

# THE CANADIAN GROCER

VOL. XIII.

TORONTO AND MONTREAL, MARCH 3, 1899.

NO. 9.

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appetite, something full of nutriment, something  
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They all answer the purpose, they give satisfac-  
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### Lazenby's Jelly Tablets

Made from absolutely pure materials — the quick jelly a woman gets by using them saves much time and hard work.

At any time a woman buys them eagerly!

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From Moir, Wilson & Co., of Aberdeen, Scotland.

You know how plump and rich and delicate the Scottish

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Think of the delicious flavor of Herring like this, with Tomato Sauce — Moir, Wilson put them up this way, as well as without the Sauce.

"Quality counts" with a vengeance in Kippered Herring.

### "Thistle" Brand Finnan Haddies

REAL Finnan Haddies, with the true delicate flavor of the freshly caught fish.

Selected carefully and cured and packed right at the water side.

Absolutely clean, at all times.

For sale by all best dealers.

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MONTREAL and TORONTO.

# Japan Teas

NONE BETTER.

NONE SO GOOD.

Are the most delicate, sweetest  
and most profitable of all teas.

Are celebrated for their purity,  
strength and delightful flavor.

Are the most popular of all  
teas in the universe.

Are the only teas with their  
natural flavor, aroma and color.

Are the most profitable for  
the retailer to handle.

Read--mark--learn and inwardly digest  
the foregoing, as it is absolutely correct.

## To Satisfy

critical smokers with unvarying quality in the brand of cigars you sell, means, of course, that you will gain their good-will and their permanent trade. My "Pharaoh" Cigar that retails for 10c. is doing exactly this for a thousand up-to-date grocers in Canada.

I am particular to see that every one of these cigars does not vary one iota in quality and workmanship from the high standard that has made the "Pharaoh" famous. They must satisfy me first—every one of them; then and not till then do you get them. My aim is to build up permanent trade with my cigars—send for my price list.

### Payne's "Pharaoh" Cigar.

J. Bruce Payne, Mfr.  
Granby, Que.

The "Pebble" for a 5c. line.

There is no comparison between a good essence at a high price, and a poor one at any price, therefore, always buy

# Crown Flavoring Extracts

They are **PURE** and **STRONG—THE BEST**—and though a little higher in price than some other brands—

**They are the cheapest in the end.**

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## The Greig Manufacturing Co.

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The wooden kegs that Tillsons' Flake Barley is packed in hold 25 pounds each. They are a very attractive ornament for the store and they are useful to a grocer in many ways. Grocers often sell them—the housewife finds them very handy.

The delicate, nourishing breakfast food that Flake Barley makes is but one of its virtues—it makes a wholesome pudding that even a dyspeptic can eat. Because your customers can buy it by the pound, you will sell it readily. It nourishes without heating the blood. We should like to send you samples—can we do so?

The Tillson Company, Limited,  
Tilsonburg, Ont.



YOU SHOULD MAKE A GOOD ROUND PROFIT ON EVERY POUND OF COFFEE YOU SELL ON THE PRESENT MARKET. OUR HIGH-GRADE MARACAIBOS, SANTOS, PORTO RICOS, AND GUATEMALAS ARE JUST THE THING FOR PRIME BLENDS, COMBINING EXTRA CUP QUALITIES WITH VERY ATTRACTIVE PRICES.



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

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.

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Griffin Brand Hams, Bacon and Lard.

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

CORRESPONDENCE SOLICITED.

121 and 123 Water Street,  
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USE THE BEST!

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Manufacturers of

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An old favorite.

"FLEXMAN SELF-RAISING FLOUR,"

"QUEEN BAKING POWDER,"

Greatly used in Great Britain, etc., and put up in  
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Proprietors: **AULD MUCILAGE CO.**

Telephone Main 2476.

Office: 17 Bleury St., Montreal.

Manufacture the Old Reliable! Premium Mucilage,  
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Lithogram Composition. Premium Printers' Roller  
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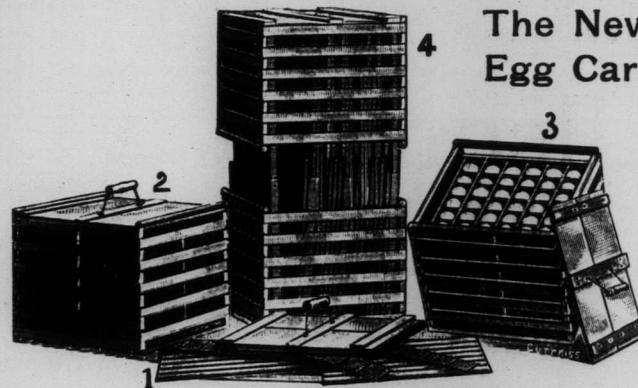


Fig. 1. Folded Flat. Fig. 2. Set up, closed.  
Fig. 3. Set up, open. Fig. 4. Shows 1/2-do. crates  
packed for shipment.

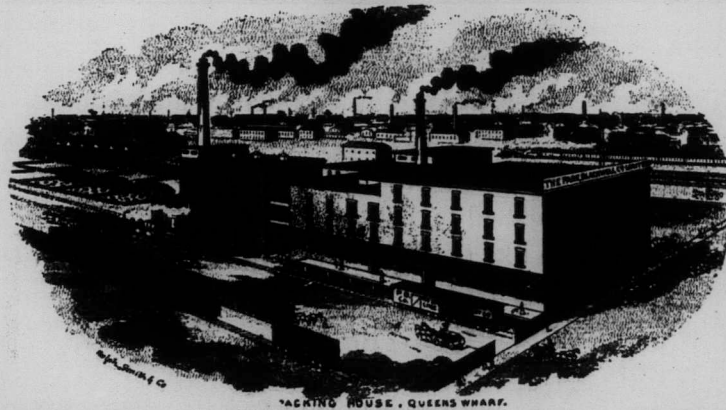
The Newest and Best  
Egg Carrier Out.

The  
**Humpty-Dumpty**

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

Made exclusively by

The . . .  
**Dowsell Manufacturing  
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HAMILTON, CANADA.



PACKING HOUSE, QUEENS WHARF.

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

Pork and Beef  
Packers,

**TORONTO**

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

# Permanent Profit

can come only from  
satisfied customers.

Knowing this, every grocer  
should handle the **BEST** goods.

The ever increasing sale and consumption of

# CEYLON and INDIAN TEAS

is proof that it is good policy to sell  
first-class goods.



These teas excel all others in

AROMA, FLAVOR, PURITY,  
POPULARITY, COLOR, CLEANLINESS  
and PROFITABLENESS.

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ON, CANADA.

Cured Hams  
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Bacon  
Lard  
Beef  
Pork  
Butter  
se, D. Apples

TORONTO



# Character in Tea

Stamps it as bad or good. If flat and unpalatable, no one wants it. If high-grade quality---uniformly rich and creamy in liquor---it delights tea drinkers---creates for itself a ready demand---and your profits are steadily increased.

## AURORA CEYLON

Is a perfect tea—a blend of the choicest growths from the best known gardens in Ceylon—always uniform, delightful and invigorating. **Black and Mixed; 1-lb. and ½-lb. pkgs.** Packages the most healthful and attractive on the market.

RETAILS AT

**35, 40, 50 cents.**

We have this season an exceptional range of all grades of tea—well worthy the attention of the wide-awake, progressive merchant.



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

JOHN MOUAT, Northwest Representative, Winnipeg.

THE SAUCIEST OF SAUCES.

**PATERSON'S**  
 Possesses a peculiar equiancy, and is more generally used than other

**SAUCES.**

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

PREPARED BY—

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

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

Agents:—

**ROSE & LAFLAMME, MONTREAL.**



**Batty & Co.**

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OLIVES  
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 OLIVE  
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INDIAN  
 CURRIES  
 AND  
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Makers of High-class

**PICKLES**  
 OF  
 ALL KINDS.



**SAUCES**  
 OF  
 ALL KINDS.



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# THE CANADIAN GROCER

VOL. XIII.

TORONTO AND MONTREAL, MARCH 3, 1899.

NO. 9

## SIMPLIFICATION OF THE COLLECTION OF DEBTS.\*

By W. E. Raney, Toronto.

**C**HEAP law means encouragement to the people to vindicate their rights. Dear law means discouragement to the people to vindicate their rights. If a man is discouraged from pursuing his legal rights he will in no long time lose the feeling of legal right. Hampden battled against the payment of an unjust tax because for centuries he and his forefathers had battled sturdily for their private rights. National sentiment rises no higher than its foundation head—the individuals composing the nation. Had the Roundheads not had the sense of legal right strongly developed, the Stuarts would probably still be absolute monarchs of Great Britain. A German writer declares with exact truth that in the shilling for which the Englishman stubbornly struggles the political development of England lies. The people who bravely assert their rights in the smallest matters will rest secure in their highest possessions.

Whenever justice is denied or unduly delayed, an injury is committed to the individual's feeling of legal right, and thus indirectly to the national strength, and the community accustomed to such denials and delays will, in time, come to look with complacency, if not with actual sympathy, upon the violator of the law as being like itself arrayed against the state power, the natural enemy of both. That the denials and delays may not be intentional on the part of the Government but only the result of a cumbersome and antiquated system of procedure will make little difference in the result. The general public is not over nice in discriminating between a system and its administrators.

This much in general vindication of the struggle for law procedure reform. The

subject is a large one, but to-night we shall be concerned only with that branch of it having to do with procedure in the inferior civil courts.

Ontario has three distinct court systems for the trial of actions. Two of these are inferior courts, that is to say, their jurisdiction is limited. They have to do with the collection of claims up to \$200, and, where the amount is ascertained by the signature of the defendant, up to \$600. They are the courts, therefore, in which the great mass of the people have most interest.

The first question that naturally suggests itself is, why two inferior court systems? The same judges who preside in the County Courts also preside in the Division Courts within their respective jurisdictions. But not only is the procedure in the Division Courts entirely different from that in the County Court, but a plaintiff's success in recovering his claim may depend upon whether it is below or above the line dividing the two jurisdictions.

In the Division Court a plaintiff may sue for damage up to \$60; on an open account up to \$100, and on a promissory note up to \$200. If his claim be above these figures he must go to the County Court. The line dividing the jurisdiction of the one court from that of the other is thus purely arbitrary. There is no reason whatever for it beyond the fact of its existence.

### THE COUNTY COURTS.

I have said that the procedure in the County Court is different from that in the Division Court. The County Court is in fact the high court in miniature. The same rules govern procedure in both and the lower court has nearly all the frills known at Osgoode Hall. It is therefore unnecessary to say that the procedure in the County

Court is even quite as cumbersome as that in the high court, and a glance at the reports of the Inspector of Legal Offices discloses the fact that relatively to the importance of the matters dealt with, the County Courts enjoy the distinction of being the most costly courts in the Province. Thus the total amount of the judgments recovered after trial in the County Courts in 1896 was a little less than \$24,000; the solicitors' costs taxed against the unsuccessful litigants under those judgments were a little less than \$20,000. The total amount of similar judgments in 1897 was less than \$25,000 and the total amount of the like costs allowed, a little more than \$24,000. These figures only, of course, include one set of solicitors' costs, and as in practice both sides in the County Court are always represented by solicitors, it is fair to assume that the costs for which the defeated litigants became liable to their own solicitors, were not less than those which they were ordered to pay to the other side. Thus the rather astonishing result is reached that every dollar for which judgment is recovered in the County Court after trial costs nearly \$2.00 in solicitors' fees and disbursements.

Some specific instances disclosed in the report of the Inspector of Legal Offices for 1897 are worth noting. In the County Court of the county of Bruce it appears that eight cases were entered for trial. In three of these judgments were entered up after trial. The total amount recovered by the successful parties (assuming that the judgments were paid) was \$315.52. The total amount of costs taxed was \$821.16 and the total amount of disbursements allowed \$434.33.

In the County Court of the county of Elgin ten cases were entered for trial. In seven of these judgments were entered up after trial. The total amount recovered by the successful parties was \$478.06. The total amount of costs taxed was \$1,233.15

\*Paper read at the annual meeting of the Retail Merchants' Association, Toronto.

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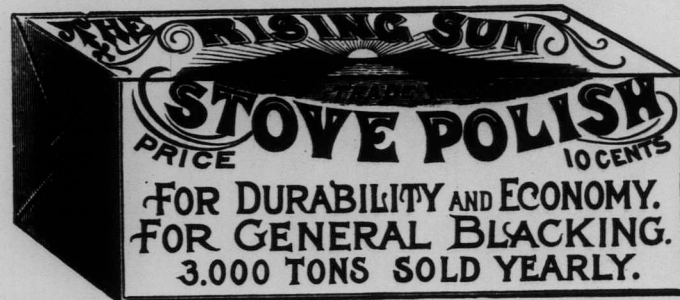
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INDIAN  
CURRIES  
AND  
PUTNIES.

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OF  
KINDS.

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



MORSE BROS., Proprietors, Canton, Mass.

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

and the total amount of disbursements allowed \$696.74.

In the County Court of the county of Oxford eight cases were entered for trial. In five of these judgments were entered up after trial. The total amount recovered by the successful parties was \$330.86. The total amount of costs taxed was \$585.53 and the total amount of disbursements \$245.81.

In the County Court of the county of Peterborough four cases were entered for trial. Judgments were entered up in these four cases after trial. The total amount recovered by the successful parties was \$119.83. The total amount of costs taxed was \$364.47 and the total amount of disbursements allowed \$166.85.

In the County Court of the county of York one hundred and five cases were entered for trial. In fifty-four of these judgments were entered up after trial. The total amount recovered by the successful parties was \$6,580.38. The total amount of costs taxed was \$5,274.91 and the total amount of disbursements allowed \$1,570.05.

Of course in many cases the costs were in much lower ratio, but the above examples will indicate what is possible under the present County Court system, and if the County Court is not a popular court no other explanation of the fact than these figures will be necessary.

In 1896, 2,286 cases were entered in the County Courts of the Province, of which, however, only 357 went to trial; 101 cases were entered for trial in the Toronto County Court leaving only 256 cases for the 42 other County Courts of the Province, or an average of six cases for each County Court outside of Toronto.

In 1897, 2,266 cases were entered and 410 of these went to trial. Of that number 105 were entered for trial in Toronto leaving an average of seven for each of the other County Courts. In the same year in 16 of the County Courts four cases or less were entered for trial, and in almost every county in the

Province outside of Toronto it frequently happens that not more than one case is set down at a sittings to be tried by a jury. The result is that a full jury panel has to be summoned to the county town for no other purpose, in case there should happen to be no criminal business, than the trial of that one civil case which might equally as well and much more economically have been tried before the same judge sitting as he now does in the Division Court in the neighborhood where the cause of action arose, where probably the parties and the witnesses reside, with the assistance of a jury of five men summoned under the provisions of the Division Courts' Act.

#### THE DIVISION COURTS.

As between the County Courts and the Division Courts the latter are undoubtedly the popular courts. The reason is not far to find. They are comparatively speaking cheap, they are local and their procedure is expeditious. The costs in a Division Court case do not usually exceed \$5.00 or \$10.00, even for claims up to the limit of the jurisdiction of the court. The sittings of the Court are held where the parties reside or the cause of action arose, and if trial by jury is desired it is to be had at a trifling expense by a jury of five men. The circuit of the Division Courts in each county is required to be made at least once in two months so that parties do not have to wait long for the determination of their causes. In one respect, however, the procedure in the County Court has the advantage over that in the Division Courts. In the County Court a plaintiff may by paying sixty cents issue his writ against any number of defendants. He may then serve the writ himself or through his solicitors without permission from anyone. In the Division Court on the other hand he can only (except in cases involving \$10 or less) set the legal machinery in motion by paying a deposit of several dollars to cover the clerk's and bailiff's fees. He is not permitted to serve the summons himself, or, if as a special

concession he is, he must pay the bailiff's charges just as though the work had actually been done by the bailiff. In other respects too the Division Court, particularly in cases involving small amounts, say \$50 or less, is too costly. By a late amendment to the Act the costs other than bailiff's charges in cases where \$10 or less is claimed, were limited to \$1.25. This was a step, though a very short one, in the right direction.

#### THE ENGLISH COUNTY COURT.

England has only one inferior court system. The country is divided into about 500 districts for County Court purposes. There are 57 County Court Judges, each of whom presides over from one to a dozen districts. Sittings are held in each district once a month and every action must be brought within the district where the defendant resides or carries on business, unless leave of the court to commence it elsewhere is obtained. On payment of one shilling in the pound of his claim, a plaintiff may issue a summons endorsed with a short statement of his cause of action. He may enter his claim with the clerk of the court either personally or through the post and in cases involving not more than two pounds there are no solicitors' costs. The weakness of the English County Court system, like our own County Court system, is that it too much affects high court procedure. It has a complete and elaborate system of pleading and proceedings for obtaining discovery, etc., and costs, except in the petty cases last referred to, are ascertained by taxation, that is to say by putting a premium on circumlocution.

#### A NEW INFERIOR COURT.

With the Ontario County Court and Division Court Acts and the English County Court Act to draw upon, it would be an easy matter to frame a new inferior court system for this Province that would answer all the requirements of the case.

To start with, Ontario only needs one inferior court. That court should be called

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and  
INDIA  
TEAS**

are a special feature in our business. Our experience of many years enables us to make our prices always favorable to buyers, considering quality and market at all times.

**EMPIRE GOLDEN TIPS and EMPIRE PEKOE**, can be procured in bulk and packets.

**LUCAS, STEELE & BRISTOL**, Wholesale Grocers, **HAMILTON**

**JAMES TURNER & CO., Hamilton**

Our Coffees once placed always lead to repeat orders.

- "MECCA"** . . . The best blended Coffee the world produces.
- "DAMASCUS"** A high-grade, rich, full-flavored Coffee, with plenty of body.
- "CAIRO"** . . . Heavy bodied, thick drinking Coffee, fair flavor, suitable for hotels, boarding houses, etc.
- "SIRDAR"** . . . A fair, pure Coffee, not rank, can be retailed at 25 cents.
- "Old Dutch Rio"** . . . Roasted from high grade Rios, always pleases those who like Rio Coffees.

**Evaporated Cream.**

Is a delicious household article, preserved without sugar or chemicals.

**"REINDEER" Brand.**  
The old reliable.



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COURT. Court and nglish County ld be an easy court system nswer all the

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# Specials for Lent

Codfish, in Quintals.  
Codfish, in ½-Quintals.  
Labrador Herrings, in Bbls.  
Labrador Herrings, in Kegs.  
No. 1. Split, in Kegs.  
Smoked Herrings.  
Boneless Cod, 1-lb. Blocks.  
Quail on Toast, 1-lb. Blocks.

Fresh Herrings, in Tins.  
Kippered Herrings, in Tins.  
Herrings, in Tomato Sauce.  
Finnan Haddies, Flat Tins.  
Finnan Haddies, Round Tin.  
Kippered Chickens.  
Shrimps, in Round Tins.

ALL AT ROCK-BOTTOM PRICES.

**T. KINNEAR & CO.**

49 Front Street E.

**Toronto.**

the County Court, but, like the English County Court, and like our own Division Court, its sittings should be local. In other words, the County Court judges should try all cases up to the limit of the County Court jurisdiction in the immediate locality where the cause of action arose or the parties reside.

The English system, under which the creditor can commence his action by simply taking or sending a memorandum of his claim to the court and paying a shilling in the pound deposit to cover court costs, is a great improvement over the practice in both our inferior courts. If that plan were adopted here, a man with a claim of, say, \$20, would pay on entering his claim, \$1, and then would be quit of court expenses, except witness fees in case there should be a contest.

High court procedure ought to be abolished from the inferior court. The theory is, that under the present elaborate system of pleading and rules for obtaining discovery, each side comes to trial with notice of the case the other side is seeking to make. The fact is that pleading and discovery in nine cases out of ten are the purest farces, and are productive of nothing but solicitors' costs. The court ought to

have power, on the application of either party, to order pleadings or discovery of documents, but unless costs were given on such applications, it is safe to say, they would not be very frequent.

And that suggests the question of costs. At present, there are no costs in the Division Court, except that, in cases involving above \$100 which go to trial, the judge may, in his discretion, allow a counsel fee up to \$10. Something is to be said in favor of the indemnification of a party, whom another's default or wrongful conduct has compelled to seek redress in the courts, from the costs often necessary of employing a solicitor. If it were provided that, in every case in which a defence was entered and judgment subsequently delivered for, say, \$20 or more, the judge might, in his discretion, allow, in addition, up to 10 per cent. of the amount recovered, or, in the event of the claim being disallowed, 10 per cent. of the amount of the claim, as an indemnity against solicitor's costs, substantial justice would probably be done. By this plan, the costs would be strictly limited, and, at the same time, some relief would be secured to the person who had been forced into court for the vindication of his rights or to answer the unfounded claim of another.

The garnishment clauses of the Division Court Act, under which debts due the defendant may be attached either before or after judgment has been recovered, work well, and should be a feature of the new court.

So ought the judgment summons process, under which a creditor may ascertain what means his debtor has of paying his claim, and may get an order for periodical payments, according to the debtor's ability to pay. This feature of the law might, with advantage, be modified so as to provide, as is done in the English Act, that the plaintiff may, in his summons, ask for payment in instalments, so as to avoid the necessity for the expense of a second court proceeding by way of judgment summons, with its attendant expense.

The present Division Court jury system works well, and would be equally effective in cases up to the present limit of the County Court jurisdiction.

What would be the advantages of the reform system?

1. Uniformity. We would have one inferior court, with one system of procedure, instead of two inferior courts, with two systems of procedure.

2. Simplicity. The new rules would be



## "PERFECT"

is a strong word, but it is the only word in the English language that properly describes MacLaren's **IMPERIAL CHEESE**, and it is the only cheese to which this word can be applied.

**No Waste. No Cutting. No Shrinkage.**

A Post Card will bring  
our samples. . . .

# TEAS

For "style" and "liquor"  
our teas are unequalled.

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

designed to meet the demands for business methods in the courts and not to exemplify the great doctrine of how-not-to-do-it.

3. Expedition. In Toronto there are four sittings of the County Court for the trial of jury cases and two sittings for the trial of non-jury cases each year; the Division Courts sit every week. The proposal is that the new court should sit as frequently as the present Division Court.

4. Convenience. Parties, witnesses and jurors would not be compelled to go to the county town often at the expense of traveling a long distance and of several days' time to attend upon County Court cases.

5. Cheapness. Under the new system, cases which must now be tried in the County Court would be disposed of at about one-tenth of the present cost to the parties. And, as to cases within the present Division Court jurisdiction, there would be no good reason why a creditor up to the amount of, say, \$50, should not get judgment at an expense, so far as court fees are concerned, of \$1. If he were allowed to serve the summons himself that would be the entire cost of recovering judgment outside of witness fees. From \$1 the court fees might be graduated up to \$4 or \$5, according to the amount of the claim, these fees to cover all court charges down to and including judgment except bailiff's charges, and plaintiffs to be at liberty to serve the summonses themselves if they wish. The greatly increased volume of business which would be certain to result from a tariff of fixed and moderate charges would more than compensate the officials concerned for any reduction in fees.

And to the municipalities the saving in expense would be very considerable. In each of the 43 County Court districts full jury panels are summoned to the county town twice each year to try criminal and County Court cases. Each juryman is entitled to be paid mileage and \$2 per day while in attendance and while going to and returning from court. It is not an uncommon thing for jurors to be summoned

from points 50 miles from the county town. In Toronto there are always criminal cases to be disposed of, but in the outer counties it frequently happens at a sitting of the court that there are no criminal cases. When this state of things exists the summoning of the jury might be dispensed with if there were no civil jury cases, but if there should be one jury case a full jury panel must be summoned, and the county thus put to an expense of several hundred dollars to try one case, which, under the new system, would be tried without any expense to the county at the sittings of the court nearest where the parties reside.

The foregoing is necessarily a very brief outline of the proposed reform. It will be easy to suggest points that have not been touched, or improvements upon some of the suggestions I have ventured to make. But my purpose will have been served if, on the one hand, I have succeeded in pointing out the glaring defects of the present system, and, on the other hand, in suggesting in outline the salient features of a new and improved system. With the present court system before him as a guide, the practical lawmaker will have little difficulty in selecting the details necessary to fill in the outline.

It is safe to say that the general public and the municipalities will welcome any reform that will cheapen and simplify, without impairing, the administration of justice. But what about the County Court judges and officials and the legal profession, and, lastly, what about the Legislature?

As to the judges and court officials, they are the servants of the public, and it is to be assumed that they will readily fall in with any scheme that is for the general good. There are 63 County Court judges in Ontario, as against 57 County Court judges in England, with its population and wealth many times greater than ours. The 60 judges outside of Toronto each try an average of four or five County Court cases a year. In addition to this, they go on Division Court circuit and perform certain

High Court, Surrogate Court and municipal duties, which are, however, for the most part more formidable in the enumeration than in the performance. Few of the judges will, I venture to think, be heard to complain if the sphere of their activity is somewhat widened.

As to the members of the legal profession, there is among many of them, undoubtedly, a prejudice against change in legal procedure. But the time has come when the profession ought to see that, in its own interests, procedure, especially in the inferior courts, must be simplified and cheapened. The feeling that a lawsuit anywhere outside the Division Court may mean ruin to both parties is both widespread and well founded. In fact, it has come to this, that the only fearless clients are corporations and insolvents—the former possibly because they have no consciences, and the latter because they have nothing to lose.

In the Legislature, the proposed reform will, I believe, have nothing to fear. It is not a party question. The responsibility of the Attorney-General and of the leader of the Opposition in the matter are equal. It only needs that it shall be pressed forcibly upon the attention of the House. Legislative reforms come always from the people. Parliaments, as a rule, move as they are impelled from without. Laws are only memoranda of public sentiment. It follows that the lawmakers must follow public sentiment, not lead it. They are justified in making radical changes in the law when such changes are demanded by the people, not before.

The N. S. Pork-Packing Co., Limited, Middleton, N.S., is now satisfactorily established, and a number of its promoters have decided to send G. B. McGill, of Ontario, to secure at least 100 of the best bacon hogs, to be distributed at cost among the farmers for breeding purposes, the object being to improve the bacon hogs of Western Nova Scotia.

### LONDON GROCERS DISCUSS TRADE TERMS.

A MEETING of London retail grocers was held on Tuesday evening Feb. 21. The president, Mr. R. A. Jones opened the meeting by stating that it had been called for the purpose of discussing some very important trade questions. The first and perhaps most important one on the list, was, "Are the present rates of discounts and terms of payments given by the wholesale trade satisfactory to the retail trade?"

In order to bring out both sides of the question it was arranged that it take the form of a debate, the president taking the affirmative and the vice-president the negative.

The president remarked that he hoped that those he had chosen to speak in favor of the present terms given by the wholesale trade would try and forget for the time being that they were retail grocers and bring out the points in favor of the present terms.

He could at least advance one point in favor of short dates for payments. It would make the retail grocer look sharp after his collections, particularly if his capital is limited. He could not allow his customers to run long accounts if he wished to obtain the best discounts, and the nearer we get to a cash system of doing business, the better.

The vice-president, Mr. R. H. Cullis, said he felt that the wholesale grocers were rather hard on the retail trade. They not only shortened the time, but cut the discounts down too. Some lines were hardly in stock until they had to be paid for. Take sugars and tobaccos. The time is so short and discounts cut down, until there is no time to turn the goods over, and little inducement to pay cash. Canned vegetables have to be bought while the vegetables are still growing in the field or pay a big advance later on.

Mr. W. H. Ferguson said that although not now a grocer he still took an interest in the trade and the Retail Grocers' Association. He maintained that the present terms are in the interest of the retail grocer. It was perhaps necessary in the early days when the country was new and facilities for transportation slow and in some cases goods could only be moved in certain seasons, to have long time for payments, but in these days when goods can be obtained almost at a moment's notice, it is not necessary to stock heavily. Therefore, there was not the necessity for long terms of credit. He believed the shorter the credit the better, as it would have a tendency to bring about the strictly cash business, the only correct basis for conducting business. If the retail trade have not the courage to adopt the cash system the wholesale trade should teach them to do so.

Mr. W. H. Branton took the stand that the retail trade are not being fairly dealt with by the wholesale guild. "It is all very well to talk about a strictly cash business, but it would be very difficult for many of the old-established retail grocers to adopt it. They have many good customers who find it a great convenience to run weekly or monthly accounts, and pay at the end of the week or month as the case may be, and it would be hard to say to them they must pay cash. The wholesale trade have not only shortened the time, but they have cut down the discounts. Some lines have to be paid for almost before they are in the store."

Several speakers followed both for and against the present terms. The majority, however, appeared to feel that it was hardly just to the retail trade to shorten the time and cut the discounts down too. The retailer, it was concluded, should have 30 days to turn over his goods.

One speaker remarked that he had generally found the wholesale grocers and their representatives a pretty jolly, good-natured lot of fellows, and he thought that if the grievances of the retail trade were properly laid before them they would give due attention to them.

It was moved and seconded that other associations be communicated with informing them of the question under discussion by the association and ascertain their views in regard thereto.

Trading stamps was taken up for discussion, and, while some one or two advocated the use of them as a means of bringing about a cash system, the majority were very much opposed to any such system of doing business. It had a tendency to cut prices, as only one dealer in a line of business is supposed to handle them for a certain locality. Consequently it was a sort of cut-throat business, for his neighbors would meet him with some other inducements in order to hold his customers.

Early closing was also discussed for a short time, and while some thought it would be rather difficult to close at as early an hour as suggested others claimed it could be done, but as it was getting too late in the evening to fully discuss this question it was decided to lay these questions over for further discussion at the next meeting.

The American Cereal Co. has been incorporated at Trenton, N. J., with an authorized capital of \$33,000,000. The company is empowered to buy, sell and grind, and otherwise manufacture oats, grain and cereals of all kinds, as well as to buy, build and operate elevators, mills and structures. The capital stock is divided into \$15,000,000 preferred stock, with 7 per cent. non-cumulative dividends, and \$18,000,000 common stock.

### THE COMFORT OF BUSINESS PREMISES.

IT HAPPENED to meet Mr. C. P. Hebert the other day as I was coming out of Hudon, Hebert & Cie's. I had not seen him for a long time, and I was delighted to find him looking better than for many years. He is now getting on in life—in fact, I might safely call him the father of the wholesale grocery trade in Canada—but he still takes an active and intelligent interest in his business, which is now undoubtedly one of the largest of any wholesale in Canada. Their offices and warehouse, I think, are not surpassed by any in the Dominion and none that I know of in the United States, and this is why I am writing these lines, for I had quite a chat with Mr. Hebert about business establishments generally. He suggested an idea to me that we, active men, in this very busy age, are apt to overlook, that is, our business surroundings. Some of us have very attractive establishments, but we make them so, not with an idea of our own comfort, but as a good advertisement of our business.

Mr. Hebert told me that he carried on business for many years in a cold, damp, badly-ventilated establishment, just as hundreds of other very successful men are doing to-day, without giving a thought to his surroundings. After working this way for years and injuring his health, he gave the matter some thought. He reasoned that a business man spends eight, ten or twelve hours a day of the best part of his life in his office or warehouse. It is the place in which he gets his enjoyment, for men, successful men, enjoy their business. It is the pleasure they get out of life. That being the case, why should we not make our offices as attractive and comfortable as we make our homes? Though we spend but little time in our homes outside of our sleeping hours, we are lavish in our expenditure in the decorating, ventilating, heating and everything that will make them comfortable. Why should we not then devote more attention to making our business places pleasant, and comfortable in every way?

We are all so busy that few, if any of us, have ever given thought to this idea as suggested by Mr. Hebert. It is a subject worthy of very serious consideration by every business man.

### NEW FIRMS COMMENCING.

Dominique Blanchette is commencing business as general merchant in Little Caspédia, Que.

Geo. Giles is opening a grocery store in St. Thomas, Ont.

Walsh & Keith have started up as grocers in Elgin, N. B.

## BUSINESS

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### HINTS TO BUYERS.

THE demand for the handsome map calendar issued by The Eby, Blain Co., Limited, from all parts of the Dominion, has been so heavy that a second issue has been found necessary, which the company are now distributing.

T. Kinnear & Co. have in stock a shipment of red kidney beans.

W. H. Gillard & Co. report they are offering special value in prunes.

Choice sugar syrup may now be procured from Lucas, Steele & Bristol in half-barrels.

Perkins, Ince & Co. have in stock shipments of Grenoble walnuts and Tarragona almonds.

Lucas, Steele & Bristol offer Codou macaroni, half-boxes, in letters, figures, animals, etc.

A shipment of Dixon's carburet of iron stove polish, just to hand with W. H. Gillard & Co.

T. Kinnear & Co. have in stock selected Valencia raisins in Trenor's, Arguimbau's and Roger's brands.

The Dawson Commission Co., Limited, expect another car of lemons this week; also a car of Earl fruit navel oranges.

"Gilt Edge" and "Seville" marmalades,

in 1-lb. glass and 7-lb. pails, are in stock with The Eby, Blain Co., Limited.

W. H. Gillard & Co. are just in receipt of a carload of hand-picked white beans, which they are offering in sacks of 220 lb. at a low figure.

T. and P. bulk pickles, mixed and chow, can be procured from Lucas, Steele & Bristol, who control the Hamilton trade. The firm also offer bottles to retail at 10c.

### CEYLON TEA IN NEW ZEALAND.

In a trade review for 1898, The Melbourne Argus has the following: "Business in the tea trade has been conducted with much regularity, and, owing to more attention being given to the adjustment of supply to demand, better results than usual have been achieved. Importers from China have generally done pretty well, but China tea now occupies only the third place as regards quantity consumed, Ceylon standing first and India second. Exporters from both Calcutta and Colombo are in closer touch with the nature and current of our local requirements than formerly."

About the middle of this month a new grocery store will be opened in Galt by A. M. and P. Patterson.

### THEY DIE HARD.

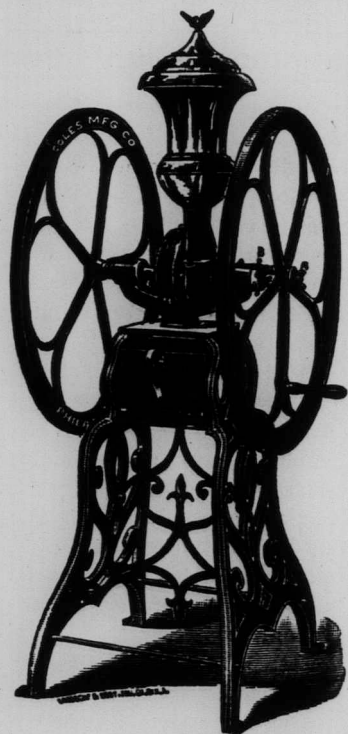
"That ad. is dead," said the foreman. "Throw it in."

But it was not dead. It could not die until the last copy of the paper containing it had been destroyed. Even then the advertisement might be kept alive by word of mouth. The advertiser who lets all his contracts expire is wrong if he imagines that his advertisements have ceased to "pull." They may, indeed, have failed to bring in business enough to pay the gas bill, but they are far from dead.

Fourteen or fifteen years ago, a bright young man opened a bookstore in Harlem. He put a small advertisement in a magazine. To this day, he sometimes hears from the advertisement, although he ran it only a few times and has been out of the book business since 1892.

The Scranton (Pa.) Republican tells of a medicine man who advertises to cure certain diseases. One day a woman came to him for treatment, and got \$150 worth of it. The doctor asked her how she had heard of him, and she said her husband, when taking up an old carpet in Buffalo, had found beneath it an old newspaper in which he saw the doctor's ad.

There is no telling now long an advertisement will live —National Advertiser.



## Notice.

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

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

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

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

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

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

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

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

## Scentsless Soap Sense

Verily soap-scent covers a multitude of impurities—beware of the soap that smells—the perfume is cheating you—better use Wool Soap—pure, white, clean, odorless—all purity—adapted to the skin of all people.

Swift & Co., Makers, Chicago.

The only soap that won't shrink woolens.





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

**THE MacLEAN PUBLISHING CO.**  
Limited.

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

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

**WHO HAS A STRICTLY CASH BUSINESS?**

"SUBSCRIBER" writes: "I am much interested to know if any of your readers can say they do a strictly cash business. Will you kindly ask in your next issue? The reason I ask is this: I am a thorough advocate of cash. My business is generally known as a cash store, as I have taken repeated stands each New Year to sell for cash, yet I could not carry it out to the letter, and fully believe it is not possible."

THE CANADIAN GROCER places its columns with pleasure at the disposal of "Subscriber" in question, and also at the disposal of those who are in a position to furnish him with the desired information.

It is to be hoped there will be a ready response.

The cash question is one that is receiving a great deal of attention from the retail trade. There is, probably, none that is occupying more. And particularly that phase of it touched upon by the letter quoted above.

Can a merchant do a strictly cash business? Some have solved it in the affirma-

tive: they do a strictly cash trade; do not enter a dollar upon their books. Others, again, have solved it, but in a sort of compromise way. They do what they call a cash business, but they have a few particular customers to whom they still give credit.

What is one merchant's meat in the way of the cash system may be another merchant's poison. In other words, while one merchant may thrive under a cash system another may starve. At any rate it is claimed that the conditions in all towns and villages are not the same, and, therefore, a strictly cash trade is not possible in all alike. "Subscriber," for instance, claims he cannot do a strictly cash trade.

The why and the wherefore of these conditions are matters upon which not only "Subscriber," but a good many other retailers throughout the country, are seeking light.

Give us your views or your experiences in time for the next issue of THE CANADIAN GROCER.

**DEMAND FOR CANADIAN WINES.**

A leading firm in Montreal, selling to the wholesale and leading retail grocers and wine and spirit merchants, are open to take an agency for a native wine manufacturer. Should any of our readers not be represented here now, we shall be glad to put them in communication with this firm.

This inquiry is a very satisfactory evidence of the fact that we are now producing a wine from Canadian-grown grapes that is proving palatable. It is replacing the Tarragona and the cheaper Spanish wines. In the Province of Quebec, which is the largest wine consuming district in America, jobbing-houses which would not a few years ago handle the native production are now selling five to ten carloads of Canadian wines every year.

There is room for much improvement, however, in the domestic product, as some abominable stuff made of mixtures is sent out under the name of native wine. Anyone with ordinary digestion taking a glass of this as a sample of what can be made here would ever after condemn our wine. The inspection of native wines should be taken up by the Inland Revenue Department.

**FARMERS AND TOBACCO-MAKING.**

THE farmers in a certain section of the Ontario tobacco-growing districts are seriously proposing to start a factory to turn their raw material into the manufactured article.

It is to be hoped, for the sake of the native industry, that the proposal will not develop into a reality.

The manufacture of tobacco requires skill and a thorough knowledge of the different branches of the work. It also requires large capital and the most careful management. The Canadian tobacco business is only in its infancy. The general public is only beginning to appreciate its good qualities, and, with care on the part of our manufacturers, the ground already attained can be held and materially increased. But should inexperienced hands start in this business and turn out large quantities of inferior goods, the industry will certainly suffer.

The present factories, and those soon to be started by qualified men, are ample to supply all that will be required for years to come. Others will only increase the supply and cause overproduction with its attendant evils.

The farmers will be wiser to sell their leaf to the manufacturers and devote their time and capital to the growth of better qualities of leaf.

The office of the farmer is to grow tobacco leaf, not to turn it into the manufactured article.

**CANNED GOODS FOR THE NAVY.**

When it was announced that the British Admiralty were prepared to receive tenders for canned goods from packers in the Dominion, the London, England, representative of THE CANADIAN GROCER was instructed to obtain, from the proper authorities, information in regard to specifications, etc., for the guidance of those in Canada who desired to tender for the goods required.

A letter has just been received at this office from the director of navy contracts, under date of February 16, which, in part, reads as follows:

I regret to inform you that copies of the specifications for canned goods cannot be furnished. They are often under revision, as changes are from time to time adopted. Tenders for tinned provisions are not advertised for.

## SHOULD CANADA RETALIATE?

**N**ATURALLY, as a result of the failure of the negotiations between Canada and the United States, some consideration is being given to the question as to what the attitude of this country should be towards the neighboring republic.

The conference was never popular, so far as this country was concerned, and had a plebiscite been taken it would probably have decided against the sending of commissioners. Consequently at no time was there really any concern as to what the outcome of the negotiations might be. And the irritability which is now being manifested is not on account of the failure of the negotiations, but on account of the causes which brought them about.

As far as reciprocity in trade was concerned, that was a business proposition. The United States commissioners were at the conference to drive as close a bargain as they could. The representatives of the Dominion were there for the same purpose. And, while we have good reason to feel that the commissioners representing the other side tried at times to drive too close a bargain, yet that is the spirit of business transactions to-day between nations as well as individuals, particularly on the other side of the boundary line. It may not be right, according to the standard of morality; but custom has allowed a great deal to be designated as business which, according to moral standards, ought to come under some other classification. "Deal justly" has now become "Deal sharply." So what is "business" it would, perhaps, not be wise to take offence at.

But as for the position of the United States commissioners regarding the boundary question, by no possible means can it be justified. In every proposition they made they were obviously determined that, no matter how unjust to Canada the United States had been in arbitrarily defining its Alaskan boundary, full recompense should not be made.

Canada has described a boundary line which she believes to be correct; but she may be mistaken. So may the United States in the line which they have laid down. Both cannot be correct. That is certain. But it is none the less incorrect

for the United States to pick out the plums of the question in dispute and arbitrarily declare they shall not be a subject for arbitration.

It is what might be expected from a horde of buccaneers, without respect for laws either human or divine; but from a great nation, and especially from a great nation which boasts of possessing a superior quality of civilization it is unworthy if not unexpected.

The United States are evidently quite willing to take; but they are evidently equally determined not to give.

But while we as Canadians naturally feel annoyed at the unreasonable position assumed by the United States, our duty does not lie in the direction of retaliation.

Let all legislation of a tariff or other character be with an eye to the welfare of the Dominion, not to the injury of our neighbor.

Tariffs launched to injure others frequently hurt the makers of them as well as those for whose harm they are specially designed. Certain items in the McKinley and Dingley tariffs are proofs of this. Wars in which tariffs are the weapons have in some particulars the same characteristics as wars in which guns and swords are the weapons.

In spite of adverse tariffs and short-sighted politicians Canada and the United States will continue to do business with each other. But as long as the political conditions in the United States remain as they are the Dominion, even were it disposed to do so, might as well look for a needle in a hay stack as expect to look for anything approaching a fair commercial treaty with that country.

And the United States will have to show an unmistakable change of heart before any Government in this country will dare negotiate one. The trade question is comatose, and must remain so for a long time. The international questions must be left to diplomacy for solution.

The duty of Canadians is to mind their own business; to get into Parliament as many men of business common sense, irrespective of political faith, as possible, to the exclusion of those who are poor in the opposite quality; to devote their energies

to developing our great natural resources, and to the development of our export trade with Great Britain in particular, and with countries in general whose tariffs are not specially designed to shut out Canadian products.

These things do not mean retaliation; they do mean dependence upon our own energies.

## ROBBING CANADIANS OF SEAL SACQUES.

Several ladies of New Brunswick have lately been caused to suffer through the operations of the United States sealskin law.

Our St. John, N.B., correspondent advises us that several ladies, crossing the boundary at Vanceboro', have had their seal sacques taken from them by United States officials, and, in some instances, ladies have been compelled to continue their journeys without outside garments.

The spectacle of United States Customs officials stripping seal sacques from the backs of Canadian ladies is most elevating. The nation may be large, but some of its laws are decidedly small.

## THE PRICE OF EGGS.

The month of March opened this year with eggs at a figure much above that of former years. New-laid are now quoted at 20 to 21c.; as compared with 16 to 17c. at the same time last year, 17 to 18c. in 1897, and 16 to 17c. in 1896.

The principal cause of this unusual state of affairs has been the unfavorable weather. There have been so many damp, cold days in almost every section of Ontario that the hens of the Province have hesitated to commence operations. The stocks of limed and cold-stored eggs, too, are cleaned up earlier than usual, a fact which materially helps to keep prices up.

Receipts are, however, continually increasing, and a few warm days will result in a tumble in prices.

## ECKARDT'S MEN WERE THERE.

By some mischance the names of Messrs M. J. Muldrew and F. J. Blackburn, representing H. P. Eckardt & Co., Toronto, were left out of the list of guests at the "at Home" of the Toronto Retail Grocers' Association. This is really too bad, for both of these travellers were present, as, in fact, they always are when the Toronto grocers are receiving their friends.

## THE DUTY MUST BE REMOVED.

It is difficult to see how the Government can refuse the relief from the machinations of the Standard Oil Trust asked by the manufacturers in Canada who use oil as fuel.

The Standard Oil Trust has secured a greater control of the petroleum production in Canada than it even has in the United States.

It first displayed its despotic character and power by demanding that the Canadian Pacific and Grand Trunk Railway Companies discriminate in their freight rates against imported oil in favor of that produced at its own refineries in Canada. The demands were audacious. No highwayman's could scarcely be more so; but the two powerful railways complied with their demands. It was somewhat refreshing to witness the extraordinary feat of one corporation forcing the two railways to obey its dictates. But, when it was the commercial interests of the country which had to pay for the music to which the railways were compelled to dance, the spectacle became enervating instead of refreshing.

The next exploit of the Trust is that which drew together a number of manufacturers a few days ago in Toronto for mutual protection, namely, the reducing of the oil supplied by the Trust as fuel, the increasing of the cost of same, and, in some instances, cutting off the supply altogether.

This high-handed action on the part of the Standard Oil Trust is a serious thing for manufacturers who use fuel oil.

Special plants are, of course, necessary for fuel oil, and many manufacturers have gone to a great deal of expense in putting these in, only to find that the Trust now proposes to practically cut off their supply of oil.

An abundance of fuel oil can be obtained from the independent oil refineries in the United States—and even the Standard Oil Trust does not attempt to do with the manufacturers in the United States what it is doing with those in Canada—but the duty of 2½c. per gallon, which is equal to 100 per cent. ad valorem, is almost prohibitive.

In consequence of the serious position in which they have been placed by the Trust, the manufacturers have decided to memo-

rialize the Dominion Government to place fuel oil on the free list.

The meeting which decided upon taking this action could scarcely have been a more representative one of the manufacturing interests. Several of the largest manufacturing companies in the Dominion were represented, so that it was important as well as representative.

The meeting was non-political. It was composed of Conservatives and Reformers, and the exigencies which compelled them to act in concert were commercial and not political.

The plea of the Trust is that there is a scarcity of oil, while the consumption of fuel oil is on the increase. This is all the more reason for the removal of the duty on fuel oil. And the Government of this country will be doing an injustice to the manufacturers if it does not remove it.

### AN EXCITED TEA MARKET.

The position of the Indian and Ceylon tea market is an unusually striking one. A private letter from London, under date of February 18, states that 6¼d. is the lowest price for common Indian and Ceylon leaf and that it was expected that within a few days this same tea would be selling at 7½ to 8d. per lb.

This letter states that there is a regular boom on in England and that it looked as if a panic was developing on the market. Another letter from England states the market has not been in such a position since 1879.

One of the facts which tends to give such strength to the market for Ceylon teas is that both the China and Indian tea markets are closed, and that, consequently, the Ceylon market is the only one where supplies of black teas are available.

The effect of this strong market in England has not been without its influence on the Canadian market, teas on spot being held at higher figures than a week ago. It will be remembered that for some time spot teas have been considerably lower than those on the English market. A cable received on Tuesday from London noted a further advance of ¼c. per lb. in the price

of Indian teas, and a local importer who desired to order teas from Colombo found that his cable was refused, notwithstanding that the figure he submitted was higher than previous quotations.

### MOLASSES PRICES UNSETTLED.

It was the general expectation, last fall, that there would be a strong wind-up as regards values on Barbadoes molasses this spring. The conditions warranted it, as supplies were not excessive either in first or second hands, but the course of the market has disappointed these expectations.

Last week, a cut by The Montreal Wholesale Guild was noted. Since that was written, there has been a further break in prices, and at present it is difficult to quote any fixed price.

The unsettled position is due to the competition between speculators outside of the regular wholesale grocery trade and the latter.

The former, annoyed by the action of the Guild, broke prices 1 to 1½c., and, it is said, have offered 100-puncheon lots at 27½c., and have accepted 28c. for 50-puncheon lots.

The regular jobbers have promptly met this cut, and, while 30c. is still the nominal asking price for single puncheons, it is no secret that jobbers will not let a customer go elsewhere for a puncheon of molasses because of a difference of opinion on the question of figures.

On the other hand, advices in regard to new crop stock are of a steady character. A circular states that showers have fallen almost every day, the total rainfall for the month being small and more desirable for that reason. Three estates have commenced operations; but, as we have already said, reaping will not be general for some weeks. In the Leeward districts the crop is likely to be very short, but in other parts of the island average crops are expected.

The canned beef which exploded the other day in the presence of the Court of Inquiry at Washington possessed, at any rate, the merit of strength, for it not only burst the tins, but drove everyone out of the room.

"NO ONE" has ever handled a packet Tea specialty as we have. No one can do so as well.

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12-oz., 100 cakes in box.

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FOR SOUP

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Samples sent on application.

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

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



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

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

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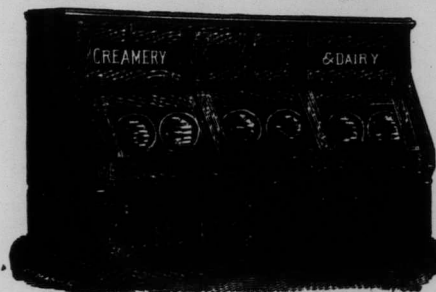
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# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotation 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.

TORONTO, March 2, 1899.

### GROCERIES.

THE wholesale grocery trade this week shows more life than it has for some time, and there is a general feeling of confidence in the future. The canned goods market is receiving a little more attention, and the feeling is that before long a further advance will take place in prices, particularly in canned tomatoes. Corn this week is, if anything, a little firmer, some of the wholesalers who were willing to take 90c. now demanding 5c. per doz. more. The canned goods business generally is fairly brisk. Coffees are dull, and a little unsettled. There is not a great deal being done in sugars, but business is better than it was a week ago. Prices are unchanged. There has been a material advance in the primary market in the price of tapioca, and spices generally are strong. The tea market is somewhat excited on account of the strong advices from the British market, where low-grade teas are higher. Some shipments of Tarragona almonds have arrived on this market this week. The demand for prunes is fairly good, but in other lines of foreign dried fruits there is not much being done. Advices from the primary market show an advance of 1s. 9d. per cwt. in the price of selected Valencia raisins.

### CANNED GOODS.

Quotations for next season's lobsters, delivery in June, are this week in the hands of the brokers. Figures are about 50c. per case above those of last year. No business, however, has yet been done, as far as can be ascertained. There have been a few inquiries again this week for canned vegetables for shipment to Manitoba and British Columbia. This has had the effect of strengthening the confidence in canned goods. Tomatoes, however, are still quoted at 85 to 90c. and peas at 75c. up, but corn is now more uniformly quoted at 95c. to \$1, wholesalers who had hitherto been willing to accept 90c. having advanced their prices 5c. per dozen. When the demand for canned vegetables really becomes active,

we may safely expect to see higher figures ruling than are now quoted. Canned salmon and canned fish generally are in fair demand at unchanged prices. There is a little business being done in canned fruits.

### COFFEES.

The coffee market during the past week has been somewhat irregular, both in the United States and Europe. At the same time, however, the figures which are being submitted to Toronto importers are not many points lower than they were a week ago. The crop movement in Brazil is moderate. The local demand by wholesalers seems to be still good for green Rio coffee, and there is a fair business being done in good roasting Maracaibo and Santos coffees. Local quotations are unchanged.

### SUGARS.

The sugar market has not been characterized by any striking features during the past week. The outside markets have, on

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

the whole, been strong for raw sugars, although cables from Europe on Monday noted a rather easier feeling in regard to beet sugar. Cane sugars, however, remain unchanged in Canada. The disturbing element is still refined sugars from the United States, which, on account of the cutting of prices over there, are being sold in this country in competition with the product of the home refineries. At the same time, however, there is a belief that the amount of business being done in imported refined sugar is exaggerated. Notwithstanding the competition of foreign sugar, both the refineries and the wholesalers appear to be, this week doing a little better business than a week ago, although the volume of business is not large. Prices are unchanged. Standard granulated is quoted at \$4.55 for the Montreal product and \$4.43 for the Acadian. There have been some transactions for importation of raw sugar during the past week at rather firm prices. A good Porto Rico raw sugar is being sold by wholesale houses at 3½ to 3¾c. per lb.

### RICE AND TAPIOCA.

Mail advices report an advance of 1s. per cwt. in new crop Japan rice. The price of

tapioca for future shipment is advised much dearer.

### SPICES.

Cloves are about ½d. per lb. dearer, and the common sorts of ginger have advanced in the primary market, while the demand is good. Nutmegs have an upward tendency. Peppers are all dearer. Pimento is a shade easier.

### SYRUPS AND MOLASSES.

The syrup market continues in about much the same position as a week ago, namely, quiet. The molasses market is still in a healthy condition, advices from New Orleans stating that practically no supplies are coming upon the market. Bright corn syrup is still quoted at the following prices by local jobbers: Barrels, 2½c. per lb.; half barrels, 2⅝c. per lb.; kegs, 2¾c. per lb.; three gallon pails, \$1.20 each; two gallon pails, 90c. each.

### TEAS.

The feature of the market is a development of a stronger market in Indian and Ceylon teas. Advices from England are of a very bullish character, particularly for low-grade teas under 9d. It is said that the market there has not been in such an excited condition since 1879. The local market is also somewhat excited in sympathy, and prices for spot teas are dearer than they were a week ago. A local firm cabled to a shipper in Colombo, Ceylon, naming higher figures than previous quotation, but it was not entertained. What makes the market so strong for low-grade Ceylon teas, is the fact that the Indian and China markets are closed and therefore the Ceylon market is the only one from whence supplies can be obtained. On the local market brokers report that they have been receiving bids for much larger quantities of Congo teas than is usual. Buyers, however, do not seem willing to pay as high a figure as holders demand. China green teas are also held firm, but buyers do not seem to understand the stiffness and are not inclined to come to the prices asked by holders. In New York, Philadelphia and Chicago, there is a shortness of Indian and China green teas, Oologs, low-grade Congous and Pingsuey teas. Shipments of tea from China to this continent are about 5,000 lb. short of last year. Representatives of shipping-houses report a good demand for Japan teas at from 16 to 17c. per lb., but there are very few of these to be had at all, consequently there have not been many transactions. The

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WINNIPEG: E. W. Ashely.  
VANCOUVER: 430 Cordova St.  
ST. JOHN'S NEWFOUNDLAND.

## THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

market keeps firm. The wholesale trade still reports an active demand for teas of all descriptions.

## NUTS.

Some fresh shipments of Tarragona almonds and Grenoble walnuts have been received on this market during the week. The quality of these nuts is reported to be rather better than the average of previous shipments. The shipment of Tarragona almonds had been expected for some time, and a number of buyers were getting anxious for their goods, on account of the lowness of their stocks.

## FOREIGN DRIED FRUITS.

CURRENTS—Although the market is not what might be termed strong, yet prices are being pretty well sustained in the primary market. There have been during the past week a few transactions for importation, but only for small quantities. The demand from the retail trade is reported by wholesalers to be only moderate.

VALENCIA RAISINS—Wm. Rogers & Co., Denia, Spain, under date of Feb. 11, advise their agents here that their previous cable quotation of 17s. 3d. for selected Valencia raisins could not now be executed under 19s. per cwt. "Our market," they say, "is very firm, with stocks low and suitable raisins scarce." Local wholesalers report that there has been a little better movement during the past week in selected and fine off-stalk raisins.

PRUNES—A few orders have been cabled during the week for Turkish prunes. The

prune market generally continues firm. There is a good demand from the retail trade, particularly for the cheaper grades of European prunes.

DATES—The local market is unchanged at 5 to 5½c. for Sairs and 5½ to 6c. for Hallowee dates, but advices from New York state that there has been an advance of ¼c. per lb. on all grades of Persian dates.

## GREEN FRUITS.

Generally speaking, trade is satisfactory. The supplies of all fruits are now sufficient to meet the demand, which is growing as the warm weather advances. Oranges are firm, with an increase of 25c. in the price of ordinary Valencia 420's. Mexicans are out of the market. The quality of the lemons which arrived last week to relieve the famine in this fruit was splendid, and they were quickly picked up. Prices have declined 25c. this week. The movement of apples is large. The local demand is active. Some are also reported for delivery in the United States. Bananas are in good demand. All grades of quality are offered. Spanish and Valencia onions are done. Danvers and red Weathersfields are firm in price, and are selling very well.

## COUNTRY PRODUCE.

EGGS—A few days of rough weather has resulted in another stiffening of egg values, and an advance of 1c. is noted for new-laid stock. This, of course, cannot be depended on to last any time, as receipts will increase rapidly with a few warm days. New laid

are to-day quoted at 20 to 21c. The stocks of limed and cold stored are well cleared up. For what few are offering from 14 to 15c. is paid.

POTATOES—The price of this staple has fluctuated considerably within the past week. The cold, damp days made it very difficult to handle shipments, and some cars arriving were frost-bitten. The price is now firm at about where it was a week ago, 58 to 65c. f.o.b. cars at Toronto. The street market is steady at 65 to 70c.

BEANS—The difficulty of shipping potatoes has caused quite a movement of beans to northern Ontario. Prices have kept steady at 90c. to \$1 for medium grades and \$1.10 for hand-picked.

POULTRY—Receipts are moderate; the demand excellent. Prices are steady and unchanged.

DRIED AND EVAPORATED APPLES — In dried apples, a decidedly easy tone is still manifested. No. 1 stock is jobbing locally at 6c. At outside points, 5½ to 5¾c. is being paid. The evaporated apple market is also unsteady at about 8¼c. outside, and 9½ to 10c. in a jobbing way for No. 1 stock.

VEGETABLES — Rhubarb has declined 25c.; radishes, 10 to 20c.; spinach, 25 to 50c. Parsley has advanced 10 to 12½c.; cabbage, 25c.; parsnips, 40 to 45c.; Hubbard squash, 50c. We quote as follows: Rhubarb, \$1 to \$1.25; green house radishes, 40 to 50c. per dozen bunches; spinach, \$1 to \$1.50 per bush.

BE SURE AND GET

**BRIGHTON** Canning Co.  
New Process  
**THISTLE BRAND TOMATOES** **GARDEN GROWN**

Excellent Reasons, are they not?  
Why grocers should handle



They give you a fair margin of profit.  
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**POULTRY**  
**ROLL BUTTER**  
**FRESH EGGS.**

Highest prices obtained. Quick returns.

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70 and 72 Front St. East, TORONTO

green onions, 10 to 15c. per doz.; celery, 75c. to \$1 per doz.; lettuce, 20 to 30c. doz. bunches; radishes, winter, 15 to 25c. doz. bunches; cabbage, per doz; \$1 to \$1.25; parsley, 20 to 25c. per doz. bunches; turnips, 25 to 30c. per bag; beets, 50 to 60c. per bag; parsnips, \$1 to \$1.20 per bag; carrots, 50 to 75c. per bag; onions, Danvers, \$1.25 to \$1.50 per bag; butter squash, \$2 to \$2.50; Hubbard squash, \$2 to \$2.50; red cabbage, 50 to 75c.

### BUTTER AND CHEESE.

**BUTTER**—Dairy large rolls and pound prints are in excellent demand at steady prices. Very few tubs of good dairy are offering. There is, however, a surplus of poor and medium grade, and the price of such qualities has fallen 1c. Creamery butter is in excellent demand both for local and shipping trade. Prices are unchanged.

**CHEESE**—There is a good local demand. Prices are steady at last week's quotations. Choice early makes are held firmly at 9½c., and late makes at 10 to 10½c.

### PROVISIONS.

The demand is, as usual at this time of the year, rather quiet. Prices of all provisions are steady. Dressed hogs continue to arrive freely. Prices are 5c. lower, ranging all the way from \$4.75 to \$5.10.

### FISH.

A good Lenten trade is reported. No change in values is noted. We quote: Frozen salmon trout, 7½ to 8c.; Man. whitefish, 6½c.; Man. perch, 5c.; Man. pike, 5c.; Man. pickerel, 6c.; fresh whitefish, 7½c.; trout, 8c. lb.; fresh perch, 4c. per lb.; steak cod, 6c.; flounders, 4c.; fresh herring, 4c.

Direct shipment of (Choice Pea Beans.)  
**CURRANTS** from PATRAS just received. Orders solicited. Apply, JAS. R. SHIELDS, Board of Trade, TORONTO.

## Toronto Salt Works

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Write us for **SALT** of any kind.  
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gives us unequalled facilities for handling to best advantage your shipments of

**Poultry, Butter**  
**Eggs, Dressed Hogs**  
CONSIGNMENTS SOLICITED  
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Our specialties  
**POULTRY, BUTTER,**  
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We buy Dried Apples. Send us samples and we will offer you.

Correspondence Invited.

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Special Values  
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**Prunes**  
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**ALMONDS**  
**WALNUTS**  
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**PECANS**

In Shell  
and  
Shelled

ALSO—Oranges  
White Beans

Lemons  
Onions

Bananas  
Tapnet Figs

IT MAY PAY YOU TO CORRESPOND WITH,

**CLEMES BROS. - - Toronto**

per lb.; St. John herring, \$1.35 to \$1.40 per 100; Labrador herring, \$5.75 per bbl. and \$3.25 per half-bbl.; Digby herring, 10 to 11c. per box; Halifax herring, \$1.60 to \$1.75 per 100; split herring, \$5 per bbl. and \$2.75 per half-bbl.; cod, in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; fresh-water herring, 60c. per basket; ciscoes, 60c. to \$1.25; haddies, 6 to 7½c. per lb.; fresh haddock, 6c. per lb.; oysters, \$1.25 to \$1.35 per gallon, or \$7.50 to \$8 per large pail.

#### GRAIN. FLOUR. BREAKFAST FOODS.

**GRAIN**—Wheat has recovered from the decline of 1c. noted last week, and is now selling at former figures, 70 to 71c., for both red and white wheat at middle freight stations. The street market has been fairly active. Wheat, rye, and peas have advanced 1c. Barley is 2c., oats are 2c. cheaper. We quote: Wheat, white, 73½ to 74c.; red, 73 to 73½c.; goose, 68 to 70c.; peas, 64 to 66c.; oats, 33 to 34c.; barley, 47 to 48c.; rye, 55 to 56c. No. 1 hard Manitoba is steady at 80c., Toronto freights.

**FLOUR**—No change is noted in prices. We quote: Manitoba patents, \$4; Manitoba strong bakers', \$3.70; Ontario patents, \$3.70 to \$3.80; straight roller, \$3.15 to \$3.25, Toronto freights.

**BREAKFAST FOODS**—Standard oatmeal and rolled oats, which were reduced 10c. in price last week, have advanced again to the old prices. We quote as follows: Standard oatmeal and rolled oats, \$3.80 in bags and \$3.90 in bbls.; rolled wheat, \$2.60 in 100-lb. bbls.; cornmeal, \$2.40; split peas, \$4; pot barley, \$4.

#### SEEDS.

There is a liberal offering of samples, but holders seem reluctant to sell at present prices. There is no change in prices. Red clover is quoted at \$3 to \$3.50, and alsike at \$2.50 to \$4, at outside points. Slightly more than this would be paid for extra fancy lots. The price of timothy is 10 to 25c. higher. Very little Canadian is offering. For what is coming in, \$1.75 to \$2 is paid for bright, unhulled lots, and \$1.10 to \$1.35 for machine-threshed.

#### HIDES, SKINS AND WOOL.

**HIDES**—The market continues weak. Green hides are unchanged. We quote cow hides as follows: No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c.; Steer hides are worth ½c. more. Cured hides have declined ¼c., now being quoted at 9c.

**SKINS**—We quote calfskins nominally: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c. Sheepskins and lambskins are steady at 90c. to \$1.

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

#### SALT.

No change in price noted. The demand is good. We quote at Toronto: Carload lots, \$1.05 per bbl., and 65c. per sack of 200 lb.; less than carload lots, \$1.10 per bbl., and 70c. per sack. At the wells, we quote F.O.B., barrels, 75c.; sacks of 200 lb., 45c. English salt is quoted at 48¾c. per sack of 154 lb.

#### MARKET NOTES.

Dressed hogs have declined 5c.

Cream of tartar is again cabled dearer.

New-laid eggs advanced 1c. this week.

New crop Japan rice is advised 1s. per cwt. dearer.

Ceylon teas under 9d. are cabled dearer from London.

Quotations for next season's lobsters are in the hands of brokers.

Mail advices from London note an advance of ½d. in cloves.

Selected Valencia raisins are quoted 1s. 9d. above previous quotations.

Ordinary Valencia 420's have advanced 25c.; Mexicans are done. Lemons are 25c. cheaper.

Spanish and Valencia onions are done. Danvers are 25c. dearer. Weathersfields are now on the market at \$3 to \$3.25.

#### QUEBEC MARKETS.

MONTREAL, March 3, 1899.

#### GROCERIES.

**T**HE week has been rather quiet in general groceries, and, with the exception of a highly unsettled situation as regards the selling price here of Barbadoes molasses, values are as they were last quoted. While raw sugar has ruled rather strong, the unsettled tendency on refined in New York has counteracted any tendency that the fact might have on the value of Canadian refined. Syrups are dull but firm, and values in canned goods, especially staple vegetables, continue strongly held. Advices on rice note great firmness abroad, the same being the case with pepper, and the inquiry for both articles has been rather active. There has been more doing in coffee, and in tea a moderate volume of trading is reported.

#### SUGAR.

The sugar market exhibits considerable irregularity at the moment. In the first place, while the tendency of the raw article has favored steadiness, the action of New York refiners, who have been offering refined sugars for ridiculously low prices for export, has caused Canadian refiners some

uneasiness, though it has not yet led to any actual change in spot values. Demand also is slow, and the volume of business moving from the refineries here light. In London, raw cane sugar is firm and a dealer—Java, 11s. 9d. and fair refining 10s. 6d. Beet has been dull and rather easier, with present month quoted 3d. lower at 9s. 6¼d., and next month unchanged at 9s. 9d. In New York, also, raw pursues an opposite course to refined, fair refining being firm at 3¾c.; centrifugal, 96 test, 4¾c., and molasses sugar, 3 11-16c.

#### SYRUPS.

Business in syrups continues exceedingly quiet, demand being almost nil. Prices are unchanged at 1¾ to 2½c. at the refinery.

#### MOLASSES.

As a result of the competition between regular jobbers and speculators in molasses, values on this staple have been, and are, very unsettled. As already noted the Wholesale Guild put down the price 1c. to 30c., but toward the end of last week a leading speculator offered molasses in any quantity at 28 to 29c., the outside for single puncheons and the inside for car lots. Since then it is reported that even less money has been accepted, so that it is impossible to quote any fixed price.

#### CANNED GOODS.

This branch of trade has been without any new feature, prices being well maintained in all lines. Inquiry for corn has been fairly active, and business has been checked simply because of the fact that offerings are light. If recent advices are correct, lobsters, this year, are to be scarcer than they were last, and the cost high. There is no change in salmon, a few small lots of cohoes being still offered to the trade here at \$3.50 f.o.b. Coast.

#### RICE.

The great strength in outside markets for rice continues, the grain steadily advancing both in India and Burmah, prices advancing in both cases to such an extent that values of new crop are practically on a level with the old. Locally, inquiry is fairly active and values firmly held.

#### DRIED FRUITS.

There have been no striking features in this market during the past week. Demand generally is of a quiet character for all sorts of stock.

#### SPICES.

The strength in black pepper is fully maintained; in fact, the entire list is firm and demand is good.

#### COFFEE.

There has been more business doing in coffees, and inquiry for Maracaibos at 9 to 12c. has been quite active, while Santos and Rios at 7 to 9c. have also received con-



Our stock of **TEAS** is complete and includes the following:

# Japans, Congous, Indian Ceylons, Pingsuey Gunpowders, Young Hysons.

*Right Prices, Extra Quality.*

*Are you interested?*

Samples and prices on application.

**S. H. EWING & SONS,** Wholesale only, **MONTREAL**

siderable attention. These remarks, of course, apply to the unground bean in the original bags.

**TEAS.**

There has been rather more business accomplished in teas during the week, though the market is far from what can be called an active one. Demand has been principally for Japans, ranging from 16 to 18½c., some 700 packages changing hands. United States buyers have also been in this market for pingsuey gunpowders, ranging from 12 to 15c. Blacks have met some demand for goods worth from 12½ to 13½c., but this class of tea is difficult to obtain on this market. Ceylons have moved quietly at 18½ to 20c., according to quality.

**GREEN FRUITS:**

There has been no great change in the green fruit market, except in oranges, of which the supply is in excess of the demand, and prices generally lower. Lemons are steady, and all other descriptions of fruit, except cranberries, which have declined, are quotably unchanged.

**APPLES.**

Stocks of apples are down to extremely slim proportions and values are very firmly held.

**FISH.**

There is little new to report in fresh fish, except that supplies of all kinds are scarce,

with the exception of Manitoba stock, which are in fair supply. Fresh caught haddock are selling at 4¼c., while fresh frozen haddock are out of the market. Fresh herring sell at \$1.65 to \$1.75 per 100; tommy cods, \$1.15 to \$1.75 per bbl.; smelts, 4 to 6c. per lb.; whitefish, 6½c.; dore, 5c.; pike, 3¾ to 4c.; halibut, 10c., and salmon, 10c. per lb.

Pickled fish are also scarce. A few No. 1 herring are moving at \$4.75 to \$5; per bbl. and \$2.50 per half-bbl. No. 1 green cod are stiff at \$6 with few to be had. No. 1 lake trout, \$4.50 per bbl., and B.C. salmon, \$12.50 to \$13 per bbl.

There are very few smoked fish offering. Haddies are held at 7 to 7½c.; large dressed cod, 4¼c., and small, 4c.

**COUNTRY PRODUCE.**

**EGGS**—Owing to the breaking up of the country roads receipts of new laid eggs have been very small of late, and, as stocks on spot of other grades are light, a stronger feeling has prevailed in the market and prices are higher, but as soon as receipts increase a sharp reaction may be expected. The demand to-day was good and all offerings of fresh stock were cleaned up at 23 to 24c. Montreal hmed sold at 15½ to 16½c.; cold storage stock at 14 to 15c., and culls, at 10 to 12c. per doz.

**POULTRY**—Receipts of poultry are exceedingly small, and the season is considered

about over. An odd lot now and again comes in, which meets with a ready sale at full prices, if choice. We quote: Fresh killed turkeys, 11c.; frozen, 9 to 9½c.; choice fresh killed chickens, 9½ to 10c.; western frozen, mixed stock, 5½ to 6c.; ducks, 8 to 9c., and geese, 6 to 7c. per lb.

**MAPLE PRODUCT**—A few small lots of last season's maple syrup have been received, which met with a fair demand at 55 to 60c. per small tin. Old sugar is selling at 6 to 6½c. per lb.

**HONEY**—Business in honey was quiet, and the market shows no change. We quote: White clover comb, in 1-lb. sections, 8 to 8½c.; dark, 6½ to 7c.; white extracted, 7 to 7½c., and dark, 5 to 6c.

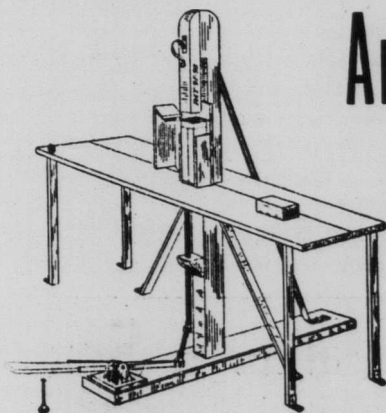
**POTATOES**—Receipts of potatoes have been more liberal of late, and the market is easy. Demand is fair for choice stock at 55 to 56c. per bag.

**BEANS**—A small jobbing trade continues to be done in beans at steady prices. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

**ONIONS**—Onions are still on the boom, with sales ranging from \$2.75 to \$3 per bbl. Western buyers have been operating here this week.

**PROVISIONS AND DRESSED HOGS.**

There was no improvement in the demand for provisions, in consequence the market



## Armada Tea Packer and Simplex Mixer

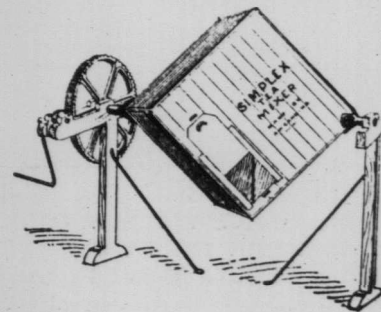
- T. B. Escott & Co., Wholesale Grocers, London, Ont.
- Elliott, Marr & Co., " " "
- J. Garvey " " "
- M. Masurett & Co. " " "
- A. M. Smyth & Co. " " "

The above enterprising business firms use the "Armada" Tea Packing Machine, and all are perfectly satisfied. "You want one."

Write

**A. H. Canning & Co.**

57 Front Street East, TORONTO, ONT.



# TOBACCO

If you handle Tobaccos at all why not sell those that pay you a Good Profit?

LOOK  
AT  
THESE:

"Anchor"—13-oz. plug—11 cuts to the lb., @ 39c  
 "Club" —5's and 10's to the lb., @ 41c  
 "Atlas" —8's and 12's " " @ 44c.

(All made from choicest Burley Leaf.)

NOTE.—Freight prepaid on 5 pkgs., one kind or assorted; also Tobacco Cutter free.

Order  
Through  
Your Jobber

**JOLIETTE TOBACCO CO., JOLIETTE, P. Q.**  
 F. W. HUDSON & CO., Ontario Agents, TORONTO.

remains quiet and featureless. We quote as follows: Canadian pork, in barrels, \$15 to \$15.50; pure Canadian lard, in pails, 7¼ to 7½c. per lb., and compound refined at 5 to 5½c. per lb. Hams, 10 to 12c., and bacon, 10½ to 11c. per lb.

Owing to the continued mild weather the demand for dressed hogs from butchers for small lots was somewhat limited, and the market is quiet and easy. Fresh killed stock sold at \$5.50 to \$5.65, and held at \$5 to \$5.25 per 100 lb.

#### FLOUR, GRAIN, ETC.

GRAIN—There was a very firm feeling in the grain market for all lines. There was a good demand from shippers for immediate and future wants; in consequence, a fairly active business was done. At points west of Toronto round lots of oats sold at 30 to 30¼c., and for May delivery they are held at 35½c. afloat here. For buckwheat the demand is good for May delivery, and some round lots have been placed, and more was offered to-day at 58c. afloat. In peas, some business has been done at 75c. afloat May, but holders are now asking more money.

FLOUR—The flour market was without any new feature. In Manitoba grades a fair amount of business is reported, but Ontario dealers say there is little doing. We quote as follows: Winter wheat patents, \$3.75 to \$4; straight rollers, \$3.50 to \$3.60; in bags, \$1.65 to \$1.75; Manitoba patents, \$4 to \$4.25; strong bakers', \$3.70 to \$3.90.

MEAL—The meal market is quiet, the demand being chiefly for small lots. Rolled oats are selling at \$3.60 per bbl., and \$1.75 per bag.

FEED—In feed, trade continues fairly active, there being a good demand from

local and country buyers at firm prices. Ontario white wheat bran, in bulk, sold at \$15 to \$15.25, and shorts \$15.50 to \$16 per ton; Manitoba bran, \$16; shorts, \$18, and mouille, \$20 per ton, including bags.

HAY—Business in baled hay on spot remains quiet, and the market shows no important change. We quote: No. 1, \$5.50 to \$6; No. 2 extra, \$4.25 to \$4.75; No. 2, clover mixture, \$4; clover, \$3.50 to \$3.75.

#### CHEESE AND BUTTER.

CHEESE—A movement in cheese one way or the other is inevitable soon. Holders here are not urging sales, and a nominal range is 9¾ to 10c., according to grade.

BUTTER—Continues steady, finest late made creamery 20 to 20¼c., and Western rolls, 15½ to 16c. Tub dairy ranges from 14 to 14½c.

#### MONTREAL NOTES.

Packers state that lobsters are going to be as scarce and as costly this season as last year.

Western buyers have been operating rather freely in this market for onions during the week.

As a result of competition between the regular jobbing firms and speculators, values on molasses are very unsettled.

United States buyers have continued to be purchasers of cheap green teas in this market during the past week.

The maple sugar makers of Vermont, have organized an association for protection against spurious maple syrup and sugar which is put on the market in that State. They have established depots in the principal eastern cities, and have adopted a distinguishing form of label which is a guarantee of the purity of the product.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., Feb. 28, 1899.

THE second month of the year is gone. It was a fairly busy month. While it is, perhaps, the quietest month of the year in the wholesale grocery business, sales were rather better than the average for the season, and payments were quite good. This is the season of buying on the part of the wholesale trade for woodenware. Goods are largely bought from two houses, and, as the same prices are quoted, much depends on the feeling of the trade toward the agents and the way in which they keep after the trade. In brooms, the high prices continue, and a further advance is looked for. In cream of tartar prices are rather firmer. In chemicals there is much competition, and prices rule low, particularly soda. Borax, however, tends firmer. In hops the demand is very quiet, with prices firmly held.

OIL—The branch of The Imperial Oil Co. here has a large business. The manager for the Maritime Provinces has his headquarters here. There is no change in prices. Lubricating has chief attention, and that chiefly contracts for future shipment.

SALT—There is quite an active sale for English coarse salt, that being the only coarse salt coming to these Provinces, freight being too high to allow Canadian to compete, though in fine salt it gets the big end of the track. Arrivals are all by regular weekly steamers. Sailing vessels, which a few years ago brought it all, are bringing very little except to some outside points. Prices are low, though quite firm. Arrivals are rather larger, and are promptly forwarded to point of consumption. We quote Liverpool coarse, 38 to 40c.; English

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

Prime Quality, free from frost and Prices Right.



## Hugh Walker & Son

Fruit and Commission  
 Merchants . . . . .

GUELPH, ONT.

The Following Brands  
Manufactured by

**The American Tobacco Co.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses.

**CUT TOBACCO**

OLD OHUM.

SEAL OF NORTH CAROLINA.

OLD GOLD.

**CIGARETTES**

RICHMOND STRAIGHT OUT.

SWEET CAPORAL.

ATHLETE.

DERBY

**E. T. STURDEE**

Mercantile Broker,  
Manufacturers' Agent,

ST. JOHN, N.B.

Etc., Etc.

Wholesale trade only.

The

**DAWSON** Commission  
Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS,

Cor. Market and Colborne Sts.,

TORONTO.

We make a specialty of handling

**Domestic Fruit**

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

FRUIT AUCTION SALES

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

**McWILLIAM & EVERIST**

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

Telephone 645.

**Mince Meat**

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

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

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

**F. W. Fearman**

HAMILTON

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

**Tartan Tea**

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

BALFOUR & CO. Wholesale Agents

HAMILTON

The Quality

of CLARK'S MEATS

Satisfies consumers everywhere.

**YOU NEED THEM!**

Now is the time to get the best  
prices on . . .

**Dried Apples**

If

you send them to the right address—

**66 ESPLANADE WEST.**



\$5 per Case, 64 Packages.

HAVE YOU TRIED

**"BEE" STARCH**

...FOR...

**Collars and Cuffs?**

Will not injure finest fabric. Requires no Cooking.

BEE STARCH CO.

Canadian Branch:

Stanstead, Que.



**Free**

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

Address

**Globe Automatic Selling Co.**

13 Jarvis St., Toronto, Ont.

**G.F. & J.GALT**

PACKERS  
OF THE

42 SCOTT ST TORONTO CELEBRATED

**BLUERIBBON TEAS**

factory-filled, 90c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 to \$2.60 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

**CANNED GOODS**—With the spring so near to hand, a better demand is expected. Prices of vegetables are firm, but show no change. Some tomatoes are being offered low, but full figures are asked for best-known brands. Canned meats have little sale. Prices are firmly held. Gallon apples are stronger in price, and have quite an active sale. In oysters, higher prices are looked for. Salmon is also tending higher, with stocks quite low, with the season for best demand to come. Other lines of canned fish are also light stock.

**GREEN FRUITS**—The mild weather of the past two weeks has resulted in an active sale. Oranges continue to be the chief feature, and Valencias have the demand. Neither the large nor small sizes are much sold here. Prices are rather higher. Californians show no change. They have limited demand. Lemons maintain their higher prices, and have free sale. Apples are high and scarce, with a steady sale. Retailers did not lay in as large a supply in the fall as usual, and this increased the sale of stock held in wholesale hands. A few cranberries are offered, but price is high.

**DRIED FRUITS**—Business is quiet. There is a fairly steady sale for prunes. Coast prices for best stock are firm, and higher figures are expected. Some New York packers continue to offer at quite low figures. A few evaporated fruits in package are offered, but prices are very high. Raisins are quiet, and prices easy. Currants are dull. In dates, package goods grow in favor. Prices are firm. In figs, package goods are also offered. There is quite a large stock of cooking figs here, and prices are rather easier. Evaporated apples are a light stock. Prices are firm, and western holders are not inclined to shade. Dried are quiet. In peanuts, the higher figures hold, and a further advance is not unexpected.

**SUGARS**—Some yellows continue to arrive in bags, and, except for the package, give good satisfaction. There also continues to be some light arrivals of American granulated. This keeps the competition up. There has been little change in price for some weeks. Western Canadian refineries are largely out of the market. There is a steady sale.

**MOLASSES**—While stocks are in small compass, season is too late to see higher

figures. Holders would be pleased to see every cask cleaned out of warehouse, and not for years has that been so near the case. Importers now have their credits at the Islands of Barbadoes and Porto Rico. The former grade will likely come into the market early in April and Porto Rico about the same time. Sales in other grades are light in this market. New Orleans has had a good sale during the past few weeks, but not a large business. Quality was good.

**PRODUCE**—Butter shows little change. Best grade is always in demand, but figures are not high. There is a fair sale for creamery. Eggs are somewhat easier, and arrivals are more free. In cheese, the price remains steady. Local business is light.

**FISH**—Very scarce is the word. In frozen herring, which a few years ago was a large business, nothing has been done this winter, and now the season is about over. Some Newfoundland fish have been expected. During the week quite a few fresh cod and haddock were received, but not enough to supply the demand. Dry cod are marked higher. Pollock show no change. Pickled herring show no change from the high figures. The market is about bare. In smoked herring, the low price rules, and shad are easy. Finnan haddies keep scarce and high. We quote as follows: Large cod, \$3.75 to \$3.85; medium, \$3.70 to \$3.85; pollock, \$1.75 to \$1.80; Grand Manan pickled herring, \$1.95 to \$2; ½-bbl.; Canso, pickled, \$5 per bbl.; boneless fish, 3½ to 5c.; cod, 7 to 7½c.; finnan haddies, 5 to 5½c.; smoked herring, 6 to 7c.; spring shad, \$3.75 to \$4 ½-bbl.; fall shad, \$4.75 to \$5 ½-bbl.; Shelburne, \$3.75 per bbl.; Grand Manan herring, \$3.70 to \$3.80 per bbl.; quoddy, \$3.50 per ½-bbl.; frozen smelt, 5 to 6c.; frozen pollock, 1¼ to 1½c.; frozen cod, 2½ to 3c.; frozen haddock, 2½ to 3c.; frozen herring, 90c. per 100; lobsters, small, 3½ to 4c.; do., large, 10 to 12c.

**PROVISIONS**—These are still quiet. There is a fair inquiry for mess pork at full prices. Local packed is being largely sold to supply local market. In the effort to get low prices some cheap clear is offered. Canadian beef has an increasing demand. Lard is easier, but shows little change.

**FLOUR, FEED AND MEAL**—There is little change in flour. Millers quote a firm market. Sales are not large. Oatmeal holds firm with oats strong. Cornmeal is firm, but it is still the lowest thing in the line. Beans are easy, though western holders show quite a range in prices. Barley is quoted higher, late arrivals costing more than that which has been held in stock. This is true of both round and blue peas. Seeds are beginning to arrive, some dealers already having quite large stocks on hand.

American timothy and Canadian clovers the rule. We quote as follows: Manitoba flour, \$4.75 to \$4.85; best Ontario, \$4 to \$4.20; medium, \$3.85 to \$3.95; oatmeal, \$3.85 to \$3.90; cornmeal, \$2.20; middlings, \$19 to \$21; bran, \$17 to \$18; oats, 38 to 42c.; hand-picked beans, \$1.10 to \$1.15; prime, 9c. to \$1; yellow eye beans, \$1.75; split peas, \$3.80 to \$4; round, \$3.25 to \$3.40; pot barley, \$3.80 to \$4; hay, \$7 to \$8; timothy seed, American, \$1.75 to \$2.15; do., Canadian, \$2 to \$2.40; mammoth clover, 7 to 7½c.; alsike, 7¼ to 8½c.

#### ST. JOHN NOTES.

Carrier Sons & Co., of Levis, Quebec, are to open a branch in St. John this spring, which means increased competition in hardware.

N. D. Hooper, the local representative of the Brantford Starch Co., is busy pushing sales. The new trunk package is proving a seller.

That a good thing is appreciated is easily seen by the increased stock of Brock's best bird seed arriving for local wholesale dealers.

Sixteen days out from Pictou, N.S., to Georgetown, P.E.I., is a record. Such was the experience of the steamer Stanley on a late trip, owing to the heavy sea.

It is expected the Str. City of Monticello, for many years running between St. John and Digby, will this spring run on the south coast of Nova Scotia from Yarmouth to Halifax.

The St. John Board of Trade is doing some hard work trying to introduce a better system of tax assessment here. A satisfactory system would be something worth attaining.

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

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

#### OLD ESTABLISHED ENGLISH VINEGAR MAKERS

are desirous of appointing first-class agents for Eastern Provinces of Canada.

Apply to **MALT, 109 Fleet St., E.C.**  
Care CANADIAN GROCER. (13) LONDON, ENG

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

and packers of the  
celebrated

"Walla Galla" Tea  
in lead packets  
and "Clubhouse"  
in 50 and 100 lb. tins.

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

All orders promptly attended to.

28/4/99



SECTION OF GENERAL OFFICES—CHASE & SANBORN, MONTREAL.

## HISTORY OF COFFEE.

**A**LTHOUGH everyone is familiar with coffee as a beverage, comparatively few know the history of its origin, where it was first grown, when introduced, how cultivated and cured. Accounts differ as to when, where, and by whom, coffee was first introduced to civilization.

An eastern legend ascribes the discovery of the berry to a Dervish, who, in the year 1285, being driven out of Mocha, was induced in the extremity of hunger to roast the berries which grew near his hiding place. He ate them, and, steeping the roasted berries in water to quench his thirst, discovered their agreeable qualities. But a more authentic account states that it was introduced into Arabia from Southern Abyssinia by a Mohammedan high priest about the year 1500.

We are indebted to the Persians for the discovery of the roasting process, and, as the merits of coffee as a beverage would have remained unknown without that, some authorities allow them the credit of being the introducers.

It continued its career through Syria, and, in the year 1554, we learn it became the favorite drink at Constantinople, and the Oriental coffee houses were thronged night and day. The lower classes actually begged money with which to buy coffee, and it is stated that the refusing to supply a wife with coffee was admitted in law as a valid excuse for divorce.

Europeans are indebted to the Dutch for their first acquaintance with the coffee plant. This was brought about in the following manner: Some berries which had been procured were carried to the Island of Java and there planted. A specimen plant was sent home to Amsterdam in 1690 by Governor Wilson. This plant bore fruit, from which many young trees were propagated, and from this original most of the gardens of Europe and the East Indies are supposed to have been furnished.

**CHASE & SANBORN**

**MONTREAL**

Continued on this page in  
next issue of The Grocer.

1 clover is  
Manitoba  
rio, \$4.15  
; oatmeal,  
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38 to 42c.  
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INDON, ENG

**LIMITED**  
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# Blue Label

## Tomato

# ..Ketchup

is incomparable; made from fresh, red ripe tomatoes, spiced "just right" and put up attractively in sterilized bottles.



Prepared by . . .

## Curtice Brothers Co.

ROCHESTER, N.Y.

Proprietors of

The largest Canned Goods Packing Establishment in the world.

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

WRITE FOR QUOTATIONS.

# T. UPTON & CO.

Hamilton.

ORANGE  
MARMALADE

JAMS and  
JELLIES

## ORANGE MARMALADE

GILT EDGE—1-lb. Glass Jars, 2 dozen in case.  
GILT EDGE—7-lb. Pails, 6 pails in crate.  
SILVER PAN—1-lb. Fancy Glass Jars, 2 dozen in case.

## PURE FRUIT JAMS

GILT EDGE—Raspberry, Strawberry, Peach, Plum, Apricot, Red Currant, Black Currant, Gooseberry.

## PURE FRUIT JELLIES

GILT EDGE—Raspberry, Strawberry, Red Currant, Pine Apple.

Jams and Jellies packed as follows:

|                    |   |   |                   |
|--------------------|---|---|-------------------|
| 1-lb. Glass Jars,  | - | - | 2 dozen in case.  |
| 5-lb. Tin Pails,   | - | - | 8 pails in crate. |
| 7-lb. Wood Pails,  | - | - | 6 pails in crate. |
| 14-lb. Wood Pails, | - | - |                   |
| 30-lb. Wood Pails, | - | - |                   |

Packed in assorted cases and crates if desired.  
All wholesalers sell them.

Henry Wright & Co., Selling Agents, Toronto.

### MANITOBA MARKETS.

WINNIPEG, Feb. 27, 1899.

**W**HOLESALERS report that the volume of trade continues to increase, and is heavier than at the same date last year.

Mr. E. B. Nixon, buyer for the grocery department of the Hudson Bay, has left for an eastern trip, and will be absent for some four or five weeks. He will visit Chicago, Toronto, Montreal, and other points.

The Codville Co. find their present quarters too small and have contracted with J. H. Ashdown for the erection of a new warehouse on Bannatyne street east. The building will be 50 x 135, four storeys and basement; native stone foundation and white brick superstructure, and will be heated throughout with steam and have all modern improvements. A special feature will be the tea-packing room. The premises are to be ready for occupation by August 1.

The war among local dealers which lead to the drop in price of tobacco is just about settled, and prices are likely to return to their former figures before long.

There have been no changes in prices during the week, and probably will not be many until navigation opens.

CURED MEAT—Market is slow, positively nothing doing. Smoked hams, 11c.; break-

fast bacon, 11½c.; backs, ditto, 11c.; shoulders, 8½c.; long clear, 9½c.; dry salt long clear, 8½c.; shoulders, 8½c.; short clear, 8c.; shoulders, 9c.

FISH—There has been almost an oyster famine this week. This is attributed to the severe coast storms, and has temporarily increased the price. Standards are now quoted at \$2 and selects at \$2.50. Dried fish are rather more plentiful, with the exception of haddies, which are still short.

POULTRY—Chickens are scarcer than they have been for years, and buyers are offering 10 and 12c.

POTATOES—Are more plentiful since the weather has moderated, and the price is settled at 40c.

BUTTER—Market is easier with regard to dairy butter, and 14 to 15c. are being offered. No new creamery is offering; nominal market price, 22 to 23c.

CANNED GOODS—Are entirely without change.

EVAPORATED FRUITS—No actual change in price is announced, but, as prunes are going higher elsewhere, a change is anticipated here in the near future. Apricots continue at 16½ to 17c., and sales in these lines are all very slow.

GREEN FRUITS—This market is visibly improving. Bitter oranges are selling readily at \$6 per case. Bananas are still scarce,

and fancy bunches, by express, are worth \$3 straight. Apples, northern spies, and, in fact, any choice stock, are very scarce. Spies are \$5.50 to \$6, and inferior lines \$4.50 to \$5. Californian celery, \$1 per doz.; this is extra fancy stock, shipped as an experiment. Messina lemons, \$4 to \$4.50. Oranges, navels, \$4 to \$4.50.

### B. C. WHOLESALE GROCERS.

**I**T is expected that the proposition to form an association of wholesale grocers to include the Victoria and Vancouver firms will shortly assume some definite form. So far all that has been done has been the appointment of a committee to draft a constitution and until that is complete it is impossible to say whether the scheme will be a success. One of the leading Victoria wholesalers said recently that the idea had arisen in Vancouver and was the result of a realization of the fact that prices in some lines had been forced down so low that it was impossible to make a profit. Tobacco was one of the articles and if the association was formed the prices of this would be raised immediately. It was proposed that each member of the association should deposit a certified check for \$1,000, as a guarantee that they would live up to any agreements of the association.

# CURRENT MARKET QUOTATIONS

March 2, 1899.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, London, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices.

All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centres.

## BUTTER AND CHEESE

|                                    | Montreal, Quebec. | Toronto, Hamilton. | St. John, Halifax. | Manitoba. |
|------------------------------------|-------------------|--------------------|--------------------|-----------|
| Dairy, choice, large rolls, per lb | 15½ 16            | 15 16              | 12 14              |           |
| " " pound prints                   | 16 17             | 16 17              | 14 18              |           |
| " " tubs, best                     | 13½               | 14                 | 16                 |           |
| " " tubs, second grade             | 10                | 12                 | 14                 |           |
| Creamery, tubs and boxes           | 20 20½            | 20 21              | 18 20              |           |
| " " prints                         | 21 22             | 21 22              | 20 22              |           |
| Cheese                             | 10 10½            | 9 10½              | 9½ 10              |           |

## CANNED GOODS

|                            | \$ 90 | \$ 1 00 | \$ 0 85 | \$ 0 90 | \$ 1 00 | \$ 1 10 | \$ 1 15 | \$ 1 25 |
|----------------------------|-------|---------|---------|---------|---------|---------|---------|---------|
| Apples, 3's                | 2 40  | 2 75    | 2 00    | 2 20    | 2 25    | 2 40    | 3 00    | 3 25    |
| Blackberries, 2's          | 1 40  | 1 70    | 1 40    | 1 70    | 1 50    | 1 80    |         |         |
| Blueberries, 2's           | 80    | 90      | 75      | 85      | 85      | 95      | 90      | 95      |
| Beans, 2's                 | 70    | 95      | 75      | 95      | 90      | 95      |         |         |
| Corn, 2's                  | 1 05  | 95      | 1 00    | 85      | 85      | 95      |         |         |
| Cherries, red, pitted, 2's | 2 00  | 2 35    | 1 85    | 2 25    | 2 30    | 2 40    | 1 75    | 1 90    |
| Peas, 2's                  | 85    | 90      | 75      | 80      | 80      | 90      |         |         |
| " " sifted                 |       |         | 85      | 1 00    | 1 10    | 1 15    | 1 00    |         |
| " " extra sifted           |       |         | 1 00    | 1 25    | 1 20    | 1 25    | 1 15    |         |
| Pears, Bartlett, 2's       | 1 50  | 1 75    | 1 25    | 1 50    | 1 70    | 1 80    | 1 15    |         |
| " " 3's                    | 2 25  | 2 40    | 2 00    | 2 40    | 2 40    | 2 50    | 2 40    | 2 50    |
| Pineapple, 2's             | 2 10  | 2 40    | 2 40    | 2 50    | 2 15    | 2 25    | 4 50    | 5 00    |
| " " 3's                    | 2 50  | 2 60    | 2 50    | 2 60    | 2 50    | 2 60    |         | 5 00    |
| Peaches, 2's               | 1 75  | 1 90    | 1 50    | 1 60    | 1 65    | 1 70    | 1 60    |         |
| " " 3's                    | 2 50  | 2 75    | 2 40    | 2 60    | 2 50    | 2 75    | 2 25    | 2 60    |
| Plums, green gages, 2's    | 1 50  | 1 55    | 1 30    | 1 55    | 1 30    | 1 60    | 1 40    |         |
| " " Lombard                | 1 30  | 1 50    | 1 20    | 1 50    | 1 30    | 1 50    | 1 40    |         |
| " " Damson, blue           | 1 10  | 1 30    | 1 00    | 1 40    | 1 10    | 1 30    |         |         |
| Pumpkins, 3's              | 75    | 85      | 70      | 80      | 90      | 1 00    | 1 00    |         |
| " " gallon                 | 2 10  | 2 25    | 2 10    | 2 25    | 2 10    | 2 25    |         |         |
| Raspberries, 2's           | 1 50  | 1 90    | 1 50    | 1 85    | 1 50    | 1 75    | 1 40    | 1 70    |
| Strawberries, 2's          | 1 50  | 2 00    | 1 50    | 1 70    | 1 65    | 1 75    |         |         |
| Succotash, 2's             | 1 10  | 1 15    | 1 15    | 1 10    | 1 15    | 1 25    |         |         |
| Tomatoes, 3's              | 95    | 1 00    | 85      | 90      | 95      | 1 00    | 1 10    |         |
| Lobster, tails             | 2 50  | 2 95    |         | 2 50    | 2 50    | 2 60    |         |         |
| " " 1-lb. flats            | 2 75  | 3 00    |         | 3 00    | 1 25    | 1 30    |         |         |
| " " ½-lb. flats            |       |         | 1 65    | 1 85    |         |         |         |         |
| Mackerel                   | 1 30  | 1 35    | 1 30    | 1 35    | 1 25    | 1 35    |         |         |
| Salmon, sockeye, tails     | 1 15  | 1 25    | 1 40    | 1 60    | 1 25    | 1 50    | 1 20    | 1 30    |
| " " flats                  | 1 30  | 1 45    | 1 50    | 1 60    | 1 30    | 1 35    |         |         |
| " " Horseshoe              | 1 20  | 1 25    | 1 50    | 1 60    |         | 1 60    |         |         |
| " " Clover) tails          | 1 20  | 1 55    | 1 60    |         |         |         |         |         |
| " " Leaf) flats            | 1 45  | 1 60    | 1 60    | 1 15    | 1 25    |         |         |         |
| Cohoos                     | 95    | 1 00    | 1 05    | 1 15    | 95      | 1 00    | 95      | 1 12    |
| Sardines, Albert, ¼'s      | 10½   |         | 11      | 13      | 14      | 15      |         |         |
| " " Sportsmen, ¼'s         | 11½   | 12      |         | 12½     | 21      | 21      |         |         |
| " " key opener, ¼'s        | 19    | 20      |         | 21      | 20      | 21      |         |         |
| " " other brands, ¼'s      | 10    | 11      | 10½     | 11      | 16      | 18      |         |         |
| " " P. & C., ¼'s           | 16    | 18      | 18½     | 23      | 10      | 11      |         |         |
| " " American, ¼'s          | 23    | 25      | 23      | 25      | 23      | 25      |         |         |
| " " Mustard, ¼ size, cases | 33    | 36      | 33      | 36      | 33      | 36      |         |         |
| " " 50 tins, per 100       | 4     | 5       |         | 5       | 4       | 5       |         |         |
| " " 11                     | 9     | 11      |         | 11      | 10      | 11      |         |         |
| Fruit in glass jars        | 9 00  | 11 00   | 10 00   | 11 00   | 10 00   | 11 00   |         |         |
| Haddies                    |       |         | 1 00    | 1 15    | 1 00    | 1 10    |         |         |
| Kipper Herrings            | 1 40  | 1 50    | 1 15    | 1 60    | 1 15    | 1 25    | 1 85    | 2 00    |
| Herring in Tomato Sauce    | 1 35  | 1 45    | 1 20    | 1 60    |         | 2 00    | 1 90    | 2 00    |

## GREEN FRUITS

|                                | \$ 3 25 | \$ 3 75 | \$ 4 00 | \$ 4 50 | \$ 3 50 | \$ 4 00 |
|--------------------------------|---------|---------|---------|---------|---------|---------|
| Oranges, Valencias, 714's      |         |         |         |         |         |         |
| " " 420's, large               | 3 25    | 3 50    | 5 50    | 6 00    | 3 75    | 4 00    |
| " " ordinary                   |         |         | 3 50    | 4 00    | 3 50    | 3 75    |
| " " Mexican, per box           | 2 75    | 3 25    |         |         |         |         |
| " " Jamaica, per bbl           | 4 25    | 4 50    |         |         | 5 50    | 6 00    |
| " " California Navels          | 3 25    | 3 50    | 3 00    | 3 75    | 3 50    | 4 00    |
| " " Marmalade                  |         |         | 2 75    | 3 25    |         |         |
| Lemons, Messina, new, p. box   | 2 25    | 3 00    | 3 00    | 3 25    | 3 50    | 4 00    |
| Bananas, per bunch             | 2 25    | 2 75    | 1 40    | 2 25    | 2 00    | 2 25    |
| Apples, per bbl.               | 3 00    | 4 00    | 2 50    | 4 50    | 2 50    | 4 00    |
| Cranberries, per bbl.          | 5 50    | 7 00    | 7 50    | 8 00    | 9 00    | 10 00   |
| Sweet Potatoes, bbl.           | 3 50    | 4 00    |         |         |         |         |
| Ameria Grapes, per keg         | 5 50    | 7 50    | 7 50    | 10 00   | 6 00    | 7 00    |
| Spanish onions, per crate      | 75      | 80      |         |         | 1 35    |         |
| Danvers onions, per bbl        |         |         | 3 00    | 3 50    | 2 75    | 3 00    |
| Red Weathersfield onions, bbl. |         |         | 3 00    | 3 25    |         |         |
| Cocoanuts, per 100             |         |         |         | 4 00    |         |         |

## SUGAR

|                                    | \$ 4 35 | \$ 4 48 | 4½ | 4¾ | 5½ | 5¾ |
|------------------------------------|---------|---------|----|----|----|----|
| Granulated (St. Lawrence, Redpath) |         |         |    |    |    |    |
| Granulated, Acadia                 | 4 35    | 4 43    |    | 4¾ |    |    |
| Pure lump, bbls. and 100-lb. bxs   | 5 45    | 5 48    | 5¾ | 6  |    |    |
| " " in 50-lb. boxes                | 5 55    | 5 58    |    |    |    |    |
| Extra Ground Ccing, bbls           | 5 05    | 5 35    |    |    |    |    |
| Powdered, bbls                     | 4 80    | 5 12½   | 5¾ | 6  |    | 6¾ |
| Phenix                             | 4 20    | 4 33    |    |    |    |    |
| Cream                              | 4 20    | 4 33    |    |    |    |    |
| Extra bright                       | 4 10    | 4 23    | 3¾ | 3¾ | 4¾ | 4¾ |
| Bright coffee                      | 4 10    | 4 13    | 3¾ | 3¾ |    |    |
| No. 3 yellow                       | 3 90    | 4 03    | 3¾ | 3¾ |    |    |
| No. 2 yellow                       | 3 80    | 3 93    |    |    |    |    |
| Trinidad                           |         | 2¾      |    |    |    |    |

## SYRUPS AND MOLASSES

|                  | Montreal, Quebec. | Toronto, Hamilton. | St. John, Halifax. | Manitoba.   |
|------------------|-------------------|--------------------|--------------------|-------------|
| Syrups           |                   |                    |                    |             |
| Dark             | 1¾                |                    |                    |             |
| Medium           | 2                 | 30                 | 32                 | 3 3½        |
| Bright           | 2¼                | 35                 | 37                 | 3¼ 3½       |
| Honey            |                   |                    | 40                 |             |
| " " 25-lb. pails | 90                |                    | 1 00               |             |
| " " 35-lb. pails | 1 20              |                    | 1 40               |             |
| Molasses         |                   |                    |                    |             |
| New Orleans      | 30                | 24                 | 45                 | 28 35 35 45 |
| Barbadoes        | 30                |                    |                    | 29 31 48 50 |
| Porto Rico       |                   | 38                 | 42                 | 32 34 40    |
| Antigua          |                   |                    |                    | 25 28       |
| St. Croix        |                   |                    |                    | 27 28       |

## CANNED MEATS

|                              | \$ 1 50 | \$ 1 40 | \$ 1 50 | \$ 1 50 | \$ 1 65 | \$ 1 75 |
|------------------------------|---------|---------|---------|---------|---------|---------|
| Comp. corn beef, 1-lb. cans  | 2 85    | 2 50    | 2 60    | 2 50    | 2 65    | 3 00    |
| " " 2-lb. cans               | 5 10    |         |         |         |         |         |
| " " 4-lb. cans               | 8 60    |         | 8 00    | 8 75    | 9 25    |         |
| " " 6-lb. cans               | 18 55   |         | 18 00   | 20 00   | 21 00   |         |
| " " 14-lb. cans              | 2 60    |         | 2 60    | 2 75    | 2 80    |         |
| Minced callops, 2-lb. can    | 3 50    | 3 20    | 3 25    | 3 00    | 3 25    | 3 00    |
| Lunch tongue, 1-lb. can      | 6 70    | 6 75    | 7 00    | 5 80    | 6 00    | 6 50    |
| English brawn, 2-lb. can     | 2 30    | 2 60    | 2 80    | 2 75    | 2 80    | 2 75    |
| Camp sausage, 1-lb. can      |         |         | 2 50    | 2 50    |         |         |
| " " 2-lb. can                |         |         | 4 00    | 4 00    |         |         |
| Soups, assorted, 1-lb. can   | 2 00    |         | 1 50    | 1 40    | 1 50    |         |
| " " 2-lb. can                | 3 00    |         | 2 20    | 2 25    | 2 30    |         |
| Soups and Bouilli, 2-lb. can | 2 00    |         | 1 80    | 1 75    | 1 80    |         |
| " " 6-lb. can                |         |         | 4 50    | 4 25    | 4 50    |         |
| Sliced smoked beef, ½'s      | 1 70    | 1 65    | 1 70    |         | 2 00    |         |
| " " 1's                      | 2 25    | 2 80    | 2 95    |         | 3 25    |         |

## COUNTRY PRODUCE

|                              | 23  | 24 | 20 | 21   | 20   | 24   |
|------------------------------|-----|----|----|------|------|------|
| Eggs, new laid               | 15½ | 16 | 14 | 16   | 18   | 15   |
| " " held or cold stored      |     |    | 15 | 15   | 19   |      |
| Poultry—chickens, dressed    |     | 10 | 40 | 65   | 25   | 50   |
| Geese, per lb.               | 6   | 7  | 6  | 7    | 50   | 70   |
| Ducks, per pair              | *8  | 9  | 50 | 80   | 40   | 60   |
| Turkeys, per lb.             |     | 11 | 10 | 12½  | 10   | 14   |
| Honey, comb, per doz         |     |    | 80 | 1 35 | 1 50 | 1 75 |
| " " light color, 60-lb. tins | 8   | 8½ | 6  | 6½   | 7    | 8    |
| " " 5 and 10-lb. tins        |     |    |    | 7    | 8    | 10   |
| " " buckwheat                | 6½  | 7  | 3  | 4    | 5    | 6    |

## FRUITS

|                                      | 4½ | 4¾ | 4¾ | 5  | 7  | 7¼   |
|--------------------------------------|----|----|----|----|----|------|
| Foreign—Currants, Provincials, bbls. |    |    |    |    |    |      |
| " " ½-bbls                           | 4¾ | 4¾ | 4¾ | 5¾ | 6¾ | 7¾   |
| " " Filigras, bbls                   | 4¾ | 4¾ | 4¾ | 5¾ | 6¾ | 7¾   |
| " " ½-bbls                           | 4¾ | 4¾ | 4¾ | 5¾ | 6¾ | 7¾   |
| " " cases                            | 4¾ | 4¾ | 4¾ | 5¾ | 6¾ | 7¾   |
| " " ½-cases                          | 4¾ | 4¾ | 4¾ | 5¾ | 6¾ | 7¾   |
| " " Patras, bbls                     |    |    |    | 6  | 7  | 7¾   |
| " " ½-bbls                           |    |    |    | 6  | 7  | 7¾   |
| " " cases                            |    |    |    | 6  | 7  | 7¾   |
| " " ½-cases                          |    |    |    | 6  | 7  | 7¾   |
| Vostizzas, cases                     | 5½ | 6½ | 6  | 7  | 8  | 7¾   |
| Dates, boxes                         | 5¾ | 6  | 5  | 5½ | 6  | 6    |
| Figs, 10-lb. boxes, per lb.          | 15 | 20 | 18 | 20 | 14 | 16   |
| " " 28-lb. boxes                     |    |    |    | 28 |    |      |
| " " Tapnets, per lb.                 |    |    | 4  | 4¼ |    |      |
| " " Naturals, per lb.                |    |    | 8  | 8½ |    |      |
| " " Naturals, boxes                  |    |    | 12 | 10 |    |      |
| Prunes, California, 40's             | 11 | 10 | 11 | 10 | 12 |      |
| " " 50's                             | 9¾ | 8½ | 9¾ | 8½ | 9  |      |
| " " 70's                             | 8  | 8  | 8½ | 8  | 8½ |      |
| " " 80's                             | 7½ | 6¾ | 7¾ | 7½ | 8  |      |
| " " 90's                             | 6½ | 6  | 6½ | 6½ | 7  | 6¾   |
| " " Bosnia, B.                       |    |    |    | 6½ |    |      |
| " " C.                               |    |    |    | 6  |    |      |
| " " D.                               |    |    |    | 6  |    |      |
| " " U.                               |    |    |    | 6½ |    |      |
| Raisins, Valencia, off stalk         | 4  | 4  | 4¼ | 5  | 6  | 1 70 |
| " " Fine off stalk                   | 4½ | 4½ | 4¾ | 5  | 5¼ |      |
| " " Selected                         | 5½ | 5  | 5½ | 6  | 7  |      |
| " " Layers                           | 5¾ | 5½ | 6¼ | 5¾ | 6  | 8    |
| " " Sultanias                        | 11 | 13 | 10 | 15 | 10 | 12   |
| " " California 3-crown               |    | 6¾ | 7  | 7¾ | 8  | 7¾   |
| " " California 4-crown               |    | 6¾ | 7  |    |    |      |







**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.

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

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Trade Winners  
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50 6 00

**THE JAPAN TEA CONTROVERSY.**

**E**DITOR CANADIAN GROCER, — We have read with much interest Mr. Bernard's and Mr. Dallas's replies to our explanation of why the imports of Japan tea may have increased in Canada, notwithstanding the fact that the consumption is decreasing. We have noticed also that neither of the gentlemen have denied the fact that there are very large quantities of Japan tea consigned to Canada which are afterwards reshipped to the United States. This is the only question at issue between us. In his letter Mr. Dallas states that we said "there were no bonded warehouses in the United States." Evidently he did not read our letter, but instead rushes into print and says rude things which are not argumentative. What we said was: "There is no system of bonded warehouses in the United States as we have in Canada"; therefore Mr. Dallas goes to the trouble of denying something that had never been asserted. There is a system of bonded warehouses in the United States, but, we repeat, not similar to that in Canada, where, practically, every merchant, wholesaler or retailer, can have a bonded warehouse in his own building. There are public bonded warehouses in the United States, but their charges are exorbitant and the American importer avoids all these by shipping his teas via Smith's Falls, which is as direct a line, by boat and rail, as there is. He then stores them there at very little expense, and has his choice of markets (Canada or the United States). The teas are then sold on sample and shipped to wherever they have been sold, whether it be in Chicago, St. Paul, Boston, New York, or any place else. If this is not a fact would Mr. Bernard or Mr. Dallas come out flat-footed, and say that the Japan firms they represent have not had teas which were consigned to Smith's Falls, shipped from there to the United States?

According to the Canadian Government's returns there were 1,695,172 lb. of tea exported from Canada to the United States between July 1, 1897, and July 1, 1898. A very small fraction of this was China green and black teas, and the balance was Japan tea. In other words, those teas were consigned to Canada and shipped to the United States when sold.

The imports of Ceylon and Indian teas into Canada and the United States during the year ending December 31, last, were 13,608,000 lb., against 11,360,000 lb. in 1897. Can any man, in the face of these figures, say that Japan or China teas are holding their own? Every grocer, every grocery clerk and every commercial traveler, knows that they are not, and every man in the business knows that Ceylon tea was scarcely

known here eight years ago; and to-day there is not a grocery without it. Query.—What has it displaced?

"SALADA" TEA CO.

TORONTO, March 1, 1899.

**BROOMS STILL ADVANCING.**

**B**ROOMS still continue to advance in price, a price list of one of the large manufacturers in Canada to hand this week showing an appreciation of 10 per cent. on previous quotations.

Broom corn, which, in November last, was selling at \$60 per ton in the United States, is now held at \$130 to \$150, an advance of about 117 to 133 per cent.

The crop is 15,000 to 20,000 tons short, and the fact that it has been cornered by Chicago and western dealers, and a few of the larger broom manufacturers, give additional strength to the market.

One of the best authorities in Illinois is credited with saying that the crop is the shortest in 20 years, and that the price will eventually touch \$200.

A meeting of The Broom Makers' Association has been called for March 7, in Chicago, and, unless a further advance takes place in brooms after this meeting, many manufacturers will have to close down, as they cannot afford to pay the price demanded for broom corn and compete with the larger manufacturers.

**COMMERCIAL POLICY BETTER THAN WAR POLICY.**

A New York paper of a recent date contains the following paragraph: "When we stop to consider that we paid only \$15,000,000 for the peaceful acquisition of the Louisiana territory, out of which we have made twelve great States—Minnesota, Iowa, North Dakota, South Dakota, Kansas, Nebraska, Missouri, Arkansas, Louisiana, Wyoming, Colorado and Montana—the sum offered for the Philippines looks amazingly large. There is every likelihood that it will cost us at least \$20,000,000 annually for the next fifty years to "civilize" the half-savage inhabitants. The policy of imperialism will cost us an enormous outlay of treasure and blood, and it will not gain anything for us that a liberal tariff and commercial policy would not secure for the country without a cent of expense."

**REDUCTION IN COTTONS.**

It is reported that The Dominion Cotton Co. put into force, on March 1, a reduction in the price of grey cottons on goods costing over 4c. per yard. Several numbers are affected by the change, which means a drop of from  $\frac{1}{4}$  to  $\frac{5}{8}$ c. per yard.

Buyers of canned fruit, will do well to communicate with H. P. Eckardt & Co.

**TRADE CHAT.**

**R.** W. Burrell & Son, general merchants, Lockton, Ont., are shipping large quantities of grain and potatoes this season.

R. M. Little, general merchant, Lisle, Ont., has commenced to handle grain and to do a merchant milling business.

Mr. William Breeze, for many years a wholesale and retail grocer and wine merchant in St. John, N.B., died recently in England.

Duck & Hutton, two gentlemen who have been connected with the grocery trade of Windsor, Ont., have opened up a grocery store in that city.

One hundred tons sulphur lately arrived for the new pulp mill at Mispic, which will begin running early in April. A second mill near St. John is about to be built.

**PERSONAL MENTION.**

Thos. N. Hopley, grocer, Barrie, Ont., is just recovering from a bad attack of la grippe.

S. L. Squire, general merchant, Waterford, Ont., spent some days in Toronto on business this week.

Mr. J. A. Stewart, general merchant, Exeter, is in Toronto this week attending the millinery openings.

Mr. Percy Eby, sample room manager of the Eby, Blain Co., Limited., Toronto, leaves the latter part of this week on a trip to Manitoba. He will be away a month or two and will combine business with pleasure.

Mr. Stephen Hustwith, representative in Manitoba and the Northwest for T. B. Greening & Co., Hamilton, who has been in Toronto for several weeks, is on his way back to his business territory. Mr. Hustwith is looking for a good business this spring.

**PICKLES FOR THE NORTHWEST.**

Mr. J. M. Cameron, representing T. A. Lytle & Co., Toronto, left last week for Manitoba and the Northwest and British Columbia. His samples are more than usually complete, he having eleven different styles of "Sterling" brand pickles to show the trade. Five of the styles are new, comprising a 34-ounce oblong bottle, a 32-ounce round, a 52-ounce oblong, an 18-ounce octagon, and a 10-ounce oblong. The firm is giving more attention than usual to its "Sterling" brand of pickles.

H. P. Eckardt & Co. still have a few barrels and half-barrels of Labrador herring to offer.

We have just received a full line of the celebrated goods put up by The F. F. Dalley Co., Limited, of Hamilton, at our warehouse, No 10 St. John Street, Montreal.

**W. J. WOODBURN & SON,**  
Selling Agents.

### COURTESY IN BUSINESS.

It is a great mistake to suppose that politeness costs nothing, says a contemporary. It seems to cost some people a tremendous effort whenever they happen to be guilty of any business courtesy. They have the idea that a bullying, insolent manner lends dignity to them and that an abrupt style of speech is what people most admire in a business man.

And yet, these very men will wonder why they don't get on better in business. In spite of the genuine bargains they offer they are surprised that people keep away from their store. They do not see that their repellent manner has anything to do with it; they would, perhaps, be astonished to learn that sensitive people—and they are numerous—would sooner pay more money where they are courteously treated than be bullied or frowned upon at a genuine bargain counter.

An affable manner is a good advertisement in itself—a gruff and surly demeanor is a permanently bad one. Have not business men common sense enough to see this? If they are at all observant they can find plenty of evidences of it daily. Bad temper and a frowning face should have no place at all in a business house. Their only effect is to keep on killing trade.

However much at fault, it is not wise to reprimand an employe sharply in front of customers. Whatever the offense, curb your temper, at least until customers are out of sight and hearing. One can be firm and even severe without a display of temper. Frequently the customer would feel such an outburst as keenly as the employe who called it forth.

Sauve, polite manners in the proprietors, managers and salespeople are in themselves great attractions to a store or place of business. It becomes a positive pleasure to trade where you are sure of kind and courteous treatment. And, on the other hand, one is apt to dread going into a store where harsh tones, bickerings and fault-finders are the rule.

It is impossible to succeed in business nowadays unless you show a polite bearing toward those from whom you expect custom, and a well-managed house will see to it that all help are carefully trained in the one important point of good manners. Soft words and smiling faces bring back as many customers as low prices and attractive newspaper advertising, and the sooner merchants recognize this fact the better will it be for their business.

### DECLINE IN INTEREST RATES.

As has been remarked in these columns before, says Bradstreets, the New York City Merchants' Association is strenuously objecting to the passage of a bill now pending at Albany which proposes reducing the rate of interest on loans in New York State from 6 to 5 per cent. The association has issued considerable literature defining the reasons for its opposition to the passage of the bill, its latest production being an interesting pamphlet containing information bearing on the amount of money on loan in New York and the number and character of borrowers and lenders. It is pointed out by the pamphlet in question, which is compiled in part from the census of 1890, as will be recognized, that there are 422,658 lot owners in New York State who have borrowed \$1,400,000,000 on bond and mortgage, 156,814 farm owners who have borrowed \$220,000,000 and 80,000 business firms whose loans aggregate \$320,000,000. The total interest paid in a year is about \$107,000,000. The average farm loan is \$1,403, and the average business and lot loan is \$3,440. The lenders include 1,736,968 savings bank depositors and an unstated number of life insurance policy holders and widows' and orphans' trust funds. These three classes of lenders have \$1,500,000,000 out in loans. The loans of the banks of discount and deposit amount to \$400,000,000. Trust funds and savings banks earn from three to four per cent. on their loans. The earnings of banks of discount and deposit have declined from 8.65

per cent. in 1890 to 4.99 per cent. in 1897. The average rate of interest on farm loans in 1890 was 5.66 per cent. and on lot loans 5.38 per cent., the present rate on mortgage security being 4½ to 5 per cent. This reduction is due to the fact that since 1890 savings bank deposits have increased about 30 per cent., trust company funds have increased about 20 per cent., life insurance funds have swelled greatly and the total capital seeking secured loans has about doubled. Competition among lenders for sale loans has caused the interest rate to decline. On the other hand, the interest rate on ordinary mercantile loans has not declined because of the greater risk.

### PLUCKING CEYLON TEA.

A letter in the Times of Ceylon of January 19, reads: "There seems to be no room for doubt that better teas were made in 1898 than in 1897, finer and more careful plucking being the rule. Has this paid? Do we get a corresponding increase in value for enhanced quality? I think not. Therefore why advocate better quality? Why cast pearls before those who pay only the price of pebbles for them! A lessened quantity and fair quality should now be the cry, rather than better quality. Let us save our bacon by keeping our pearls."

### ORANGES FROM JAPAN.

A feature of the orange trade last week is the receipt of several carloads of oranges from Japan, which arrived by way of San Francisco and Seattle. These oranges are of the tangerine variety, packed in small boxes, of about 25 lb. net, and generally came in good condition. The fruit was of handsome appearance, high color and sweet. It brought \$1.30 a box, a fairly satisfactory price, remembering that the fruit reached here too late for the holiday demand, something which will be remedied next season.—Grocery World.

Five hundred thousand pounds of tea were destroyed in a fire at Melbourne, Australia, on Friday last.

**BAKING POWDER MERIT.**

It is a puzzle to many manufacturers who put baking powder on the market to know why they cannot compete successfully with the big producers of the best known established brands, says Spice Mill. There are to-day practically no secrets about good commercial formulas for any style of baking powder; and yet a few leading brands are sold in enormous quantities at big prices, in spite of abundant offerings of cheaper powders which contain just as good materials. It can hardly be claimed that advertising alone is sufficient to account for this. Talk does a great deal in selling goods, but it is permanently effective only when it goes with merit. And we do not think the leading baking powders could hold their own as they do if more of the cheaper, honest powders were really "just as good."

The trouble is that most of the small manufacturers think that all there is to the baking powder problem is to adopt a correct formula and purchase pure materials. These are certainly essentials, but they are of no avail unless accompanied by methods of manufacture which insure a perfectly uniform product, no matter in how small a package it may be shipped. This matter of absolute uniformity is of great importance in all sorts of package goods which carry with them always the name of the producer and his reputation. But when the article is a mixed compound, like a baking powder, it can readily be seen that uniformity in its production is a consideration that outweighs all else.

The entire value of the package of baking powder—it may be but a quarter-pound—depends upon the correct proportion of ingredients which it contains. If this proportion varies, the work of the powder is uneven, and the brand is condemned. Poor materials, uniformly mixed, may make a good baking powder reputation, for the work of such a compound may be depended on. But the finest ingredients obtainable, put into packages with any uncertainty about the proportion in each package, can never bring any lasting, growing success.

**CREDIT—A GOOD SERVANT.**

It is a pleasant thing to give credit to a deserving person whom one is certain will meet the obligation if he is able, says Merchants' Review. It is also pleasant to be given credit when one is short of ready cash and needs the accommodation. Thus credit in itself may be declared a good thing, yet nevertheless there are many people who hate the very sound of the word. They have been induced at some time both to give and to accept too much of the good thing,

and their experiences have been such that they will never forget them.

Truly one of the best friends of the retailer is the stern, systematic and impassive credit clerk who refuses to exceed certain limits in the granting of credit, for the easy-going credit man lures the retailer into accepting too long credit and also into giving it.

No doubt the wholesalers are responsible for many of the losses due to the credit system, simply through the bad example they set their customers. The latter, finding that they can get plenty of time themselves, are too ready to give it to others, and soon march on to their ruin.

**PROTECTING AN OYSTER BED 250 YEARS AGO.**

Here is a curious reply to a petition presented to the Committee of the British Admiralty in 1646, asking for the preservation of a natural oyster bed:

"Major Boys.—A petition hath been presented to this committee in the name and under the hands of divers the fishermen and inhabitants of Folkstone, in the county of Kent, showing that they have lately discovered a shelf of oysters against that town, near unto the low water mark, which, if preserved, will not only satisfy their charge of discovery, but also be a great relief to their own poor, and to their neighbors of Hythe. They further set forth that divers great boats do frequently come from Essex, Rochester, Milford and other places, to fish there with intent to destroy the said shelf, which they say will be effected unless suddenly prevented. We thought fit, therefore, to recommend especially to your care that all fit means be used for the purpose of preserving the said shelf from destruction and spoil, and that in order thereunto it be so regulated that it may be continued of use for the public good, and not subjected to ruin for advancing of particular interests. And if you shall hereafter find that any boats are sent thither with intent to destroy the same, as is alleged, we would have you take notice of the persons offending therein, and return their names to this committee, that order may be taken for their punishment, and for restraining the like proceeding in time to come, we consider it very equitable, that as the petitioners have been instrumental in the discovery thereof, so they and their neighbors should be continued in a capacity of receiving some special advantage thereby. So commending you to God, we rest—Your loving friends, Warwick, Nath, Fiennes, Henry Marlen, and Henry Mildmay.

"From the Committee of Lords and Commons for the Admiralty and Cinque Ports, sitting at Westminster this 7th of October, 1647. Subscribed to our very loving friend, Major John Boys, Lieutenant of Dover Castle."

**LATE MR. JOS. HUDON.**

Mr. Joseph Hudon, junior, of Hudon, Hebert & Company, wholesale grocers and wine importers, Montreal, residing at 115 Champ de Mars street, was found dead in his office by Watchman Moussette, at four o'clock Monday morning.

Mr. Hudon was apparently in the best of health and had not yet attained his twenty-ninth year. He was inclined to corpulency, and the medical authorities called, found that death was caused by fatty degeneration of the heart.

The deceased gentleman attended service Sunday morning at a quarter to seven o'clock, in the Notre Dame des Anges church, near the corner of Chenneville and Lagauchetiere streets. It was a meeting for men only and Mr. Hudon directed the singing as usual. He came home to 115 Champ de Mars street, and ate a hearty dinner, discussing at the same time the morning's service of song. The family thought him in the best of health.

The last time they saw him alive was at half-past five o'clock, when he left his home to go down to the business premises to have the fires attended to. This was his custom every Sunday afternoon.

When last seen alive, he was sitting at his desk with his hands spread out in front of him. At four o'clock this morning the firm's watchman noticed a light burning in the office. Soon afterwards he noticed Mr. Hudon's overcoat hanging up. This gave him the impression that Mr. Hudon was in the building. Repeated calls secured no response and finally the watchman entered the office and found his employer stretched dead upon the floor. His position seemed to show that while writing death had come to him and he had just fallen back sideways from his chair to the floor. The body was quite cold when found by the watchman. Dr. Cormier was called, but there was no need of his services.

The family of the deceased think that Mr. Hudon died between half-past six and eight o'clock on Sunday evening. He was left alive at his desk about six o'clock and he had an engagement to sing at about a quarter to nine o'clock in St. Louis de France church on Roy street, near Laval avenue. It is presumed that death overtook him before it was time to keep this engagement. His watch had stopped at half-past ten o'clock.

Mr. Hudon was a former student at the St. Laurent College, and intended at one time studying for the priesthood. He possessed a good baritone voice and was also an accomplished instrumentalist. He will be much missed by the trade and a large social and musical circle.



## RETAILERS . . .

**YOU can save from \$2.25 upwards by buying Eddy's Matches in 5-case lots and get Free Delivery in the Provinces of Quebec and Ontario, east of Sudbury. Give your orders to the Wholesale Grocery Travellers.**



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

E. H. Crandell, grocer, etc., Brampton, Ont., has assigned.

L. N. Nye, cigar dealer etc., Ottawa, has assigned to Alfred Ardley.

Casey & Co., grocers, Seaforth, Ont., have assigned to Wm. Pickard.

O. E. Larose & Co., grocers and liquor dealers, Quebec, have assigned.

M. S. Taylor & Co., general merchants, Mansonville, Que., have assigned.

E. Crete, general merchant, Grand Piles, Que., is offering 25c. on the dollar.

J. P. Anderson, general merchant, Elm-vale, Ont., has assigned to John McEachren.

J. A. Poulin, general merchant, St. George, East, Que., is offering 25c. on the dollar.

Telesphore Roux, general merchant, Plessisville, Que., is offering 40c. on the dollar.

Isaac G. Hutchinson, general merchant, Brighton, N. S., is offering 25c. on the dollar.

Hughes & Crawford, merchants, Niagara, B. C., have assigned to Chas. F. Gallion.

Octave Beaudet, dry goods dealers and grocer, St. Pierre Les Bequets, Que., has assigned.

P. F. James, general merchant, Spaniard's Bay, Nfld., has applied for declaration of insolvency.

McKenzie, Petch & Co., grocers, etc., Watford, Ont., have assigned to Wm. C. Armstrong.

J. H. Brodeur, general merchant, Varennes, Que., has compromised at 25c. on the dollar, cash.

J. A. Woodward, general merchant, St. Williams, Ont., has assigned to C. B. Armstrong, London.

Assignment has been demanded of John Bowles, grocer, Windsor Mills, Que. A meeting of the creditors will be held on the 6th, inst.

John W. Lamb, grocer, Teeswater, Ont., has assigned to John Farquharson, Teeswater, and a meeting of his creditors will be held on the 3rd inst.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Villette & Co., general merchants, South Durham, Que., have dissolved.

C. L. Ford, grocer, Winnipeg, has admitted Chas. K. Stewart, under the style of Ford & Stewart.

Taylor, Smith & Co., grocers, Nanaimo, B. C., have dissolved, E. E. Taylor continuing under the old style.

Joseph A. Decelles and Joseph H. Cordreau, have registered partnership as general merchants in Farnham, Que.

Ernest Burnham and A. H. Houldsworth

have formed a partnership to succeed Ed. Burnham & Son, flour dealers, Digby, N.S.

Hopkins & Pack, general merchants, Hartney, Man., have dissolved, E. W. Pack purchasing the interest of W. Hopkins.

Simon Phaneuf and Louis A. Bourdon have registered as partners under the style of Phaneuf & Bourdon, general merchants, Farnham, Que.

R. E. Nelson and Ira Drysdale have registered co-partnership under the style of R. E. Nelson & Co., general merchants, Wallace, N. S.

**SALES MADE AND PENDING.**

Daniel Cosgriff, fruit and tobacco dealer, Kaslo, B. C., has sold his tobacco business to T. Poque.

H. G. Moore, fruit and tobacco dealer, Vancouver, B. C., has sold his stock of tobacco to S. Fader.

The assets of Valiquette & Larivee, general merchants, St. Adele, Que., are to be sold on the 8th inst.

The stock of J. & W. Johnston, general merchants, Orangeville, Ont., is advertised for sale on the 8th inst.

Geo. E. Corbitt, wholesale and retail grocer, etc., Annapolis, N. S., is advertising his business for sale.

W. J. Spettigue & Co., manufacturers of condensed milk, Norwich, Ont., are advertising their plant for sale.

The stock of R. J. Stewart, general merchant, Souris, Man., has been sold to Burley Crawford at 62 $\frac{3}{4}$ c. on the dollar.

The stock of Hallonquist & Co., general merchants, Napinka, Man., has been sold to A. B. Graham, Rat Portage, Ont., at 45c. on the dollar, cash.

**CHANGES.**

A. J. Rogers, grocer, etc., Watford, Ont., has sold out to N. B. Howden.

John Shortreed, fruit dealer, etc., Vancouver, is retiring from business.

Empey Bros., grocers, Rossland, B. C., are opening a branch at Greenwood.

G. W. Ray, general merchant, Newdale, Man., is reported as giving up business.

W. H. Otto, general merchant, Sebringville, Ont., has been succeeded by Solder Bros.

W. W. Melburn, general merchant, Moira, Ont., has been succeeded by Willis Huggins.

Gaine & Roy, general merchants, Fernie and Cascade City, B. C., are discontinuing at Fernie.

T. M. Kirkwood, wholesale and retail grocer, Sudbury, Ont., has been succeeded by Robt. Kirkwood.

G. I. Letteney & Bro., general merchants, Digby, N. S., have been succeeded by F. M. Letteney & Co.

Gould & Elliot, general merchants, Pier-

son, Man., have sold out their coal and wood business to E. Campbell.

Alona Langlois, daughter of Octave Langlois, has registered as proprietress of G. Langlois & Co., general merchants, Que.

Solomon Darbyson, grocer, North Sydney, N. S., has registered consent for his wife, Matilda Darbyson, to do business in her own name.

The Hunter, Kendrick Co., general merchants, Grand Forks, B. C., are seeking incorporation, and are opening a branch at Greenwood, B. C.

**FIRES.**

R. Diprose & Co., grocers, Toronto, have suffered some damage by fire.

Sampson, McCuaig & Co., wholesale tea merchants, Toronto, have suffered slight damage by fire.

**DEATHS.**

Donald McLeod, grocer, Ottawa, is dead.

Wm. Morrison, grocer, St. John, N. B., is dead.

Wm. H. McDonald, of Dunlop Bros. & Co., general merchants, Amherst, N. S., is dead.

**CANNED SALMON IN LIVERPOOL.**

THERE is some indefiniteness about the spot stocks of salmon, which were supposed by some to be unusually heavy on the 31st December, but the January figures, in comparison with those of the preceding year, will reveal a different state of affairs; for in January, 1898, there was the heavy arrival of upwards of 100,000 cases by the Tekon while in the same month of this year the arrivals have been only a few thousands, and shipments are admitted on all hands to be nearly 400,000 cases short of last year. The deficiency is chiefly in Fraser River packs, and holders of this kind are firm at considerably above to-day's spot value, especially for talls, and this is bringing the choice packs of Alaska into greater notice, with the result that holders of these grades are asking and obtaining a further advance in price. The bulk of the Alaska pack of red fish may be described in an ordinary season as "good useful," the only drawback being a slight irregularity in packing, but there are several canneries in Alaska that ship salmon equal in style of packing to anything from any of the other fishing centres, and it will pay buyers in this season to find out under which brands their goods are put on the market.—Produce Markets' Review.

The Consolidated Tobacco Co., of Cuba, is said to have secured control of 70 per cent. of the output of Havana tobacco. It has secured options on 23 factories and plants, with the tobacco farms belonging to them. These factories include all the important ones in Cuba, except six already held by an English company.

# TOBACCO.....

**IF YOU WISH TO  
MAKE MONEY**

invest in Tobaccos  
manufactured by

**Empire Tobacco Co.**  
Limited

**THEY** cost less and bring  
**LARGER RE-  
TURNS** than any  
other tobacco.

**THEY** SELL ALL DAY  
EVERY DAY.

Something Good }  
Royal Oak ... } **Smoking**

Free Trade ... }  
Currency ..... } **Chewing**

**EMPIRE  
TOBACCO  
CO., Limited**

**Granby, Que.**

See Prices Current.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with **THE CANADIAN GROCER**, Toronto or Montreal.

The \_\_\_\_\_  
**DETECTIVE AND CONFIDENTIAL  
AGENCY.**

Room 12, Janes Building,  
**75 Yonge Street - - TORONTO**

Investigate all matters in secrecy—Burglary, Robberies,  
Fires, Embezzlements; Lost Friends Located; Legal and  
Private Reports; Movements of Employes or Friends.

White,  
Mountain Spruce

# Butter TUBS

We are now booking orders for  
May delivery, and will be pleased  
to quote you prices.

**WALTER WOODS & CO.,**  
HAMILTON

## We want you for a Customer

and as an inducement offer you

**HAZARD'S** English Worcester Sauce  
**BAYLE'S** Pickles  
**BAYLE'S** Devilled Cheese  
**ANTOINE SOLARE'S** Eleme Figs

1-lb. Boxes.

All unrivalled in their class.

THE  
**Foreign Cheese and  
Importing Co.**

9 St. Peter St., Montreal

**WESTERN** Incorporated  
1851.  
**ASSURANCE COMPANY**

**Fire and Marine**

Capital, subscribed \$2,000,000.00  
Capital - - - 1,000,000.00  
Assets, over - - 2,320,000.00  
Annual Income - 2,300,000.00

Head Office: TORONTO, ONT.

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

# MONSOON

When a customer makes a purchase of Monsoon Indo-Ceylon Tea, you can always feel satisfied that she will continue buying her tea from your store, because she has bought the best tea it is possible to sell her for the money. One reason of this is, that there is no middleman's profits, no brokerage commission, etc.

It is direct from the growers to the retailers.  
Guaranteed to please, or your money back.

**THE MONSOON TEA CO.,**  
Toronto and Montreal.

# MONSOON

INDO-CEYLON TEA.

# Enameline

## The Modern STOVE POLISH



CAKE.



PASTE.



LIQUID.

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

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

### A BUCKWHEAT AND SYRUP DISPLAY.

I'm going to talk this week about an idea either for use in a window or inside the store, says a writer in Grocery World. It is as old as the hills, yet I can't recollect that I ever saw any small grocer using it. The idea is intended to advertise buckwheat flour and maple syrup—either one or both—and in a nutshell is simply baking little cakes in your window, dropping a few drops of maple syrup on them and giving them away. I don't want to brag, but I'll bet I could get up such a boom in buckwheat and syrup in almost every grocer's store, especially in the country, that would tickle him to death.

Before I begin I want to say that this buckwheat demonstration should be advertised very freely. I should have little dodgers, say 4x6 inches, printed in red ink: "Free hot buckwheat cakes and maple syrup at—." Given away to advertise the buckwheat and the syrup." The newspapers may well be used to advertise the display also.

It is a great deal better to devote your window to this demonstration, and you need not have a large one, either. If your window is too small and it becomes necessary to have it inside, take everything out of the window and open the back, placing the cake baker right by the window inside so that he or she can be seen from the outside. Then clean the window out and fill it with neatly arranged piles of buckwheat and bottles or cans of syrup.

By all means, however, let the demonstrator get in the window if you can. Any clean-looking girl can act as demonstrator,

as there is no science in baking buckwheat cakes. Even the smallest gas stove will serve to bake cakes on.

A sign should be placed on the front of the window reading something like this:

#### EAT A CAKE WITH US.

Please step inside and try a cake made of our ——— Buckwheat, and flavored with our delicious ——— Maple Syrup.

Buckwheat, per package, 10c.  
Maple Syrup per bottle, 15c.

Some of the leading package buckwheat manufacturers have attractive signs and placards. If you can get these, make a frame of them around the outer edge of your window.

Anybody who sees the crowds of women round the booths at the food shows and country fairs will no longer doubt the popularity of such demonstrations, and for buckwheat there seems to be an especial popularity for some reason. The cakes should be small and each one served on a small square of paper, with just a drop or two of maple syrup.

Make this display carefully and thoroughly and see where your sales of buckwheat and syrup will go to.

### OYSTERS IN BRITISH COLUMBIA.

In 1896 an attempt was made to transplant oysters from their home on the Atlantic Coast in the coast waters of the Pacific. Eight barrels were shipped across the continent, and arrived in splendid condition. A despatch from Vancouver says that a couple of extensive beds of fine, large oysters have been discovered in Burrard Inlet, about nine miles from Vancouver. These are the first results of the attempt to introduce them to the waters of the Pacific.

### OBJECTIONABLE TEA SCHEMES.

The city grocers are puzzled over the recently-launched scheme of an out-of-town tea merchant. One of the letters contained in the name of the tea is supposed to be enclosed in each package. To anyone holding all the letters of the name, a prize will be given. The point has been raised whether this scheme is a breach of the criminal code, which prohibits the "in any way disposing of any property by lots, cards, tickets or any mode of chance whatsoever." If the disposal of these prizes rests upon "a mode of chance," then the scheme is illegal. There is no certainty that a purchaser can ever succeed in getting all the letters of the name. No skill in selecting packages will help him. He might buy 1,000 packages and get but two letters of the name. Then, again, he might buy 12 and get all the letters. It is all chance.—Canadian, Parry Sound.

### STRONG POSITION OF CANNED SALMON.

The position of canned salmon is a strong one, according to advices from the Pacific Coast.

There is very little sockeye salmon held on the Coast, and the little that is held is quoted at \$5 f.o.b. or equal to \$5.60 delivered.

Of cohoes there is said to be only about 7,000 cases held, and the f. o. b. figure for these is \$3.95 to \$4.00, or equal to \$4.50 delivered in carload lots.

The canners in British Columbia are uncertain as to what their future operations will be, the Dominion Government having failed to rescind the obnoxious new regulations which they claim will compel them to close down their factories.



Good in Any  
Climate  
Wherever  
There Are Flies.

# TANGLEFOOT

SEALED  
STICKY  
FLY  
PAPER.

Ask  
Your  
Jobber.



**BORAX  
SALTPETRE  
SAL SODA  
BI-CARB. SODA**

Wholesale Quantities Only.

**E. FIELDING,**  
34 Yonge St., TORONTO

The Bugle  
Brand



**OLD SCOTCH  
WHISKY**

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

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

THE MOST NUTRITIOUS COCOA.

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

In labelled Tins.  
14 lb. Boxes.

SPECIAL AGENTS

For the entire Dominion, **C. E. COLSON & SON,**  
Montreal. In Nova Scotia, **E. D. Adams,** Halifax.  
In Manitoba, **Buchanan & Gordon,** Winnipeg.

**WINDOW SCREENS  
AND DOORS . .**

Plain or Fancy

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

**Boeckh Bros. & Company**

Selling Agents, Toronto, Ont.

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

**Royal  
Snaps**

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

**THE HOME CAKE CO.**  
GUELPH, 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.**

Room 100, Board of Trade, TORONTO

Agents for HEINRICH FRANCK SOHNE & CO.

German Chicory, Coffee, Extracts and Essences

LUDWIGSBURG, GERMANY FLUSHING, N.Y.

**COWAN'S**

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

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

**HORSE HAIR.**

Have you any? We buy it.

**GEO. ROSSITER & SONS**

10-14 Pape Avenue

TORONTO

**In Baking Powder**

THREE STANDARDS ARE:

**WHITE SWAN**

1-lb. Tin, 25c.

**ROYAL CANADIAN**

1-lb. Tin, 15c.

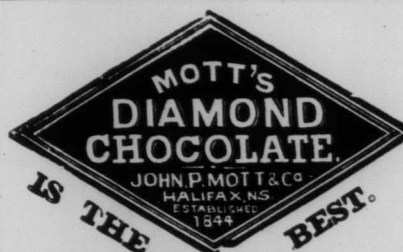
**QUEEN'S FAVORITE**

1-lb. Tin, 10c.

Supplied through the trade.

**SMITH & SCOTT, Mfrs.**

TORONTO



IS THE  
**ASK FOR  
MOTT'S**

**"The Grocery Man's Burden"**

is very much lightened by handling

**SILVERINE**

We guarantee the quality. It pays a good profit.

Your customers are satisfied. It is attractive and convenient.

**SILVERINE MFG. CO.,**

**MONTREAL.**

**SLEE, SLEE & CO., Limited**

Tower Bridge Works,

London, Eng.

Makers of Pure Malt, Wine and Concentrated Vinegars.  
In Bottles and Casks.

Prices and samples on application to

**CLARK, RAE & CO.,**

49 King Street West,

**TORONTO, ONT.**



**COW BRAND GRANULATED  
SAL SODA . . .**

A new grade of Sal Soda, granulated, each  
lump in size like marbles. Very convenient to  
put up for retailing. Quality superior to the  
ordinary. In boxes of 60-lbs. each.

All wholesale merchants handle it. Your  
customers will appreciate it.

**JOHN DWIGHT & CO.**

**MONTREAL.**

**TORONTO.**

**Crosse & Blackwell, Limited**  
**SOHO SWEET PICKLES.**

IN HALF-PINT AND PINT LEVER BOTTLES.

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

**MONTREAL**

The wise

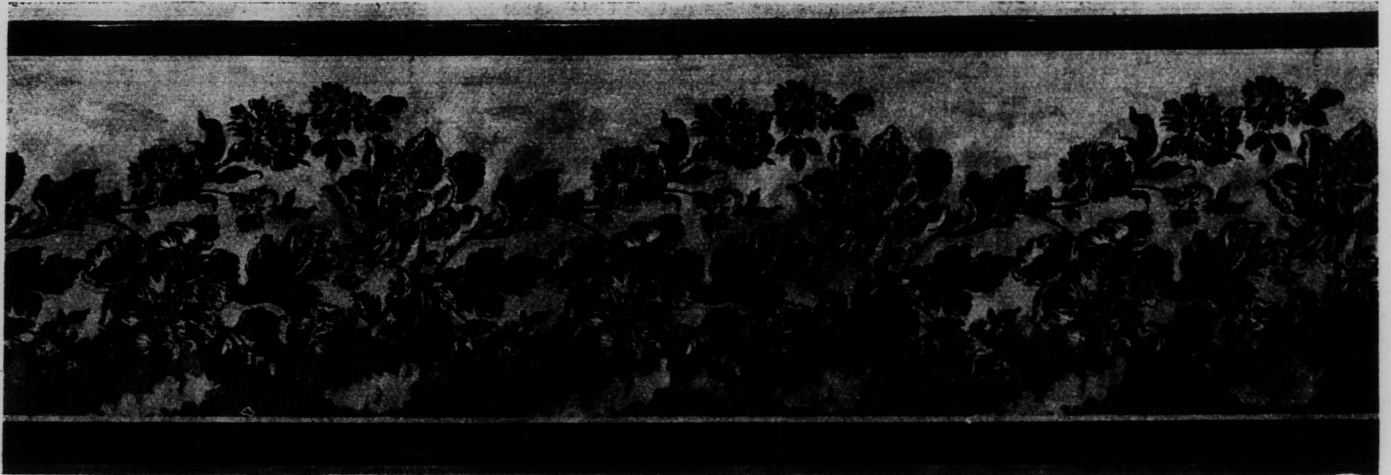
**Sell**



**Rose & Laflamme** Selling Agents **Montreal**

**Colin McArthur & Co., Montreal, Que.**

MANUFACTURERS OF ARTISTIC WALL PAPERS.



This cut represents one of our popular

\*\*\* **High Grade Friezes** \*\*\*

But it is not by any means our best one.

The Season in which our goods are in such great demand is now almost upon us. If you have not already placed your order, **A POST CARD IS SUFFICIENT** to bring a nice selection of patterns right to your post office.

OFFICE, 1030 NOTRE DAME STREET.

FACTORY, 11-21 VOLTIGEURS STREET.



A word on

# Laundry Blue

Your customers want a well-known article, a fair priced article, an article that will cause no grumbling below stairs.

.... When you sell them ....

# KEEN'S Oxford Blue

everyone is satisfied, and every customer is retained.

## Current Market Quotations for Proprietary Articles

Mar. 2, 1899.  
Quotations for proprietary articles, brands etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

| PURE GOLD.                                     |                 |
|--|-----------------|
| 3 oz. cans, 4 and 6 doz. in case               | 95              |
| 4 oz. cans, 4 and 6 doz. in case               | 1 40            |
| 6 oz. cans, 2 and 4 doz. in case               | 1 80            |
| 8 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            |
| 1 lb. cans, 1 doz. in case                     | 14 40           |
| 3 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 "                                    | 70              |
| " 12, in 6 "                                   | 80              |
| " 3, in 4 "                                    | 45              |
| Round tins, 3 doz. in case                     | 3 00            |
| oz. tins, 3 "                                  | 2 40            |
| oz. tins, 4 "                                  | 1 10            |
| lb. tins, 1/2 "                                | 14 00           |
| Diamond—                                       |                 |
| W. H. GILLARD & CO                             |                 |
| 1 lb. tins, 2 doz. in case                     | per doz. 2 00   |
| 1 lb. tins, 3 "                                | 1 25            |
| 1 lb. tins, 4 "                                | 0 75            |
| THE F. F. DALLEY CO.                           |                 |
| English Cream, 1/4 lb. tins, 4 to 6 doz. cases | per doz. \$0 75 |
| English Cream, 1/2 lb. tins, 4 to 6 doz. cases | 1 5             |
| 1 lb. tins, 2 to 4 doz. cases                  | 2 00            |
| Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases | 0 55            |

| 1/2 lb. tins, 4 to 6 doz. cases   | 0 80           |
|-----------------------------------|----------------|
| 1 lb. tins, 2 to 4 doz. cases     | 1 15           |
| English Cream, glass tumblers     | 0 75           |
| 1/2 lb. jellies                   | 1 25           |
| 1 1/2 lb. jellies                 | 2 25           |
| 1 1/2 lb. Crown sealers           | 2 25           |
| JERREY CREAM BAKING POWDR.        |                |
| 1/2 size, 5 doz. in case          | 40             |
| " 4 " " "                         | 45             |
| " 3 " " "                         | 1 25           |
| " 2 " " "                         | 2 25           |
| SNOW DRIFT BAKING POWDER.         |                |
| 1/4 lb. tins, 4 doz. in case      | per doz. \$ 75 |
| 1/2 " " 3 " " "                   | 1 20           |
| 1 " " 2 " " "                     | 2 00           |
| 3 " " 1 " " "                     | 6 50           |
| 5 " " 1/2 " " "                   | 10 00          |
| 10 lb. boxes                      | per lb. 16     |
| 35 lb. pails                      | 16             |
| WHITE SWAN BAKING POWDER.         |                |
| 1/4 lb. tins, 3 doz. in case      | per doz. 0 80  |
| " 4 " " "                         | 1 20           |
| " 3 " " "                         | 2 00           |
| " 5 " " "                         | 9 00           |
| CANADA MFG. CO.                   |                |
| Queen Baking Powder, 1/2-lb. tins | 1 20           |
| 1-lb. tins                        | 2 15           |

| BLACKING.                                 |        |
|---|--------|
| P. G. FRENCH BLACKING                     |        |
| per gross                                 |        |
| No. 4, 1/4 gra. bxs.                      | \$4 00 |
| " 6, 1/4 " "                              | 4 50   |
| " 8, 1/4 " "                              | 7 25   |
| " 10, 1/4 " "                             | 8 25   |
| " 10, Jet Enamel.                         | 8 25   |
| THE F. F. DALLEY CO.                      |        |
| English Army Blacking, 1/4 gross cases    | \$9 00 |
| No. 2 Spanish " "                         | 3 60   |
| No. 3 " " "                               | 4 50   |
| per doz.                                  |        |
| No. 5 Spanish Blacking, 1/4 gross cases   | 7 20   |
| No. 10 " " "                              | 9 00   |
| Vincan 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   |

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

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

S.

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LK

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ed you

**Benson's Enamel Starch**  
 A perfect cold water starch for Shirt Bosoms,  
 Collars and Cuffs and wherever a specially  
 stiff finish or gloss is required.  
**THE EDWARDSBURG STARCH CO., Limited**  
 CARDINAL, ONT.



Tiger Stove Polish, 1/2 gross boxes, large, per gross, \$7.20; small, per gross, \$4.50.  
 Stovepipe Varnish, 4 oz. bottles, 1 00  
 6 oz. bottles, 1 75  
 Boston Brunswick Black, 8 oz. bot's, 1 75



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

**CORN BROOMS**  
 BOECKH BROS & COMPANY.

|                              |      |
|------------------------------|------|
| Bamboo Handles, A, 4 strings | 3 60 |
| " " B, 4 strings             | 3 40 |
| " " C, 3 strings             | 3 20 |
| " " D, 3 strings             | 3 00 |
| " " F, 3 strings             | 2 75 |
| " " G, 3 strings             | 2 40 |
| " " I, 3 strings             | 1 90 |

**CHEWING GUM.**  
 ADAMS & SONS CO. per

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

**CHOCOLATES & COCOAS.**

|  |          |         |
|--|----------|---------|
| Cocoa—                                   | EPPS'S.  | per lb. |
| Case of 14 lbs. each                     | 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 1/2 |         |
| Nibs, 11-lb. tins                        | 0 35     |         |
| TODHUNTER, MITCHELL & CO.'S.             |          |         |
| Chocolate—                               | per lb.  |         |
| French, 1/4's-6 and 12 lbs.              | 0 30     |         |

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

Cocoa—

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

FRY'S.

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

Cocoa—

|                                    |      |
|------------------------------------|------|
| Concentrated, 1/4's, 1 doz. in box | 2 40 |
| " " " " " "                        | 4 50 |
| " " " " " "                        | 8 25 |
| Homeopathic, 1/4's, 14 lb. boxes   | 0 18 |
| " " " " " "                        | 0 15 |

JOHN P. MOTT & CO.'S.  
 R. S. McIndoe, Agent, Toronto.

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

COWAN COCOA AND CHOCOLATE CO.

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

**COCOANUT.**

CANADIAN COCOANUT CO.

|                                      |          |
|--------------------------------------|----------|
| White Moss Brand—                    |          |
| 1/2 lb. packages, 15 or 30 lb. cases | 0 27     |
| 1/4 & 1/2 lb. " " " "                | 0 27 1/2 |
| " " " " " "                          | 0 28     |
| " " " " " "                          | 0 29     |
| " " " " " "                          | 0 29     |
| " " " " " "                          | 0 30     |
| Bulk—                                |          |
| White Moss, 10, 15 or 20 lb.         | 0 18     |
| Feather Strip, " " " "               | 0 20     |
| Ribbon, " " " "                      | 0 18     |
| Special Shred, " " " "               | 0 16     |
| Macaroon, " " " "                    | 0 16     |
| Crown Desic'd, 12, 20-25 " "         | 0 16     |
| Special, " " " "                     | 0 15     |

STANDARD COCOANUT MILLS.

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

**CHEESE.**



MacLaren's Imperial—

|                                |         |        |
|--------------------------------|---------|--------|
| Large size jars                | Per doz | \$8 25 |
| Medium size jars               | 4 50    |        |
| Small size jars                | 2 40    |        |
| Individual size jars           | 1 00    |        |
| Imperial Cheese Silver Holder— |         |        |
| Large size                     | 18 60   |        |
| Medium size                    | 15 00   |        |
| Small size                     | 12 00   |        |

**RECKITT'S Blue and Black Lead**

**ALWAYS GIVE YOUR CUSTOMERS SATISFACTION**

# DUNN'S PURE MUSTARDS

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

# CADBURY'S

NO  
CHEMICALS  
USED.

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

# COCOA

ABSOLUTELY PURE, THEREFORE BEST.

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

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

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

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

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

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

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

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

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

## THE COMPUTING SCALE CO.

Dayton, Ohio.

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

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



0. 0.27  
0.27 1/2  
0.28  
0.29  
0.29  
0.30  
Brls  
0.18  
0.20  
0.18  
0.16  
0.16  
0.16  
0.15  
LLS.  
18 21  
17 20  
15 18  
15 17  
14 16  
16 18  
29  
28  
Per lb.  
\$8 25  
4 50  
2 40  
1 00  
18 60  
15 00  
12 00

R  
FACTIO

**COFFEE.**  
**JAMES TURNER & CO.** per lb  
 Mecca ..... 0 32  
 Damascus ..... 0 28  
 Cairo ..... 0 20  
 Sirdar ..... 0 17  
 Old Dutch Rio ..... 0 12 1/2

**TODHUNTER, MITCHELL & CO.'S**  
 Excelsior Blend ..... 0 32  
 Bourbon " ..... 0 30  
 Jersey " ..... 0 28  
 Laguaya " ..... 0 24  
 Rajah " ..... 0 20  
 Maracaibo ..... 0 18  
 Santos ..... 0 15  
 Rio, choice ..... 0 12

**CLOTHES PINS.**  
**BOECKH BROS. & CO.**  
 Clothes Pins (full count), 5 gross in case, per case ..... 0 65  
 4 doz. packages (12 to a case) ..... 0 75  
 6 doz. packages (12 to a case) ..... 1 00

**EXTRACTS.** per do  
 Dalley's Pure Fruit Extracts, 2 1/2 oz. bottles, all flavors ..... \$2 00  
 Dalley's Tropical Extracts, 2 oz. bottles all flavors ..... 0 75  
 Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors ..... 1 25

**Crown Brand (Greig Mfg. Co.)—**  
 1 oz. Bottle, per doz. ..... 0 90  
 2 1/2 " " " " ..... 1 50  
 4 " " " " ..... 2 00  
 8 " " " " ..... 3 00  
 1 oz. Bottle ..... 6 00  
 4 " Glass Stop'r ..... 4 00  
 8 " " " ..... 6 00

**P. G. FLAVORING EXTRACTS**  
 8 oz. Glass Stopper bott. .... \$6 00  
 4 oz. " " ..... 4 00  
 8 oz. Plain bottles ..... 5 00  
 4 oz. " " ..... 3 00  
 2 1/2 oz. Cabinet bottles ..... 2 00  
 2 oz. Bottles ..... 1 80  
 1 oz. " ..... 1 20  
 Per gallon ..... 7 00  
 Per pound ..... 1 00

**FOOD.**  
**ROBINSON'S BARLEY AND GROATS.** per doz.  
 Patent Barley, 1/2 lb. tins ..... 1 25  
 " " 1 lb. tins ..... 2 25  
 " Groats, 1/2 lb. tins ..... 1 25  
 " " 1 lb. tins ..... 2 25

**DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS.** per doz  
 Buckwheat, 2 1/2 lb. pkgs, 3 doz. case ..... 1 20  
 Pancake, 2 lb. pkgs, 3 doz. case ..... 1 20  
 Tea Biscuit, 2 lb. pkgs, 3 doz. case ..... 1 20  
 Graham Flour, 2 lb. pkgs, 3 doz. case ..... 1 20  
 Bread and Pastry Flour, 2 lb. packages, 3 doz. cases ..... 1 20

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

**GELATINES.**  
**COX'S**  
 2's ..... 1 10  
 4's ..... 1 20  
 8 Quart size ..... 2 12

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

**JAMS AND JELLIES.**  
**SOUTHWELL'S GOODS.** per doz  
**Frank Magor & Co., Agents.**  
 Orange Marmalade ..... 1 50  
 Clear Jelly Marmalade ..... 1 80  
 Strawberry W. F. Jam ..... 2 00  
 Raspberry " ..... 2 00  
 Apricot " ..... 1 75  
 Black Currant " ..... 1 85

Other Jams, W. F. 1 55 1 90  
 Red Currant Jelly ..... 2 75  
 All the above in 1 lb. clear glass pots



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

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

**LICORICE.**  
**YOUNG & SMYLLIE'S LIST.**  
 5-lb. boxes, wood or paper, per lb. .... \$0 40  
 Fancy boxes (36 or 50 sticks) per box ..... 1 25  
 "Ringed" 5 lb. boxes, per lb. .... 0 40  
 "Acme" Pellets, 5 lb. cans, per can ..... 2 00  
 "Acme" Pellets, fancy boxes (40) per box ..... 1 50  
 Tar Licorice and Tolu Wafers, 5 lb. cans, per can ..... 2 00  
 Licorice Lozenges, 5 lb. glass jars ..... 1 75  
 "Purity" Licorice, 200 sticks ..... 1 45  
 " " 100 sticks ..... 0 73  
 Dulce, large cent sticks, 100 in box ..... 0 75

**MINCE MEAT.**  
 Wethey's Condensed, per gross, net ..... \$10 80  
 per case of 3 doz., net ..... 2 70  
 Nicholson's, per gross ..... 10 80  
 " per 1/4 gross case ..... 2 70

**PICKLES---STEPHENS'**  
**A. P. TIPPET & CO., AGENTS.** per doz.  
 Patent stoppers (pints) ..... 2 30  
 Corked (pints) ..... 1 90

**MUSTARD.**  
**COLMAN'S OR KEEN'S.** per doz.  
 D. S. F., 1/4 lb. tins ..... \$1 40  
 " 1/2 lb. tins ..... 2 50  
 " 1 lb. tins ..... 5 00  
 In Jars—  
 Durham, 4 lb. jars, per jar ..... 0 75  
 1 lb. " ..... 0 25  
 F. D., 1/4 lb. tins ..... 0 85  
 " 1/2 lb. tins ..... 1 45

**FRENCH MUSTARD**  
**Crown Brand—(Greig Mfg. Co.)** per gross.  
 Pony size, \$7 50 Beer Mug ..... 16 20  
 Small Med. 7 50 Tumbler ..... 11 50  
 Medium ..... 10 80 Cream Jug ..... 21 00  
 Large ..... 12 00 Sugar Bowl ..... 22 00  
 Spoon ..... 18 00 Caddy ..... 28 00

**THE F. F. DALLEY CO.**  
 Dalley's Mustard, bulk, pure, per lb. .... 0 25  
 Dalley's Mustard, 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 " " ..... 1 20  
 1 lb. jars, per doz. .... 2 40  
 4 lb. " ..... 7 80  
 1/4 lb. glass tumblers ..... 0 75  
 Jersey Butter Color, 2 oz. btl. per oz. 1 25  
 1 gallon tins, per gal. .... 2 50  
 Celery Salt, 2 oz. btl. sil. tops, per doz 1 25  
 Curry Powder, 2 oz. bottles, silver tops, per doz. .... 1 75

**SODA.—COW BRAND.**  
**DWIGHT'S** Case of 1 lbs. (containing 60 pkgs.), p-r box, \$3.00.  
 Case of 1/2 lbs. (containing 120 pkgs.), per box, \$3.00.  
 Case of lbs. and 1/2 lbs. (containing 30 packages) per box, \$3.00.  
 Case of 5c. pkgs (containing 96 pkgs), per box, \$3.00.

**SOAP.**  
**JOHN TAYLOR & CO**  
 Eclipse (Twin-bar), per box ..... \$4 00  
 Freight prepaid 5 box lots. Special discount for larger quantities.



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



**STARCH.**  
**EDWARDSBURG STARCH CO., LTD.**  
 Laundry Starches—  
 No. 1 White or Blue, cartoons ..... 0 05 1/2  
 Canada Laundry ..... 0 04 1/2  
 Silver Gloss, 6-lb. draw-lid boxes ..... 0 07 1/2  
 Silver Gloss, 6-lb. tin cannisters ..... 0 07 1/2  
 Edwardsburg Silver Gloss, 1-lb. chromo package ..... 0 07 1/2  
 Silver Gloss, large crystals ..... 0 06 1/2  
 Benson's Satins, 1-lb. cartoons ..... 0 07 1/2  
 No. 1 White, bbls. and kegs ..... 0 04 1/2  
 Benson's Enamel, per box ..... 3 00  
 Culinary Starch—  
 W. T. Benson & Co.'s Prep. Corn ..... 0 06 1/2  
 Canada Pure Corn ..... 0 05 1/2  
 Rice Starch—  
 Edwardsburg No. 1 white, 1-lb. cart. or Edwardsburg No. 1 White or Blue, 4-lb. lumps ..... 7 1/2

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



**THE F. F. DALLEY CO.**  
 Boston—Laundry, 40 pkgs. to box, per package ..... 0 08  
 Culinary—Toledo Corn Starch, 40 pkgs to box, per lb. 6 1/2c.

**TOLEDO**  
 BOSTON LAUNDRY STARCH  
 CULINARY CORN STARCH



**THE BRANTFORD STARCH CO., LTD.**  
 Laundry Starches—  
 Canada Laundry, boxes of 40 lbs. .... 0 04 1/2  
 Finest Quality White Laundry—  
 3 lb. cartoons, cases 36 lbs. .... 0 05 1/2  
 Bbls., 175 lbs. .... 0 04 1/2  
 Kegs, 100 lbs. .... 0 04 1/2  
 Lily White Gloss—  
 Kegs, extra large crystals, 100 lbs. .... 0 06 1/2  
 1 lb. fancy cartoons, cases 36 lbs. .... 0 07 1/2  
 6 lb. draw-lid bx. 8 in crate, 48 lb. .... 0 07 1/2  
 6 lb. tin enamelled cannisters, 8 in crate 48 lbs ..... 0 07 1/2

**CELLULOID**  
 Brantford Gloss—  
 1 lb. fancy boxes, cases 36 lbs. .... 0 07 1/2  
 Brantford Cold Water Rice Starch—  
 1 lb. fancy boxes, cases 28 lbs ..... 0 09  
 Canadian Electric Starch—  
 40 packages in case ..... 3 70  
 Celluloid Starch—  
 per case ..... 3 50  
 Culinary Starch—Chal-Prep. Corn—

1 lb. pkgs., boxes 40 lbs. .... 0 65 1/2  
 No. 1 Pure Prepared Corn—  
 1 lb. pkgs., boxes 40 lbs. .... 0 65 1/2



**TEAS.**  
**SALADA CEYLON** Wholesale. Retail  
 Brown Label, 1's and 1/2's ..... 0 20 0 15  
 Green Label, 1's and 1/2's ..... 0 22 0 16  
 Blue Label, 1's and 1/2's and 1/4's ..... 0 30 0 22  
 Red Label, 1's and 1/2's ..... 0 36 0 26  
 Gold Label, 1/2's ..... 0 44 0 32  
 Terms, 30 days net.



**RAM LAL'S lead packages.**  
 Cases, each 60 1-lb. .... 0 35  
 " " 60 1/2-lb. .... 0 35  
 " " 30 1-lb. .... 0 35  
 " " 120 1/2-lb. .... 0 35



**Ceylon Tea, in 1-lb. 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  
 Terms, 3 per cent. off 30 days.

**CROWN BRAND.**  
 (Ceylon in lead packages)  
 Wholesale Retail  
 Red Label, 1-lb. and 1/2's ..... 0 35 0 50  
 Blue Label, 1-lb. and 1/2's ..... 0 28 0 40  
 Green Label, 1-lb. .... 0 18 0 25  
 Green Label, 1/2's ..... 0 19 0 25  
 Japan, 1's ..... 0 19 0 25



**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 50

**TOBACCO.**  
**EMPIRE TOBACCO CO.**  
 Foreign—  
 Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
 Something Good, rough and ready, 7s ..... 0 53  
 Louise, 2 x 3, 14s ..... 0 54  
 Domestic Chewing  
 Currency, 1 3/4 oz. bars, spaced 8s, (10 1/2 c. the lb.) ..... 0 39  
 Patriot, 2 x 6, Navy 5s ..... 0 41  
 Old Fox, Na row 12s ..... 0 44  
 Free Trade, 8s ..... 0 44  
 Snowhoe, 10 1/2 oz. bars, spaced 8s, (12 to the lb.) ..... 0 44  
 Snowhoe, pound bars, spaced 6s ..... 0 44  
 Cut Smoking  
 Leader, 9's, in 5 lb. boxes (10 bxs. in case) ..... 0 32

**WOODENWARE.**  
**THE E. B. EDDY CO.** per doz  
 Washboards, X ..... 1 40  
 " XX ..... 1 60  
 " Waverly ..... 1 70  
 " Planet ..... 1 80  
 " Racial Globe ..... 1 70  
 " Solid Back Globe ..... 1 80  
 " Electric Duplex ..... 2 50  
 Matches—  
 5-Case Single Lots, Case  
 Telegraph ..... \$3 00 \$3 20  
 Telephone ..... 2 80 3 00  
 Tiger ..... 2 65 2 85  
 Empire, (slide box) ..... 2 25 2 35  
 Safety, Capital ..... 2 75 2 85  
 Parlor, Eagle, 200's ..... 1 30 1 40  
 " 100's ..... 1 50 1 60  
 " Victoria ..... 2 50 2 60  
 " Little Comet ..... 2 00 2 10  
 Flammers ..... 2 25 2 35  
 " (wax stems) ..... 3 20 3 30

**BOECKH BROS. & COMPANY.** Per doz  
 Washboards, Leader Globe ..... 1 40  
 " Improved Globe ..... 1 45  
 " Standard Globe ..... 1 55  
 " Solid Back Globe ..... 1 65  
 " Jubilee (perforated) ..... 2 15  
 " Gem ..... 1 25  
 " Crown ..... 1 30  
 F. o. B. Toronto.  
 Matches, Diamond Jubilee, per case (10 gross in case) ..... 2 75

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