

**PAGES  
MISSING**

PUBLISHED  
EVERY  
FRIDAY

CIRCULATES  
IN EVERY  
PROVINCE

# THE CANADIAN GROCER AND GENERAL STOREKEEPER



## QUALITY..



When a salesman talks price to you

**Ask him about QUALITY**

When he talks quantity

**Ask him about QUALITY**

When he talks merit to you

**Ask him about QUALITY**

That's the \_\_\_\_\_

**STRONG POINT**

in

## Colman's Mustard

# PEEK, FREAN & CO'S

CELEBRATED  
Biscuits and Wafers

## FLORENCE WAFERS

## VENICE WAFERS

## CHERRY WAFERS

AND  
A HUNDRED  
OTHER VARIETIES  
OF CAKES AND  
BISCUITS.

Samples and Prices from

CHAS. GYDE,

Canadian Agent,

Montreal.

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



**Tomato  
Chutney**

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

Sold by

Canadian Agents:

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

*You Cannot Afford to  
Miss This.*



**Real Cut Glass  
Bottles & Perfume**

At Ordinary  
Bottle Prices.

Filled with . . .

**YARDLEY'S**

**Triple Concentrated Perfumes.**

ASK

**The Greig Manufacturing Co'y., Montreal,**

to let you SEE SAMPLES.

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

**EXTENDED  
INSURANCE.**

One of the many liberal features embodied in the  
**UNCONDITIONAL ACCUMULATIVE POLICY**  
issued by the

**Confederation  
Life Association.**

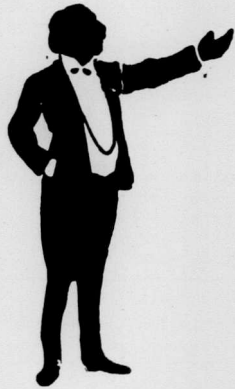
**HEAD OFFICE--TORONTO.**

is the provision for Extended Insurance. After two full annual premiums  
have been paid, the insured is entitled to Extended Insurance for the full  
amount of the policy for a term of years definitely stated therein. Paid-up  
and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, To-  
ronto, or to any of the association's agents.

**W. C. Macdonald,**  
Actuary.

**J. K. MACDONALD,**  
Managing Director



# A GROCER'S REPUTATION

depends on the class of goods which he sells. If your customers are not satisfied, they leave you and go where they can get satisfaction. That's because your goods are not right. It's not enough to have **some** of your goods right—you must have them **all** right.



## Lazenby's Goods

are the standard of excellence. You can **always** recommend them and feel sure that your customers will be satisfied.

**PICKLES,  
SOUP SQUARES,  
TABLE JELLIES, Etc.**



## Thistle Brand

Finnan Haddies and Kipperred Herrings are prepared with the choicest fish and are packed with the greatest care and most scrupulous cleanliness.



## Bi-Carbonate of Soda

is one of the little things that so much depends on. People who use this brand **once** will prefer it to any other. **It's the best and purest.**

Your Wholesaler keeps these brands—order them.

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

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

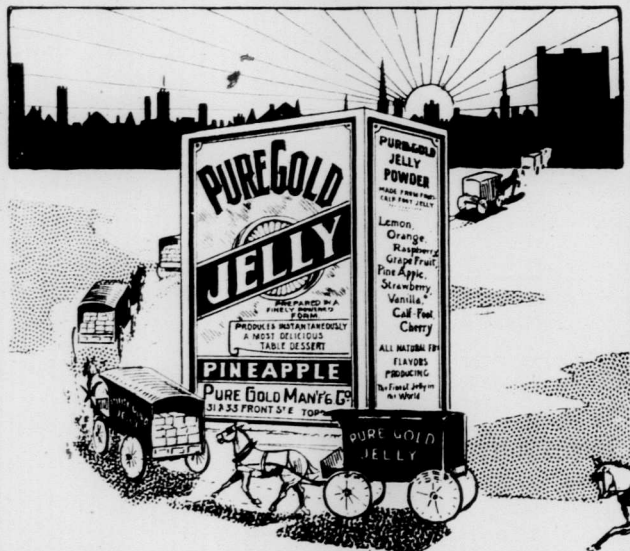
We don't  
Wander  
From our  
Subject

We stay right to the text of "Purity" when talking Buckwheat Flour business. We firmly believe that one of the growing demands of the people of to-day is that an article will be sold for what it really is. Our Buckwheat Flour is no mixture, it is just what we claim for it. It will make a wholesome change these winter days.

Packed in barrels or bags.

THE TILLSON CO.'Y, Limited, Tilsonburg, Ont.

IN HALF A MILLION HOMES



Pays the grocer a good profit  
and sells like hot cakes.

**PURE GOLD MAN'FG CO.**  
31 AND 33 FRONT ST. EAST LIMITED  
TORONTO. CANADA

## The Standard Duplicating Account System

is a rapid, simple, accurate, money-saving method of keeping books. Once writing the item posts and balances the Ledger and provides an itemized statement for the customer.

ITS OBJECTS are to lessen a merchant's labor of bookkeeping, remove the causes of dispute and error, to save time and money, and to please your customers

Send us your name and address and we will mail you full particulars by return.

**The Beverly McDonald Co.**

PICTON, ONT.

# "On Honor"

I am dealing "on honor" with every grocer that I do business with. I mean to be absolutely honest in every statement that I make about my cigars as well as the terms on which I sell them.

It would be very foolish for me to pay for advertising space in this paper unless I was absolutely sincere in my advertising. I would like to send an assortment of one thousand of my cigars (including one or two hundred each of my "Pharaoh" 10 cent cigar and my "Pebble" 5 cent cigar) and have the grocer leave the selection entirely to my judgment.

If the grocer finds that I have made any error in the selection, he can return the cigars to me and have his money back. I refer to THE CANADIAN GROCER as to my reliability. I am dealing "On Honor."

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

## OUR Crown Flavoring Extracts

are unsurpassed—quality and prices.

GREIG MFG. CO'Y, Montreal, P.Q.

# LARD

You can buy good lard and you can buy poor lard. Poor lard is not cheap at any price and good lard is worth more than to-day's prices. We can sell you good lard, the very finest, and in the following packages:

- Tierces = 400 lbs
- Tubs = 60 lbs.
- Pails = 20 lbs.
- Pails, tin 10 lbs.
- Pails, tin 5 lbs.
- Pails, tin 3 lbs.
- Cartons 1 lb.

**F. W. FEARMAN CO.**

Limited.

Pork Packers

**Hamilton.**

MADE IN CANADA.



## P RINCE among ICKLES

We're not the only pebble on the beach. There are other pickles. But when the choice is the best, then

### "STERLING" BRAND PICKLES

carry the palm. They have been tested and tried and found true.

—The grocer who cares for his trade will  
—always keep well stocked with these famous pickles.

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

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

## “With a Fixed Belief”

that a genuine and far-reaching demand exists amongst Japan Tea Drinkers for pure and unadulterated Teas, in place of the notoriously doctored, and almost criminally manipulated article, so long foisted upon them by conscience-hardened money-grabbing traders of Japan, the Ceylon and Indian growers, who have by their superior Teas completely revolutionized the world's Black Tea Trade (to the almost total ruin of the China product), have now placed upon the market in direct competition with Japans,

## “CEYLON and INDIA”

### GREEN TEA

**Natural Leaf, Pure and Uncolored.**

Similar in flavor to Japan Tea but infinitely more delicious and economical.

Fully  $\frac{1}{2}$  stronger than the most expensive Japan Tea on the Market.

“These Claims Are Unassailable.”

THE SUCCESS OF

## The “Salada” Ceylon Tea Co.

(Probably the largest handlers of Ceylon Teas on the American continent) with these **Green Teas** is evidence conclusive that they are “all right” and here to stay.

*"For 30 years the Favorite."*

*"Three  
in One."*

Jonas' Flavoring Extracts combine the three strongest points that a grocer depends upon to sell his goods, namely—purity, popularity, and pleasing profits. There are "three in one" you see.

From the housekeeper's point of view, they are economical to use in every sense of the word. Here, also, there are three strong points combined in one that appeal to her common sense. First, their absolute purity, which makes her baking sure—second, their great concentrated strength, which assures perfection in results at the smallest possible cost—third, the true, rich, natural flavor that never varies from year to year.

The grocer who seeks perfection and pleasing profits, too, will lose no time in stocking up. No premiums, no guessing contests, no schemes, but simply the three strongest points that a grocer depends upon are combined in one in—

*Jonas'*  
*Flavoring Extracts.*

---

HENRI JONAS & CO., Mfrs.,  
Montreal.



# RAISINS RAISINS RAISINS

—FINEST GOODS ON THE MARKET.—

Grustan's Finest Selected, 7, 14, and 28-lb. boxes.

Roger's Finest Selected, 28-lb. boxes.

Roger's 4-Crown Ondara Layer Selected, 28-lb boxes.

Trenor's Blue Eagle 4-Crown Selected Layers, 28-lb. boxes.

These latter are specially fine goods.

**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, all sizes; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; 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 to box. Write for illustrated catalogue.

Our latest novelties; Corrugated Y. & S. Stick Licorice, packed 80 sticks in wood box; Manhattan Wafers, in Pliable Licorice, 2½-lb. boxes.

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.

AYE READY!

# JATERSONS'

"CAMP" COFFEE IS THE BEST.

PRODUCING A CUP OF DELICIOUS COFFEE AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER FOR IT.



**Batty & Co.**

ESTABLISHED 1824.

LONDON.



OLIVES AND PURE OLIVE OILS.



INDIAN CURRIES AND CHUTNIES.

Makers of High-class

PICKLES OF ALL KINDS.



SAUCES OF ALL KINDS.

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

PUBLISHED  
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**CANADIAN GROCER**  
AND  
GENERAL  
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CIRCULATES  
IN EVERY  
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VOL. XIV.

TORONTO AND MONTREAL, JANUARY 26, 1900.

NO. 4

## ADVICE TO YOUNG MEN STARTING IN BUSINESS.

BY CHARLES R. BARRETT.

**E**VERY self-respecting young man hopes to achieve success, whether it is a financial, political, professional or social ambition he seeks to gratify. A few suggestions may serve a purpose, as we are all guided to some degree by the experience and advice of others.

In the first place let us learn that we may possess knowledge and lack wisdom. Wisdom is applied knowledge, which shows that the application of knowledge is just as important as the possession of it. Our heads may be stored with facts and yet we may be incapable of evolving ideas or of expressing them. This is

### AN IMPORTANT POINT

for a young man to learn. To have ideas and the ability to express them is the soul of intelligence. Our greatest enterprises are merely executed ideas. To originate a practical idea is to produce a useful force.

What we can evolve from our brain is the test of our learning. To be prolific of practical ideas is to be useful. The drainage canal was once only an idea, which, in executed form, is one of the greatest undertakings and accomplishments of the age. The idea has developed into a ship canal that connects the great lakes with the Gulf of Mexico and gives to Chicago the promise of a sanitary condition not dreamed of 10 years ago.

Now, let us turn to the young man's opportunities as they present themselves from day to day, and have him understand that his place in the world is to be determined largely by his ability. The physical workman was doing a few years ago what is

now being done by machinery, with which no man can compete.

### LOOK ABOUT

and you will find that the leaders of enterprises are thinkers or are employing thinkers and paying them liberally for their services. If you will examine carefully you will find that the majority of those employed at comparatively low wages are merely followers of thinkers.

Take, for example, the young man who stands behind the counter as salesman or accountant. Faithful and honest as he may be, there is nothing original required of him, but there is of the man who goes into the open market and, on his own judgment, buys goods that can be handled at a profit, or who goes on the road and sells them at a profit and from year to year controls the patronage of a certain territory. This man is worth from \$3,000 to \$10,000 a year to the employer, whereas, the clerk behind the counter who sells the goods or records the sales is worth from \$8 to \$15 a week. This clerk does not have to think, as the purchases are made for him, the particular goods are selected for his department, the price is fixed for him, the advertising is done for him, and even the measure is provided for him.

A young man in such a position has

### NO RIGHT TO COMPLAIN

if his wages are small or his advancement is slow. His services are not valuable. His place can be filled in a day. He does not advance the ideas that make his department successful. They are supplied by more valuable men. After this young man

has had his wages advanced \$2 a week, he will work contentedly for a few months, and then will ask for another advance. In the meantime, has he done anything to merit it, beyond being faithful in the discharge of the same routine duties? It is doubtful if he has.

Back of the ability to know must be the ability to do. Some men possess ability and are honest, but lack energy; and others possess the three qualities but lack executive ability. Combine the four qualities and you have a power that commands a price. Advertise for a \$10 a-week clerk and you will get hundreds of answers, but advertise for the kind of a man to whom you are willing to pay \$3,000 or \$5,000 a year and you will be surprised at how few there are and how rarely they are out of employment.

The employer is a man who has more cares and responsibilities than he can discharge, and he looks about him for some one to whom he can intrust them. The importance of the cares and responsibilities and the ability to discharge them satisfactorily determine the value of the employe's services.

### THE EMPLOYER WANTS MEN

who will take the same interest he takes and upon whom he can depend without worrying and without having to superintend every detail of the work. He wants those who relieve him of anxiety and who show they have originality, discretion, tact, energy and adaptability. Such men are always in demand. But how abundant are those who can merely execute other men's ideas, the unthinking, non-caring underlings in the terrific competition so characteristic of American life.

When you enter the employ of a business

**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH

IN **CAKES** WELL KNOWN AND RELIABLE.   IN **TINS** GUARANTEED TO THE TRADE

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.

house begin at once to familiarize yourself with the scope of the business, and show a disposition and ability to do more than routine work.

**BEGIN BY BEING PUNCTUAL,**

thoughtful, and painstaking, and in showing an interest in the arrangement of things. Study to please those to whom you are responsible, and you will find them observing and appreciative. You are an individual, and will never walk in the footsteps of another. No two persons ever lived under the same influences, ever contended with the same difficulties, nor did they ever achieve the same success. No two pursue exactly the same course in life. You will never be the same success or failure that some other person has been. The world is developing new types of success every day, and in as many directions as earnest, thoughtful, and energetic men are working.

**DON'T BE AFRAID OF WORK.**

There is no success without it. Back of your work must be a brain force that distinguishes you from a machine. Machines do not evolve ideas, nor do the majority of men. Learn how to do business and how to deal with men. Be tactful, which is nothing more or less than using common sense opportunities to the best advantage. Recognize the brain competition that is on to-day. Prepare to carry an influence into the world. Exercise such tactfulness as will draw the world towards you. Study human nature. Be able to determine the kind of a man you have to deal with as soon as you come in contact with him. If he is ignorant, know how to deal with ignorance. If he is intelligent, know how to deal with intelligence. Adapt yourself to the conditions before you. In each case strive to please, that each person you meet may carry away a favorable impression of you. In this way you will acquire a good reputation at a small cost. Remember others are not always wrong if they differ with you. Justice is the greatest virtue. Therefore, be just.

Avoid being unreasonable. Put yourself in the other person's place once in a while and judge the situation from his point of view. This disposition will develop fairness and win friends.

**READ TO GET FACTS,**

and from them evolve original ideas. Read the newspapers, as well as books and magazines. Keep posted on the industrial, educational, political, and social conditions and events of the day. Intellectuality will become stamped upon your face, and the bearing that should attend a cultured mind will lead you into desirable society, and in it you will find an influence that helps secure advancement.

Take hold as you would if you were a partner and try to feel the responsibility he is obliged to assume. Work quietly. Make your work count, which is more than most people can do. Prove your capacity, and somebody will be sure to note it, employ it, and reward it. Never be satisfied with yourself or your income, but never expect the income to equal your earning capacity, as to do so would show a disposition to rob the employer of the profit which he is entitled to make on your services. He is entitled to a liberal return on the capital invested in the enterprise which gives you employment. Every employer is a benefactor. He gives others something to do by which means they may gain such a livelihood as their capacity and his business can furnish.

**DON'T SIT AROUND**

and wonder why your salary is so small unless you are looking for the cause and remedy. To make yourself valuable you must be productive of ideas. You must be progressive. You must be resourceful. You must be willing to work. There is no exception to these rules. They are fixed requirements to test the disposition and capacity of the employe. Consider the relation that should exist between the employer and yourself. He must be satis-

fied with your services and he will require that they shall be worth more than they cost him. This is exactly as you would have it were the situation reversed. Put yourself in the employer's place. Invest your money in an enterprise that necessitates the employment of labor and then look about for men in whose qualifications you would have confidence. How critical you would be!

You must not expect to win promotion standing still. You must not expect promotion except through an enlarged knowledge of the business. The employer must have growing men and he cannot afford to overlook the increasing value of their services.

**BE WILLING**

to carry the responsibilities he imposes upon you from day to day and be thoughtful and faithful in the discharge of them regardless of the compensation you are receiving for it. If active and intelligent in the discharge of your duties you will be rewarded for it.

If you are getting \$10 a week make your services worth \$20 to your employer. Make them apparently indispensable to him. Make it impossible for him to fill the position to better advantage. Know something outside of the business. Keep learning. Keep broadening. Be on your guard lest you go to seed at the age of 30 or 40, as most men do, and thus be incapable of doing more than routine work.

The right use of general knowledge will make you courteous in manner, neat in appearance, temperate in habits, honest in purpose, just in requirements and successful in business. Let such qualities serve your opportunities and you will some day discover that you have a substantial hold on life, which is the aim of effort and the goal of ambition.—Tradesman.

The Nova Scotian apple crop in 1899 is estimated at 375,000 bbls., valued at \$862,500.

**ALLOW US TO FIGURE ON**

your Coffee trade. Our travellers will propose to you our thoroughly one-sided offer on . . . . .

**L. S. & B. and EMPIRE BRANDS.**

**LUCAS, STEELE & BRISTOL,**

WHOLESALE  
GROCCERS

**Hamilton.**

**HEAVY ADVANCE IN COFFEES**

Our stock is splendidly assorted for our grand blends of—

Mecca

Damascus

Cairo

Sirdar

Zacapo

Old Dutch Rio

Our friends can rest assured of same identical blend every time. Standard will never be let down, and we will go to the last ditch before advancing.

All our coffees are a year in store before being roasted.

No compounds  
handled.

**JAMES TURNER & CO.**

HAMILTON

**Grand Mogul Flavoring Extract**

"IS PURE EXTRACT."

10c. BOTTLE IS DOUBLE THE STRENGTH OF THE ORDINARY 10c. BOTTLE.

25c. BOTTLE IS A MARVEL OF EXQUISITE FLAVOUR.

Over **38 per cent. profit** on the 25c. bottle.

Over **40 per cent. profit** on the 10c. bottle.

These goods are trade-winners. Keep up with the procession and sell what the people want.

MANUFACTURERS AND  
WHOLESALE GROCERS.

**T. B. ESCOTT & CO.**  
LONDON, ONT.

# BROOMS



## K 1, 2, 3, 4, 5.

Ask our travellers for prices on brooms. We can sell them right, having purchased long lines before the advance.

**THOS. KINNEAR & CO.,** 49 Front Street East, **Toronto.**

### CHEESE IT!

A club called the "Detroit Limburger Cheese Fraternity" was recently organized in Detroit. A most important requisite of aspiring members is that they come to the Initiatory with a bottle of chloroform, closely corked. It is said that limburger, properly drugged, is bearable to those who are not used to that sort of thing.

Some of the questions asked of the applicants at the first meeting were:

"What was your name before you were married?"

"How old do you appear to be?"

"Are your father and mother alive, and if so from what causes?"

"Is your wife single or married, and what is her occupation?"

"Has she any intention of changing her occupation, or going abroad?"

"Have you ever committed suicide, and if so, how often?"

"Is there any insanity in the family except yourself?"

"Did you ever refuse a drink of intoxicating liquors—if so, why?"

"In the morning, do you use —"

The last applicant drew a revolver from

his pocket and threatened to end it all right there, but the chloroformed cheese revived him, and he took out a policy without further protest.

### HOW SEEDLESS RAISINS KEEP.

The Produce Markets' Review, of London, England, recently had the following: "The Valencia raisins which were offered consisted largely of fruit damaged and otherwise out of condition, and, considering the state and the quality, the prices realized must have been very satisfactory to the sellers. One important fact was again in evidence, viz., that what is known as the small seedless raisin does not keep so well as the more matured fruit. It stands to reason that this class of fruit, which it is important should be as small as possible, cannot be allowed to approach anything like a ripened state before being gathered, or the stone would have grown and made it useless for the purpose intended, and buyers of this description of fruit will have to reckon with this contingency when purchasing. Good sound selected Valencias are very firm; in fact, there is a disposition to advance prices in some directions."

### INQUIRIES FOR CANADIAN GOODS.

Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, London, England, is in receipt of the following inquiries:

A Liverpool house desires to hear from Canadian manufacturers of wood blocks for mangle rollers for which they could place several orders.

An importing house possessing a connection with picture frame makers asks for names of Canadian manufacturers who can supply oak mouldings.

A Midlands firm of manufacturers wishes to hear from Canadian importers of elastic boot webs, boot looping, garter webs, skirt bindings, ladies belts, etc.

The manufacturers of a patent metal seek a Canadian resident agent of good standing.

A London dealer in high-grade goods would like to hear from Canadian packers of smoked salmon in thin slices, in oil, in tins.

A Glasgow importer would like to hear from Canadian manufacturers of cheap bedroom furniture.

A Bristol house is open to import ash hay-forks and hickory pick-handles.

A Glasgow firm of merchants possessing a connection with the confectionery and wholesale grocery trade seeks agencies of Canadian products. They also have a house in China and are open to consider agencies for the far east.

A Paris (France), commission agent asks for samples and prices of Canadian wood bicycle rims for which he has an opening.



## Don't Kill the Goose

that lays the golden eggs.

Don't destroy the confidence your customers have in you by selling them inferior imitations of our package when you know **IMPERIAL** is sure to give satisfaction.

The grocer who sells imitations of **IMPERIAL CHEESE** cannot expect to retain the confidence of his customers.

# TEAS

Japans, Young Hysons, Indians and Ceylons

AT LOWEST PRICES.

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET,

TORONTO.

### CANE AND BEET SUGAR.

IN The Political Science Quarterly, Mr. J. F. Crowell discusses the future of sugar production and reaches conclusions as to cane that accord with those expressed a few years ago by the late Sir George Baden Powell and corroborated by a writer in The London Times a few months ago, to whose articles we called attention at the time of their publication. The commercial product of sugar amounts to about 8,000,000 tons, of which 5,000,000 are now obtained from beets and 3,000,000 from cane. The large production of India and China, which is consumed at home, is not included in this. The rapid growth of beet sugar is due partly to the stimulus of bounties, but more to the fact that the beet is the product of the temperate zone, and not of the warmest part of that. It is the product of the latitude where there is the most capital, intelligence and commercial enterprise. The cane is the product of a latitude which has never been notable for these; where so little effort is required for sustaining life that the habit of persistent industry is not common. The beet has gained at the expense of the cane, because all the resources of science, backed by abundant capital, have been pushing it, while the cane industry has not yet thrown off the luxurious and uneco-

nomical methods of production characteristic of the regime of slavery.

In reviewing the report of the British West Indies Commission, Sir George Baden-Powell stated that cane could be grown more cheaply than beets. The writer in The London Times, alluded to above, pointed out the rapid progress of the cane industry in Queensland under a regime of capital, science, and free labor, and Mr. Crowell presents the evidence of the great improvement of cane culture in Egypt and of the vastly greater amount of sugar produced per acre by cane in Java than by beets in Germany. Comparing the past year with the year 1891-1892 the production of cane sugar has increased greatly in British and Dutch possessions, very slightly in the French colonies and it has retrograded in the tropical American States. The decrease in what were Spanish possessions is for the most part accounted for by the interruption of agriculture in Cuba.

In Queensland, the production has increased from 60,000 tons in 1895-96 to 150,000 tons in 1898-99. In Egypt, the area increased one-fifth between 1889 and 1893, while the amount of sugar increased one third. The large increase of production was almost exclusively in sugar of the first grade; the second grade remained un-

changed, and the third decreased. Perhaps the most significant fact presented by Mr. Crowell is the difference between the sugar production of Germany and Java. For the five years 1893 to 1897, the average production of sugar from beets in Germany was 3,909 kilograms per hectare, and the average production from cane in Java was 8,354. With the degree of enterprise and science and capital the sugar beet has enjoyed, the sugar cane is likely to recover the ground it has lost.—N.Y. Journal of Commerce.

### FRASER RIVER SALMON IN FAVOR.

The Produce Markets' Review, London, Eng., of January 13, says: "A large trade has again been done in salmon to arrive, and values are very firm. At the beginning of the season, prices opened on a reasonable basis, and grocers started anticipating their requirements much earlier than usual; since then, quotations have slightly advanced, and buyers are now unable to repeat their purchases made some few weeks ago. There is a good demand for Fraser river fish on the spot in ½-lb. tins, but the supply is most limited. It is evident that this particular pack has found favor with the public, and, if only prices were a little more tempting, a considerable increase in the demand might be looked for in the near future."



Better

MARMALADE

That's  
what your customers  
want—and that's what they  
get when you sell them **Upton's.**  
While the price of **UPTON'S MARMALADE**  
is as low as any in the market,  
it's **quality** is equal  
to the finest  
imported.

For the

Same Money

## KENTVILLE, N.S., AND ITS BOARD OF TRADE.

ONE of the most active boards of trade in Canada is that at Kentville, N.S. On January 15, it held its annual meeting and over 60 members were present. The membership of the board is over 100.

The Haliac Chronicle, in its report of the meeting of the board, declared that "no town in the Province can get up such an annual meeting as is held by this board. The board induced the merchants of the town to hold a merchants' week at Christmas time, and the town was crowded with buyers. Some days over 2,000 people came in. The board is unique in many ways and takes hold of many things that other boards do not think of."

In the absence by illness of the president, C. L. Dodge, James Sealy, vice-president, occupied the chair. On his right was seated M. G. DeWolfe, president of the Maritime Board of Trade, and on his left P. Innes, president of the Kings County Board of Trade. The members of the council occupied seats at the front of the hall.

Kentville, it might be mentioned, is, this year, to be the scene of the annual gathering of the Maritime Board of Trade, a most important and representative organization.

### THE PRESIDENT'S ADDRESS.

GENTLEMEN,—I have pleasure in congratulating the board upon the continued prosperity of our trade and industries, and the general welfare of our community. Our merchants have had, upon the whole, a very successful year, and the volume of business done has been upon a satisfactory, increasing and fairly remunerative scale. The same remarks hold true of our manufacturing industries; and this is especially gratifying, because their success and expansion means a steadier and wider field for labor, a larger circulation of money, to the manifest advantage of our trade and town.

During the year money has been fairly plentiful, and obligations have, as a rule, been promptly and fully met. The fruit, root and cereal crops of the country have been large and of excellent quality, in the main profitable returns have been realized by our producers. It is estimated that the apple crop alone of the past season will realize not less than \$500,000; and it will readily be understood what an encouraging and stimulating effect the success of the farming community has upon the trade of the town. Another point may be mentioned as an index of our prosperity, namely, that of the total import duties for the county during the last year, amounting to \$10,653, almost two-thirds of the whole, or \$6,817, was paid by Kentville importers.

In this connection it may be worthy of note that our merchants have been able to meet the competition of the great departmental stores, and our people are becoming more and more convinced of the folly of sending away for goods which can be procured at home of equal quality on as favorable terms.

A conference of the Provincial Board of Trade, at which your board was represented, was held in Halifax in March last, when various matters affecting the trade and interests of the Province came up for discussion.

The annual meeting of the Maritime Board of Trade was held in St. John, N.B., in August last, at which your board was represented by a strong and efficient delegation. A very interesting and useful meeting was held, and a number of subjects of interprovincial and public interest were discussed and dealt with. The members of the St. John Board were untiring in their attentions to and entertainment of the visiting delegation.

It gives me great pleasure to report that the next annual meeting of the Maritime Board will be held in Kentville, under the presidency of our zealous and untiring ex-president, Mr. De Wolfe, with our indefatigable secretary, Mr. Calkin, as secretary of that board. The meeting will be attended by leading representative men of the three Provinces, and, it is anticipated, will be of an eminently useful and interesting character. I need scarcely say that I rely with confidence that the members of the board and the citizens will vie with each other in their generous entertainment of the visitors who will honor us with their presence on that occasion.

Turning now to more immediate local considerations, it is gratifying to note that The Nova Scotia Carriage Co., Limited, in which your board took a warm interest, has been successfully organized, has erected handsome and commodious premises, and has so extended its output and operations that a large addition has had to be made to its staff of permanent employes. Another enterprise, in the formation of which your board also assisted, is The Cornwallis Valley Packing Co., Limited, which, although it only began operations late in the fall, has already done a large business, and gives promise of important and profitable development. Mention may also be made of The Kerr Vegetable Evaporating Co., owned in Kentville, with factory at Canning, whose goods are sent as far as British Columbia and the Klondyke on the one hand, and to South Africa, and even as far as Australia, on the other. It is a matter of great regret that one of our most important and enterprising establishments, The Lloyd Manufacturing Co., was unfortunately burned down last week. It had attained a wide and enviable reputation, and it is confidently hoped that this unfortunate disaster, though a severe one, will only be a temporary check to its prosperous career. I may add here that there is ample room and opportunity for the establishment of more industries in the town with reasonable, and even with encouraging, prospects of success, and the board is at all times willing and ready to furnish reliable information and aid to bona fide enterprises seeking a suitable location.

Kentville continues to be, as the beauty and attractiveness of its situation and surroundings entitle it to be, a favorite resort of the tourist and traveling public. Its many natural advantages and exceptional railway facilities, in conjunction with its superior hotel and boarding house accommodations attract year by year large numbers to spend their summer vacations with us. Your board has always been active in fostering this business, believing it to be of considerable benefit to the town; and it is suggested that the issue and circulation of a neat, illustrated and well-written booklet would do much to still further advertise and popularize the town.

The near opening of our fine new post office and Customs building will be a great convenience to our merchants and citizens.

The amalgamation of the schools of agriculture and horticulture and the location of a combined establishment and experimental farm in the best suitable situation was strongly advocated by your board, and had the active support of our representatives, Messrs. Dodge and Wickwire, with the re-

sult that the principle contended for was sanctioned by the Legislature, but so far no action has been taken in the matter.

Numerous other matters have engaged the attention of the board during the year, such as public sewerage for the town, the improvements of the streets and the desirability of putting up signboards with their names, an all-night electric light service, a public park for the town, the advantage of establishing periodical county fairs, telephone rates and facilities, and other like subjects of more or less public interest and importance.

Although ours is but a young organization the enterprising and aggressive character of its action in all matters pertaining to the welfare of the town and the community, and the remarkable measure of success which has attended its efforts, mark it as one of the most potent factors for good in our recent history. It is sincerely hoped that now being so securely established, it will go steadily forward in its career of progressive usefulness and to continue to merit and to receive the support and approbation of the public.

Finally, gentlemen, in retiring from the responsible office to which you did me the honor of electing me, I have to gratefully acknowledge the uniform courtesy and valuable assistance which I at all times received from the members of the council and board and especially from your energetic and faithful secretary, Mr. Calkin.

All which is respectfully submitted.

C. L. DODGE, President.

### The officers elected for 1900 were:

President—Rufus W. Eaton.  
Vice-president—James E. Burgess.  
Secretary and Treasurer—G. E. Calkin.  
Assistant Secretary—F. W. Rand.

Council—C. L. Dodge, Jas. Sealy, J. P. Chipman, A. D. McRae, R. S. Eaton, W. E. Porter, H. H. Wickwire, John Dow, T. P. Calkin, L. deV. Chipman, H. S. Dodge and C. S. Nixon.

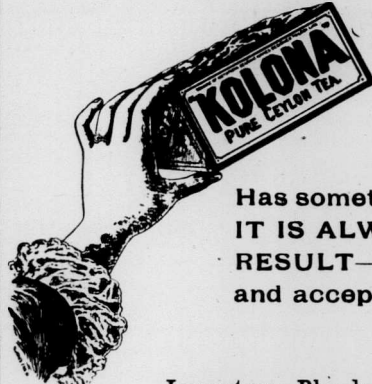
Auditors—J. W. King and W. P. Shaffner.

Seventeen new members were added to the board.

R. S. Eaton brought up the question of a standard apple barrel and the board passed a resolution similar to one passed by the municipal council and the Kings County Board of Trade in reference to a standard barrel of 100 quarts dry measure.

### CANADIAN SARDINES.

Thanks to J. Sutton Clark, of St. George, N.B., we may confidently hope for a steady development of the sardine industry in Canada. Mr. Clark is a packer of sardines, and with a view to obtaining the best plant to be had and of obtaining a knowledge of the best methods in vogue he not long since visited France. While there he purchased a plant the duplicate of the best plants in that country. In addition to the modern and up-to-date plant, Mr. Clark is careful as to the oil which he uses in the manufacturing process, a most important consideration in the packing of sardines. Consequently, he uses nothing but the best oil. R. B. Noble is the Toronto agent, and his office is at 100 Board of Trade Building.



**The Tea Judges Tea**  
**"KOLONA"**  
**PURE CEYLON TEA**

Has something more than mere "fragrance" to recommend it.  
**IT IS ALWAYS BLENDED FOR QUALITY—NOT FOR PRICE.**  
**RESULT—A rich full bodied liquor, showing top-notch of VALUE to consumer and accepted as a standard by those who KNOW TEA.**

**THE EBY, BLAIN CO., LIMITED**  
 Importers, Blenders and Packers.

**TORONTO.**

**SEALED PACKAGES ONLY.**  
**RETAIL AT**  
 25c., 30c., 40c.,  
 50c., 60c., 80c.

**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.

**H.** WALKER & SON, Guelph, received on Wednesday a car of extra fancy Californian Washington navel oranges, Arlington Heights Fruit Co.'s packing. The quality of the fruit is excellent. They are also in receipt of a car of Messina lemons, all fine quality and free from chill.

H. P. Eckardt & Co., have Barataria shrimp, 1's and 2's in stock.

A consignment of "Diamond" axle grease is just to hand with W. H. Gillard & Co.

Buyers of green Rio coffee will do well to communicate with H. P. Eckardt & Co.

"Potsum" cereal coffee and grape nuts are having a decided run with W. H. Gillard & Co.

Buyers of Malaga raisins and Eleme figs can learn of something to interest them by writing to The Eby, Blain Co., Limited, or asking their travelers.

L. Chaput, Fils & Cie, Montreal, say that they are too busy stock-taking this week to write out an advertisement, but

readers of THE GROCER will find something interesting in next week's paper.

"Crushed" Java and Mocha (xtr.), the best low-priced coffee in the market, is having large sales with The Eby, Blain Co., Limited.

"Kangaroo" castile soap, a double bar that retails for 5c., is to be had from H. P. Eckardt & Co.

Seven grades of Sultana raisins in stock with The Eby, Blain Co., Limited. Inquiries from quantity buyers solicited.

S. H. Ewing & Son have a full line of Japan and Ceylon teas on hand. Samples furnished to the wholesale trade only.

The Eby, Blain Co., Limited, make a specialty of baking powder in 1-lb. tins, under private brands for the trade, which is guaranteed A1 value.

W. H. Gillard & Co. have just received a large shipment of shredded wheat biscuit in cases of 50 boxes and 25 boxes—each box containing 12 biscuits.

Prime fall caught lake herring, just the fish for Lenten supply, are quoted at close figures f.o.b. Midland, by The Eby, Blain Co., Limited.

The "Salada" Tea Co. say: "On Monday of this week our Mr. Irving, of the west end of the city, took 47 orders; and

in the east end our Mr. Marmion took 16 orders, making, in all, a total of 63 grocers in the city of Toronto who ordered 'Salada' on the same day."

Five hundred and seventy-one fancy tins of "Anchor" and "Cruiser" Japan tea have recently been passed into stock by The Eby, Blain Co., Limited.

**SUNDAY CLOSING IN CHICAGO.**

The Sunday-closing movement in Chicago is rapidly gaining ground. On Sunday, January 14, for the first time in the history of Chicago, nearly all grocery stores and meat shops were closed all day. The observance of the day was even more than the members of the Clerks' Association had presumed to hope for. The reports from all parts of the city were unanimous in stating that the majority of the groceries and meat shops in each district were locked during the day. There were exceptions, but not so many as a week ago. Many of those who kept their stores open only a part of the day were seen by members of the clerks' committees, and agreed to keep closed hereafter on Sunday. Many Chicago ministers again touched the Sunday-closing crusade in their sermons, and it is believed the effect of their remarks will be that more people will do their marketing on Saturdays.

**ROSEMARY CREAM CHEESE \***

A DAINTY TABLE  
 DELICACY OF  
 EXQUISITE FLAVOR.

**THE L. AND S. ROSEMARY CO., LIMITED**  
 HAMILTON,  
 CANADA.

RICH and NUTTY

IN OPAL SCREW  
 TOP JARS.

THE FINEST OF GOODS.

POSITIVELY SUPERIOR TO ALL OTHER MAKES OF  
 CREAM CHEESE.

A MONEY-MAKER FOR THE RETAIL MERCHANT.



# Perfection Is No Trifle.

We believe that Windsor Salt is as near a perfect Salt as skill, experience, time and money can produce.

No trifle is neglected in its manufacture because *no trifle is too small to be neglected.*

"Perfection is no trifle."

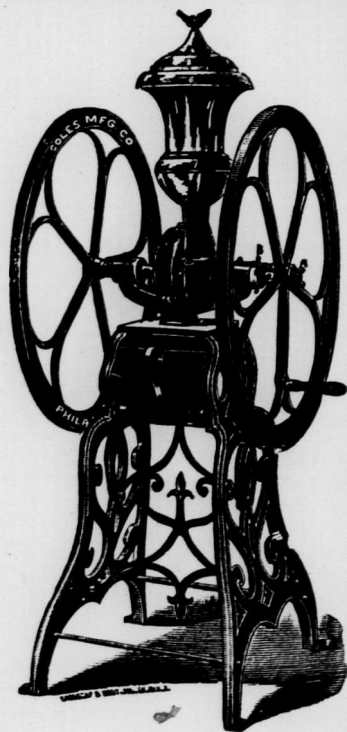
## Windsor Salt

is the highest grade of Salt that it is possible to make—one reason why this is so is because the Vacuum process is used in its manufacture.

Another reason is because its reputation for purity, whiteness, and dryness *must be maintained*, else the trade phrase "as pure as Windsor Salt" loses its true meaning.

Sold by Leading Wholesalers Everywhere.

THE WINDSOR SALT CO., Limited  
Windsor, Ontario.



## The Canadian Grocers Know

a good mill when it is presented to them.

They have taken up the . . .

## COLES COFFEE MILL

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

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

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

# VINEGAR ABSOLUTELY PURE...

Grocers should be more careful about the purity of the vinegar they sell than almost any other article.

Take no chances. Secure purity.  
Sell only that made by

The \_\_\_\_\_  
**Wilson, Lytle, Badgerow Co.**  
TORONTO. Limited



President,  
JOHN BAYNE MacLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
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**COURSE OF CHEESE VALUES.**

THE course of the cheese market since the year opened has generally disappointed traders, and, of course, particularly the more sanguine operators, who expected that once the movement commenced prices would rapidly advance to 13c. per lb. or over.

As every observer of the market is aware, they have done nothing of the sort, but, though the more optimistic have been disappointed, it does not follow that the market is weak.

No doubt, as we have frequently pointed out, the statistical position strongly favored high prices, but events have demonstrated that the British buyers would not pay fancy prices, whatever they may be forced to do as regards the small remaining quantity in Canada. On the contrary, while they have been quietly but gradually absorbing the offerings in Canada at a cost of 11¼ to 12c., cheese has been cutting over the counters in England at the same price, viz., 6d. to 6½d. In other words, the new purchases in Canada have been costing more than cheese was selling at in England.

This circumstance explains the stubborn resistance that British buyers have made to the efforts to force prices higher. They

have simply contented themselves with meeting actual necessities, and, as they found sellers in Montreal willing to feed them with what they wanted, the hopes of those who were holding for extreme prices have been doomed to disappointment.

Shipments since the close of navigation have aggregated 230,000 boxes, and, at the rate the goods are now going out, the middle of February should see the remaining stock in Canada exhausted.

**ELEMENTS OF SUCCESS.**

STUDY of the characteristics of business men who have been successful is always interesting, for one man's success is often due to attributes that are notably deficient in another equally successful merchant.

It is not an infrequent occurrence for a young man to start in business without anything like a full knowledge of the particular trade in which he is risking his fortune, and to make a success, despite warnings and predictions to the contrary. In such case it is generally true that the young man, though lacking in technical knowledge, is of a genial disposition and strong character, and the mistakes due to ignorance are at first counteracted by his manner to his customers, and made with ever-lessening frequency because of his aptitude to profit by error.

On the other hand, we sometimes see a somewhat older man, who has never been a really first-class clerk because of lack of tact, genialty or some of the other characteristics that attract customers, open out, and by sheer force of his knowledge of his business win a steadily increasing trade. He knows how to buy and sell, and so his goods attract custom, where he himself might not.

It is natural that a merchant should be successful who possesses, in addition to an inherent talent of pleasing customers, a thorough understanding of his business. But such instances as those mentioned are the specially instructive ones, as they teach the student of human nature that "the man with one talent" is not necessarily excluded from success in business; that prosperity is not the prize of the gifted man, but rather of him who works for it with a determination to win.

**POOR PACKING OF APPLES.**

THE CANADIAN GROCER has repeatedly drawn the attention of its readers to the advisability and necessity of care in the packing of goods for the Old Country.

Complaints come from England that consignments of apples reach there in a condition unfit for use. There is not one complaint, but many, and surely a remedy ought to be found for such an evil. The fruit was good enough when shipped, but, owing to loose packing, it did not arrive in good condition. As remarked, this is an old question; but it is one which is continually cropping up, and one which most seriously affects our reputation.

A correspondent writing in connection with this matter says: "Apples arrived in due course, almost all of them rotten. Why are Canadians so happy-go-lucky in business?"

Is this the impression we are making in Britain? And will it pay? We can only urge on the Government, as has been done in time past, to see that such carelessness is not allowed to run rife. Let those be appointed whose duty it will be to see that barrels are properly packed, and not shipped under conditions which preclude all possibility of satisfaction.

The shipment of fruit to the Old Country is a most important part of our trade and we cannot afford to neglect anything pertaining to its success.

**THE SALMON PACK OF 1899.**

Our efforts have been so concentrated since the opening of the New Year—writing the figures "1900" that it now requires an effort to describe those of any previous year. Consequently the heading on page 38 of last issue over the article dealing with the salmon pack of 1899 read "The Salmon Pack of 1900," the editor's error having escaped the eagle eye of the proof-reader.

**GIVE KRUGER CEYLON TEA.**

It has been suggested that parcels of Ceylon tea be sent to Cecil Rhodes, Col. Kekewich, Sir Geo. White, Sir Redvers Buller, and Lords Kitchener and Roberts. But why not to Oom Paul? Do they not want him to have at least one good thing?

## EXPORT POSSIBILITIES OF CANADIAN PETROLEUM.

**A** BRITISH paper devoted to the petroleum industry recently printed the following :

Active steps, we hear, are being taken for the development of the Canadian oil industry and the commencement of an important trade with this country—other conditions being favorable—seems within reasonable distance of accomplishment. There is no reason why this should not grow into an important branch of our oil supply. The demand for oil in this country is extending year by year, and there is plenty of room for Canadian oil, provided it comes up to our standard of quality.

Much as an export trade with Great Britain in petroleum is to be desired there is not, we fear, any prospect, in at least the near future, for its realization.

That which a country exports, as a rule, of any of its products is its surplus.

Now, as far as petroleum is concerned, Canada has not a surplus. Indeed, were it not for what we import, the demand would exceed the supply.

It is true that the home market is chiefly supplied by the home product, but the proportion to the foreign is gradually diminishing, taking the quantities of oil inspected by the Inland Revenue Department as a basis for calculation.

The quantity inspected during the last 10 years, and the proportion of which was Canadian and imported oil, was as follows :

	Total (gals.) inspected.	Per cent. Canadian.	Per cent. imported.
1888	11,367,237	84.0	16.0
1889	11,230,646	84.3	15.7
1890	12,141,952	83.4	16.6
1891	12,292,109	83.6	16.4
1892	12,667,871	80.8	19.2
1893	13,325,496	80.2	19.8
1894	16,457,492	65.8	34.2
1895	16,587,986	65.9	34.1
1896	16,341,942	64.5	35.5
1897	16,755,269	62.7	37.3
1898	17,677,581	61.1	38.9

While the proportion of the Canadian oil to the imported article inspected in 1898 was so much less than in 1888, it is well to point out that, in quantity, the domestic product was over 1,000,000 gallons larger in 1898 than 10 years before : In 1888, the quantity was 9,545,895 gallons, and, in 1898, it was 10,796,847 gallons.

The returns for 1899 are not yet to hand, but the production of crude oil in 1898 was less than it was 10 years before.

In 1888, the production was 733,564 barrels ; in 1898, it was 700,790 barrels,

In 1894, the quantity was 829,104, but there has since then been a gradual reduction.

Taking the production of illuminating oils by the Canadian refineries, we find that there, too, a standstill is also to be noted. Take, for example, the 10 years ending 1898 :

	Gallons.		Gallons.
1889	9,479,917	1894	11,289,741
1890	11,129,277	1895	10,711,378
1891	10,427,040	1896	11,207,150
1892	10,806,806	1897	10,493,449
1893	11,100,810	1898	11,804,667

With the above figures dealing with the different phases of the oil industry before us, it is clear that, while prospecting for new oil fields is vigorously going on, production is practically at a standstill.

Now then, with regard to the export trade. It cannot be said to be of a vigorous nature. And, in view of the conditions already pointed out, nothing else is to be expected. Taking the returns since 1890, we find the exports of crude and refined oil to be as follows :

	Crude. Gals.	Refined. Gals.
1890	352,050	6,754
1891	434,699	1,817
1892	440,395	511
1893	176,990	1,111
1894	66,549	2,191
1895	58,085	5,458
1896	2,125	16,116
1897	380	1,451
1898	.....	9,530

Once since Confederation the export of crude and refined oil aggregated 9,355,325 gallons. That was in 1873, but two years later it was down to 9,844 gallons. In 1877, however, it was up to 3,926,139 gallons. The smallest quantity exported in any one year was in 1882, when only 662 gallons were shipped out of the country. Most of the oil exported goes to the United States, although occasionally Newfoundland has been the larger purchaser. In 1896, for instance, of the 16,116 gallons of refined oil exported 10,066 went to the latter, while in 1898 the United States took 143 gallons of the 9,530 gallons exported.

At one time quite a little crude oil was bought in Canada and shipped to the United States as an admixture for train oil, but this was finally discontinued on account of tariff interference.

The chief oil-producing districts in Can-

ada are in Western Ontario, where the oil is found at a depth of 370 to 500 feet. Oil has also been found in Quebec, Nova Scotia, New Brunswick and the Northwest Territories. In the last-named part of the Dominion prospecting and boring has been carried on with some activity during the last few years, and hopes for a largely increased production are centred there. But so far the results have not been so great as the anticipations.

Treat customers well if you would get them to buy well.

## THE CANNED GOODS SITUATION.

**S**OME of the wholesale houses in Toronto are this week quoting such canned vegetables as tomatoes, peas and corn 5c. per dozen lower.

Other houses are, however, yet showing no inclination to shade prices. This, in consequence, gives a wider range than usual to quotations. For example, tomatoes are quoted at from 90c. to \$1 per dozen ; corn at from \$1 to \$1.10, and peas at 75c. up.

The cause of the easiness is the quietness of the market, which has induced holders here and there to exhibit some anxiety. This was the experience last year, it will be remembered.

We know of one lot of a few hundred cases of tomatoes in Toronto which was bought at 87½c. per dozen and turned over at 90c., and another round lot was offered at 87½c. Toronto, but not taken.

It must not be understood, however, that tomatoes, or canned goods of any kind, are being freely offered, because they are not.

As to whether this slight weakness—for slight it only is—will be permanent remains to be seen. Personally, we do not think it will be. The statistical position, as far as can be ascertained, does not favor it, while the consumptive demand in Canada is large and increasing.

We do not look for a large increase in present prices, but we do expect the market to rule steady to firm throughout the season at figures in the neighborhood of those now obtaining.

A man may withhold paying his debts, but he cannot withhold his good reputation going from him.

## CANADA'S POULTRY TRADE WITH GREAT BRITAIN.

“THE sending of the Canadian contingents to help the British in South Africa,” said Mr. Andrew Gunn, of D. Gunn, Bros. & Co., to a representative of THE CANADIAN GROCER, “has tightened the bonds of fellowship between the British and Canada, and the export of Canadian produce to the Mother Country is bound to be benefited by it to a great degree.”

As Mr. Gunn has just returned from a trip through the consuming centres of Great Britain, this statement is of considerable interest to both producers and exporters of cheese, butter, eggs, turkeys and other produce.

Everywhere that Mr. Gunn visited, the patriotic action of the colonies, especially of Canada, in supporting Britain in the cause of the Empire, was a subject of favorable comment, and led to many little courtesies to him when he mentioned his being a Canadian.

“Yet,” said Mr. Gunn, “we need not count on this good feeling to make possible the sale of poor products in Great Britain at good prices. The one obstacle in the way of a great development in our export turkey trade is the arrival of ill-conditioned birds from Canada in that country. Some of the birds which arrived while I was over there were unfit for food, as they had been killed and packed improperly.”

“What was wrong with the method of killing and packing you refer to?”

“In some cases turkeys were killed and prepared for shipment in towns where there is no cold storage facilities, and on days when the weather was too warm to allow the animal heat to depart from the birds' bodies before they were packed, with the result that the heat left in their bodies caused them to seriously deteriorate during the voyage. The result is not only to lessen the value of the birds so shipped, but to give a wrong impression of Canadian birds.”

“How is this to be remedied?”

“It will not be remedied till exporters have learned that cold storage facilities are really essential to the export poultry trade. We learned the lesson to make our cheese right, and now we have the British market. We have learned much about shipping butter, and are getting a good grip on the British butter trade. When we have learned how to land poultry in Britain in sound condition, our poultry trade will grow as rapidly as either our butter or cheese trade grew.”

“Is the market a good one?”

“Yes. But, of course, it has its ups and

downs like any other market. Up to December 22 it looked as if there was going to be a shortage of turkeys. On that date they started to arrive in a rush, with the result that prices broke fully 4 to 5c. per lb. The low figure has been retained. The war is responsible to a large extent for that, though. Owing to a depressed feeling, caused by so many deaths, there have not been the usual number of festivities. This reduced the consumption of turkeys quite perceptibly. But the market is well worthy our attention.”

## TORONTO BOARD OF TRADE OFFICERS.

The complete list of nominations made at the Toronto Board of Trade, on Tuesday afternoon, is as follows:

President—A. E. Kemp.  
First Vice-President—A. E. Ames.  
Second Vice-President—W. E. H. Massey.  
Treasurer—J. L. Spink.

All the foregoing were declared elected by acclamation.

For Council—William Christie, Elias Rogers, Robert Kilgour, James D. Allan, W. F. Cochshutt, H. N. Baird, J. F. Michie, William Stone, James Scott, J. F. Ellis, R. A. Donald, H. H. Williams, F. G. Morley, D. R. Wilkie, A. S. Irving, R. A. Donald, Peleg Howland, William Stone, J. H. Paterson, B. Cumberland, William Ince, A. R. Clarke, J. W. Woods, Edward Gurney.

Industrial Exhibition Board—W. B. Hamilton, J. Carrick, John Laxton, S. E. Briggs, George Edwards, R. C. Hamilton, J. C. McKeggie, Thos. H. Lee.

Board of Arbitration—R. J. Score, D. Plewes, F. Flynn, J. H. H. Haggarty, R. J. Christie, Noel Marshall, J. H. Sproule, F. Asa Hall, William Galbraith, D. O. Ellis, G. H. Muntz, F. J. Campbell, A. E. Hargraft, H. Shaw, S. McNair, A. Cavanaugh.

Harbor Commissioners—J. F. Matthews, W. A. Geddes, elected by acclamation.

## CANADIAN BROOMS DEARER.

Canadian manufacturers of brooms have advanced all prices in proportion to the cost of raw material, or about 20 per cent., over and above previous quotations. The cheapest brooms now on the market are \$3.20 per dozen, and it is very difficult to secure short corn for this grade, as only a limited amount is procurable by sorting over bales. Merchants will require to assort their orders, including the larger and better grades of brooms.

The advance not only applies to corn, but wire, handles, twines, and other accessories are likewise affected.

More satisfaction can be secured to both buyers and consumers, as the extra cost of a first purchase to the consumer is a comparatively small item to each family, as three or four brooms will now last a year, instead of six, as formerly. Better results

will then be obtained by all parties concerned.

It will also be more advantageous to dealers, as a relatively better profit can usually be made on a high-priced article than on a low-priced one.

The new prices on bamboo carpet brooms, per dozen, net, are as follows:

A-4	string, plush finish	.....	\$5 20
B-4	“ fancy “	.....	4 90
C-3	“ plush “	.....	4 60
D-3	“ fancy “	.....	4 30
F-3	“ wire “	.....	4 00
G-3	“ wire “	.....	3 70
I-3	“ wire “	.....	3 40
K-2	“ (for girls)	.....	3 20

## WOODEN DRY MEASURES UP.

Wooden dry measures have advanced about 20 per cent., owing to large increase of raw materials, particularly hoop iron and other accessories.

New prices are: Quarts, \$1.60; ½ gallon, \$2.20; 1 gallon, \$2.60; peck, \$3.60; ½ bushel, \$6; 1 bushel, \$11.80 per dozen.

## A SHORT YIELD OF MOLASSES.

ADVICES to hand from Barbadoes report that present prospects are for a yield of molasses that will be below the average.

The weather has been backward, and it is predicted that the market will not open much before the end of March, which will be one month later than usual.

Accordingly, it is expected that prices will either open out at spring's level or at an advance on it, and it has to be borne in mind that the first prices last spring showed a sharp advance on those of the previous year.

Some reports have estimated this year's yield at 30,000 puncheons, but, as the Louisiana crop indications so far show a yield of 50 per cent. less, observers consider that the Barbadoes yield cannot be much better, and look upon the above estimate as an extreme one.

## SAL SODA IS QUOTED HIGHER.

Wholesale merchants have this week been advised of an advance of 5c. per 100 lb. in the price of sal soda. This is the second advance of 5c. per 100 lb. which has taken place in about four months.

The ruling prices now quoted to the retail trade in barrels and kegs are 80 to 90c. for the former and \$1 for the latter. Sal soda can be obtained in bags at rather lower prices.

## WAR, WAR!! AND RUMOURS OF WAR.

Everything is going up---  
see to it that your  
"Salada" sign goes up,  
and let the public know  
you're "up-to-date."

# SALADA

## CEYLON GREEN TEA

# SALADA

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

Announcement in a grocery store stamps  
the proprietor as a man of good judgment.

### For Sale by Tender.

The Stock, Fixtures and Good Will of the  
Grocery, Fruit and Fish business of **W. A.  
Gay**, of Guelph. The best retail stand in  
the city of Guelph, established 30 years, and  
an A1 going business. Stock small, well-  
assorted. Tenders received up to February  
1st, 1900, at a rate on the dollar.

**W. E. BUCKINGHAM**, Assignee,  
GUELPH. (4)

## The "BOSS" WASHING MACHINE Still Leads.

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

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

CANADIAN PRODUCE,  
CANNED GOODS,  
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We can quote low prices on **CONFEC-  
TIONERS' ANILINE DYES, COCOA**  
and **VANALINE CRYSTALS** for Cocoa  
manufacturing. **SOAP COLORS, GUMS,**  
**VARNISHES.**

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Have you any? We buy it.

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Is packed ONLY from the finest  
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For twenty years the leading  
brand on the Canadian Market.

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For Sale by all Wholesale Grocers  
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## CANADA'S CANNED FISH

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

Every Tin Guaranteed.

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Rossland,  
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# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotations on any staple line, they will, on application, be furnished by return mail or by telegraph; if by the latter method, at the cost of the person seeking the information.

## ONTARIO MARKETS.

January 25, 1900.

### GROCERIES.

TRADE this week in the wholesale grocery line is somewhat quieter than it was at the time of our last review. The cause of this is difficult to explain. There is, however, a fair business being done when one takes into account the time of year. There is some little better movement in canned fruits this week, but in other lines of canned goods the volume of business is still decidedly small. The rather easier tone noted last week in canned vegetables still exists, although the general opinion is that it is only of a temporary nature. The coffee market still remains firm, with the demand fairly good. For this time of the year there is a good demand for sugars, the price of which is unchanged. Syrups and molasses are still meeting with a fair demand. Teas are in much about the same position as they were a week ago, namely, quiet, but steady in price. In foreign dried fruits, there is very little of interest to note, while the demand is chiefly for prunes.

### CANNED GOODS.

The easier tone of the market for tomatoes, corn, and peas noted last week still exists. The easiness, however, cannot be considered to be of a pronounced type, for, while some wholesale houses are quoting prices 5c. per dozen lower than a week ago, others are still very firm at their old figures. We hear of one transaction in a round lot of tomatoes at 90c., Toronto, less 1 per cent., and there have been further offerings at 87½c. in round lots to the wholesale trade. It should be explained, however, that in neither of these cases were the sellers packers; they were speculative holders. Quotations to the retail trade for tomatoes range all the way from 90c. to \$1. The minimum quotation is, however, for second quality goods, while for first-class brands 95c. to \$1 is the idea. The ruling price to the retail trade for corn is \$1 to \$1.05 whereas

it has hitherto been \$1.05 to \$1.10. There are still some houses which will not accept less than \$1.10 for the best brands. Peas are quoted at from 75c. upwards. There is very little business being done in any of these lines, and this is, no doubt, the cause of the easier feeling. Notwithstanding the easier feeling, however, the trade look for firmer prices when the demand begins to improve. One of the features of the canned goods situation this week, is the improved demand that is being experienced for canned fruits. Some of the houses had a good demand during the past week. The demand appears to be setting in earlier than usual. The ruling prices at which these fruits are going out are as follows: Peaches, \$1.75 to \$1.85 per doz. for 2's, and \$2.60 to \$2.80 for 3's; plums, \$1 to \$1.25 per doz. according to quality; strawberries, \$1.50 to \$1.65, according to quality; raspberries, \$1.50 to \$1.65. Canned salmon remains with prices unchanged.

### COFFEES.

The demand locally is fair, with prices unchanged. The ruling quotation for Rio

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

coffee is 8½ to 10c. per lb. The outside markets are not as strong as they were, although coffees actually held are firm.

### SUGARS.

The European market opened out this week at little easier prices, but since our last review the tendency of prices abroad has been upward. On Saturday, beet sugar advanced 1½d. to 2¼d. per cwt. in London, and refined sugar in New York is firmer, all special rates having been withdrawn. In Canada, the demand has been fairly good for this time of the year, with prices steady and unchanged. We still quote the standard granulated at \$4.58 Toronto for Montreal refined, and \$4.53 for Acadia.

### SYRUPS AND MOLASSES.

In syrups, there is nothing offering by the refiners, but the wholesalers report a fairly good demand at steady prices. The market for molasses is decidedly strong, and holders in the United States predict a sharp advance before many weeks are over. The crop of molasses in Louisiana is said to be the shortest for a number of years.

### SODA.

The wholesale trade this week are advised of an advance of 5c. per 100 lb. in the price of sal soda. This is the second similar advance in about four months. Business in this line is, at the moment, quiet, but an increased trade is looked for next month. Quotations for sal soda are as follows: Per barrel, 80 to 90c.; per keg, \$1. Standard bi-carb. is quoted at \$2 to \$2.25 per 100-lb. keg.

### TEAS.

The market for Indian and Ceylon teas continues to rule strong. Latest mail advices from London state that all grades of Ceylon teas are meeting with a strong demand, prices showing a decided tendency to harden, while teas, for price, were nearly ½c. per lb. above the rates ruling shortly before Christmas. In Indian teas, a heavy demand was experienced at the last auction, in spite of the fact that the quantity brought forward was heavy. Teas, for price, were particularly strong, quotations having distinctly hardened for these grades. Local brokers report a good inquiry for Indian and Ceylon teas, but not much business has resulted, so far. Wholesale houses report a fair trade, and some state that their business so far this month is ahead of any corresponding month for some years. This demand appears to have been for both package and bulk teas.

### FOREIGN DRIED FRUITS.

CURRENTS—A cable received at Toronto on Monday quoted prices practically on the same basis at which transactions were made the previous week. Locally, the demand for currants is light.

VALENCIA RAISINS—There is very little business being done, but prices are firmly held.

PRUNES—There has been a slight advance in the smaller sizes of Californian prunes; larger sizes are, on the other hand, offering a little cheaper than they were. On account of these more favorable prices in Californian prunes, shippers' representatives report that there has been a good deal more business done. Prices range all the way from 5½ to 6c. for 90's, and 10 to 10½c. for 30's. Local wholesalers still report that prunes are the most active line in foreign dried fruits.

CALIFORNIAN EVAPORATED FRUITS—There have been some further shipments received by local wholesalers during the past week, but the high prices which gener-

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ST. JOHN'S, NEWFOUNDLAND.

Manufactured by

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

ally rule prevent anything more than an ordinary trade being done. Quotations rule as follows: Peaches, 12 to 13c. per lb.; apricots, 18½c. per lb.; white apricots, 14½c. per lb.; silver prunes, 12½c. per lb.

#### GREEN FRUITS.

There is a good general trade being done. Oranges, especially navels, are selling actively. Jamacias in barrels are off the market here, but there is a good supply of this fruit in boxes, at \$2.75 to \$3, a decline of 50c. Navels and Valencias are firm, an advance of 50c. bringing the price of Valencias, 714's, to \$6 to \$6.50. Lemons are in good demand, and prices are generally firm, though some houses are offering a cut of 25c. to clear out Verdillis. Almeria grapes are in active demand, and for really fancy stock as high as \$12 has been paid for kegs here. Most of the stock on the market here, however, is of such mixed quality that from \$5 to \$7 is the general range of prices. There is also a considerable quantity of cranberries of poor color, and for these a cut of \$1 is made by the trade. Winter apples are not moving as briskly as conditions warrant. There seems to be an impression abroad that apples are higher than last season, but this is a mistake as prices are fully 50c. lower than they were a year ago. Ordinary good eating winter apples are worth now from \$2 to \$2.75, and fancy stock, \$3.

#### COUNTRY PRODUCE.

EGGS—Deliveries of fresh eggs are more liberal, and strictly new laid are now quoted 22 to 23c., a decline of 3 to 4c. Held stock is in fairly good demand at 17 to 17½c., while pickled stock is easy at 15½ to 16½c.

POTATOES—Conditions are unchanged, with prices steady at 38 to 40c. per bag for cars and 45 to 50c. for small lots out of store.

BEANS—The market has again advanced, Hand-picked are now firm at \$1.55 to \$1.70, and prime at \$1.40 to \$1.45, showing a rise of 10 to 15c.

DRIED AND EVAPORATED APPLES—The market for both dried and evaporated stock keeps firm. There is fair jobbing business in evaporated at 8 to 8½c., with export prices slightly below this basis. There is a moderate demand for dried apples at outside points at 5¾ to 6c. for No. 1 quarters. Ordinary first-class stock is jobbing locally at 6 to 6½c.

POULTRY—The market is not brisk, yet prices are well maintained. Bright, fresh turkeys are worth 9 to 10c., and frozen stock 8 to 9c. Chickens are firm at 30 to 75c. Geese are steady at 6 to 6½c., and ducks, 40 to 60c.

VEGETABLES—The supply of all vegetables is good; considerably better than was the case this time last year. The demand keeps fair. Rhubarb is noted this week at \$1.25 per doz. bunches. We quote as follows: Rhubarb, \$1.25 per doz. bunches; green onions, 15 to 25c. per doz.; radishes, 60 to 75c. per doz.; spinach, 40 to 50c. per bush.; lettuce, 20 to 40c. per doz.; cabbage, 60 to 75c. per doz.; red cabbage, 50 to 75c. per doz.; cauliflowers, 40 to 60c. per doz.; celery, 75c. to \$1 per doz.; parsley, 15 to 20c. per doz.; onions, 40 to 60c. per bush.; green beans, 30 to 50c. per basket; squash, \$2 to \$2.50 per doz.; vegetable marrow, 40 to 60c. per doz.

#### BUTTER AND CHEESE.

BUTTER—The conditions are unchanged since a week ago. The demand keeps good, with supplies liberal. We quote: Dairy, large rolls, 18 to 19c.; prints, 19 to 20c.; tubs, 17 to 18c.; creamery, tubs and boxes, 21 to 22c.; prints and squares, 23 to 24c.

CHEESE—The market has stiffened, so that the 11¼c. cheese which has been offering for some time could not now be had for less than 12c. The range is 12 to 12½c., with 12¼c. the generally accepted price.

#### FISH AND OYSTERS.

The fish trade keeps up, and the oyster trade is improving. Prices are firm throughout. We quote: Trout, 7c.; whitefish, 7½c.; perch, 4c.; 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.; oysters, Baltimore selects, \$4.80; Baltimore standards, \$3.75; Norfolk standards, \$3.30 per pail.

#### GRAIN, FLOUR, BREAKFAST FOODS

GRAIN—The 1c. decline of last week has been recovered, and now 65c. is quoted outside for both white and red. There is a fair delivery of all grains on the street market, with prices generally lower. We quote: Wheat, white and red, 67 to 69c.; goose, 69 to 70c.; peas, 60c.; oats, 30 to 31c.; barley, 43½ to 44c.; rye, 53c. No.

## Corona Figs and Dates

are choice eating and cooking Figs and Dates. Put up in **1-LB. OAKES**—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

# How's your stock of Biscuits and Confectionery?

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

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

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ARE CONSIGNING their produce to us and getting good results.

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Correspondence solicited.

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### CALIFORNIA NAVEL

## ORANGES

are fine eating now.

We have them in all sizes.

PRICE RIGHT.

### CLEMES BROS.,

51 Front East, TORONTO.

1 hard Manitoba wheat is steady at 77c., Toronto and west.

FLOUR—Though buyers are not stocking heavily, a good steady trade is doing. Prices are unchanged. We quote: Manitoba patents, \$3.80; Manitoba strong bakers', \$3.50; Ontario patents, \$3.55 to \$3.65; straight roller, \$3.35, Toronto freights.

BREAKFAST FOODS—There is a fairly good export trade, and a steady home demand. We quote as follows: Standard oatmeal and rolled oats, \$3.50 in bags and \$3.60 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

#### HIDES, SKINS AND WOOL.

HIDES—Another decline of ¼c. is reported in the price of cured hides. Green hides are unchanged. We quote: Cow-hides, No. 1, 9½c.; No. 2, 8½c.; No. 3, 7½c. Steer hides are worth ¼c. more. Cured hides are worth 10 to 10¼c.

SKINS—Sheep and lambskins are 5c. dearer. Otherwise there is no change. We quote: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.10 to \$1.15.

WOOL—The weakened feeling has eased prices so that a range of 19 to 20c. is noted for clothing wool and combing fleece, instead of 20c. straight as last noted. Unwashed is steady at 12½c.

#### SEEDS.

There is little business doing. Red clover is steady at outside points \$5 to \$5.75. Alsike is unchanged at \$4 to \$6.50 outside. Timothy is firm at \$1 to \$1.25 aboard cars outside for good to choice machine-threshed timothy, and \$1.50 to \$1.75 for bright, unhulled, flail-threshed seed.

#### MARKET NOTES.

Sal soda is 5c. per 100 lb. dearer.

An improved demand for canned fruits is reported.

A cable from Patras indicates that the market for currants is steady.

Jamaica oranges are 25c. cheaper. Valencia 714's are 50c. dearer.

Beans are 10 to 15c. dearer, Hand-picked are now quoted \$1.55 to \$1.70.

Strictly fresh eggs are quoted 22 to 23c., a decline of 3 to 4c. Cheese is 12 to 12½c. dearer, an advance of ¼c.

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.

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## DAWSON Commission Co., Limited

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Cor. Market and Colborne Streets,

TORONTO



## QUEBEC MARKETS.

MONTREAL, January 25, 1900.

## GROCERIES.

THERE is a fair volume of business in groceries for the season, but several of the houses are engaged in taking quiet aspect. Refined sugar has ruled steady at the recent advance, and inquiry is fair. The scarcity of molasses has led to more inquiry for syrup, which rules firm in price. Barbadoes molasses is firmly held, and jobbers have very small stocks. Canned goods contribute a fair trade, while rice is quiet but firm. Spices are strong all around, and Jamaica coffee is 1c. higher than it was. Teas generally are steady.

## SUGAR.

There has been no further change in the local refined sugar situation. The demand is satisfactory for the season and prices are firmly held at the recent advance. Granulated has moved at \$4.45 and yellows at \$3.65 to \$4.20, as to grade, at the factory. In London raw beet declined since the week opened  $\frac{3}{4}$ d. for present month, which is selling at 9s.  $8\frac{1}{4}$ d., but next month's delivery has been steady at 9s 9d. Cane was cabled firm from London at 11s. 3d. for Java, and 10s. 6d. for fair refining. Raw sugar in New York is strong with no sellers, fair refining being quoted at 3 15-16 and centrifugal 96 test  $4\frac{3}{8}$  bid. Refined was firm but quiet.

## SYRUPS.

Demand for syrups has increased owing to the scarcity of molasses, and a fair amount of business has been put through at 2 to  $2\frac{1}{4}$ c. per lb. at the factory.

## MOLASSES.

The stock of molasses is lower than it has been for many years past, and many in the trade expect that before Lent, supplies will be nil. Consequently, the market is firmer, but, owing to prices being higher now than they have been for some time past, the general impression is that no further advances will be established. Round lots of any grade are impossible to obtain. The demand has been fair and sales from first hands have been made at 43c. for choice Barbadoes; 40 to 41c. for Porto Rico, and 35c. for Antigua.

## DRIED FRUITS.

The Valencia raisin market is firm, and prices are unchanged. We quote as follows: 7 to  $7\frac{1}{2}$ 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.

Currants are without any change, business being practically nil. We quote:  $4\frac{1}{2}$ c. for bbls.;  $5\frac{3}{8}$ c. for half-bbls.;  $4\frac{3}{4}$ c. for half-cases, and  $4\frac{1}{8}$ c. for quarter-cases.

Californian prunes are quiet. Prices here are unchanged at 6 to 10c. according to size. Bosnia prunes are steady at  $5\frac{1}{2}$  to 6c.

Dates are steady at 5 to  $5\frac{1}{4}$ c., as to grade.

Malaga figs in mats rule quiet, but steady, at  $4\frac{1}{2}$ c.

## NUTS.

There has been no change in nuts, which are generally in small supply and firmly held.

## CANNED GOODS.

A fair trade for the season is noted in canned goods. Reports state that the stocks in packers' hands of all lines are practically exhausted, but buyers here are pretty well supplied. The demand on spot, has been chiefly for tomatoes and corn, and in round lots, sales of the former have taken place at  $87\frac{1}{2}$  to 90c. and the latter at \$1.05. Beans are scarce, there being no round lots obtainable. One-gallon apples have sold at \$2.10 to \$2.15.

## RICE.

The rice market is quiet as buyers generally are amply supplied. The tone is firm and prices show no change. The Calcutta correspondent of The Times says: "The Burmese rice crop has broken the record. Over 2,020,000 tons will be available for export to foreign countries. Burmah is also able to supply a practically unlimited quantity to the Indian famine districts." We quote: B standard, \$3.30 to \$3.40.

## SPICES.

Demand for spices is fair. Strength in pimento is still notable, and prices on it have an upward tendency. 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.

A higher tendency on Jamaica stock has been the main feature of this market, and prices have advanced 1c. per lb. In 25 and 50 bag lots we quote: Maracaibo, 9 to 14c.; Mocha,  $17\frac{1}{2}$  to 20c.; Rio, 8 to 14c.; Mexicans,  $10\frac{1}{2}$  to 15c., and Jamaica,  $9\frac{1}{2}$  to  $12\frac{1}{2}$ c., as to grade.

## TEAS.

There is a fair demand for teas, and a moderately active business was accomplished this week. Sales of Japans of fair to good medium quality have taken place at  $12\frac{1}{2}$  to  $13\frac{1}{2}$ c., and medium grades at a shade lower. China greens have sold at from 13 to 16c., as to make. Pea-leaf gun-powders have changed hands at 16c. There is a good inquiry for blacks. Packlings in boxes, of good liquor and quality, have been placed at 14 to 16c., and lower grades at a shade under these figures.

## FISH.

With more seasonable weather and a better inquiry for fresh fish the market has manifested a steadier feeling. The tone generally is steady, but in some instances advances are noted. The supply of all lines of fish is ample to fill all requirements. In the line of fresh fish an easier feeling has prevailed in haddock, cod and smelts, while white fish have advanced  $\frac{1}{2}$ c. There have been few changes in pickled stock except pickled herrings, which are firmer. In a jobbing way prices are quoted as follows: No. 1 Nova Scotian herring, \$5.25 to \$5.50 per bbl.; \$2.75 per half-bbl.; Labrador salmon, \$13 per bbl.; B.C. salmon, \$13; No. 2 mackerel, \$15.50; No. 1 green cod, \$5; No. 2 green cod, \$3.75 to \$4; No. 1 green haddock, \$3.85 to \$4. Dried codfish \$4.75 per 112 lb.; dressed or skinless cod, \$4.50 and boneless codfish,  $5\frac{1}{2}$  to 6c. per lb.; haddies, 6c. per lb.; bloaters, 90c. to \$1 per box; smoked herring, medium, 12c.; Lock Fyne herring, \$1.05 per keg. Fresh fish—Haddock and cod, 3 to  $3\frac{1}{2}$ c.; 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.

The green fruit trade continues dull, and, on the whole, uninteresting. Stocks are not heavy, but they are ample for the demand. There is very little doing in the local apple market, but the exports from St. John and Portland have been heavy. No. 1 stock commands \$2.75 to \$3.50 and No. 2 \$1.75 to \$2. The supplies of Almeria grapes are limited, but, as there is only a limited demand for them, stocks are ample to fill all immediate requirements at \$6 to \$7 per keg. The orange market remains unchanged. Valencias are in short supply, but some shipments are about due, which will relieve the strain on the market for this variety; \$4.25 to \$4.50 is asked for 420's, and \$5.50 to \$6 for 714's; Californian oranges are easier, owing to the heavier receipts of budded fruit; navels command \$3.50 to \$3.75 per box, and budded \$2.25 to \$2.50; Jamaicas are in very light supply, but what are offering are bringing \$6 to \$6.25 in bbls., and \$2.50 to \$3.50 in boxes. The lemon market is quiet and unchanged at \$2.50 to \$2.75 per box. There is a fair demand for cranberries at \$6.50 to \$7.50 per bbl.

## COUNTRY PRODUCE.

EGGS—There was considerable inquiry for strictly fresh, of which the offerings were small and prices firmly held. The demand for other grades was only fair. On the whole the tone of the market is steady. Strictly



"I am more than satisfied"

## Hudson's Soap

A FINE POWDER. IN PACKETS ONLY.

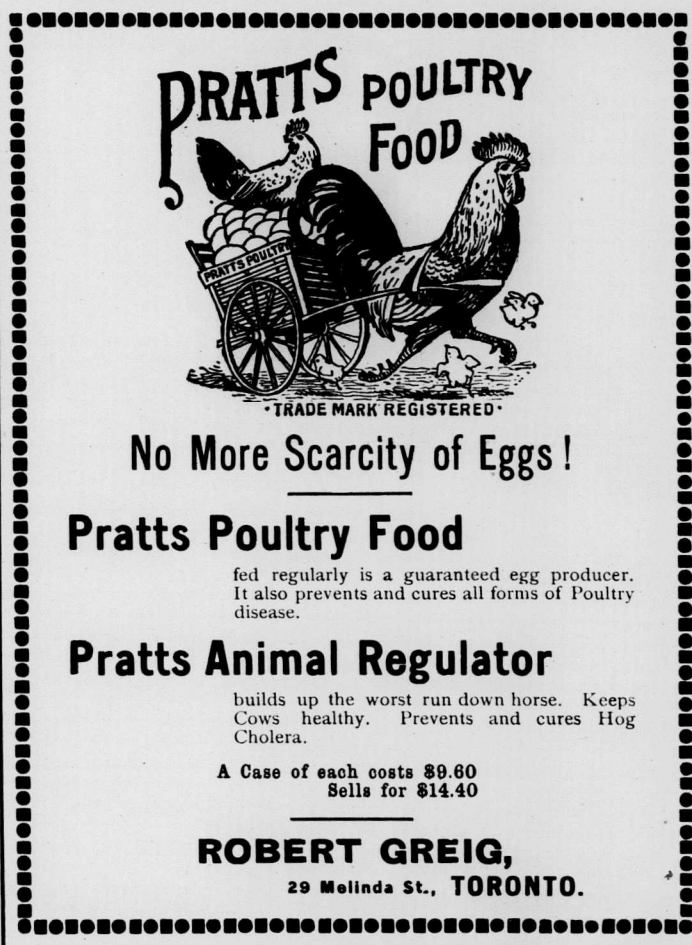
Will wash more clothes, and do more work in much less time than any other Soap.

**SOAK YOUR CLOTHES**

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

R. S. HUDSON,  
30 Front St., East,  
TORONTO.

Used in all the "Happy Homes of England."



## PRATTS POULTRY FOOD

TRADE MARK REGISTERED

### No More Scarcity of Eggs!

### Pratts Poultry Food

fed regularly is a guaranteed egg producer. It also prevents and cures all forms of Poultry disease.

### Pratts Animal Regulator

builds up the worst run down horse. Keeps Cows healthy. Prevents and cures Hog Cholera.

A Case of each costs \$9.60  
Sells for \$14.40

**ROBERT GREIG,**  
29 Melinda St., TORONTO.

new-laid sold at 25 to 27c.; candled stock, 15 to 17c.; Montreal limed, 16 to 18c.; and western do., 15c. per doz.

**POULTRY**—There was a fair demand for choice turkeys and chickens, but other lines moved slowly. We quote: Turkeys, good to choice, 9½ to 10c.; common, 8 to 8½c.; chickens, choice, 8 to 8½c.; common, 5½ to 6c.; ducks, 7 to 8c., and fowl, 5 to 6c. per lb.

**HONEY**—The demand for honey is limited and the market is dull at 12½c. for comb stock, and 9½ to 11c. for extracted.

**BEANS**—In beans, a very strong feeling has developed, and prices have scored a sharp advance, owing to the small offerings on spot and at country points. We quote: Choice hand-picked pea beans, \$1.75, and choice primes \$1.65.

**MAPLE PRODUCT**—There is nothing doing in maple product, and prices are nominal. Choice syrup is quoted at 70 to 75c. per gal., wine measure, and large tins at 90c. to \$1; pure sugar at 10½ to 11c., and common at 8 to 10c. per lb.

**POTATOES**—The demand for potatoes in small lots is fair. We quote: Carload lots on track, 45 to 47½c. per bag, and small quantities at 5 to 10c. per bag advance, according to the size of the lot.

**ASHES**—Business in ashes is dull, and

prices are unchanged. We quote: First sorts, \$4.50 to \$4.60; seconds, \$4.30 to \$4.35, and pearls, \$5.25 per 100 lb.

**DRESSED HOGS**—Although receipts are increasing, the tone of the market continues steady, with a fair jobbing trade doing at \$5 to \$5.50 per 100 lb.

**PROVISIONS.**

A fair trade was done in pork and lard at steady prices, but other lines were quiet. We quote: Canadian short cut mess pork, \$14.50; short cut back, \$14, and heavy long cut mess, \$14 per barrel. Pure Canadian lard in pails, 7¼ to 7¾c. per lb.; and compound refined, 6 to 6½c. per lb. Hams 10 to 11½c., and bacon 11 to 11½c. per lb.

**FLOUR AND GRAIN.**

**FLOUR**—There was an improved demand for flour and a more active business was done. The tone of the market was also steadier in sympathy with the firmer wheat markets, but prices show no actual change. We quote: 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 \$4.10, and strong bakers', \$3.50 to \$3.70.

**GRAIN**—A better demand was experienced for all lines of grain from foreign buyers, and, as bids were satisfactory in many cases, a fair amount of business was

done. In Manitoba wheat the feeling was strong and prices advanced 1½c. per bushel, with 64c. bid for No. 1 hard afloat Fort William and refused. Oats at points west and east of Toronto were stronger and prices show an advance of ½ to ¾c. per bushel. Peas were firm. At points east of Toronto sales of spring wheat were made on export account at 65c. Oats sold at 26c. west and at 27c. east; peas at 58c. west and 59c. east.

**OATMEAL**—There was a small demand for rolled oats to day, and the tone of the market was steady, with sales at \$3.50 per bbl., and \$1.70 per bag.

**FEED**—A fairly active trade was done in feed, and prices show no change. We quote: Ontario bran, \$15 to \$15.50 in bulk, and shorts, \$16 to \$16.50; Manitoba bran, in bags, \$14.50, and mouille, \$18 to \$24 per ton.

**HAY**—In baled hay, the feeling is firm under a good demand. We quote: Choice No. 1, \$10 to \$10.50; No. 2, \$9 to \$9.50, and clover, \$7.50 to \$8 per ton, in carload lots.

**CHEESE AND BUTTER.**

**CHEESE**—No change to note in the market, a moderate but steady volume of business passing, which is gradually but surely reducing the small stocks in Canada. In fact, one shipper to-day confidently



# HICORY

OFFEE  
ORKS

Coffees are up, but we are making no change in our standard grades of Mocha Coffees.

100 Casks, Best Imported

"Remember the Corks."

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

made the prediction that by the end of February the remaining available supply would be exhausted. Values for current business remain the same, finest fall white being offered at 11 3/4c. and colored at 12c., while combination lots of both are obtainable at 11 7/8c. Of course, there is trading below these figures, but the goods involved in such cases are hardly finest quality. The Liverpool cable was unchanged to-day, 57s. 6d. for white and 59s. for colored.

**BUTTER** — Business is of a fair jobbing character, and the local demand is sufficient to absorb all the offerings. In fact, we understand from mail advices that Canadian butter is being shipped back again to Canada from England, in almost equal quantities to the arrivals there, so that supplies of North American butter in Britain are almost nil. Creamery here rules steady at 21 1/2 to 22c., and Western dairy rolls, 18 1/2 to 19 1/2c., as to grade.

**MONTREAL NOTES.**

Small stocks of molasses lead to a better demand for syrups.

Sales of Jamaica coffee have been made at an advance of 1c. per lb.

Advices estimate a short crop of Barbadoes molasses for the ensuing season.

A heavy crop of rice is reported from Burma, and a large exportable surplus.

Advices on pimento are very strong, and present indications point to still higher prices.

**NEW BRUNSWICK MARKETS**

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., January 25, 1900.

**B**USINESS continues quiet. This is not alone in grocers' lines, but all branches are affected in the same way. Beans have been a matter of interest, there being a further advance, and the market being very firm. Fish is quite a staple with nearly all wholesale grocers here, particularly those handling the heavy lines. At this season they would handle more or less frozen fish, chiefly herring. Owing to the small catch of late years, this business is practically a failure. The reason that herring are so scarce is said to be the sardine factories, which not only use large quantities, but, what is worse, destroy very many small fish. The baiting of lobster traps with decayed matter also affects the herring fisheries.

**OIL**—The market, while continuing firm, shows no change in figures. In burning oil, while dealers are anxious to sell, they are not anxious to book orders for future shipment at present prices. This is true of lubricating oil as well. A very large demand in this line is expected this spring.

Dealers at present sell in as limited quantities as possible, feeling sure that higher prices will rule. Paint oils are very high. Season of demand is about here.

**SALT** — In Liverpool coarse salt the higher prices ruling this season are affecting the demand, particularly in regard to early buying. Quite large quantities arrive weekly, but, while quite a little is shipped to fill outside orders, stocks here increase. Prices are, however, not high. It is said not so very many years ago that for a short time coarse salt sold as high as \$1.50 per bag. In fine salt there is average demand, prices showing no change. We quote as follows: 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** — Meats are becoming a matter of more general interest as the season of demand approaches. Quite a quantity has been sold here by Canadian packers for future shipment at figures below present prices. Further advances are expected. American packers show quite a

**1899**

## NEW SEASON TEAS.

**1899**

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 1/2-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**

**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.

**PRUNES**  
CALIFORNIA  
SANTA CRUZ  
(Santa, Clara Valley)  
20/30's to 90/100's. A car just received.

**Perkins, Ince & Co., - Toronto.**

We make a specialty of handling

**Domestic Fruit**

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

**FRUIT AUCTION SALES**

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

**McWILLIAM & EVERIST**

Wholesale Commission Merchants,  
25 and 27 Church St., TORONTO, Can  
Telephone 645.

**COWAN'S**

Hygienic Cocoa  
Royal Navy Chocolate

AND

Famous Blend Coffee  
are the favorites with all grocers.

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

**Toronto Salt Works**

TORONTO, ONT.

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

**CHARLES E. TALBOT**

19 Castle St., Liverpool.

General Merchant and Agent.

Agencies undertaken for Canadian manufacturers  
and produce.  
British goods of all kinds supplied.  
Correspondence solicited.

Telephone Main 1450.

**A. N. Whitman & Son**

Wholesale dealers in

**SMOKED FISH**

26 Mullins Street, MONTREAL.

**E. T. STURDEE**

Mercantile Broker,

Manufacturers' Agent,

ST. JOHN, N.B.

Etc., Etc.

Wholesale trade only.

**Clark's**

Sliced **Beef**  
Smoked

A Tasty Breakfast,  
A Pleasing Luncheon,  
An Addition to Dinner,  
A Supper? Well

**"QUEEN CITY"  
TABLETS**

**WASHING  
MADE  
EASY...**

For sale by Grocers, Druggists, and General Stores.

Half the labor in half the time, and no rubbing to wear out the clothes, better  
and cleaner washing with a soft smooth finish that makes ironing easier, and the  
articles keep clean and wear longer.

**QUEEN CITY OIL COMPANY, Limited**

SAMUEL ROGERS, President.

TORONTO, ONT.

**Buy Crest Brand Extracts**



Noted for their

*Purity  
Strength  
and Flavor*

**THE LONDON COFFEE & SPICE CO.**

London, Ont.

Limited.



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."

range in figures, but all are well above the Canadian quotations. One American packer quotes freight and duty paid. In vegetables, the high prices rule firm. There is a steady sale. Corn continues to lead, being still well in advance of tomatoes. In fruits, peaches, pears, strawberries and apples show the best sale. The former are held very firm, and apples are in a stronger position.

**GREEN FRUITS**—The mild weather has helped sales, but, as is usual after the holidays, there is light business. Valencia oranges are the big end of the sales. Prices are firm and stock good. Some very nice Jamaicas are still offered. Very few Californias are being used here. While there does not seem to be a large stock of apples, demand is quiet. Sales from the retail stores are reported light. For best stock fair prices are obtained. Such native cranberries as are left are soft. Best Cape Cods are higher. Lemons are still offered at low figures, and show no signs of a quick change.

**DRIED FRUITS** — This is a quiet line, though raisins have considerable attention. Loose muscatels are scarce, and Valencias rather an over stock for the season. In Malaga layers little is done after the holidays. Present supplies are ample. Californian prunes are in good supply and show improved sale. Figs are dull. Dates are scarce, but supplies are on the way; prices will rule higher than early shipments. Evaporated apples are a fair stock. Prunes are easy. Very few dried are being moved. In onions, higher prices rule, market being firm. A few of the Denia onions are here, but show a very light sale. In currants there is no change; the sale is very largely for cleaned, and our trade are buying freely in New York.

**PRODUCE**—In eggs, the demand is somewhat quiet and holders are inclined to shade prices in order to move stock. Demand at this season is largely for cooking. Butter shows improved position. Stocks in all grades are light and best quality in demand at full figures. Little creamery is offering. In cheese, the market shows no change, though reports from outside favor higher values.

**SUGAR**—While there has been a small advance, and yellows show rather a firmer tendency, market seems hardly as firm. The advance tended to quite freer sales. The local refinery has quite succeeded in shutting out other sugars for the time. Some American is here on consignment, and it is said this has weakened the local market.

**MOLASSES** — Some second grade Porto Rico was offered by auction this week, but found no buyers. It is said the only offer

was a very low one. The holder, when approached later, would not place a figure on the goods. In fact, did not seem inclined to sell. In best quality Porto Rico, stock is very light and high prices are obtained. There is really no Barbadoes here. In New Orleans, stocks are light and prices tend higher. Sales since the first of the year have been light. In syrup, demand in this market seems to fall off from year to year. Some nice stock is offered.

**FISH** — There is just a fair business. Finnan haddies are rather higher owing to the difficulty of getting the fresh stock. Dry cod show no change, while stocks are not large, they are ample for business offering. Pollock is scarce and quite high. In pickled herring there is light business; but few are held here. Extra nice stock is hard to get. In shad there is little sale and no change in price. Smoked herring are firm and will rule very steady in price, tendency being upward. There is a fair movement in boneless fish. In frozen fish, arrivals are very light. Some Newfoundland herring are due to arrive and price will rule high. Movement in smelt is hardly as large as usual. We quote as follows: 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, 5 to 5½c. 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, \$1.75 to \$2.15 per half bbl.; bloaters, 60c.; kippers, \$1; smelts, 5c; Shelburne, \$4.50 to \$4.75; frozen herring, 75 to 90c. per 100; frozen cod, 2½c.

**PROVISIONS**—In beef and pork prices are rather higher, and continue to move slowly upward. Local packers are very busy, finding ready sale for all they can pack. Smoked meats are firm. In lard, there is a wide range in price, tendency being to higher figures.

**FLOUR**—There is little, if any, change. The market is easy. One of the Manitoba mills, which had continued to hold its price above the others, is somewhat off in price this week. Oatmeal and oats show no change. Cornmeal moves freely at price. Feed is more freely offered. Beans have shown a further advance, and higher prices are looked for. Movement is not large. Hay shows quite an advance, and farmers look for a much better season than last. 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, \$2.25 to \$2.35; middlings, \$21 to \$22; oats, 38 to 40c.; hand-picked beans, \$1.70 to \$1.75; prime, \$1.55 to \$1.65; yellow-eye beans, \$2 to \$2.15;

split peas, \$3.90 to \$4.00; round, \$3.25 to \$3.40; pot barley, \$3.75 to \$3.85; hay, \$7 to \$7.50; timothy seed, American, \$1.50.

#### ST. JOHN NOTES.

W. C. Clawson has been appointed agent for Libby, McNeil & Libby's meats.

Baird & Peters received a large shipment of "Excelsior" macaroni this week.

Dunn & Co are getting a large quantity of pork this winter. Beside their smoked meats, which have a more than local reputation, they are packing mess and clear pork.

In canned meats the Canadian has very largely taken the place of American here.

J. C. Bowman, representing The Laing Packing Co., was early in the field this season and made nice sales for future shipment.

#### SEAFORTH BOARD OF TRADE OFFICERS.

Seaforth, Ont., Board of Trade has elected the following officers:

President—A. Young.  
Vice-President—James Scott.  
Secretary—W. D. McLean.  
Treasurer—W. K. Pearce.  
Council—F. Holmstead, M. Y. Maclean, F. C. G. Minty, D. D. Wilson, J. C. Greig, G. Sills, J. L. Killoran and W. D. Reid.

#### HEINZ PICKLES IN CANADA.

One of the evening papers of Toronto printed the following paragraph a few days ago:

"Assessment Commissioner Fleming this morning reported that The Heinz Pickle Company, of Pittsburg, Pa., have decided to locate their Canadian branch in Toronto, and have instructed the commissioner to pick out a block of land, which will be looked over by a representative of the company, who will be in Toronto in a few days. The company have been testing the Canadian crops for several years, and are now confident that they can secure the necessary product in this country. They will take the product of about 400 acres immediately, this amount being estimated at present to supply the Canadian and English trade. The Heinz people are endeavoring to take advantage of the sentiment in England in favor of Canada, and in a three years' trial in the Old Country their foreign trade has expanded, necessitating the employment of 30 travelers.

"At the headquarters of the company in Pittsburg, which the Assessment Commissioner visited, is an enormous factory employing 2,200 hands, about half of whom are females. It is expected that the Toronto branch will employ 150 hands as soon as opened."

CURRENT MARKET QUOTATIONS

January 25, 1900.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria.

BUTTER, CHEESE AND EGGS

Table with columns for Montreal, Quebec, Toronto, Hamilton, St. John, Halifax, and Manitoba. Rows include Dairy, choice, large rolls, per lb., pound prints, tubs, best, tubs, second grade, Creamery, tubs and boxes, prints and squares, Cheese, per lb., Eggs, new laid, per doz.

CANNED GOODS

Table listing various canned goods such as Apples, Asparagus, Beans, Corn, Cherries, Peas, Pears, Pineapple, Peaches, Plums, Pumpkins, Raspberries, Strawberries, Succotash, Tomatoes, Lobster, Mackerel, Salmon, Clover Leaf, Cohoes, Sardines, Sportsman, key opener, P. & C., Domestic, Mustard, Haddies, Kipper Herrings, and Herring in Tomato Sauce.

CANDIED PEELS

Table listing Candied Peels: Lemon, per lb.; Orange; Citron.

GREEN FRUITS

Table listing Green Fruits: Oranges (Jamaica, per box; Washington Navels, Valencia, ord. 420's; large 420's; 714's), Lemons (Verdilli, p. box; Messina, per box), Bananas, Winter Apples, Cranberries, Almeria Grapes.

SUGAR

Table listing various types of sugar: Granulated (St. Lawrence, Red-path), Granulated, Acadia, Granulated, American (net), Paris Lump, Extra Ground, Powdered, Phoenix, Cream, Extra bright, Bright coffee, Bright yellow, No. 3 yellow, No. 2 yellow, No. 1 yellow, Foreign, yellow.

HARDWARE, PAINTS AND OILS

Table listing Hardware, Paints and Oils: Wire nails, base; Cut nails, base; Barbed wire; Smooth Steel Wire; White lead, Pure; Linseed oil; Turpentine.

SYRUPS AND MOLASSES

Table listing Syrups and Molasses: Dark, Medium, Bright, Corn Syrup, Honey, Molasses (New Orleans, Barbadoes, Porto Rico, Antigua, St. Croix).

CANNED MEATS

Table listing Canned Meats: Comp. corn beef, Minced callops, Lunch tongue, English brawn, Camp sausage, Soups, Sliced smoked beef.

FRUITS

Table listing various types of fruits: Currants, Filiatras, Patras, Vostizzas, Dates, Figs, Mats, Prunes, Raisins, Sultanas, Malaga, Blue baskets, Dehesa clusters, Royal clusters.

PROVISIONS

Table listing various types of provisions: Dry Salted Meats (Long clear bacon, Smoked meats), Barrel Pork (Canadian heavy mess, short cut, Clear shoulder mess), Lard, Tubs, Pails, Shortening.

# Good, Sure Profits You Get Out of My Goods.

Some **CHOICE LIMED NUTMEGS**, 110 to the lb., at **40 c.**

Case lots at **35 c.**

Some **FRESH, OILY, BROWN NUTMEGS**, 136 to the lb., at **37½c.**

Case lots at **32½c.**

Some **FRESH, OILY, BROWN NUTMEGS**, 132 to the lb., at **40 c.**

Case lots at **35 c.**

Some of the **FINEST BROWN NUTMEGS**, 75 to the lb., at **57½c.**

Case lots at **52½c.**

Some of the Most Beautiful **CEYLON ORANGE PEKOE TEA**,

In chests, at **27½c.**

Some of the Choicest and Purest **ASSAM ORANGE PEKOE TEA**,

In chests, at **30 c.**

These are for you lovers of **real tea**. For you who say: "There is nothing too good for me"—you will be pleased if you try them.

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

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

COFFEE				
	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba and B.C.
Green—				
Mocha	24	23	25	30
Old Government Java	27	22	25	30
Rio	10	8½	12	13
Santos		9		13
Plantation Ceylon	29	26	30	29
Porto Rico		22	25	24
Gautemala		22	25	24
Jamaica	18	15	20	18
Maracaibo	13	13	16	13
NUTS				
Brazil			13	8½
Valencia shelled almonds	28	30	25	30
Tarragona almonds			14	13
Formegetta almonds			13	
Jordan almonds			35	40
Peanuts (roasted)	6½	9½	9	10
" (green)	5½	8	7	9
Cocoanuts, per sack	3 00		3 75	4 00
" per doz.			60	70
Grenoble walnuts	14	14½	14	9
Marbot walnuts	10½	11	10½	11
Bordeaux walnuts			9	10
Sicily filberts			10	9
Naples filberts			10	11
Pecans			10	11
Shelled Walnuts			23	25
SODA				
Bi-carb, standard, 112-lb. keg	2 25	2 50	2 00	2 25
Sal soda, per bbl.	70	75	80	90
Sal Soda, per keg	95	1 00		1 00
Granulated Sal Soda, per lb.				1
SPICES				
Pepper, black, ground, in kegs,				
pails, boxes	13	15	16	14
in 5-lb. cans	14	17	14	16
whole	11	12		14
Pepper, white, ground, in kegs,				
pails, boxes	20	23	18	24
in 5-lb. cans	20	23	20	22
whole	19	25	19	25
Ginger, Jamaica	19	25	22	25
Cloves, whole	12	80	14	35
Pure mixed spice	25	30	25	30
Cassia	20	40	20	40
Cream tartar, French		25	24	25
best		28	25	30
Allspice	18	17	18	16
WOODENWARE				
Pails, No. 1, 2-hoop			1 90	1 90
3-hoop			2 05	2 05
half, grained			1 75	1 75
quarter, jam and covers			1 20	1 45
candy, and covers			2 70	3 20
Tubs, No. 0			11 00	11 00
1			9 00	9 00
2			8 00	8 00
3			7 00	7 00

PETROLEUM				
	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba and B.C.
Canadian	12			
Sarnia water white	12	13	18	20
Sarnia prime white			16½	20½
American water white	17	17½	19½	21
Pratt's Astral	18	19	20	21½
TEAS				
Black—				
Congou—Half-chests Kaisow,				
Morning, Paking	13	60	12	60
Caddies Paking, Kaisow	17	40	18	50
Indian—Darjeelings	35	55	35	55
Assam Pekoes	20	40	20	40
Pekoe Souchong	18	25	18	25
Ceylon—Broken Pekoes	35	42	35	42
Pekoes	20	30	20	30
Pekoe Souchong	17½	40	17	35
China Greens—				
Gunpowder—Cases, extra first	42	50	42	50
Half-chests, ordinary firsts	22	28	22	28
Young Hyson—Cases, sifted				
extra firsts	42	50	42	50
Cases, small leaf, firsts	35	40	35	40
Half-chests, ordinary firsts	22	28	22	28
Half-chests, seconds	17	19	17	19
" thirds	15	17	15	17
" common	13	14	13	14
Pingsueys—				
Young Hyson—½-chests, firsts	28	32	28	32
seconds	16	19	16	19
Half-boxes, firsts	28	32	28	32
seconds	16	19	16	19
Japan—				
½-chests, finest May pickings	38	40	38	40
Choice	32	36	32	36
Finest	28	30	28	30
Fine	25	27	25	27
Good Medium	22	24	22	24
Medium	19	20	19	20
Good common	16	18	16	18
Common	13	15	13	15
Nagasaki, ½-chests Pekoe	16	22	16	22
" Oolong	14	15	14	15
" Gunpowder	16	19	16	19
" Siftings	7½	11	7½	11
RICE, SAGO, TAPIOCA, MACARONI				
Rice—Standard B.	3 30	3 40	3 30	3 40
Patna, per lb.			4½	5
Japan			5½	6
Imperial Seeta			4½	5
Extra Burmah			4½	5
Java, extra			6	7
Sago	3½	4½	4	5
Taploca	3½	4½	4	5
Macaroni, dom'ic, per lb., bulk			7½	8
" imp'd, 1-lb. pkg., French			8	10
" " " Italian			11	13½

**RAILWAY CHARGES ON TEA AND COFFEE.**

THE agitation regarding the 1-lb. draft has caused men's minds to turn to a consideration of methods of effecting economies with respect to the delivery of both tea and coffee, as between estates and consumer. At a recent meeting, the Birmingham Grocers' Association resolved that a deputation be appointed to wait on the railway companies with a view of obtaining a revision of the rates for the carriage on tea and coffee. The mover said the time was ripe for them to approach the railway companies to see if they could not get some concession in the matter of the charges made for the carriage of tea and coffee. The present rates had been in existence, he believed, for about fifty years, and when they came into force no doubt they were fixed at the rate charged now, namely, 34s. for tea, which was then sold at the enormous price of 4s. to 6s. per lb. Coffee was carried at 22s. 6d. now, and this had not varied notwithstanding the great alteration in price. The risk connected with the conveyance of tea was much less than formerly, because it was sent in much more substantial packages than at the time when the rates were fixed. Besides, they must remember in this connection the low prices at which the tea could be obtained. He thought the railway companies might meet them by reducing the charges because of the enormous quantity of tea which was now sold as compared with years ago. There were many other articles on which the railway companies charged what he considered to be excessive rates. Tea was one of the chief articles which a grocer brought to the front and disposed of, and he thought they might approach the various companies and bring before them some of the arguments he had cited to show the need for some concession.

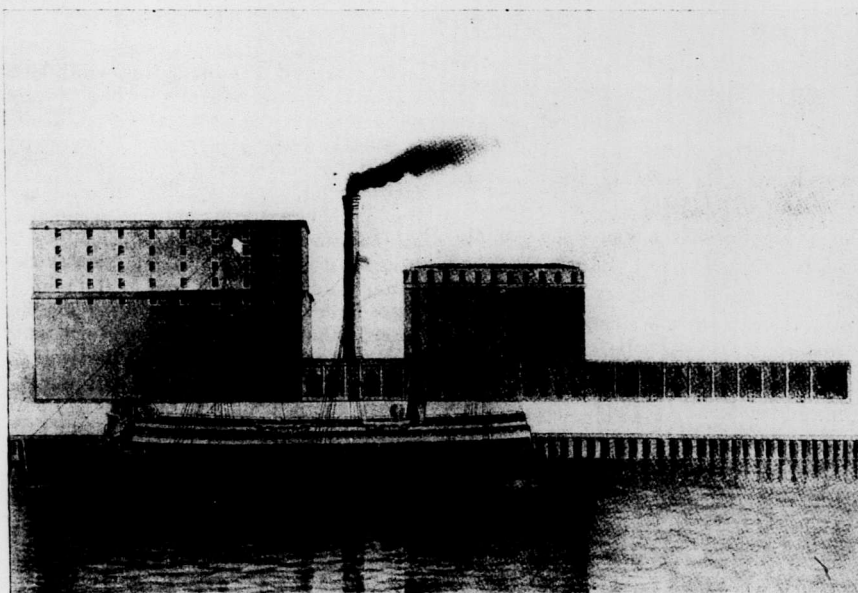
In the course of the discussion that followed, it was observed that years ago tea was sold at 4s. to 6s. per lb., whereas, the present price was from 1s. to 2s. There was much more sold than in times past when the rates were high. One speaker remarked upon the very small risk which the companies ran in carrying tea now, as compared with the time when he was a young man. There was then an immense lot of green tea sold, and it often came in flimsy packages. Now, however, tea was securely packed. The carriage on coffee from Liverpool was 1s. 1½d., and on tea 1s. 8½d. per cwt. Although the charge on tea was above that of coffee there was less risk in carrying the one than the other. It was further argued that in every chest of tea there was 33 per cent. of wood and lead,

and they had to pay at the rate of 1s. 1½d. and 1s. 8½d. per cwt. for the carriage of this.

**OGILVIE'S FORT WILLIAM MILL.**

AS may be seen from the accompanying engraving, which was taken from the architect's drawings, the mill and elevator which The W. W. Ogilvie Co. are erecting at Fort William, Ont., is a big concern. By the terms of agreement between Fort William and the Ogilvie company, the latter promise that the capacity of the mill will be 2,500 barrels daily, which may be increased to 5,000 barrels, thus making it the largest flour-producing mill in Canada. The

the impression that the storekeepers were careless about their goods, which is a most serious fault in any person who has to handle foods. I have noted this same fault so frequently in Toronto that I feel like expressing myself pretty strongly, as it is an important matter, one that has barred the way to success to many grocers. The majority of women want the provisions for their table clean and wholesome, and will not patronize a merchant whom they believe is careless about his goods. There are some, we all know, who do not care as much about the quality and condition of groceries they purchase as they do about quantity and price. But these are not the customers that pay; who make a merchant's



elevator is to be 200 feet in length, and will have a storage capacity of 800,000 bushels. The dock will be 800 feet long, thus furnishing ample facilities for receiving supplies and shipping the great quantity of grain handled and flour manufactured in the mill and elevator.

The flour made in this mill will be exclusively from Manitoba wheat. When the mill is in complete operation, The W. W. Ogilvie Milling Co. will have a daily capacity of over 15,000 barrels per day.

**AMONG TORONTO RETAILERS.**

*Exposing Goods.*

There may be some advantage in displaying goods outside grocery stores on fine days, but there is neither advantage nor reason in exposing them on stormy days. During a snowstorm last week I walked up Yonge street, and was astonished to see in front of several shops boxes containing fish, cranberries and other goods half covered with snow. So far from being an attraction to customers, these goods must have caused

business grow. They are generally "here to-day; away to-morrow" — always on the lookout for a cheaper retailer. Nor are these in the majority. Most Canadian housekeepers are particular and can afford to be particular about the quality of their purchases. They look about till they find a grocer whom they can depend on to furnish them goods in sound condition and at a fair price. When they find one that suits them, they stand by him. Thus, his trade steadily grows. Therefore, grocers should be keen, under all conditions, to keep a reputation for cleanliness.

*Striking Window Effects.*

I noticed some striking effects, which were made by coloring the plate fronts of two windows, the other day. One of them was in a Yonge street store, where the artist, by a few deft strokes converging to a central point on the glass, created the effect of a break caused by a stone going through the pane. The result was so striking that many people stopped to examine the break. By the time they saw the "break," naturally

Manitoba  
B.C.



their attention had been drawn to the goods in the window. The other window that caught my attention was a butcher's. By the use of three colors of chalk, the top half of the window-front was made very attractive, giving, in a neat design, descriptions and prices of special offerings in meats. The bottom half was left clear, so as not to obstruct the window display in any way. Colored chalk could be made of much service in this way by an artistic grocer.

THE RAMBLER.

#### BOECKH'S BRUSH CATALOGUE.

THE 1900 catalogue, which Boeckh Bros. & Company have just issued, is a handsome as well as comprehensive book. The front cover is a unique design, showing the trade mark of the firm as a central figure, around which is given the firm name and the addresses of the different agencies of the firm. The back cover contains cuts showing their various factories and warehouses.

The 170 pages of the catalogue contain the prices of over 5,000 different lines of brushes, brooms, woodenware and sundries made by Boeckh Bros. & Company, divided into six parts, as follows: Part 1—Painters', kalsomine and varnish brushes; Part 2—Artists', gilders' and fine varnish brushes;

Part 3—Household, toilet, factory and machinery brushes; Part 4—Horse, dandy and stable brushes; Part 5—Corn brooms and whisks; Part 6—Pails, tubs, washboards, grocers' sundries, display tables, baskets and general woodenware.

Several cuts, showing departments of the factory in full working order, give an interesting idea of the process of manufacture and the extent of the business carried on by this firm.

In the firm's offices at York street, Toronto, full stocks of the goods mentioned in this catalogue are kept on display, where the trade is invited to inspect them at any time.

Though thousands of these catalogues have been distributed, the firm have still some left for all the trade who have not yet secured one.

#### CHEAP GOODS.

Editor CANADIAN GROCER.—Your article of January 19, headed "Ruinous Effects of Cheap Era," is one of the best articles I ever read in THE CANADIAN GROCER. Now, if all the trade papers would devote more time to enlightening the merchants to the fact that they are only killing themselves and demoralizing trade by hunting around to get all the shoddy stuff they can possibly buy, because it is cheap, and get them to buy a better class of goods and sell them at a reasonable profit instead of giving them away, which they have in the past, the general store trade of Canada would be much improved and men would make the money there is in the business. Between

the cheap credit system and low prices of goods, it has been the curse of the grocer, and, in fact, all lines of trade in Canada. Take right from the farmer. He comes into the market with apples. People buy them because they are cheap and not for the quality. The same all along the line. If there would be more choice in getting good goods and keeping up the price, the quicker merchants would turn in and make a little money; and I hope you will keep on publishing similar articles, and you will do more good to the merchants and the consuming public than by anything else you possibly can do. I remain,

F. F. DALLEY.

Hamilton, Jan 24, 1900.

#### GENEROUS GROCERS.

The executive of the Toronto Retail Grocers' Association, at its meeting on Monday evening, decided to recommend that the association grant \$25 to the National Patriotic Fund. Matters in regard to the annual "At Home" of the association in the Temple building, on February 14, were also considered.

#### PERSONAL MENTION.

Mr. C. R. Dixon, the representative of Lucas, Steele & Bristol in the Northwest, was in Hamilton for a couple of weeks. His many friends were pleased to see him looking so well, and sorry when he left them. The "Alberta," Calgary, is his headcentre and there all correspondence will find him.

## YOUR . . .

Printing for 1900 will be done neatly, accurately, expeditiously, and in the very best style if placed in our hands.

## WE DO . . .

all kinds of color printing and give special attention to this particular class of work.

## WE PRINT

Catalogues  
Circulars  
Folders  
Pamphlets  
Business Cards  
Tickets  
Statements  
Letter Heads  
and  
Commercial  
Work  
of all kinds.

# Job Printing

of every description.

Our reputation for doing first-class work is widely known throughout the Dominion. We do our best to please every customer and that is why our business has grown so rapidly. Orders for fine work especially solicited.

## THE MacLEAN PUB. CO. Limited

26 Front St. West,  
TORONTO.

Board of Trade Building,  
MONTREAL.

Estimates Cheerfully  
Furnished.



**THE EARLY-CLOSING BY-LAW.**

**T**he advocates of the early-closing by-law in Toronto are making a strenuous fight for its retention, while its opponents are working with just as great vigor for its repeal.

A meeting of the city council committee on legislation was held on Friday afternoon last, when grocers and butchers were invited to give reasons for the approval or objection to the by-law, which, it will be remembered, was temporarily suspended on Friday, January 12.

The invitation was accepted by parties on both sides, the gist of the objections being that small dealers selling cigarettes, fruits, oysters, etc., would have to close as they were classed as groceries. This was denied by the advocates of the law, who claimed there is a decided difference between groceries and such lines as tobaccos, fruits, fish, etc., and that dealers in such goods, if they did not also carry groceries, should be allowed to remain open.

After hearing a dozen or so speakers, the committee ultimately decided to postpone action, and deferred discussion on the question to a later meeting.

**THE RETAIL GROCER.**

**T**HE humorous paragraphists of the newspapers give a very one-sided view of the grocer, and a very unjust one, write an ex grocer in N.Y. Merchants' Review. The grocer is one of the most useful members of the body politic. The public owe a great deal to him, much of which will never be paid, notwithstanding the attempts to reform the collection laws. When the worst is said of grocers it must be admitted that they are not lacking in generosity, witness the open-handed way in which some of them give their customers more than the latter ask for, as chicory in ground coffee, cracker-dust in pepper and extract of cotton-seed in olive oil, not necessarily for publication, but as a guarantee of good faith.

Grocers have been known with such high notions of morality that they could not bear their customers to have an unpaid debt on their conscience, hence they have charged to each customer an article delivered to somebody unknown, but it must be confessed that such dealers are rare.

Grocers have their weaknesses, of course, like other people; they sometimes take the shape of too easy credit giving and so-called Mocha coffee. Their strong points include their strict integrity and their gilt-edge dairy butter.

The grocer as a rule is faithful to old friends, witness the artless way in which he sometimes freshens up a stock of three-year

old maple sugar and labels it as new season's product. He carries a large part of the structure of commerce upon his shoulders and also occasionally a chattel mortgage or bill of sale. He is not easily discouraged, but is noted for his "sand," which, contrary to common belief, never gets into his sugar barrel. He hates trusts, like every good American citizen, and yet is apt to trust nine out of ten people who ask him for credit. The grocer is well-informed, judging from the alleged circulation of the trade papers, the editors of which are competent to instruct him on every point that could be suggested; no proof of this is needed, the scribes being usually willing to confess the soft impeachment.

Fame and glory, the hope of which lure the soldier, the artist and the literary genius to attempt notable deeds, do not beckon the grocer onward. His only hope of celebrity, and that a fleeing one, lies in the direction of the bankruptcy court. He aims for wealth, is satisfied if he acquires a competence and often has to be content with a bare living.

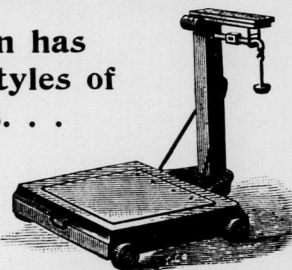
The Monsoon Tea Co., Toronto, are distributing samples of their teas to the householders of Toronto. This should materially assist grocers to sell Monsoon in that city.

**MONEY-WEIGHT SCALES**

Wilson has  
100 Styles of  
Scales. . .

Price and  
Quality Correct.  
Awarded 32  
First Prizes.

Catalogue  
Free.



**C. WILSON & SON,** 69 Esplanade St. E.,  
TORONTO, ONT.

THE  
**SIRDAR'S**  
REGISTERED



**MOCHA**

Makes the most delicious cup of coffee obtainable.

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

For Sale in 1 and 2 lb. tins by all Wholesale Grocers.

ACME MILLS, 126 & 128 QUEEN STREET, MONTREAL

**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.

**FOR SALE.**

**G**ROCERY AND CONFECTIONERY BUSINESS for sale; stock about \$750; owner going out of business; good chance; write quick. Address, THE CANADIAN GROCER, Toronto. (5)

**SITUATION WANTED.**

**G**ROCERS—YOUNG MAN, AGE 24, WANTS position, good driver and solicitor, knowledge of postal work and telegraphy. Good references. State salary. Youngs, Purley, Surrey, England. (4)

**AGENCIES WANTED.**

**W**ANTED.—AGENCIES FOR ANY LINE of goods, for British Columbia, by young man thoroughly experienced in retail trade; best of references; intends starting for coast about March 1st. Address, "Agency," care THE CANADIAN GROCER, Toronto. (9)

How are you fixed for . . .

**BASKETS?**

Are you in need of any of the following kinds:

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

If so, we can supply you.

THE . . .

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

BUY

**Star Brand**

**COTTON  
CLOTHES  
LINES**

— AND —

**COTTON  
TWINE**

Cotton Lines are as cheap as Sisal or Manila  
and much better.

For sale by all Wholesale Dealers

See that you get them.

**MANITOBA MARKETS.**

WINNIPEG, January 22, 1900.

**T**RADE for the time of year is good. The demand in most staple lines is steady and prices are being well maintained. The complaint is still—that collections are slow.

**WHEAT**—This market has been almost at a standstill throughout the week. Money is scarce and buyers are few on that account. On the other hand, sellers are equally firm in holding for higher prices. There is every indication that, except in cases where they can hold on no longer, sellers will not part with their wheat while there is any hope at all of a higher market. The feeling here is more buoyant and confident than at the end of last week. The price at closing last week was 63½c., during the week it dropped as low as 62c. under the pressure of a forced sale of some lots. Then it went up to 62¼c. and hung there until Friday when it again advanced to 62½c. where it remained at market closing to-day. The deliveries during the early part of the week were larger owing to the sleighing, but dwindled down again with the thaw at the end of the week.

**FLOUR**—There has been no change in the prices and very little movement in the product since last writing.

**CEREALS**—American goods are offering very freely, and, as a consequence, the local market is weakening. Though millers are nominally quoting \$1.70, most of the sales this week have been at \$1.65 for rolled oats; cornmeal, \$1.25 per sack; pot barley, \$2.25; pearl barley, \$3.75; split peas, \$2.25. Beans have again advanced in primary markets, and choice hand-picked are worth \$2.05, and prime mediums, \$1.90 to \$1.95. Tapioca is rather scarce, and as no great quantity is likely to arrive before May next there may be a dearth on this market. Sago also is none too plentiful. Tapioca is 5½c. and sago 4¾c.

**RICE**—With regard to the Japanese market, it seems to be difficult to get at the exact situation. Latest advices last week pointed to an advance in price, owing to the Government securing large quantities and the crop being short. Latest advices this week state that the market is unsteady owing to the approach of the new year, and, although rice is really higher in value—owing to the stringency of the money market—prices in this country may decline rather than advance.

**CANNED GOODS**—The situation is the same as last week. The demand is steady. The pack of corn is not giving entire satisfaction, nor is this a matter of surprise, as the crop was short and the quality known to be inferior.

**EVAPORATED AND DRIED FRUITS**—Apples

are very slow and quiet, with no indication of advance. Present quotation is 8½c. Dried apples are 7¼ to 7½c., and are, therefore, very dull. Jobbers are holding very closely to these figures, but a decline is expected later in the season. Californian evaporated fruits are moving very slowly. The trouble is that apricots and other lines are so high, in proportion to evaporated apples, cooking figs and prunes, that housewives are discriminating against them. Small prunes, by the way, are very scarce, and sizes under 70 to 80 are hard to obtain. Cooking figs are plentiful, cheap and of excellent quality. Quotation is 4¾c. Currants are depressed, on account of heavy stocks to east and south, and prices still rule in favor of the buyer. Valencia raisins are high and firm. Buyers seem to think the limit has been reached, but there is certainly no indication of a decline.

**NUTS**—Grenoble walnuts are in very short supply, and will probably go higher. Cheap French walnuts are plentiful enough and cheap, but few are brought on this market, as they are not considered desirable stock. New crop Sicily filberts are good sellers at 11c. Tarragona almonds are very scarce at 13½c.

**COFFEE**—Green Rios have advanced in sympathy with New York prices. No. 5 is quoted at 10 to 10½c. Mochas and Javas are about the same. Preanger, 34c.; Padang, 30c.; Aden Mocha, 32½c.

**WOODENWARE**—A still further advance in woodenware has been notified from the East, but the latest lists have not arrived.

**CURED MEATS**—The prices given last week remain unchanged. American goods are now from ¼ to ½c. higher than Canadian. The demand is fair.

**BUTTER**—Receipts are still light and the quantity of strictly first-class fresh butter not equal to the demand.

**NOTES.**

Mr. E. R. Coleman, representing Eveleigh & Co., Montreal, The J. C. McLaren Belting Co., and other houses, left for the West on an extended trip. Mr. Coleman will visit the Coast cities and all the important points in the Territories before returning to Winnipeg.

Mr. H. B. Ashelman, sales agent of the National Cash Register Co., for Manitoba and the Territories, is just leaving on a trip that will extend as far west as Calgary and will take in Prince Albert, Edmonton and McLeod, and, returning, all the towns along the main line. This is Mr. Ashelman's first trip west.

Mr. R. H. Climie has just moved into his new sample-rooms, 228 Portage avenue. The business of The Western Financing and Agency Co. is now well under way.

Associated with Mr. Climie is Mr. A. Mantle, who was for some time in the employ of the Commissioner of The Hudson's Bay Company, and afterwards occupied a lucrative position in the railway office at Lethbridge. Mr. Mantle has already made a reputation as a careful and alert business man, and the new company has, no doubt, a prosperous future before it.

The Retail Clerks' Union are making very satisfactory progress towards securing the by-law for closing at 6 p.m. five days a week and 10 p.m. Saturdays. Over 130 retail merchants signed the petition. It is interesting to note that all the hardwaremen signed without any demur. It is expected that some opposition would come from the clothing houses, but the larger establishments not only signed the petition but are already acting on the suggestion and closing at 6 p.m. The clerks have the sympathy of the bulk of the city council and a very large proportion of the citizens.

At last the much talked of Produce Exchange has been organized with Mr. R. R. Scott, of the Macpherson Fruit Co., president, R. A. Rogers, of the Parson Produce Co., vice-president, and Joseph Carman, secretary. The first work undertaken by the exchange will be the regulating of fruit purchases. The members will meet every Wednesday and will decide on the amount of bananas, oranges, etc., that each house requires. This will avoid overstocking, from which, in a number of instances, notably that of apples, the market has suffered during the past few months. Another matter which it is hoped to take up is that of cheese. The competition among buyers has led to the placing of very green and inferior cheese on the market. It is hoped that by agreeing not to buy until the cheese is a certain age and of a certain quality makers will be induced to give more attention to the proper curing of their cheese.

**TO BOYCOTT TRADING STAMP GIVERS.**

A despatch from Vancouver says: "As a result of a joint meeting of the wholesale and retail grocers held in Vancouver on Monday last, an agreement was signed by the wholesalers in which they bind themselves not to sell goods to any merchant who insists upon using trading stamps or premiums or giving discounts on his cash sales.

"At the personal solicitation of several wholesalers, the retail grocers have also signed an agreement, which requires that they do not use trading stamps in their business after February 1, next. Seventy of them to-day have their names to an advertisement reading as follows: 'We, the undersigned various retail grocers doing business in Vancouver, have mutually agreed that on and after February 1, 1900, we will cease to give trading stamps, premium gifts, cash discounts or coupons for drawings or lotteries.' The dry goods merchants, also, are contemplating the matter."

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

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

Superior Quality  
Always Good

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A** MORTGAGE on the chattels of Samuel Danis, general merchant, Daniston, Ont., has been foreclosed.

T. J. Grimes, grocer, Ottawa, has compromised.

Narcisse Hamel, grocer, Quebec, has assigned.

Fred. M. Pyke, grocer, St. John's, Nfld., has assigned.

T. Pouliot, general merchant, St. Samuel, Que., has assigned.

Archibald Wilson, grocer, St. Catharines, Ont., is offering to compromise.

H. Smith, general merchant, Aberarder, Ont., has assigned to Marshall Sanders.

James G. Jones, produce dealer, etc., Exeter, Ont., has assigned to H. E. Huston.

Urbain Babineau, general merchant, St. Louis, N.B., is offering 40c. on the dollar.

E. McKay, confectioner, etc., Owen Sound, Ont., has assigned to C. C. Pearce.

J. H. Robertson, general merchant, New Richmond, Que., is offering 50c. on the dollar.

E. T. Fournier & Co., departmental merchants, Ottawa, are offering 45c. on the dollar.

George Drolet, general merchant, etc., Ancienne Lorette, Que., has obtained extension.

John Hyde has been appointed curator of A. I. Parker, general merchant, River Beaudette, Que.

A meeting of the creditors of Peter Mc-Swee, general merchant, Amherst, N.S., has been held.

Bilodeau & Renaud have been appointed curators of J. A. Thibeault & Co., provision dealers, Montreal.

A meeting to appoint a curator for the estate of J. E. Legare, general merchant, Lyster, Que., has been called.

F. X. Hudon, general merchant, St. Flavie Station, Que., has assigned to V. E. Paradis, provisional guardian.

W. A. Gay, grocer, Guelph, Ont., has assigned to W. E. Buckingham, and a meeting of creditors has been held.

The creditors of F. Percy Walker, confectioner, Kingston, Ont., will have \$117 distributed among them at 11c. on the dollar.

A. Desmarteau has been appointed curator of D. A. Smeall, grocer, Montreal, and a meeting of creditors has been held.

J. O. Lessard, flour dealer, etc., Montreal, has compromised at 50c. on the dollar, and the business will be continued by Marc Lessard.

A third and final dividend on the estate of Charles Bertrand, general merchant, Isle Verte, Que., of 12c. on the dollar has been declared.

J. J. A. Robitaille, grocer, Quebec, is offering 35c. on the dollar. Thos. Cote, general merchant, St. Hilarion, Que., has effected a compromise.

### PARTNERSHIPS FORMED AND DISSOLVED.

H. B. Lambe & Co., grocers, Montreal, have dissolved.

Coxall & Son, grocers, hardware dealers, etc., Colborne, Ont., have dissolved.

Partnership has been registered by Boisvert & Co., general merchants, Ste. Gertrude, Que.

Field Bros., general merchants, Napier, Ont., have dissolved, George F. Field continuing.

Reid & Brooks, general merchants, Gracefield, Que., have dissolved; W. D. Brooks continues.

Hetherington Bros., fruiterers and confectioners, Souris, Man., have dissolved, R. C. Hetherington continuing.

J. T. North and David E. North have registered partnership as general merchants, etc., under the style of J. B. North & Son, Hantsport, N.S.

Alfred Chaplin and Francis L. M. Chaplin have registered as partners as commission dealers in teas, sugars, etc., under the style of Edward Chaplin's Sons, Montreal.

### SALES MADE AND PENDING.

H. Graetz, grocer, Montreal, has sold out.

The assets of J. A. Bussiere, grocer, Quebec, are to be sold on January 26.

The stock of A. Bedard, grocer, Quebec, has been sold at 56c. on the dollar.

The stock of the estate of P. Sussex, general merchant, Bothwell, Ont., is to be sold.

The assets of L. O. Couture, general merchant, St. Gedeon (Chicoutimi Co.), Que., are to be sold on January 27.

The assets of A. Tessier, general merchant, St. Casimir, Que., are to be sold on January 26.

The assets of Mrs. Josephine Clairmont, general merchant, Sarsfield, Ont., are to be sold at auction.

The stock of Joseph Gouin, general merchant, St. Norbert, Que., has been sold at 65c. on the dollar.

### CHANGES.

George Swallow, grocer, Clinton, Ont., has sold out to H. Melville.

J. H. Fleming, grocer, hardware dealer, etc., has sold out to J. M. Ketchen.

Henry Wing, general merchant, Shipka, Ont., has sold out to Thos. G. Harlton.

E. H. Hutchinson, grocer, Ailsa Craig, Ont., has sold out to Christopher Walker.

Alex. Carlaw, general merchant, Melancthon, Ont., has been succeeded by R. Stone.

Alfred Payette has registered as proprietor of Payette & Frere, grocers, St. Louis, Que.

James Argo, general merchant, Fergus, Ont., has been succeeded by James Argo & Co.

Aulcina Gagnon has registered as proprietor of E. Gagnon & Co., grocers, Quebec.

C. H. McDonald, fruit dealer, etc., Nelson, B.C., has been succeeded by James Williams.

Morfit & Raincock, general merchants, Gladstone, Man., have sold out to R. E. Broadfoot.

J. W. Sanderson, grocer, Toronto, has sold out to Thos. Fitzpatrick, who takes possession on February 15.

### FIRES.

The Winnipeg warehouses of The Manitoba Produce and Commission Co., have been destroyed by fire. The loss is placed at \$50,000, and the insurance at \$43,000.

### DEATHS.

Jackson Forde, grocer, Brantford, is dead. John Turnbull, grocer, etc., Glanworth Ont., is dead.

F. Schaefer, of Carpenter, Schaefer & Co., manufacturers of cigars, Toronto, is dead.

The St. Charles Condensing Co., propose to open their Ingersoll, Ont., condensing factory on February 1.

## TRADE IN OTHER COUNTRIES THAN OUR OWN.

THE Mesaba, from London, brought 2,030 cases and 230 boxes of Fard, in addition to 10,142 boxes of Persian dates. Cables from London received report a firmer market for the latter.—N. Y. Journal of Commerce.

Mail advices from San Francisco say that dried peaches are stronger and a fraction higher in price, even poor stock being held at 6c. The army commissariat was reported to be in the market for 100,000 lb.

### OPENING PRICE FOR SALMON.

The San Francisco Trade Journal of Jan. 12 says of salmon: "It looks as if Columbia river will open on the basis of \$1.40 for chinooks in talls, but it is quite likely that canners on that river will put up more flats and halves. We are not able to hear of any sales made at a fixed price but many have been made subject to prices to be named later on. It is the belief that there will be larger runs this spring owing to the outlook favoring warmer water in the Columbia river than there was in 1899. Our returns coming in make the Puget Sound pack nearly 900,000 cases. It looks now as if the Coast pack in 1899 was nearly 3,250,000 cases, and yet everything has gone into distributive channels."

### EXPORT DEMAND FOR CALIFORNIAN PRUNES.

Regarding the prune situation on the Coast The California Fruit Grower says: "The export demand continues good, resulting in a heavy direct movement from here. During the past two weeks about 100 cars have gone forward. The filling of export orders for the season to December 31 has absorbed about 20,250,000 lb. of prunes that otherwise would have been forced upon the domestic market. The export trade is worth cultivating. The demand for Eastern account is light, although our advices show a firm market, with an upward tendency."

### CANNED GOODS IN BALTIMORE.

Reviewing the situation in Baltimore, Thos. J. Meehan & Co. write under date of January 13: "A decided change for the better is noticed in the canned goods market, and dullness has given way to buoyancy all along the line within one short week. First, there was great activity in empty cans, followed by an advance almost immediately, upon the announcement of the opening prices for delivery during the next six months. During the previous week 3-lb. empty cans were offered at \$2.25 to \$2.30 per 100 for delivery up to the last of February, with 5c. per 100 added for each

month's delivery thereafter. Under heavy buying orders the price has advanced to \$2.40, with the same scale of progressive prices for forward deliveries, and the offerings are limited in quantity. The large advance in lumber everywhere for box making causes higher prices over last season for empty cases. The prices of these two articles formed the basis of the opening quotations on tomatoes for future delivery, which met with quick responses in the shape of buying orders from nearly all sections, especially from the Western States. Last week we placed all our orders for 3-lb. standards on the basis of 70 to 72½c. for delivery f.o.b. Baltimore. This week, because of the advance in cans, they moved up to 72½c. and 75c. and at the close we find the market very strong at 75c. Everyone here believes futures will be higher, and also, that spot goods will advance. Future corn has attracted but little attention so far. The opening prices are unchanged, namely: 2-lb. Hartford County standard brands, 60c. for good ordinary quality up to 65c. for best brands sugar corn, and 72½c. to 75c. for standard quality dry-packed brands."

### THE SITUATION IN CURRANTS.

An uneventful week has again to be recorded in the market for all kinds of dried fruits, and prices generally speaking may be said to be unchanged. The reduction of the bank rate will, no doubt, be a further inducement to holders to wait for the inquiries of the trade in preference to tempting buyers by reducing prices. In the weightier article of currants this relief is, of course, more welcome than in the smaller branches of the trade, and the isolated instances of signs of weakness which were evident early in the week have now disappeared. The recent arrivals of currants have produced some parcels of provincial fruit of exceptionally good quality, which, so far as it goes, would seem to indicate that the stock in Greece of this class of fruit is not composed entirely of the lowest grade, and buyers who have contracts made for deliveries in the earlier months of the year have a right to expect that the standards of quality shall be well maintained. A public sale of various kinds of fruit has been held and a few lots changed hands.—Produce Markets' Review, London, January 13.

### VISITED THE "WHITE HOUSE."

H. W. Dawson, of The Dawson Commission Co., Limited, Toronto, returned a few days ago from the annual convention of the National League of Commission

Fruit Dealers of the United States, which was held in Baltimore.

During the 10 days' absence from Toronto, Mr. Dawson and his wife, who accompanied him, had an enjoyable time. On Saturday last, the league visited Washington, where, after seeing the sights of the United States capital, they were entertained by President McKinley at the "White House." Though his reception to all was quite genial, the President was especially gracious to Mrs. Dawson when he heard that she was from Canada.

### IT FAILED TO WORK.

Patrick McDennis arrived home in a bad state of wreckage and a closed eye.

"Oh! Patrick! Patrick!" wailed Mrs. McDennis, "you've been foightin' agin!"

"Oi've not," answered Patrick, as he looked at his eye with the aid of a small looking-glass. "Oi've bin experimentin' with drames."

"Is it out of your head that ye are?" gasped Mrs. McDennis.

"Oi'm not. Oi had a drame last night that Oi had a fight with McDuffy, an' McDuffy picked up a brick an' heaved it at me, an' as it was about to hit me in the oi, Oi woke up. Wil', this morning, Oi got to quarrelin' with McDuffy, an' the first thing that he did wuz to pick up a brick. 'Bedad,' says Oi, 'it's the drame over agin'. McDuffy threw the brick, an' Oi saw it comin' str-raight for me oi. Said Oi to meself, said Oi, 'Oi'll wait until it gits here and thin wake up, an' Oi'll have the laugh on McDuffy.'"

"It is crazy that ye are," cried Mrs. McDennis.

"Oi must have bin dhruunk," admitted Patrick, "for, instead of wakin' up when the brick arrived, Oi went to slape! Oi'll niver believe in drames agin!"—Detroit Free Press.

### RETAILERS' OFFICERS.

The following officers were elected at the annual meeting of the Toronto branch of Retail Merchants' Association of Canada:

President—W. B. Rogers.  
 First Vice-President—William Dineen.  
 Second Vice-President—George Boxall.  
 Treasurer—Henry Davis.  
 Secretary—E. M. Trowern.  
 Executive Committee—George E. Gibbard, J. B. Johnson, W. A. Hargreaves, A. Britnell, J. R. Lee, J. B. Davison, Henry Russell, John Willmot, J. S. Bond, Sydenham Thompson.  
 Solicitor—W. R. Cavell.

A Vancouver syndicate has commenced the erection of a cannery at China Hat, B.C.

# EDDY'S

## PARLOR MATCHES

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

## INDURATED FIBRE WARE

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

*EDDY'S*

**WARES**

ARE

*FOR SALE*  
*BY ALL FIRST CLASS DEALERS.*

**DEALERS! See that you are fully stocked.**

# The E. B. EDDY CO., Limited

**HULL.**

**MONTREAL.**

**TORONTO.**

Quebec,  
Halifax,

Hamilton,  
Winnipeg,

Kingston,  
Victoria,

London,  
Vancouver,

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

**TRADE CHAT.**

**T**HE Canadian Canning Co., of England, has been incorporated in British Columbia. Its Canadian headquarters will be Vancouver; its capital, \$500,000.

The New Brunswick Cold Storage Co., Limited, St. John, N.B., is applying for incorporation.

Burns Bros., bakers, Westville, N.S., have closed out their business there, and moved to Sydney, N.S.

The George Coleman Baking Company has been incorporated in Toronto with a share capital of \$40,000.

The Truro, N.S., Condensed Milk and Canning Co., presented the second contingent with 1,200 lb. of condensed milk.

The \$150,000 stock offered by the Farmers' Cooperative Pork Packing Co., Brantford, Ont., is being rapidly subscribed.

Notice is given that application will be made to incorporate The W. W. Ogilvie Milling Co., with headquarters at Montreal.

A sugar beet enterprise, proposed to be started in Warton, is meeting with success, \$5,000 of local capital being subscribed last week.

The Sadler, Dundas & Flavelle Milling Co. are now putting up their rolled oats in handsome 2-lb. packages for the British markets.

J. H. Fleming, who has for 24 years carried on business as grocer in St. George, Ont., has retired. J. M. Kitchen will succeed him.

Innes, Hemeon & Co., general merchants, shipbuilders, etc., Liverpool, N.S., are seeking incorporation under the style of Innes, Hemeon & Co., Limited.

A shipment of Jamaica oranges, direct from Jamaica, has been received in Ottawa. It is said to be the first direct shipment made from Jamaica to Ottawa.

It is reported that a syndicate of Ottawa and American capitalists propose to establish a beet root sugar factory at Picton, Ont., the machinery of which would cost \$500,000.

Plans are being prepared to have one of the Ontario Government's cold storage warehouses erected in Kingston. It would be looked after by the Kingston Dairy School staff.

Adam Brown, Parry Sound, Ont., recently started making weekly shipments of Georgian Bay fish from that place to New York. The first shipment consisted of about 400 lb.

A number of Ingersoll, Ont., business men are taking steps to secure a charter for an electric railway. The charter aims at the same running powers between the towns as the Woodstock, Ingersoll and Thames

Valley Railroad Company are seeking. The latter are pushing forward their project as rapidly as possible.

A company is being organized in Victoria to start a fish-canning and curing establishment on the Skeena river, about 12 miles from Port Essington. F. C. Davidge is floating the company.

A. E. Lawson, liquidator of The N. S. Pork Packing Co., Limited, Middleton, N.S., is paying 30 per cent. to shareholders, being the first dividend. The ice house and contents are yet to be sold.

The firm of Merrick, Anderson & Co., wholesale commission and manufacturers' agents, are moving their stock from Princess street to the large new building at the foot of Bannatyne avenue, Winnipeg.

Thomas McLaughlin, J. E. Duke, M. J. Mallaney, W. J. Clark, and J. H. Hallett, Toronto, have been incorporated the Monarch Mining Company, with a share capital of \$999,000, with headquarters in Toronto.

The Canada Atlantic Railway Co. intend building a second elevator at Depot Harbor, Ont., with a capacity of 1,500,000 bushels this summer. They are also adding three new steamers to their grain fleet on the upper lakes.

John Schnurr, grocer, etc., Linwood, Ont., has passed over his business to his sons, Albert and Aaron, who will conduct the business under the style of Schnurr Bros. Mr. Schnurr, sr., was in business over 40 years.

E. N. Cusson & Co., cigar manufacturers, Montreal, have dissolved, and a new partnership has been registered, composed of Edmond N. Cusson and Louis A. Cusson, the former with \$662, and the latter with \$11,944 in the business.

The Harriston, Ont., pork packing factory was opened with a procession, speeches, etc., on Wednesday last week. The Warton Canadian is authority for the statement that Harriston desires to change its name to Porkopolis.

Large buildings are being erected in Walkerville, Ont., to be used as a match factory. The latest machinery is being imported from Sweden for fitting these buildings. It is expected that the new factory will be producing matches by March.

The milling firm of A. Moyer & Co., Listowel and Palmerston, are dissolving partnership. The Listowel business will probably be taken over by J. W. Meyers, and the Palmerston business by A. Moyer, who has resided in that town for some years.

An Ottawa despatch states that notice has been given that a company intends seeking incorporation with power to construct and operate a steamship line from Toronto to

Collingwood, and to maintain steamship lines on the great lakes and the St. Lawrence.

**COLLECTION OF FREIGHT.**

THE CANADIAN GROCER is in receipt, thanks to Lucas, Steele & Bristol, of a copy of a joint circular which has been sent out to shippers in Hamilton by Hendrie & Co., Limited, and Charles Armstrong, cartage agents. It reads:

It has been agreed between the cartage agents, with the approval of the Canadian Pacific, the Grand Trunk, and the Toronto, Hamilton and Buffalo Railway Companies:

That, in order to facilitate the shipment of goods, all orders given after 5 p.m. will not be called for until the following day.

Orders received during the day, asking to send after 5 o'clock p.m., will be treated in the same way.

In a note accompanying the circular, Lucas, Steele & Bristol state that, in order to get goods off the same day, all orders should be in the warehouse not later than 4.30 p.m.

**THE WRONG NUMBER.**

Mrs. Bigg-Spread—"This is Mrs. Bigg-Spread, St. George street."

The Other End—"Yes, marm."

Mrs. B-S—"Send up a rib roast, a calf's head, an ox-tail and five pounds of nice fresh sausages."

The Other End—"Yes, mum, but we aint killing this week."

Mrs. B-S—"How's that?"

The Other End—"Shut down for stock-taking."

Mrs. B-S—"Is that Mr. Brisket, the butcher?"

The Other End—"No, missis, this is The Danford Glue Factory!"

Mrs. B-S—"D—! Ahem!—Excuse me—Ring off."

**TRADING STAMPS IN GUELPH.**

At a recent meeting of the Guelph Board of Trade a communication was received from the Peterborough board, asking for the cooperation of the former in their endeavor to suppress the trading stamp scheme.

President Bollert and Mr. J. C. Keleher characterized the trading stamp scheme as a fraud and an imposition upon the people. Other members of the board also expressed themselves in opposition to the trading stamp method of drawing custom to stores.

Resolutions passed by the board of Peterborough praying that legislation be passed such as will effectually stop this burden on trade, were submitted with the communication, and were on motion of Messrs. McElderry and Stull, approved by the Guelph board.

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*

**PRICE OF TOMATOES TO PACKERS.**

The discussion between growers and packers is waxing very warm, especially for tomatoes. Growers in some sections of the country insist that they must have \$8 per ton, in other sections they place their price at \$7; whilst packers generally are not willing to concede more than \$6. Last year's experience, if it taught anything, taught us all that contract prices for the growing of tomatoes are only good if there is not a surplus of tomatoes, and it is reasonably certain that the higher the contract price for growing tomatoes the greater will be the acreage, and the greater the acreage the more certain there is to be a glut. But there is to be a convention of tomato growers of the West, and we presume a sprinkling from the East in Cincinnati on January 25, so it is rumored, to form, as we understand it, an association to protect their interests. This can only mean that when a packer signs a contract for any price per bushel for tomatoes he will have to pay that price no matter what the quantity may be that develops from a glut, nor how low the price may fall for those who have not made contracts. Imagine a packer with tomato contracts at \$8 a ton from his grower and future contracts for delivery of his own goods with

contracts on the New York plan, and "the fellow between the Devil and the deep sea" would have a cinch in comparison with him.—Trade, Baltimore, Md., Jan., 19,

**GREAT BRITAIN'S SUGAR TRADE.**

Returns (taken from the official figures) of the quantities of all kinds of sugar imported to, and exported from, the United Kingdom in the 12 months ended December 31, 1899, together with an estimate of the consumption of the country in that time:

	1899. Tons.	1898. Tons.	1897. Tons.
Stock of raw sugar at the end of previous year (trade estimate).....	76,930	90,029	123,623
Imports of raw sugar from January 1 to December 31 (Board of Trade Returns)	556,185	734,645	677,676
Imports of refined sugar from January 1 to December 31 (Board of Trade Returns)	890,405	826,012	791,538
Imports of molasses from January 1 to December 31 (Board of Trade Returns)	81,478	67,659	58,278
Total supply during the 12 months.....	1,703,898	1,718,345	1,651,115
Deduct stock, December 31 (trade estimate).....	57,815	76,931	99,009
Total estimated deliveries for 12 months.....	1,646,083	1,641,415	1,551,086
Less exports of foreign sugar to December 31 (Board of Trade Returns).....	25,158	47,315	44,659
Less exports of British refined sugar to December 31 (Board of Trade Returns)	32,447	36,892	43,697
Apparent consumption during the 12 months.....	1,588,478	1,557,298	1,472,737

The Paisley, Ont., Pork Packing Co., Limited, has been incorporated.

**BUTTER AND CHEESE GOSSIP.**

Thomas Mallory, cheesemaker, Yarmouth Centre, Que., has been succeeded by Thos. Broncho.

The Dunkeld, Ont., Cheese and Butter Manufacturing Company have decided to manufacture butter only next season.

G. S. Morrow has been elected president and A. F. Stevenson secretary of the Golden Globe Dairying Co., who are erecting a factory at North Russell, Ont. A. Orr has been appointed cheesemaker for the coming season.

In the Boyd's Ont., cheese factory last season the large sum of \$22,000 odd was paid out to the patrons, some of them receiving as high as \$1,300.

Alex. Wallace was elected president, and Francis Patterson salesman of the Thamesford, Ont., cheese factory, on Friday last. The annual statement showed that \$19,390 worth of cheese was made during the season.

**BRITISH TEA IN OTHER MARKETS.**

The past year has witnessed still further progress in the quantity of both Indian and Ceylon sent to markets other than those of the United Kingdom; the totals so diverted were 56,998,501 lb. in 1899, 51,623,879 lb. in 1898, and 38,776,681 lb. in 1897.

**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.



### GUELPH RETAIL GROCERS' ASSOCIATION.

HERE was a fairly good attendance at the annual meeting of The Guelph Retail Grocers' Association, although there were not as many out as the officers would like to have seen.

The present association was only organized about a year ago, but during the past year it had been the means of fostering a more social feeling among the members of the trade, it has also been the means of doing away with a great deal of the too common evil, viz., cutting and slashing of prices.

The association meets monthly on the first Monday of each month, to discuss matters of importance to the retail grocery trade.

It is generally regretted that the late president, W. H. Millman, through ill health, was obliged to retire from the retail grocery trade. He was the means of organizing the association, and was the first president. He has been succeeded in business by Scroggie Bros.

The following are the officers for the ensuing year:

President—J. A. McCrea.  
Vice-President—D. Little.  
Secretary—J. H. Simpson.  
Treasurer—Robert Mitchell.  
Executive Committee—Edward Jackson, William Scroggie, W. H. Fielding.  
Inner Guard—George K. Readwin.  
Auditors—L. P. Heffernan, Charles T. Hicks.

### TRADING STAMPS IN VANCOUVER.

A meeting of the merchants of Vancouver was held recently to discuss the trading stamp question.

Mr. H. T. Lockyer, manager of The Hudson's Bay Company, stated that the wholesale and retail grocers had agreed to discontinue the use of the trading stamps. It was generally agreed that trading stamps were not a commercial success as regards the business community.

Mr. Lockyer moved, seconded by Mr. J. Scott, that this meeting, representing the retail merchants of the city of Vancouver, pledges itself to do all in its power to do away with the trading stamp evil, and that a committee, representing the various lines of business, be appointed to get the signatures and to make the necessary arrangements to stop the issue of stamps after the end of the month. This was carried unanimously.

A committee was appointed with instructions to obtain the signatures of the various retailers to the following agreement: "We, the undersigned retail merchants of Vancouver, hereby pledge ourselves that on and after February 1, 1900, we will not offer trading stamps as an inducement for

business, or give premium gifts, coupons for drawings or lotteries, or give any consideration for the purpose of inducing customers to deal with us, other than the article or articles bona fide to be sold or offered for sale."

### HOW NOT TO LIGHT A CIGAR.

Did you ever see two men light a cigar in the same way?

No! Well, notice how the next man does it for the curiosity of the thing.

Not one man in ten knows how to light his cigar properly, or so as to obtain the best results.

Fire is necessary, of course, but a precious little of it lights a cigar. One man goes at it with a suction-pump sort of a struggle, as though he were determined to suck all the gas in the pipe through his cigar and was in a hurry to accomplish the job.

He deliberately holds his cigar in the flame and puffs away for dear life until a third of it is burned up and the rest of it spoiled for smoking purposes.

There is a difference between burning a cigar and smoking it.

Overheat a cigar, or coal up the tobacco, and you will have a rank-tasting, badly-burning cigar, unfit to smoke, no matter how good the tobacco is, or how well made the cigar may be.

A spark, or a single touch of flame will light a small tuck cigar thoroughly and well. Don't puff away like a steam engine, and then let the fire go out.

A cigar will never taste as good after re-lighting.

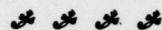
First light it, let it cool a little, then keep it so; smoke regularly, mildly and moderately and you will have a cool, sweet smoke to the finish. A little art and common sense will make a good five-cent cigar taste better than a fifteen-cent Havana improperly treated.—J. E. Cowles.

### EARLY CLOSING AND FISTICUFFS.

A large number of clerks whose employers had joined the early closing movement visited Montcalm Ward, Quebec, one evening recently and made quite a demonstration opposite a grocery store whose proprietor refused to close at the same hour as his confreres. The grocer in question learned the name of one of the party, and a few days later visited the store of a St. John street grocery where the clerk was employed. He started in to wipe the floor with the latter, and in doing so broke a number of bottles and otherwise caused certain damage before he was ejected by the proprietor of the store. An action for damages is now threatened by the latter.

# SMOKING

## TOBACCO

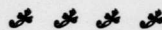


POPULARITY is the proof of merit, and no brand of tobacco has ever achieved popularity so quickly as

# EMPIRE

-- IN --

5, 10, AND 15 CENT PLUGS.

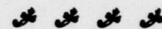


EMPIRE costs you only 36 cents, and pays a good profit.

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.



Write for Prices.

TIMES ARE GOOD . . .

Your customers can afford to buy the best.

**SOUTHWELL'S PURE JAMS, JELLIES and MARMALADES**

. . . ARE THE BEST that experience can produce.

**FRANK MAGOR & CO.,** 16 St. John Street, **MONTREAL.**

Sole Agents for the Dominion.

**Carr & Co.'s English Fancy Biscuits**



BY AUTHORITY

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

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

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

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

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

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

**Current Market Quotations for Proprietary Articles**

Jan. 25, 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
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
THE F. F. DALLEY CO.	
Silver Cream, 1/2 lb. tins, 4 to 6 doz. cases	per doz \$0 75
Silver Cream, 1/4 lb. tins	1 25
1 lb. tins, 2 to 4 doz. cases	2 00
Kitchen Queen, 1/4 lb. tins	0 55
1/2 lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
1/2 lb. Jellies	1 25
1 1/2 lb. Jellies, sealers	2 25
1 1/2 lb. Crown sealers	2 25
JERSEY CREAM BAKING POWDER.	
1/2 size, 5 doz. in case	40

1/2 size, 4 doz. in case	75
1 " 3 " " "	1 25
1 " 2 " " "	2 25
OCEAN WAVE BAKING POWDER.	
per doz	
No. 10, 5-ounce Cans, round or square, 4 doz. in case	\$0 75
1/2-b. 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

per gross	
No. 4, 1/4 gra. bxs.	\$4 00
" 6, 1/4 " "	4 0
" 8, 1/4 " "	7 50
" 10, 1/4 " "	8 25
" 10, Jet Enamel.	8 25

**CARR & SONS.** per gross

No. 2—1/4 gross boxes	2 70
No. 4—1/4 gross boxes	5 75
No. 5—1/4 gross boxes	8 00
THE F. F. DALLEY CO.	
English Army Blacking, 1/4 gross cases	\$9 00
No. 2 Spanish " "	3 60
No. 3 " " "	4 50
per doz	
No. 5 Spanish Blacking, 1/4 gross cases	7 20
No. 10 " " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00
New York Dressing, 1 doz. cases	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	2 00
Imperial Shoe & Leather Dressing, all colors	1 25
Combination Dressing	75

**SHOE POLISH.**  
HENRI JONAS & Co. Per gross.

Jonas' Froments	\$9 00
Military dressing	7 50
Military dressing	24 00

**BIRD SEEDS**  
THE F. F. DALLEY CO.

Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2
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	1 20
" " B, 4 strings	1 20
" " C, 3 strings	1 20
" " D, 3 strings	1 20
" " E, 3 strings	1 20
" " G, 3 strings	1 20
" " I, 3 strings	1 20

**BISCUITS.**  
PEEK, FREAN & Co.

Metropolitan mixed	40 lb. tins 10c.
Florence Wafers	8 lb. tins 36c.
Venice Wafers	8 lb. tins 36c.
Florence Wafers	Small tins \$3.70 per doz

CARR & CO., LIMITED.  
Frank Magor & Co., Agents.

Cafe Noir	0 15
Ensign	0 12 1/2
Metropolitan mixed	0 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 Duthell	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
Trees fins	15 00
Extra fins	16 50
Sur extra fins	18 00

**FRENCH SARDINES.**  
HENRI JONAS & Co.

1/4 Trefavennes	\$9 00
1/4 Rolland	9 50
1/4 Delory	10 50
1/4 Club Alpsins	11 50

**CHOCOLATES & COCOAS.**

pps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents. per doz	
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— per lb.	
French, 1/4's—6 and 12 lbs.	0 50
Caraccas, 1/4's—6 and 12 lbs.	0 35
Premium, 1/2's—6 and 12 lbs.	0 30
Sante, 1/4's—6 and 12 lbs.	0 26
Diamond, 1/4's—6 and 12 lbs.	0 22
Sticks, gross boxes, each	1 00

**FRY'S.**

Chocolate— per lb.	
Caraccas, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs.	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.	0 24
Fry's "Monogram," 1/4's, 14 lb. bxs.	0 24

**Cocoa— per doz.**

Concentrated, 1/4's, 1 doz. in box	40
" 1/4's, " " "	4 50
" 1 lbs. " " "	8 25
Homeopathic, 1/4's, 14 lb. boxes	0 25
" 1/4's, 12 lb. boxes	0 25

**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 Caraccas Chocolate	0 40



## "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 BEST

WASHBOARDS  
CLOTHES PINS  
PAILS and  
TUBS

are manufactured by  
**THE WM CANE & SONS MFG. CO.**  
Limited  
NEWMARKET, ONT.

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

### DON'T PAY FREIGHT ON WATER

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

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

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

## BUSINESS NEWS

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

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**CANADIAN PRESS CLIPPING BUREAU,**

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

26 Front St. West, Toronto. Telephone 2148.



## Cow Brand Baking Soda

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

**JOHN DWIGHT & CO.,**  
TORONTO, MONTREAL,

VICTORIA, B.C., HALIFAX, ST. JOHN, N.B., ST. JOHN'S, Newfoundland, QUEBEC.

# WHEAT MARROW

SATISFYING FULLY, RECUPERATING QUICKLY,  
DIGESTING EASILY.

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

Manufactured by

## THE EXPRESS ROLLER MILLS

WM. MACK, Proprietor.

CORNWALL, ONT.

# MONSOON

INDO-CEYLON TEA.

We make a permanent friend of every new customer, and their praise brings many of *their* friends.

The advertising which has been done, is being done, and will be done, is certainly driving trade somewhere, because the output of "Monsoon" is going ahead with leaps and bounds.

**Do You Handle "Monsoon?"**

**THE MONSOON TEA CO.**

Toronto and Montreal.

# MONSOON

INDO-CEYLON TEA.



## THE BEST CHEESE OF ITS KIND IS Millar's Paragon Cheese.

Experience, ability, honesty and the superior ingredients used in the making of this well-known cheese make it so.

**IT PAYS TO PUSH MILLAR'S CHEESE.**

**Examine the profit.**

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

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

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

**JONAS FRENCH MUSTARDS.**

**HENRI JONAS & Co.**

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

**MINCE MEAT.**

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

**ORANGE MARMALADE.**

**T. UPTON & CO.**

1-lb. glass jars, 2 doz. case, per doz.	\$1 00
7-lb. pails, 6 pails in crate, per lb.	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz.	1 30

**PICKLES---STEPHENS'**

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

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

**SARDINES.**

**DOMESTIC.**

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

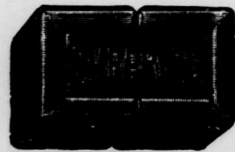
**SODA ---COW BRAND**



Case of 1 lb. (con-  
taining 60 pkgs.)  
per box, \$3.00.  
Case of 1/2 lb. (con-  
taining 120 pkgs.),  
per box, \$3.00.  
Case of 1 lb. and 1/2  
lb. (containing 30  
1 lb. and 60 1/2 lb  
packages) per box, \$3.00.

Case of 5c. pkgs (containing 96 pkgs), per  
box, \$3.00.

**SOAP**



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



A. P. TIPPET & CO.,  
AGENTS  
Maypole Soap, color  
per grs. \$10.20, black,  
per grs. \$15.30,  
per grs. \$15.30,  
Ortole Soap, per gross,  
\$10.20.

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

**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 06
Kegs Silver Gloss, large crystals	0 06
Benson's Satin, 1-lb. cartons	0 07 1/2
No. 1 White, btlis. 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

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

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



**KINGSFORD'S OSWEGO STARCH.**

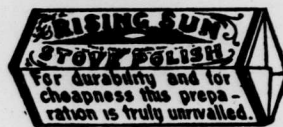


SILVER GLOSS (40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers (12-lb. boxes each crate)	0 08 / 0 08 1/2
PURE (40-lb. boxes 1-lb. pack, 48-lb. " 16 3-lb. boxes. For puddings, custards, etc.)	0 07 / 0 07
OSWEGO (40-lb. boxes, 1-lb. packages)	0 07 1/2
CORN STARCH (38-lb. to 45-lb. boxes, 6 bundles)	0 06
STARCH IN BARELS (Silver Gloss)	0 07 1/2
(Pure)	0 06 1/2

**STOVE POLISH.**



No. 4-3 dozen in case (net cash) 4 50  
6-3 dozen in case " " " " 7 50



Rising Sun, 6-oz. cakes, 1/2-gross bxs. \$ 8 50  
Rising Sun, 3-oz. cakes, gross bxs. 4 50  
Sun Paste, 10c. size, 1/4 gross boxes... 10 00  
Sun Paste, 5c. size, 1/4 gross boxes... 5 00



Tiger Stove Polish, 1/4 gross boxes, large per gross, \$9.00; small, per gross, \$4.80.

Stovepipe Varnish, 4 oz. bottles	0 80
" 6 oz. bottles	1 25
Boston Brunswick Black, 8 oz. bot's.	1 75

**TEAS.**



**SALADA CEYLON.**

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

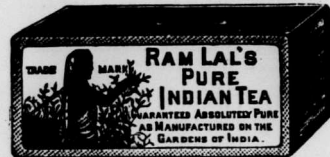


Ceylon Tea, in  
1 and 1/2 lb. lead  
packages, black  
or mixed.

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.**

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



Cases, each 60 1-lb.	0 35
" " 60 1/2-lb.	0 35
" " 120 1/4-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.**

**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, 14s	0 54
Chewing Currency 13 1/2 oz. bars, 8s	0 39
Patriot 2 x 6, Navy 8s	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	
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  
LARGEST  
SALES  
AREA

FOR  
**WOTT'S**

WOTT'S  
CIGARETTES

WOTT'S  
CIGARETTES

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# FRUIT JARS

Early orders  
ensure good quality  
and low prices.

WRITE FOR PARTICULARS.

**Gowans, Kent  
& Co.**

**TORONTO and  
WINNIPEG...**



**The Man  
Who Sells**

## WETHEY'S CONDENSED MINCE MEAT

is the man who makes profit, gains friends,  
and livens up his trade.

**IT HAS NO EQUAL**

IT IS  
WHOLESAME - NOURISHING - DAINTY - DELICIOUS

ORDER FROM YOUR WHOLESALER.

**J. H. WETHEY**

Sole Manufacturer St. Catharines.

# Crosse & Blackwell, Limited

PICKLES, SAUCES, MALT VINEGAR  
JAMS and CONDIMENTS

KIPPERED HERRINGS in Tomato or Shrimp Sauce.

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

**MONTREAL.**

CHAS. F. CLARK, President.

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ESTABLISHED 1849.

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

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**KNIFE POLISH**

**JOHN Oakey & Sons, Limited**

MANUFACTURERS OF

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Flint Cloths and Papers, etc.

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