,  $\frac{1}{2}$ c. advance on these prices.

There is no change in loose Malaga muscatel raisins which we quote:  $7\frac{1}{2}$ c. for 3-lb., and  $6\frac{3}{4}$  to 7c. for 2-lb. fruit.

Currants are unchanged, and stocks reported from abroad are somewhat smaller than these for the same time last year. We quote:  $4\frac{1}{2}$ c. for bbls.;  $4\frac{5}{8}$ c. for half-bbls.;  $4\frac{3}{4}$ c. for half-cases, and  $4\frac{7}{8}$ c. for quarter-cases.

Prunes are firm and unchanged. Prices range from 6 to 10c. per lb., as to size. Bosnia prunes are steady at 6c. per lb.

Dates are steady at  $5\frac{1}{4}$  to  $5\frac{3}{4}$ c., and figs in sacks,  $4\frac{1}{2}$  to 5c., as to quality.

A little more business has been done in evaporated apples, and prices rule steady, at 7 to  $7\frac{1}{2}$ c. for choice, and at  $6\frac{1}{2}$  to  $6\frac{3}{4}$ c. for common.

## NUTS.

Prices generally are firmly held under extremely light stocks. We quote: Grenoble walnuts, 14 to 15c.; Marbots, 12 to  $12\frac{1}{2}$ c.; shelled walnuts, 19 to 20c., and shelled almonds, 26 to 28c.

## RICE.

With continued strength abroad the firm tendency of this market is fully maintained on the basis of \$3.30 to \$3.40 for standard B.

## SPICES.

There has been a fair inquiry this week for spices, and, naturally, prices have been firm in sympathy with the foreign markets. We quote: Nutmegs, 35 to 60c. per lb., as to size; mace, 45 to 50c. per lb., as to quality, and pimento,  $8\frac{3}{4}$ c.

## COFFEES.

There have been some sales of Maracaibo to arrive at  $11\frac{1}{2}$  to 12c., while Santos have sold at  $9\frac{1}{2}$ c. We quote: Maracaibo,  $9\frac{1}{2}$  to 14c.; Mocha,  $17\frac{1}{2}$  to 20c.; Rio, 8 to 14c., and Mexicans,  $10\frac{1}{2}$  to 15c.

## TEAS.

Outside of a fair distributing movement in tea, there has been but little to report in this market. Some orders for first crop pickings of Japan have been received. While finest goods of this kind of tea are scarce, the stock of medium and good medium is ample, and offers are made at prices ranging from  $11\frac{1}{2}$  to 14c. as to grade. In green teas, there is some inquiry for Imperials, which sell at from  $12\frac{1}{2}$  to 14c., while pea leaf gunpowders, which are very scarce, are held at 15 to  $16\frac{1}{2}$ c. Black teas are quiet, Ceylons having sold at 14 to 17c. as to quality. Cheap Congous, around 11 and 12c., are wanted, but cannot be had.

## FISH.

There is an active trade doing in fish, but the only change has been in fresh haddock,

which is  $\frac{1}{2}$ c. higher. We quote: No. 1 herring, \$5.25 to \$5.50 per bbl.; \$2.75 per half-bbl.; Labrador salmon, \$13 per bbl.; B.C. salmon, \$13; No. 1 mackerel, \$16 to \$16.50; No. 1 green cod, \$4.75; No. 2 green cod, \$3.75; No. 1 green haddock, \$3.75 to \$4. Dried codfish \$4.75 per 112 lb.; dressed or skinless cod, \$4.25 to \$4.50 and boneless codfish, 5 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,  $3\frac{1}{2}$  to 4c.; steak cod, 4c.; white fish  $7\frac{1}{2}$ c.; dore and pickerel, 6c.; pike,  $4\frac{1}{2}$ c.; 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.

Prices are steady on green fruits and business fair for the season. We quote: Apples, \$3 to \$3.50 for No. 1, and \$2 to \$2.25 for No. 2. Almeria grapes at \$7.75 to \$9 per keg. Oranges, 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, \$2 to \$2.75 per box. Cranberries, \$8 to \$10 per bbl.

## COUNTRY PRODUCE.

EGGS—The supply on spot of fresh stock was ample to fill all requirements, as considerable arrived by express on Saturday. The demand to-day was good, but, in spite of the colder weather, values show no improvement for such. We quote: New laid, 18 to 20c.; Montreal limed, 14 to 15c.; western limed, 13 to 14c., and held fresh, 12 to 14c. per doz.

BEANS—The demand for beans is limited, and the market continues quiet but firm. Choice hand-picked pea beans are held at \$1.80 to \$1.85, and choice primes at \$1.70 to \$1.75.

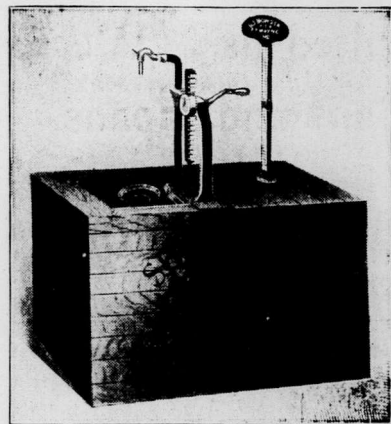
MAPLE PRODUCT—Business in maple product was slow, but, now that the Lenten season is near at hand the demand will likely improve. Choice syrup is quoted at 55 to 65c. per wine measure, and large tins, 80 to 90c. Pure sugar,  $10\frac{1}{2}$  to 11c.; common, 8 to 10c. per lb.

HONEY—There was no change in honey to note. White clover, in comb, is quoted at 13 to 14c.; white extracted, in large tins, 9c.; in small tins,  $9\frac{1}{2}$  to 10c., and buckwheat extracted, 7 to 8c.

POTATOES—A fair trade in a jobbing way was done in potatoes, and prices rule about steady. We quote: Carlots on track,  $42\frac{1}{2}$  to 45c. per bag, and small quantities at 5 to 10c. per bag advance, according to the size of the lot.

ASHES—The tone of the market for ashes is firm, owing to the small receipts. We

## COME, LET US REASON TOGETHER.



First Floor Tank.

Suppose you should discover

### A HOLE IN YOUR CASH DRAWER

through which you were losing pennies daily. Would you take weeks and months to debate in your mind whether you would repair it or not? Hardly. Everything about the place would come to a standstill if necessary, until that leak was stopped. Why? Because it means

### A MONEY LOSS

This being the case, isn't it a trifle odd, knowing as you MUST know, that in handling oil in the old-fashioned way, drawing from leaky barrels or pumping into "sloppy" measures, you are daily and hourly losing money as surely as though there were a hole in your cash drawer, that you procrastinate and debate in your mind whether "it will pay" to stop the leak? It WILL pay, and you can do it by installing in your store a

## BOWSER 3 Measure OIL TANK Self Measuring

Gallons, Half-Gallons and Quarts at a stroke.

NO WASTE, NO LOSS, NO SLOP, NO DIRT,  
NO MEASURES, NO FUNNELS. YOUR OIL  
IS WASTING; ISN'T IT TIME TO STOP IT?

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

### SOMETHING NEW!



# Pratts Poultry Food

Trial Package 10 Cents.

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

This size packed 60 in a case,  
price \$4.50 per case.

**ROBERT GREIG,**

29 Melinda St., TORONTO.

## SOAP "IMPERIAL" AND "SNOW" TWIN CAKES. NOW IN STORE.

**PERKINS, INCE & CO., TORONTO.**

quote: First pots, \$4.70 to \$4.75; seconds, \$4.40 to \$4.45, and pearls, \$5.50 per 100 lb.

**DRESSED HOGS**—Demand was good for small lots, and trade was active with prices firmly held at \$6 to \$6.25 for light, and at \$5.50 to \$5.75 for heavy, per 100 lb.

#### PROVISIONS.

There continues to be steady demand for most lines, and prices rule firm. We quote as follows: Canadian short cut mess pork, \$15 to \$15.50; short cut back, \$14.50, to \$15 and heavy long cut mess, \$14.50 to \$15 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**—Trade in flour to-day was quiet and the market was quiet, with no new feature to note. We quote as follows: Winter patents, \$3.50 to \$3.75; straight rollers, \$3.25 to \$3.35; in bags, \$1.55 to \$1.60; Manitoba patents, \$3.80 to \$4, and strong bakers', \$3.50 to \$3.65.

**GRAIN**—Owing to unfavorable advices

from abroad and downward tendency of the American markets, buyers here show no disposition whatever to operate, and prices for oats on spot were inclined to be easier. On spot they were quoted at 31 to 31¼c.; peas at 71c.; buckwheat at 53½c., ex store. For May delivery, afloat, Ontario spring wheat, 75c.; peas, 73½ to 74c.; rye, 62c.; oats, 33½c.; No. 1 barley, 51c.; No. 2 do., 49c.

**OATMEAL**—Business in rolled oats was slow, and prices were unchanged at \$3.35 to \$3.40 per bbl., and \$1.62½ to \$1.65 per bag.

**FEED**—A fairly active trade was done in feed, and values rule firm. We quote as follows: Manitoba bran, in bags, \$16; shorts, \$17; mouille, \$18 to \$24; Ontario bran in bulk, \$16.50, and shorts, \$18 per ton.

**HAY**—The demand for baled hay on spot was only fair, and the market rules quiet and easy. We quote: No. 1, \$9 to \$10; No. 2, \$8 to \$9, and clover, \$6.50 to \$7 per ton, in carload lots.

#### CHEESE AND BUTTER.

**CHEESE**—The firm tone of the market was naturally strengthened by the news that a steamer was ashore on the coast of Maine with a considerable lot of cheese on board. Here, values were purely nominal, because the holders want extreme prices.

**BUTTER**—With practically no stock here, any price that sellers ask may be quoted, but no creamery is obtainable under 24c., and fine, fresh dairy, if obtainable, would fetch 21½ to 22c.

#### MONTREAL NOTES.

The upward tendency of values on butter and cheese continues.

Barbadoes molasses has opened 3 to 4c. per gallon higher than last year.

The decline in raw sugar abroad has not affected the spot price on refined sugar here as yet. Sugar prices have been marked down 5c. per 100 lb. all around.

The Empire Tobacco Co., Limited, for the convenience of its customers, is remov-



**Buy Tea Now,** Buy tea always, but don't buy TEA until you have consulted us. We have some splendid values in **Ceylons, Indians and Japans.**

Wholesale only. Samples and prices on application.

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

ing its offices to 43 Cote street, Montreal. The number of the office telephone is Main 3663.

**NEW BRUNSWICK MARKETS.**

OFFICE OF THE CANADIAN GROCER,  
ST. JOHN, N.B., March 1, 1900.

**B**USINESS still continues quiet, though better things are expected this month. Merchants complain somewhat that money is scarce, and a good many country dealers want to renew paper. This is not thought to be a serious matter, but results chiefly from the large amount of money that is at this season locked up in lumber. As prices are expected to rule high as season advances good times are expected. In the meantime creditors must be patient. Prices are firm in spices, ginger particularly is moving up. Cloves and pepper are both higher. There is good general demand. In teas, there is a firm market and fair trade. Large shipments in Ceylon and Indian teas are due.

**OIL**—While there is little new to report, business is good. In burning oil, demand is still large at firm figures. Paint oils are beginning to be shipped out on spring contracts. Prices this season are very high and firm. Lubricating oils are held at firm figures, and active sales are reported. There is some little export demand for cod

oil. In candles, though high, there is quite a large sale, though Halifax shows a larger business than St. John. One wonders where they go.

**SALT**—Receipts have been quite large during the past few weeks, and, while there is a fair sale, about half of the Liverpool coarse salt arriving has been put in store. Receipts are still below last season. Prices on the other side are reported rather higher. In factory-filled, demand seems light. There are fair receipts of Canadian salt. 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**—As spring approaches there is increased interest in these lines. In vegetables, corn is still the firm line, but tomatoes are in a strong position, and in both higher prices are expected. The advance in peas is firmly held, but they are not likely to advance in proportion to the others. Gallon apples are firm, and show better sale. Pumpkin is also being more freely sold. In both peaches and straw-

berries stock is light, and dealers will not shade present figures. In blueberries, the past two seasons have shown much better business, and, while dealers bought more freely this year, sale has been quite large, and they are likely to be scarce later. In sardines, local packed are finding increased sale. The effect is being felt on the imported goods. In salmon, even figures rule. Cohoes are largely sold, and, except that they do not run quite even in quality, give general satisfaction. Stocks seem ample. Lobsters are scarce and very high. Prices have largely stopped the demand. There is no likelihood of any change this season. Haddies move freely at even figures. Kipper herring are easy. Clams and scallops are in good demand. In meats, American are quoted high, and are almost out of the market. Canadian, while tending higher, show little change here, trade having bought freely at the lower figures for forward shipment. Tongue is very firm. In soups, trade is largely confined to the concentrated, and shows improved demand. Sales during the winter were larger than usual.

**GREEN FRUITS**—The lines handled are at this season few. Apples are dull here, and show wide range in price, best stock being scarce and high. Some Ontario stock is being offered. Valencia oranges are the backbone of the trade. Quality is good,

**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

CIGARETTES ——— OLD GOLD.

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE,

DERBY

**CALIFORNIA ORANGES**

Messina Lemons, Fruits and Nuts of all kinds. An excellent assortment of only the best grades always on hand and we can supply you at lowest market prices.

Bananas. The fruit is arriving in first class condition. Port Limon stock is exceptionally fine.

Fruit Auction Sales. These auction sales are held every Wednesday and we will be pleased to give you any information required.

**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.

We are producing **Canned Meats**

that are positively unsurpassed in quality and appearance; all that skill, experience and money can do is done to make our products

When Ordering  
it will pay you to  
specify

**Clark's**

Every Tin Guaranteed

**Perfect**

**Just Arrived,** New Dry Cod, Kippered Herring in boxes (5 doz.), Yarmouth Bloaters, Labrador Salmon, Cod Tongues and Sounds, Canned Clams, Canned Mackerel, Green Cod.

**J. & R. McLEA,** 23 COMMON ST.,  
**MONTREAL.**

**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."

and price tending rather firmer. While Californians are low, both in them and Messinas sale is light. There are no Californian lemons seen here, but their effect on the market is felt, prices of Messinas keeping very low. There are fair sales. Little is being done in grapes. Cranberries are about out of the market. Best stock is high. In bananas, the few arriving show improved quality.

**DRIED FRUITS**—There is really nothing new. In raisins, Valencias are ample stock. Loose muscatels, while filling present requirements, are a light stock and tend higher with the spring trade. Malagas have little attention. In seeded, while there is a fair supply, they will be scarce and higher as season advances, as it is going to be difficult to replenish stock. American packers are now offering a smaller package than the 1 lb. carton, holding 12 oz., and sold by the package. In currants, sales are light. Prices keep low. American cleaned are supplying the market. Peels are dull, with stocks light. There will be some demand later. In prunes, prices are firm. Dealers find it difficult to sell the larger sizes at regular figures, but small sizes tend scarce and higher. Some New York goods arriving are of but fair quality. Figs have a fair demand. Dates have a fair sale, and tend higher in price. Onions are rather easier. Dried apples have a fair sale, but quantity moved is not large. Evaporated have been rather dull, but show improved sales at somewhat firmer figures. In peanuts, there is good sale, and prices are firm. In best grades there is an improved tendency.

**PRODUCE**—Eggs are rather easier. The demand is such that free arrivals affect the price quickly. Fresh stock, in cases, bring about 2 to 3c. over the held goods. In butter, the higher price is bringing out more stock, but the supply is still light. Western butter is not coming down, as we are still below that market. Little, if any, creamery is seen. Best stock is quickly picked up at full figures, and almost any quality is in demand. In cheese, this market was seldom as bare, nor is there any throughout the Province. The price is high.

**SUGAR**—Tendency continues firm at slight advance, but the local market has been little affected. Everything points to higher figures. No sugar except some English yellows have now arrived for some time except that from local refinery.

**MOLASSES**—There is rather improved sale. New Orleans is being quite largely sold to supply the trade, but stock held is light. There is still some little Porto Rico held, but, where quality is good, high prices are asked. Market will be bare for new goods,

which are expected to rule higher than usual, particularly Porto Rico.

**FISH**—In pickled herring the market is all but bare, and there is likely to be considerable demand for some time. Price is, however, at about top figure. In dry cod, there are quite free receipts, and no change in price is expected. While pollock are firm, the fall is the season of demand. Boneless fish season is largely over. There have been large sales at full figures, and there is still quite steady demand. Smoked herring show little change. Fresh fish are scarce. Some very fine halibut were received this week, but price is quite high. Finnan haddie are in too light supply to meet the demand. In smelt, season about done, weather against business. Lobsters are very high. 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 \$2.25 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.; halibut, 11c.

**PROVISIONS**—Barreled goods, in both pork and beef, are firmly held, but light business is doing. Lard, while rather firmer, is still offered quite low by some packers. Smoked meats are firm. Local packers of pork have had a very steady sale, and have done an increasing business.

**FLOUR, FEED AND MEAL**—While there is a firmer feeling in flour, prices are still low, and there is little life in the local market. Certain brands have the bulk of the demand. Oatmeal is freely offered, though somewhat firmer. Oats are rather higher, and somewhat scarce. Cornmeal is steady, with a good sale, and also larger supply. Beans do not advance in local market to quite western prices, owing to stock held, but are firm at quite full figures. Sale is rather limited. Barley and split peas show no change; demand is not large. Blue peas are scarce, but this business is small here. Seeds are having some attention. 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, \$1.85 to \$1.90; prime, \$1.75 to \$1.85; 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.

Even more than the regular attention has been given to the above paragraphs, in view

of the coming spring trade. Particularly in canned goods, local conditions have been carefully noted.

Mr. T. R. Titus, formerly of the late firm of White & Titus, but who was latterly with the late J. J. Bostwick, is now with V. S. White & Co.

Grippe has been to the front again and a severe type. Among others, C. E. Macmichael, of C. & E. Macmichael, has been confined to his house during the past week.

Tenders were asked this week for the stock of the late J. J. Bostwick. The quantity of heavy goods, such as beans, molasses, sugar and flour, was quite small.

Twenty-four dollars and fifty cents seems a large price for a single fish, still, James Patterson, one of our wholesale fishermen, paid that for a halibut received by him this week. The fish weighed, before being dressed, upwards of 300 lb.

W. J. Harding, who for years has been chief clerk with W. Frank Hatheway, has been taken into partnership by Mr. Hatheway, the name of the new firm being W. Frank Hatheway & Co. THE GROCER extends its congratulations to Mr. Harding, with whom it has had pleasant relations for many years.

When one remembers the very large demand there must be for cheese box stuff through Canada, one would expect the supply to be ample. Such is not the report of J. Hunter White, the largest importer here, as he expects not only very high prices quoted, but great difficulty in securing stock at any price. His patrons will, however, find he has taken such steps as will protect their interests.

#### THE SOCIAL CEYLON TEA CO.

THE CANADIAN GROCER has been advised that Mr. J. A. Blain was not alone as the purchaser of the estate of The Social Tea Co., there being associated with him Messrs. J. H. Devany and W. J. McCann.

As pointed out in last week's issue, Mr. Blain is a well-known general merchant. Mr. Devany needs no introduction to the grocery trade of Canada, having for many years traveled for some of the leading houses in Toronto. Mr. McCann has for some years conducted a successful retail grocery store on Parliament street, Toronto.

A joint stock company is being formed under the style of The Social Ceylon Tea Co., Limited. The new company began the packing of tea on Wednesday, and travelers will be on the road on and after Monday next.

Although THE CANADIAN GROCER obtained its information on what it deemed reliable authority, it is informed by the company that the price at which the estate was purchased was not 65c. on the dollar, but less.

THE

# Watson, Foster Co.

LIMITED.

Its resources and capacity make its line of Wall Papers a continual surprise even to its friends, and pleasure and profit is the result. . . .

❁ ❁ MONTREAL



## Worth Considering

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 . . .

- |            |                                 |
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| Book No. 1 | Ungrounded Papers and Flats     |
| Nos. 2 & 3 | Flats (cheap)                   |
| No. 4      | Flats and Gilt (cheap)          |
| No. 5      | Plain and Embossed Gilt         |
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| 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.

## MANITOBA MARKETS.

WINNIPEG, February 26, 1900.

SATURDAY witnessed a great stream of people from the city. All week, the city has been thronged, and the hotels have been taxed to their utmost capacity, and far beyond it, to take care of the thousands of people who took advantage of the cheap rates to visit the city either to attend conventions or do shopping. Twelve conventions were held in the city between Monday and Friday, and it says something for the stability of our city that, with so much gas and wind, it was not blown away. Not that the conventions were all wind by any means, but there is always a deal of waste breath at them. The deliberations of the dairy and stock men and the splendid poultry show will bear good fruit in the improvement of our food supplies. All the conventions were well attended; indeed, it was surprising to find that every meeting—morning, noon and night—had its full complement of audience.

All the travelers for the wholesale houses were in the city during the entire bonspiel period, and there have been numerous callers at all the wholesale houses, but very little business has been done. On the other hand, retailers report business very good. The weather was mild; in fact, quite soft all week until Friday, when it changed to 25 below zero.

Business is very fair for the season. Collections continue very slow; in fact, one wholesale merchant was heard to state that he had seldom had so many renewals asked for. There is no doubt about the prosperity of the country generally, but because of the slow movement of wheat money is tight, and then, too, it is thought the war is having some effect, even here.

WHEAT—The market has been remarkably slow all week. Deliveries are practically stopped. Sellers do not seem to want to sell and buyers are not eager to purchase; in fact, the whole situation is in a state of masterly inactivity. The price of wheat held at 66½c. until Thursday, and then dropped to 65c. in sympathy with outside markets.

FLOUR—The demand is very good for this article, and no change has occurred during the week.

BUTTER—The demand has been brisk, but deliveries light through the week. The finest grade in rolls and prints is worth from 18 to 20c., with 20 to 22c. for choice separator-made bricks.

CHEESE—The stocks held here are very small, and dealers seem disposed to bid for 14c.

EGGS—Receipts continue very light. Dealers are paying 20c. per dozen for fresh case eggs.

FISH—As Lent begins this week, the fish market is well stocked with fresh frozen and all kinds of smoked and dried fish.

GREEN FRUITS—Apples are going high, especially any that can be warranted really good. All staple lines are well supplied. The trade of the past week was particularly brisk, owing to the large number of visitors. No changes in prices are reported.

SPICES—Peppers have advanced from 1 to 2c. per lb. This is in sympathy with the tendency of the market for the last two weeks.

Dried fruits, canned goods, evaporated fruits, rice, sago, tapioca, coffee—in fact, all staple groceries—are without change for the week.

## CARBERRY BOARD OF TRADE BANQUET.

“THE Great West” may be “wild and woolly,” but a striking proof that the merchants there appreciate beauty and daintiness was received by THE CANADIAN GROCER from Carberry, Man., in the shape of the menu card of the Carberry Board of Trade's second annual banquet, which was held Friday, February 9. The cover was a representation of a finely bound book with, at the front, an embossed lithograph of a luscious-looking plate of strawberries and cream.

The menu, too, tells its story, for it reveals a repast such as can be appreciated only by healthy, vigorous and prosperous men.

The toast list was equally complete. Every interest, commercial, industrial, educational and social was represented. The toast of most general interest to business men, “Our Mercantile Interests,” was responded to by Mr. R. Fairley, as follows: “We have heard much of the prosperity of the Empire, of the great increase in Canada's imports and exports, and of Manitoba's unprecedented progress, all of which is mainly due to the great activity of our mercantile interests. It is apparent to all that when our mercantile interests are prosperous the country is prosperous and vice versa. To those then, who are engaged in these mercantile interests we wish to address ourselves especially. You have heard it as an old saying that a business man could not be an honest man and stay in business. We are glad to say that those days have gone by and that those men who would succeed, in the highest sense of the word, must put character into their business.

“Let us not think that success will come to us as a gift. Success comes to us only as we make it come, by putting forth our best efforts, by having a scientific knowledge of our business, by being upright in all our dealings, and by having that honesty of pur-

pose which would disdain to do anything mean. We were pleased to hear Principal Young, in his reply to the toast ‘Education,’ make mention of technical education and manual training schools, and we hope that the day may not be far distant when we will be able to take our young men from the schools and be able to at once put them into their life's work unfettered and unhampered.”

The officers of the Carberry Board of Trade are:

President—A. E. May.  
Vice-President—H. A. Manville.  
Secretary-Treasurer—J. M. Neilson.  
Council—G. S. Haslam, G. B. Murphy, O. B. Manville, N. Dickie, B. Stewart, W. I. Smale, J. Fairlie, J. D. Hunt.

## 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)

RETIRING FROM BUSINESS. WILL SELL grocery and provision business, together with large store, warehouses and dwelling. Stock, \$4,000, can be reduced to suit purchaser. Box 97, Gravenhurst, Ont. (9)

A RELIABLE FIRM OF BROKERS IN Vancouver wish to secure the agency of a responsible vegetable and fruit cannery for British Columbia. Address, AGENCY, care THE CANADIAN GROCER, Toronto.

FOR SALE—TWO “IDEAL” TEA PACKERS, practically new, one being for putting up samples. Address IDEAL, care THE CANADIAN GROCER, Toronto, Ont. (9)

**1000** **CATCH PHRASES & IDEAS.**  
A little book worth its weight in gold.  
To All who Write Ads, Show Cards, Circulars or other Business Literature.  
The price is 50c, but you can get it by simply filling out one of our blanks, which will be sent you promptly on request. Address  
The Advertising World, Columbus, Ohio.

## THE DOMINION BANK

Capital (paid-up).....\$1,500,000  
Reserve Fund..... 1,500,000

## DIRECTORS

HON. SIR FRANK SMITH President.  
E. B. OSLER, M.P. Vice-President.  
W. INCE. W. R. BROCK.  
TIMOTHY EATON.  
WILMOT D. MATTHEWS.  
A. W. AUSTIN.

## HEAD OFFICE TORONTO

## AGENCIES

Belleville	Cobourg	Lindsay	Orillia
Brampton	Guelph	Napanee	Oshawa
Seaforth	Uxbridge	Whitby	Winnipeg
Huntsville	Montreal	Winnipeg, North End	
TORONTO—	Dundas street, corner Queen.		
“	Market, corner King and Jarvis street.		
“	Queen street, corner Esther street.		
“	Sherbourne street, corner Queen.		
“	Spadina avenue, corner College.		

Drafts on all parts of the United States, Great Britain and Europe bought and sold.  
Letters of Credit issued available at all points in Europe, China and Japan.

T. G. BROUGH, General Manager.



# Most Excellent Coffee



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

Trial Order Solicited.

## FISH! FISH!

HERRINGS } No. 1 LABRADOR, SPLIT SHORE, FRESH WATER.  
 COD } BONELESS, FLETCHED, DRIED.  
 SALMON TROUT, WHITE FISH, ETC.

### WARREN BROS. & CO.

TORONTO.



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.

## An Opening for Canadian Produce.

A well-established Manufacturing Company in Manchester, with an extensive connection, including over 10,000 customers amongst the grocers and provision dealers in Great Britain, is open to take up, as sole consignees, certain lines of CANADIAN PRODUCE AND CANNED GOODS OF FIRST-CLASS QUALITY.

Address— HUGON & CO., Limited  
 PENDLETON, MANCHESTER, ENG.

# MAKE MONEY.

## Silver Dust Washing Powder.

BEST PROFIT.  
 BEST QUALITY.

Silver Dust Mfg. Co., Hamilton

COFFEE					PETROLEUM						
	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba and B.C.		Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba and B.C.		
Green—					Canadian.....	12					
Mocha.....	24	23	28	25	Sarnia water white.....	12	13	18	20		
Old Government Java.....	27	22	30	25	Sarnia prime white.....			16 1/2	19 1/2		
Rio.....	10	9 1/2	12 1/2	12	American water white.....	17	17 1/2	19 1/2	21		
Santos.....		9	13		Pratt's Astral.....	18	19		20		
Plantation Ceylon.....	29	26	30	29	Black—						
Porto Rico.....		22	25	24	Congou—Half-chests Kaisow, Moning, Paking.....	13	60	12	60		
Gautemala.....		22	25	24	Caddies Paking, Kaisow.....	17	40	18	50		
Jamaica.....	18	15	20	18	Indian—Darjeelings.....	35	55	35	55		
Maracabo.....	13	13	18	13	Assam Pekoes.....	20	40	20	40		
					Pekoe Souchong.....	18	25	18	25		
NUTS					TEAS						
Brazil.....			13	8 1/2	9	Ceylon—Broken Pekoes.....	35	42	35	42	
Valencia shelled almonds.....	28	30	25	30	25	Pekoes.....	20	30	20	30	
Tarragona almonds.....			14	13	15	Pekoe Souchong.....	17 1/2	40	17	35	
Formegetta almonds.....			13			China Greens—					
Jordan almonds.....			35			Gunpowder—Cases, extra first	42	50	42	50	
Peanuts (roasted).....	6 1/2	9 1/2	9	10	9	Half-chests, ordinary firsts	22	28	22	28	
(green).....	5 1/2	8	7	9		Young Hyson—Cases, sifted extra firsts.....	42	50	42	50	
Cocoanuts, per sack.....	3 00		3 75	3 50	4 00	Cases, small leaf, firsts.....	35	40	35	40	
per doz.....			60	60	70	Half-chests, ordinary firsts	22	38	22	38	
Grenoble walnuts.....	14	14 1/2	14	9	12	Half-chests, seconds.....	17	19	17	19	
Marhot wal nuts.....	10 1/2	11	10 1/2	9	10	" thirds.....	15	17	15	17	
Bordeaux walnuts.....			9	9	10	" common.....	18	14	18	14	
Sicily filberts.....			10	9	10	Pingsueys—					
Naples filberts.....			10	11	11	Young Hyson—1/2 chests, firsts	28	32	28	32	
Pecans.....			10	11	12	seconds.....	16	19	16	19	
Shelled Walnuts.....			23	25		Half-boxes, firsts.....	28	32	28	32	
						seconds.....	16	19	16	19	
SODA					RICE, SAGO, TAPIOCA, MACARONI						
Bi-carb, standard, 112-lb. keg...	2 25	2 50	2 00	2 25	1 85	2 00					
Sal soda, per bbl.....	70	75	80	85	90						
Sal soda, per keg.....	95	1 00	1 00	95	1 00						
Granulated Sal Soda, per lb.....			1								
SPICES					Rice—Standard B.....	3 30	3 40	3 1/2	3 1/2	3 25	3 40
Pepper, black, ground, in kegs,											
pails, boxes.....	13	15		18	14	15					
" in 5-lb. cans.....	14	17		19	15	16					
" whole.....	11	12		19	12	13					
Pepper, white, ground, in kegs,											
pails, boxes.....	20	23	18	24	24	26					
" 5-lb. cans.....	20	23	20	26	20	22					
" whole.....	19	25	19	25	20	22					
Ginger, Jamaica.....	19	25	22	25	20	25					
Cloves, whole.....	12	30	14	35	18	20					
Pure mixed spice.....	25	30	25	30	25	30					
Cassia.....	20	40	20	40	16	20					
Cream tartar, French.....		25	24	25	20	22					
best.....		28	25	30	25	30					
Allspice.....	18	17	18	16	16	18					
WOODENWARE					Patna, per lb.....			4 1/2	5	5	6
Pails, No. 1, 2-hoop.....			1 90		1 90			5 1/2	6	6	6
" " 3-hoop.....			2 05		2 05			5 1/2	6	6	6
" half, galnead.....			1 75		1 75			4 1/2	5	5	6
" quarter, jam and covers			1 20		1 45			4 1/2	4	4	5
" candy, and covers.....			2 70		3 20			6	6	6	7
Tubs, No. 0.....			11 00		11 00			4	4	5	6
" " 1.....			9 00		9 00			4 1/2	4 1/2	5	6
" " 2.....			8 00		8 00			4 1/2	5	5	6
" " 3.....			7 00		7 00			4 1/2	5	5	6

2 Gold Medals  
98-99 Patented

# COALITINE

Now For Sale  
In Canada.

The most marvellous invention of the age.  
Millions of Pounds Sold Annually. Numberless Testimonials.

## CANADA'S GREATEST NEED AND BOON

Manufactured by the COALITINE CO., SCOTLAND.

One Ton of the Worst Coal when treated with Coalitine is equal to 30 cwt. of the Best Coal.

**NO SMOKE, NO CLINKERS, RESIDUE INFINITESIMAL,**  
Foul Air Consumed, **NO DRAUGHT NEEDED,** Harmless Alike to  
Boiler Plates or Bars, Suitable to All Kinds of Coal, Simple to Use.

**GUARANTEED AND PROVED TO DO WHAT IS CLAIMED FOR IT,**  
**SCHOOL OF SCIENCE**

Glasgow, Sept. 13, 1899.

George Combe Stewart, Esq., F.C.S. and M.B.P.C., says: "I hereby certify that I have made a careful chemical analysis and microscopical examination of a sample of Coalitine. I am of the opinion that Coalitine is a great invention, and one which was very much wanted. I also made a series of technical tests with Coalitine upon dross, coke, steam coal and household coal, and, as the result, I find a saving of 33.25 per cent. upon the coal used. There is no smoke produced and the coal lasts very much longer. I have great pleasure in strongly recommending Coalitine to householders, merchants, steamship owners, proprietors, public works, etc., at home and abroad."

Dr. Stevenson MacAdam, Ph.S., F.R.S.E., Surgeons' Hall, Edinburgh, says: "I have made a chemical analysis of a sample of Coalitine and find such to consist of chemical ingredients causing full combustion of coal and by reducing the visible carbon smoke or soot will tend to develop more heat."

Menzies & Co., Limited, Shipbuilders, Leith. (On Admiralty List.) "We have tried Coalitine and find that if used per instructions a considerable saving in Coal is accomplished, and at the same time a diminution of the smoke nuisance. We are convinced that if Coalitine is used with softer coal, such as Welsh, the result would be much greater. A very noticeable feature is that the refuse is considerably less."

MacKenzie & MacKenzie, Biscuit Manufacturers, Edinburgh, say: "Please supply us with another lot of Coalitine as per official order. We beg to say that what we already had from you has given us every satisfaction."

Sold at 50c. per tin. Sold in bulk to large consumers at reduced prices. Good profit to retailer and consumer.

Agent for the Dominion

James Ritchie, 15 St. John Street, Montreal.

Five cents for sealed particulars, or 65c. for one tin each Coalitine and Premier Sweep, post free.

# A ——— Blackening That Blackens

AND SHINES.

That's the kind everyone wants —  
that's the kind

## Pure Gold Blackening

is. Uniformly excellent in  
quality.

FOR GENTS, A FINE PASTE IN TINS.

FOR LADIES, A SPLENDID LIQUID IN BOTTLES.

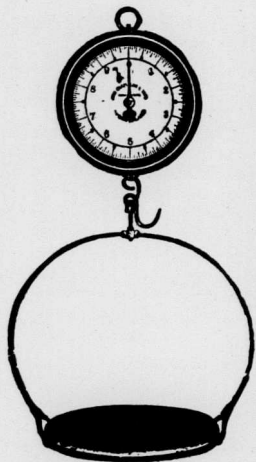
FOR STOVES ALSO, IN BOTH TINS AND BOTTLES.

GOOD GOODS.

GOOD PROFITS.

PURE GOLD,  
TORONTO.

## PENNY WISE and POUND FOOLISH



That's what you are when you keep on using that old scale. Buy a new one, something that is up-to-date. We can furnish you with finest grocers' scales in the market at most reasonable prices.

Think of this. It's worth while, and write us for Catalogues and Prices

THE

# Fairbanks Co.

749 Craig Street, MONTREAL.

BEAUTY IS SKIN DEEP

## BUT JUST THE SAME APPEARANCES COUNT.

This is an important factor in the selling of any line of goods. You know it. We have the finest appearing packet on the market. It is made of wood fibre. **But quality counts more.** The stock used in the **OZO BLENDS** is composed of nothing but the highest grown, finest drawing teas obtainable. They have a deep rich flavor with unusual strength. Our guarantee stands at the back of every package sold. Write for samples and prices.

THE OZO CO., LIMITED

418 St. Paul Street.

MONTREAL



*"Primus inter Pores."*

# CANNED GOODS

## ≡ 1899 PACK. ≡

THIS IS THE TIME TO LOOK INTO YOUR STOCK. WE OFFER:

### FRUITS.

<b>Apples</b>	Gallon and 3-lb. tins,	Bowlby, Belleville, Aylmer, Little Chief.
<b>Blueberries</b>	2-lb tins	Jubilee and Golden Diamond.
<b>Cherries</b>	2-lb tins (Red Pitted.)	Bowlby.
<b>Cherries</b>	2-lb tins (White Pitted.)	Bowlby.
<b>Greengages</b>	2 and 3-lb tins	Dunmore, Ice Castle, Little Chief.
<b>Peaches</b>	2 and 3-lb tins	Bowlby, Simcoe, L.C.F.C.
<b>Pears</b>	2 and 3-lb tins	Bowlby, Bartlett, Little Chief.
<b>Plums</b>	2 and 3-lb tins	Bowlby, Ice Castle, Little Chief, Lombard and Damson.
<b>Pumpkin</b>	3-lb tins	West Lorne, Boulter, Little Chief, L.C.F.C.
<b>Pineapple</b>	2 and 2 1/4-lb tins	Phoenix.
<b>Pineapple</b>	2-lb tins, sliced	Boulter.
<b>Raspberries</b>	2-lb. tins	Bowlby, Little Chief, Simcoe. <small>In Syrup and Preserved.</small>
<b>Raspberries</b>	-Black, 2's	Simcoe.
<b>Strawberries</b>	2-lb. tins	Bowlby, Lakeport, Log Cabin. <small>In Syrup and Preserved.</small>

<b>Peas</b>	Canadian, 2-lb tins <small>(Sifted Marrowfat, Early June Fins.)</small>	Lakeport, Little Chief, Boulter, Favorite, Bowlby.
<b>Peas, French</b>	tins and bottles	Moyens, fins, extra fins, tres-fins, sur-extra-fins.
<b>Squash</b>	3-lb tins	Hubbard.
<b>Succotash</b>	2-lb tins	Log Cabin.
<b>Tomatoes</b>	3-lb tins	L.C.F.C., Little Chief, Boulter, Thistle, Simcoe, Favorite, Dion.

### FISH.

<b>Clams</b>	1-lb (finest)	Brown Bros.
<b>Kipperred Herrings</b>	in oil and tomato	sauce— Crosse & Blackwell. Morton, Marshall. Diamond Jubilee brands. Marshall & Morton brands. Marshall's.
<b>Fresh Herrings</b>		
<b>Bloaters</b>		

### VEGETABLES.

<b>Lobster</b>		Various brands, including Ice Castle and Perce Rock. North Bay.
<b>Mackerel</b>	1-lb tins	

Strawberries 2-lb. tins

Bowlby, Lakeport, Log Cabin.  
In Syrup and Preserved.

Fresh Herrings  
Bloaters

Marshall & Morton brands.  
Marshall's.

## VEGETABLES.

<b>Asparagus</b>	bottles and tins	Celebrated Dandicolle & Gaudin, tips and heads.
<b>Beans</b>	2-lb tins { Refugee and Golden Wax }	St. John Valley, Boulter, Aylmer, Bowlby, Red Cross, Little Chief.
<b>Baked Beans</b>	1, 2 and 3-lb tins	Plain and in Tomato Sauce.
<b>Lima Beans</b>	2-lb tins	Log Cabin.
<b>Beets</b>	3-lb tins	Red Cross (sugar cured).
<b>Corn (Sugar)</b>	2-lb tins	St. John Valley, Simcoe, Log Cabin, Lakeport, Union, Red Cross, Favorite, L.C.F.C., Boulter.
<b>Flageolets</b>	1-lb tins	Celebrated Dandicolle & Gaudin, fins and extra-fins.
<b>Haricots</b>	tins and bottles	Cel'b't'd Dandicolle & Gaudin.
<b>Macedoine</b>	tins and bottles	Cel'b't'd Dandicolle & Gaudin.
<b>Mushrooms</b>	tins and bottles	Cel'b't'd Dandicolle & Gaudin. Also Rionel, Dutheil, Lenoir, Choix, Surchoix, Extchoix.

### Lobster

### Mackerel

### Oysters

### Smelts

### Shrimps

**Sardines**, French  
Boneless and with Bones,  
also Tomato and Mustard  
— 1/2's, 1/4's, 1/8's, 1/16's.

### Salmon

1-lb tins

2 and 1-lb tins

1/4's

1 and 2-lb tins

Various brands, including Ice Castle and Perce Rock. North Bay.  
**Barataria, Victory, Booth** Loggie's.  
Barataria.  
Philippe & Canaud, Albert, Mordaleb, Trefavennes, Rodel, Dandicolle & Gaudin, Beziers, P. de Lesneut, De Lory, Clemenceau brands.  
Clover Leaf, Horse Shoe, Lynx, O-wee-kayno, Sunflower, Ocean, Victory (best Red Sockeye and Cohoes).

## SOUPS.

### Franco-American

pints and quarts.

Clam Chowder, Mutton Broth,  
Julienne, Mock Turtle,  
Consomme, Tomato,  
French Bouillion, Ox-Tail,  
Chicken Gumbo, Mulligatawny,  
Green Turtle, Terrapin,  
Pea, Chicken, Printannier.

# L. Chaput, Fils & Cie.,

Wholesale Grocers and  
Tea Merchants.

# Montreal.

# The John L. Cassidy Co.

Limited

St. Paul Street, MONTREAL.

## *A Few Pointers to Our Friends:*

All prices have advanced at the factories of China, Glass and Enamel Ware.

It must inevitably follow that the jobbers and wholesale dealers will, perforce, advance their prices. We do not know when this advance will take place, but would advise our friends to secure the present low prices by ordering at once. If our traveller calls, bear this fact in mind: Now is the best time to order—delays are dangerous.

## SAMPLE ROOMS

G. L. MITCHELL,  
312 McDermott St., Winnipeg, Man.

C. R. KING,  
Victoria, B.C.

# ON THE WATCH

That is what I am doing—always on the lookout for a good purchase and, naturally, to give you a share in the bargain.

**THIS WEEK**—I have 100 Half-Chests, 80 lbs. each, Japan Tea; handsome, pale, olive leaf; first-class liquor, at **14½c.**  
50 Half-Chests, 50 lbs. net each, fine Indian Tea, good style, good, heavy liquor, at **15c.** This is a corker.

Don't be caught by the fellow who says: "I have one every bit as fine and may be a little better," but ask for my samples. It will pay you.

**PEA NUTS**—"Coon" brand, 90-lb. bags, at **6½c.**  
"Coon" brand, 90-lb. bags, at **7¼c.**  
"Sun" brand, 90-lb. bags, at **8½c.**

Fresh lot—just in—are roasted immediately before shipment.

**TERMS—3 per cent. 30 days or 4 months note.**

I want a share of your trade and you will find it advantageous to give it to me.

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

*Teas "fragrant", "delicious", "perfect" and "best" are now as plentiful as gold mines, but customers only smile and say - "Give us Blue Ribbon Berylton" - Blue Ribbon Tea Co. - 112 Scott St. Toronto.*

#### NOW IS THE TIME.

**P**oor Richard's injunction: "Look closely after the pennies, the dollars will take care of themselves"—or words to that effect—may be paraphrased for the grocer in this year of our Lord as follows: "Push the fancy goods, the staples will push themselves"—says New York Journal of Commerce.

In prosperous times like the present the luxuries for table use will pay for pushing, and though a staple article is most appropriate as a "leader" when advertising, the fine work of the advertisement should be directed towards helping the sale of more profitable and less used goods. If it is urged in reply that the suggestion lacks the important element of novelty, the answer would be that there is nothing in the general run of grocers' advertisements to indicate the fact.

There is no time like the present for putting into force a good resolution, and we would urge grocers who have not already done so to try the efficacy of pushing the finer classes of goods. Advertise, for example, brands of orange marmalade as a wholesome diet for breakfast; mention jams and other fruit preserves, which help to keep down doctors' bills in the winter and spring months; shove the salad dressings and olive oil to the front, and also the imported and domestic canned delicacies, which make so agreeable an addition to the winter bill of fare. Don't take it for granted that your customers know all about the

goods, and will ask for them when they want them. In many cases, they will be glad to have their grocer remind them of the goods.

Lent is now at hand. Make up a list of toothsome "fish fare," if the term may be used, including the less known kinds, and adding some good brands of cereals. Have it printed in a neat, but inexpensive style, and distribute the list thoroughly in your neighborhood.

Push the fancy goods and let the staples take care of themselves.

#### MEETING OF BRITISH COLUMBIA SALMON CANNERS.

The Province, Vancouver, of February 20, says: "To-day the first official announcement was made regarding the Fraser River Cannery Association in the following report, issued by the secretary of the association: The Fraser River Cannery Association held a meeting in the board of trade rooms to-day. The meeting was well attended. The following executive committee was chosen: Alex. McEwen, New Westminster; Wm. Farrell, Vancouver; D. Bell-Irving, Vancouver; C. L. Todd, Victoria. An appeal committee consisting of the following gentlemen was also elected: E. A. Wadhams, Vancouver; R. H. Alexander, Vancouver; H. Rich, Ladners; hon. secretary, L. Wurtzburg, Vancouver.

"There were five canneries not represented at the meeting, and the executive committee was instructed to interview the

owners of these canneries with a view of getting them to join the association, pending which no definite action will be taken. The object of the association is to promote the harmonious workings of the various interests; to endeavor to arrange a uniform price for fish for the season, and to provide for the prompt delivery of salmon in a fresh condition, so that the reputation of the Fraser river canned fish may be kept up."

#### CHEESE AND BUTTER NOTES.

The Alberton, Ont., cheese factory is advertised for sale by tender up to to-day (Friday).

J. B. Smith, of Smith & Russell, Shelburne, Ont., has just returned from Britain, where he made arrangements for the handling of the products of Shelburne and Alton, Ont., creameries for the coming season. The firm intend conducting the business on a more extensive scale this season than formerly.

The fourteenth annual convention of the Manitoba Dairy Association was opened in Winnipeg on Tuesday last. The representatives of the various cheese factories and creameries of the Province gave favorable reports of the past year's business. The following officers were elected:

Honorary president—Wm. Wagner.  
President—Wm. Grassick, Pilot Mound.  
First Vice-President—R. Waugh, Winnipeg.  
Second Vice-President—W. B. Gilroy, McGregor.  
Secretary-Treasurer—Miss E. Cora Hind, Winnipeg.  
Representative on Exhibition Board—D. Munroe.  
Auditor—G. Greig.



The Care and  
Caution taken in the  
preparation of

## MILLAR'S Paragon Cheese

GIVE AN ASSURANCE OF ITS SUCCESS AS A TRADE-WINNER.

It is now a necessity as well as a luxury.  
Its quality is superb.  
It is pure, popular and profitable.  
Its superiority is unquestionable.

SIX GOOD POINTS  
SCORED IN FAVOR OF  
YOUR HANDLING IT.

The T. D. MILLAR PARAGON CHEESE CO.,

INGERSOLL, ONTARIO.

Agents—Frank Magor & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg.

# Ogilvie's Hungarian

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# Ogilvie's Glenora....

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

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

### A TALK ON FIXTURES.

**E**VERY progressive grocer knows and admits the value of attractive and convenient store fixtures, says Grocery World. In spite of this, however, there is much room for improvement not alone in the fitting of the average store, but also in the method and expense of securing proper fixtures. With regard to the question of expense, it is really surprising to know the great amount of money that is actually wasted on fixtures which do not begin to give the service that fixtures can give. An attractively-fitted store always causes favorable comment, and very frequently is the first step towards securing many a new customer. Cleanliness counts for much everywhere in business, but especially so in a business which caters to the wants a grocer supplies. In fitting up a store, this should always be kept in view, so that the fixtures themselves may be so constructed as to show or hold as little dirt as possible, and, wherever anything can be used which will prevent the accumulation of refuse or permit the work of the store being done in a cleaner manner than possible before, it should always be used, since the advantage which cleanliness brings will be found sufficient to repay the cost of whatever helps to keep the store and its stock clean.

The usual method followed by the average grocer in fitting a store is to hire a carpenter and purchase such lumber as the carpenter selects. I have seen some stores very nicely fitted up in this manner at little cost, but such results do not always follow this method, for the very good reason that the grocer does not always know just what he needs, and leaves matters largely in the hands of the carpenter who, through not being familiar with the actual needs of the grocer, frequently fails to do the work as well or as cheaply as it could be done.

An illustration of this point was recently

given in a new store where a grocer spent for labor and lumber for shelving, bins and counters alone \$250. For an equal sum a prominent firm, who make a specialty of fitting up stores, would have fitted the store entirely with shelving, bins, counters, ice box, meat block, scales, scoops and coffee mill. It was possible for this firm to do the work right at such a price because they made a specialty of it, and did enough business in this line to permit them to do it better and cheaper than the man who did it occasionally.

It is advisable, therefore, to consult men whose special line of work enables them to give the most that can be secured for the money to be spent when fitting up a store, not alone for what might be saved, but also to take advantage of the ideas and suggestions which such men, as specialists in their business, have to offer.

A novel idea in store fixtures is to use large, square bottles, holding about 4 lb. each, with ground glass stoppers, for spices. They can be secured plain or with the name of the contents neatly painted in black and gold on a glass label for a slight additional cost. Their entire cost, even with the label, is less than that charged for an attractive tin caddy, while they show their contents to much greater advantage. They have much the same appearance that druggists' bottles have, but the opening is large enough to permit the entry of a good-sized hand into the jar, and the stopper being of ground glass makes the jars air tight when closed, an advantage which spice caddies do not possess unless of very special construction.

### WHOLESALE GROCERS DISSOLVE.

Nicolle & Tracey, wholesale and retail grocers, commission dealers, etc., Halifax and Port Mulgrave, N.S., have dissolved partnership. Walter Nicolle resigns, and the business will be continued by Edwin C. Tracey.

### A PROFITABLE ORANGE SEASON.

**A**CCORDING to The Denver Republican, the orange crop of California this season is an immense one, and, what is best, it is bringing higher prices than for 10 years. It amounts to about 14,500 carloads, or 4,500,000 boxes. Never before was there such a yield. The crop of last year was 9,000 carloads, and the year before 8,000 carloads. The crop will bring the growers \$4,600,000, of which \$2,600,000 will be paid for hauling the oranges to market. Here is an important product of the soil over half the money for which is paid out for railroad freight. This is not because freight is high, but because the oranges are grown an immense distance from their chief markets. The orange business in Southern California now represents an investment of about \$44,000,000. The harvest season begins in December and continues until June. The great boom in Southern California some 14 years ago was based upon an increase in the orange crop, reinforced by the advantages of the climate. The climate was not then as well and favorably known as it is now, and the orange product at that time was insignificant compared with the yield of the present season. Relatively speaking, Southern California will be full of money the coming year. The cash received for the orange crop is only a small part of the money that will be visible. An enhancement in the value of orange land has already begun, which will inevitably go on until this land again brings a very high price. The amount of water available for irrigating the orange groves is limited and is about exhausted. Besides this, the people of the whole country have been prosperous for several years, and will, during the coming year, spend more money for traveling than at any time since the collapse of the previous boom.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

BUY ENGLISH PRODUCTS AND SUPPORT THE MOTHER COUNTRY.

# BRUNNER, MOND & CO., L'T'D

NORTHWICH, ENGLAND.

Crescent



Brand

## ENGLISH BICARBONATE OF SODA

SPECIALLY REFINED AND  
RECRYSTALIZED.

WHY PAY EXORBITANT PRICES FOR SODA  
IN PACKETS WHEN "BRUNNER, MOND'S"  
SODA IN DRUMS IS THE **PUREST**  
AND SO MUCH **CHEAPER?**

## CONCENTRATED SAL SODA

(SESQUI-CARBONATE)

THE BEST AND MOST CONVENIENT FORM  
OF WASHING SODA. DOES NOT CHANGE  
ITS COMPOSITION WITH TIME OR HEAT.  
IT IS ALWAYS EQUALLY GOOD TO USE.  
DOES NOT INJURE THE MOST DELICATE  
FABRIC OR THE MOST DELICATE SKIN.  
**1-LB.** DOES THE WORK OF **2-LBS.** OF  
ORDINARY SAL SODA. AN ELEGANT PREP-  
ARATION, IT SHOULD BE STOCKED BY  
EVERY UP-TO-DATE GROCER AND CHEMIST

## SODA CRYSTALS.

(SAL SODA)

FINEST QUALITY. LUMP OR CRUSHED, AS DESIRED.  
IN DRUMS, BARRELS AND BAGS.

**WINN & HOLLAND,** MONTREAL, SOLE AGENTS FOR CANADA.

**BUSINESS CHANGES.**

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**H.** J. PURVIS, grocer, copper Cliff, Ont., has assigned to Samuel Johnston, Sudbury, Ont., and a meeting of creditors has been called for March 7.

George Turcotte, jr., grocer, Quebec, is offering 50c. on the dollar.

Fordyce Bros., grocers, Guelph, Ont. have assigned to W. E. Buckingham.

Kerr & Co., general merchants, Grand Valley, Ont., are offering to compromise.

V. E. Paradis is preparing a statement for creditors of Alf. Emond, grocer, Quebec.

George Powis, wholesale tobacconist, Vancouver, has assigned to W. H. Wilson.

Ed. Durand, fruit and fish dealer, Quebec, has compromised at 35c. on the dollar, cash.

Frank L. Cannon, general merchant, St. Eleanor's P.E.I., is offering 25c. on the dollar.

John J. Shaver, general merchant, etc., South Finch, Ont., has assigned to W. B. Lawson.

Langdale & Kerr, grocers, Vancouver, have assigned to The British Columbia Trust Co., Limited.

Massey Bros., grocers, Cornwall, Ont., have assigned to A. McNab, and a meeting of creditors has been called for March 3.

L. A. Farland, general merchant, St. Jean des Chaillons, Que., has assigned, and a meeting of creditors will be held on March 27.

A. G. Allison, general merchant, Napanee Mills, Ont., has assigned to R. Tew, Toronto, and a meeting of his creditors will be held on March 6.

## PARTNERSHIPS FORMED AND DISSOLVED.

Caldwell & Moir, fruit dealers, Montreal, have dissolved.

Sylvester & Vermette, fruit dealers, Montreal, have dissolved.

Bouhana & Tabana have registered partnership as grocers in Montreal.

L. P. St. Pierre & Co. have registered partnership as grocers in Three Rivers, Que.

Demont & Shaw, tobacconists, etc., Windsor, N.S., have dissolved, A. Shaw continuing.

W. Frank Hatheway, wholesale grocer, etc., St. John, N.B., has admitted Wm. L. Harding as partner under the style of W. Frank Hatheway & Co.

## SALES MADE AND PENDING.

George Lewis, provisioner, Toronto, has sold out.

The stock, etc., of Gray & Co., general merchants, Duntroon, Ont., have been sold.

D. Gallicand, grocer, Revelstoke, B.C., has sold out.

The stock of Coggins & Delaney, grocers, Montreal, has been sold.

W. H. Carnovsky, fruit dealer, etc., Kingston, Ont., is advertising his business for sale.

The stock, etc., of W. W. Melburn, general merchant, Tamworth, Ont., has been sold.

The stock of Alex. Blair, general merchant, Chicoutimi, Que., has been sold at 76c. on the dollar.

The assets of A. E. Michaud & Co., general merchants, Laprairie, Que., are to be sold on March 2.

Morrison Bros., general merchants, Huntingdon, Que., have sold out. Possession will be given May 1.

The stock of L. Lacombe & Co., general merchants, Chicoutimi, Que., has been sold at 68c. on the dollar.

## CHANGES.

F. W. Chapman, grocer, Toronto, has sold out to Everett Bros.

H. E. Thomas, grocer, Delhi, Ont., has removed to Bridgeburg, Ont.

H. J. Burch & Co., grocers, Toronto, have sold out to J. E. Howson.

Abraham S. Hart, has started as cigar manufacturer in St. John, N.B.

A. Rafelman, grocer, dry goods dealer, etc., Mitchell, Ont., is removing.

J. E. Taylor, general merchant, Rodney, Ont., has sold out to E. A. Kastner.

C. A. Moore, grocer, etc., Merlin, Ont., has sold out to Marshall & Archer.

W. J. Wilcox, general merchant, Virden, Man., has sold out to Joseph A. Merrick.

J. P. Clarke, general merchant, Exeter, Ont., is closing up business and removing.

Blennerhassett & Jones have started business as general commission agents, Montreal.

Mrs. Wm. Rourke has registered proprietress of Wm. Rourke, grocer, Montreal.

G. B. Wray & Co., grocers, etc., Stratford, Ont., have been succeeded by Jones Bros.

George Lochhead, general merchant, Atwood, Ont., has sold out to W. R. Erskine.

The R. Pickard Co., general merchants, Exeter, Ont., have opened a branch at Hensall, Ont.

Mrs. Louis Lewis has registered as general merchant under the style of Louis Lewis & Co., Montreal.

Mrs. J. B. Deslauriers has registered as proprietress of J. B. Deslauriers & Co., grocers, etc., Montreal.

Mrs. Joseph E. Walker has registered as

proprietress of Walker & Frere, grocers, etc., Ste. Cunegonde, Que.

Fisher & Stevenson, general merchants, Neepawa, Man., have been succeeded by The Neepawa Trading Co., Limited.

The style of Heinbecker & Saunders, manufacturers of cigars, Winnipeg, has been changed to The Keystone Cigar Co.

## FIRES.

J. F. Nolan, tobacconist, London, Ont., has been burned out; partially insured.

Anderson & Smith, general merchants, Wanstead, Ont., have been burned out.

J. E. Jacob, general merchant, St. Narcisse, Que., has been burned out; insured.

W. A. Burdett & Co., general merchants, Dundas, P.E.I., have been burned out; insurance \$2,000.

## DEATHS.

George E. Ward, of G. E. Ward & Son, grocers, London, Ont., is dead.

**SEEKING ADVICE.**

**T**HE young man starting in business for himself should make friends among successful business men and the larger they are in their accomplishments the better, says The Commercial Bulletin, Minneapolis. The large business man has a greater stock of good information to give out than the man of medium or small accomplishment. The young man who finds out how to get this information founded on experience will have that much more capital to work on in his young years. I heard two men discussing live stock matters this week. They talked for two hours, and in all that time not a single practical idea was advanced. The stock man who knows the practical side of the business could have set these two theorists right in a moment by challenging all they said. And yet to all this idle talk a young man listened and practically under the impression that he was hearing something of importance. The young man was all right in wanting to learn, but he should have known by their manner that his two entertainers were incompetent to give him correct information.

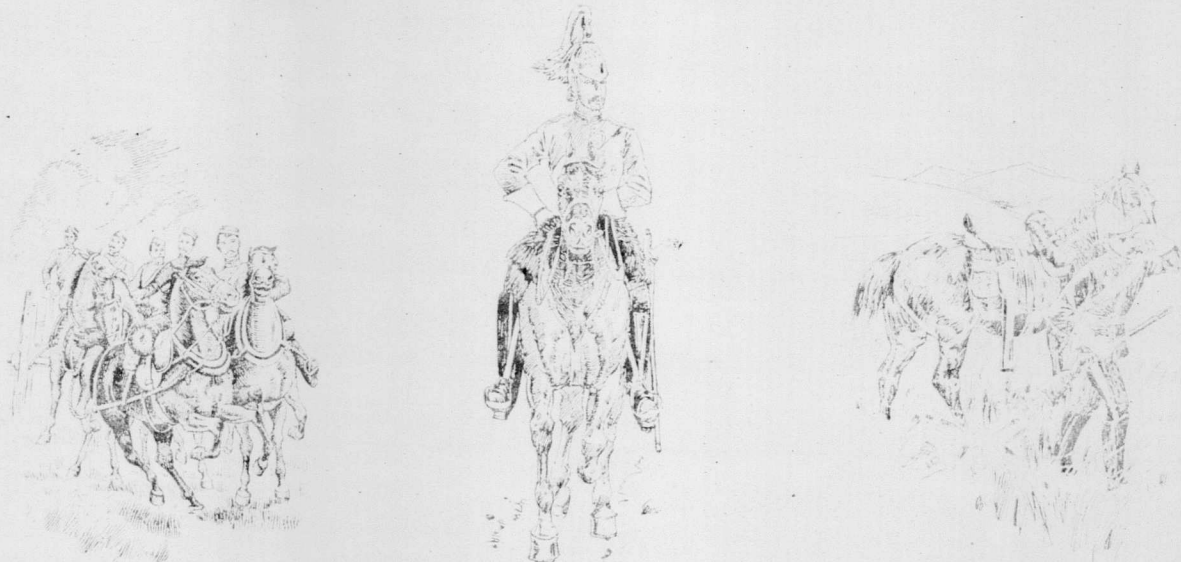
One of the strange things in business is that the great number of young men will seek information from someone who has no practical knowledge of the subject, because his opinion agrees with their preconceived notion, rather than from one of practical experience. Then they put this preconceived notion into practice and fail as a matter of course. The man who knows from experience is the one to draw information from, rather than from the man who theorizes without having had the practical experience.

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.



## RETAIL ADVERTISING IDEAS.

WINDOW DISPLAYS AND ADVERTISING. It is a strange fact, says The Keystone, that generally poor advertisers make poor window displays. The faults are identical in one respect, and that is crowding. This is almost a universal error in both window dressing and advertising. Some window displays a person sees are nothing but a jumbled lot of goods. The eye cannot take in everything at a passing glance, and it is almost impossible to see one certain article out of so many. Simplicity in window-dressing is that which makes some one thing stand out strongly. Make your window trims so people will know all about one simple article, and will not have just a suspicion of what it is like, as they will if your window is a jumbling mass.

Just as one article should be advertised at a time, so only one line should be used in a window display. In each display, there should be one particular article better—more attractive than all the rest—which should be made to stand forth in prominence among the other articles as the moon stands out among the other planets on a clear night. This one article should be to your window what your headings are to your advertisements. It should attract and hold the attention until the mind decides to look farther along, just as the headings induce one to read the entire advertisement.

A WALKING ADVERTISE-  
MENT. Though it is good policy that a retailer should not habitually resort to any sort of freak advertising, the use of a freak advertisement once in a while is of excellent service. In the large centres this style of advertisement is especially useful, but, on special occasions, when the farmers are in the place in large numbers a hit may be made in the smallest village which will not be forgotten for some time. George Parson suggests in Printer's Ink a novel style of advertising freak. He is known as the "stilt" man:

Until lately the stilt man was a rarity and could only be found in the circus. But now that he has made his debut on the streets his species is sure to multiply. Any one possessed of a little nerve and a couple of days' leisure in which to practice can become a stilt man. The merchant's son, on his Saturday holiday from grammar school; the grocer's clerk or message boy—these, others, anyone, can become stilt men.

Order from the planing mill two pieces of straight-grained, clean white pine, 6 ft. long, 2 in. broad and 1½ in. thick. Four feet from the end of each fasten your blocks.

These are merely triangular pieces of sound white pine, 2 in. thick. They can easiest be made by sawing diagonally through a rectangular block, 2 in. thick, 4 in. wide and 6 in. long. In fastening them use long screws, and see that the 6 in. side is against the stilts. Finally, get two strong leather straps, 12 in. long and 2 in. broad; these must be tacked along the hypotenuse of the blocks and (leaving sufficient play for the insertion of the foot) along the inner side of the stilts. Now, with two ordinary school straps in your pocket, a long pole or cane, and a boon companion, you are ready to seek some secluded practice ground on the outskirts of the town. Your financial outlay has been less than 75c. for the whole transaction.

The stilts must be mounted from an elevation. Seated on an old stump or on the road-bank, you can very easily strap them on. The straps go several times around the leg, below the knee, and just above the calf.

You will be surprised to find how easy it is to walk. You will be delighted with the novel sensation, which, while it is neither ballooning nor flying, yet combines the airy pleasure of both. The first day you will be able to walk; the second to run; the third to jump. It is much simpler than learning to ride a bicycle.

When you—or, as I had better say, the stilt-walker—become proficient, dress him in gay attire, put a sign on his back, and let him prowl the streets. He will attract more attention than a thousand circulars. At a country fair he is worth more than a whole page in a newspaper. In parades and outdoor gatherings of all kinds he is a centre of attraction. People will remember him—his towering height and fantastic appearance. They will remember the goods he is advertising by a placard on his back, and they will not forget the merchant who sends him out.

A word concerning the stilt man's dress. His trousers should, of course, reach to the ground. A pair of old shoes should be attached to the bottom of the stilts and stuffed with sawdust or earth. The costume should be fantastic. Red, white, and blue bunting would make an excellent outfit. A design could be secured at any time from some cartoon.

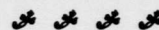
## WHO MAKES CONFECTIONERY MACHINERY?

A Manitoba subscriber writes: "Can you furnish us with the names of parties manufacturing machinery for confectionery establishments?"

[REMARKS: Can any of our readers furnish the desired information? — THE EDITOR.]

## 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.



The Grocers of Canada  
who sell

# KEEN'S D.S.F. MUSTARD

are selling the  
**Best Mustard.**



Other Brands are **not** just  
as good.

## Current Market Quotations for Proprietary Articles

March 1, 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
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
3 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
1/4 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 50
" 8, 3/4 "	7 50
" 10, 1 "	8 25
" 10, Jet Enamel.	8 25

### CARR & SONS.

No. 2-1/4 gross boxes	2 70
No. 4-1/4 gross boxes	5 75
No. 5-1/4 gross boxes	8 00

### SHOE POLISH.

HENRI JONAS & Co. Per gross.	
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 doz. net	
Bamboo Handles, A, 4 strings	
" B, 4 strings	
" C, 3 strings	
" D, 3 strings	
" E, 3 strings	
" F, 3 strings	
" G, 3 strings	
" I, 3 strings	

### BISCUITS.

PEEK, FREN & CO.	
Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 35c.
Venice Wafers	8 lb. tins 35c.
Florence Wafers	Small tins \$3.70 per doz

### CARR & CO., LIMITED.

Frank Magor & Co., Agents.	
Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 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 Dutheil	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
Tres 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 Alpines	11 50

### CHOCOLATES & COCOAS.

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

### CADBURY'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

Cocoas—	
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.	1 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—

Concentrated, 1/4's, 1 doz. in box	2 40
" 1/2's, " "	4 50
" 1 lb.	8 25
Homeopathic, 1/4's, 14 lb. boxes	
" 1/2 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 32
Mott's Breakfast Cocoa (in tins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 25
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 21 0 43
Mott's Sweet Chocolate Liquors	0 19 0 30

### COWAN COCOA AND CHOCOLATE CO.

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

### CHEESE.

Chocolate—	
Imperial—Large size jars, per doz.	\$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 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2



## "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.**  
GUELPH, ONT.

## The "Star Brand"

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



**BOECKH BROS. & COMPANY**  
Selling Agents, **Toronto, Ont.**  
**WM. CANE & SONS, Limited**  
Manufacturers, **NEWMARKET**

## DON'T PAY FREIGHT ON WATER

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

Agents—

**W. H. SEYLER & CO.**  
118 King St. East, **TORONTO**

Agents for **HEINRICH FRANCK SOHNE & CO.**  
German Chicory, Coffee, Extracts and Essences  
**LUDWIGSBURG, GERMANY. FLUSHING, N.Y.**

## BUSINESS NEWS

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

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.



## It Gives Good Profit

PLEASES USERS  
DECORATES THE SHOP

## Cow Brand Soda

IN PACKAGES

**JOHN DWIGHT & CO.** - Toronto and Montreal,  
Victoria, B.C., Halifax, N.S., St. John, N.B., Quebec, P.Q., St. John's, Nfld.

# 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.**

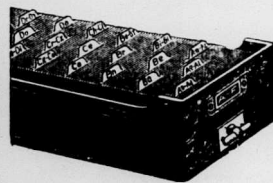
**CORNWALL, ONT.**

## THE RUBLEE FRUIT CO. LIMITED.

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

151 Bannatyne St., 12th St.,  
WINNIPEG, MAN. 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 satisfied, factory, return it at my expense.

New 1900 Catalogue for the Asking.

THE  
**Canadian Typewriter Exchange,**  
45 Adelaide St. East, Toronto.

Branches: **Ottawa, Hamilton.**

## Correspondence Solicited from



**CANADIAN EXPORTERS.**

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

**CANADIAN PRODUCE,  
CANNED GOODS,  
MANUFACTURED ARTICLES.**

### TO BUYERS

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

Address **TAYLOR & CO.**

287 Wellington Rd. South,  
**STOCKPORT, ENGLAND.**

# Crosse & Blackwell, Limited

PICKLES, SAUCES, MALT VINEGAR  
JAMS and CONDIMENTS

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

C. E. COLSON & SON, MONTREAL.

## You can't be deceived,

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

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

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

**YARDLEY & CO'S**

Agents

**GREIG MFG. CO.**

Montreal.

Here's your safeguard



# Y

**SOAP**



1 box and less than 5  
5 boxes and upward, 4 00  
Freight prepaid on  
3 box lots.



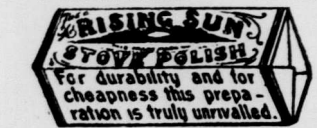
A. P. TIPPER & CO.,  
AGENTS  
Maypole Soap, colors  
per grs., \$10.20, \$4 00  
Maypole Soap, black,  
per grs., \$15.30, 4 00  
Oricle Soap, per gross,  
\$30.20.

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 bxs. Per gross \$ 3 50  
Rising Sun, -oz. cakes, gross bxs ..... 4 50

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



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

ONTARIO } 38-lb. to 45-lb. boxes,  
STARCH } 6 bundles ..... 0 08  
STARCH IN } Silver Gloss..... 0 07 1/2  
BARRELS } Pure ..... 0 06 1/2



**TEAS.**

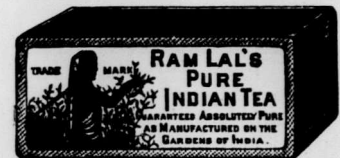
SALADA CEYLON.  
Wholesale. Retail  
Brown Label, 1's..... 0 20 0 25  
" " 1/2's..... 0 21 0 26  
Green Label, 1's and 1/2's..... 0 22 0 30  
Blue Label, 1's, 1/2's, 3/4's and 1/4's... 0 30 0 40  
Red Label, 1's and 1/2's..... 0 36 0 50  
Gold Label, 1/2's..... 0 44 0 60



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 28 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-lb..... 0 35  
" " 60 1/2-lb..... } 0 35  
" " 30 1-lb..... }  
" " 120 1/2-lb..... } 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, 1/2'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

**TOBACCO'S.**

EMPIRE TOBACCO CO.  
Smoking—Empire, 3's, 4 1/2 and 9's .... 0 36  
Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
Something Good, 7s..... 0 53  
Louise, 2 x 3, 1s..... 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  
Lots. 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

**THE CANADIAN ASSURANCE COMPANY**  
 Limited  
 100 King Street West  
 Toronto, Ontario

**WESTERN ASSURANCE COMPANY**  
 Limited  
 100 King Street West  
 Toronto, Ontario

**THE CANADIAN ASSURANCE COMPANY**  
 Limited  
 100 King Street West  
 Toronto, Ontario

**THE CANADIAN ASSURANCE COMPANY**  
 Limited  
 100 King Street West  
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 100 King Street West  
 Toronto, Ontario

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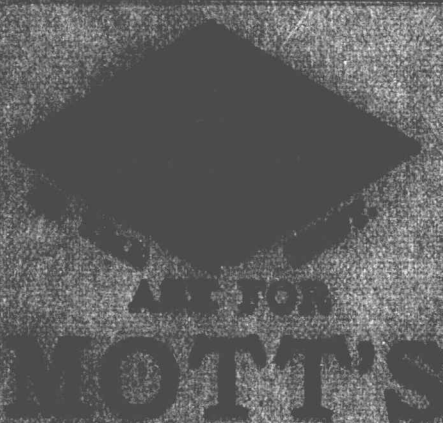
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We have an assortment of Easter Novelties that are just the thing for **Quick Sellers** at this time of the year. Assortments are arranged after a careful study of the wants of the people, and to enable the dealer to sell out clean. **New ideas, New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

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THE IDEAL MINCE MEAT

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"BAR"  
"TRA"

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