

PUBLISHED EVERY
FRIDAY



THE



CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER



QUALITY..



When a salesman talks price to you
Ask him about **QUALITY**

When he talks quantity . . .
Ask him about **QUALITY**

When he talks merit to you . . .
Ask him about **QUALITY**

That's the _____
STRONG POINT
in
Colman's Mustard

Plum Pudding Time



is here, and here to stay as long as you have the right plum pudding. Don't go groping about in the darkness of doubtful makes. Take hold of our

Plum Puddings in Key Tins

1 and 2-lb. Packages

You'll find them as good as our biscuits and just as popular—that's saying a good deal.

DROP US A LINE FOR A TRIAL DOZEN.

Christie, Brown & Co., Limited, TORONTO and
MONTREAL.

If your customers desire a really
fine, pure Table Salt,
give them

Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,
Established 1886 Clinton, Ont.



LICORICE . . .

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

YOUNG & SMYLIE
Established 1845. BROOKLYN, N.Y.

Over
100% increase
during
past six
months.

DEC 5 1902
RETURNED to my
Saler

in sale
of
Magic Baking Powder
(The Light of the Kitchen)

Why? Because It is Pure and Wholesome,
It pleases the Consumer,
It is popular in price,
It pays you a good profit.
Your Jobber sells it.

E. W. GILLETT COMPANY LIMITED
London, Eng. TORONTO, ONT. Chicago, Ill.

IT IS NOT TOO EARLY TO BEGIN
YOUR INQUIRIES ABOUT THAT TRIP
YOU ARE GOING TO TAKE TO THE

British West Indies

this winter. We have just issued a book-
let telling what some people saw and
did on the same voyage last winter, and
if you write us we will send you one.

THERE IS NO MORE DELIGHTFUL
WAY OF SPENDING SIX OR SEVEN
WEEKS THAN ON SUCH A TRIP AS
THIS. THE WHOLE COST FROM
HALIFAX AND RETURN IS \$130.00.

Pickford & Black - Halifax.

Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—*the highest*. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it*.

Prunes.

"Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed in the vineyards where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

"Easter" Brand.

Seeded Raisins.

Clean and perfectly cured. Sound fruit always. You should place your orders *now* for prompt delivery. Ask your wholesaler. Insist on having the "Griffin" Brand *They satisfy!*

Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

very,
rice,
as, in
icks;
rice,
do to
xes

N.Y.

John MacKay, Bowmanville, Ont.
 Manufacturer of Established 1854.

**POT AND PEARL BARLEY,
 SPLIT PEAS, AND CHOP FEED**

Send for Prices or Samples. **IN CAR LOTS.**
 Prompt Business.

FLOUR MAGOR'S DELICIOUS
 PATENT FLOUR.

The Purest Flour Made—makes
 Delicious Bread, Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL



For Sale Everywhere.

ASK FOR

MOTT'S.



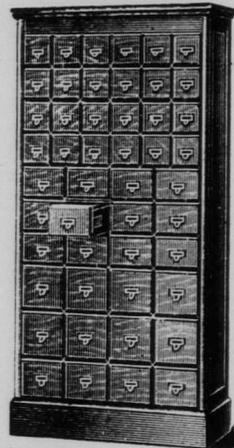
Downweight is a Thief Stealing Your Profit
 Every Time You Use
 Your Scales. . . .

The Toledo Springless, Automatic, Computing Scale, "The Scale with Brains," is the only scale in the world that positively stops the giving of **DOWNWEIGHT.** It is the only Automatic Computing Scale in the world without springs. No hand operation in weighing; no prices to set; no levers to move; no weights to lift; no poises to shift; you simply place the article to be weighed on the scale, and the scale instantly and automatically shows in plain figures:

1. The weight of the article in pounds and ounces.
 2. The price per pound.
 3. The total value of the article in dollar and cents.
- It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

Toledo Computing Scale Co

DEAN & McLEOD,
 Canadian Agents, HAMILTON, ONT.



**OUR GOODS SELL
 THEMSELVES
 BECAUSE
 THEY GIVE
 SATISFACTION.**

"Pincher Creek,
 N.W.T., August 25th.
 —Please forward one
 Spice Cabinet, same
 as the one got from
 you recently, the first
 one has proved such
 an accommodation.
 "SCHOFIELD & CO."

WRITE NOW for Price
 List.

J. S. BENNETT,
 Patentee and Mfr.,
 15 Marion St., Toronto.

Bennett's Grocery Cabinet.

REFRIGERATORS.



Fit up your store with
 a Eureka Refrigerator
 and you will have a
 refrigerator that will
 dry wet matches.

Write for our cata-
 logue, guarantee test
 and testimonials which
 are free.

**Eureka
 Refrigerator Co.,**

Wilbert Hoey, Manager.
 54 Noble St., TORONTO.
 Phone Park 513.

This cut represents No. 13.

MANY TEAS.

There are teas many, and tastes innumerable, but if you size up your customers, and consult their likes and dislikes, you'll find most of them in favor of the pure, clean, healthy teas of JAPAN.

Strength, purity and delicacy of flavor contribute chiefly to the growing popularity of

JAPAN TEA

"GLOBE" METAL POLISH



INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.
RAIMES & CO., 164 Duane St., NEW YORK.

Mince Meat For Christ- mas Cook- ing.

When house-keepers discuss the results of their Xmas cooking they never fail to state where they got good mince meat. The Grocer who supplies them with our fresh, wholesome mince meat will surely profit thereby.

Put up in convenient sized fibre and wooden pails.

T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.

TILLSON'S

28

And all the best of
their kind

10 Kinds of Flour

8 Kinds of Cereal
Breakfast Foods

10 Kinds of Feed

The "all-around"
equipped Cereal
Milling Plant of
Canada.

THE TILLSON CO., Limited,
Tillsonburg, Ont.

HAVE YOU SEEN THE
RED ROSE TEA CALENDAR ?

It is a work of art that the Toronto Litho. Co may well be proud of. They undertook to produce something that my customers would be pleased with. I think they have succeeded.

A postal card to St. John or Toronto office, or to any of my travellers, will bring sample and particulars of how you can secure enough to supply each one of your customers.

T. H. ESTABROOKS,

Tea Importer and Blender,

ST. JOHN.

TORONTO,

WINNIPEG.

**TO LIVE GROCERS
 ONLY**

We are putting up and
 are having a
LARGE SALE on our
 famous

**"VICTORIA
 CROSS"
 CEYLON TEA**

BLACK and MIXED.

Every package guaranteed finest grade grown. 25-40-50 cents
 per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

J. F. SMYTH & CO.

Tea Packers.

WINDSOR, ONT.



NUTS

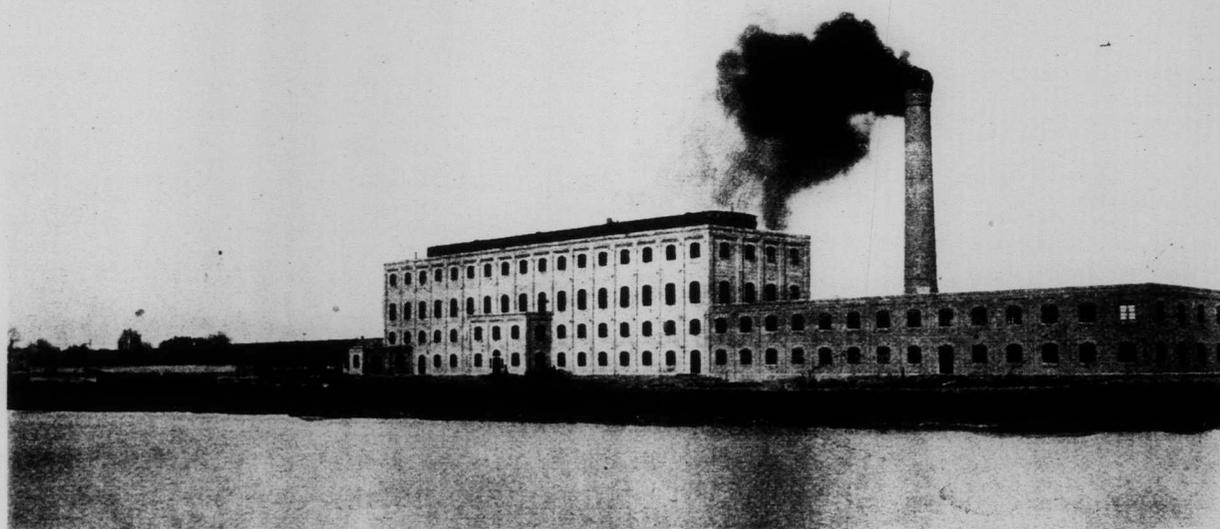
Grenoble Walnuts
 Tarragona Almonds
 Sicily Filberts
 Brazils
 Pecans

PROMPT DELIVERY.

WARREN BROS. & CO.
 TORONTO.

STANDARD GRANULATED SUGAR.

A truly Canadian Product.
Made in a Canadian Factory.
Made from Canadian Sugar Beets.
Grown by Canadian Farmers.
Produced by Canadian Labor.



New 700-ton Beet Sugar Factory of the

WALLACEBURG SUGAR CO., LIMITED

at WALLACEBURG, ONT.

Substantially built and equipped with the most modern and improved machinery in the world at a cost of over \$600,000.

CEYLON TEA

BLACK AND GREEN.

Wherever you go you'll find evidence of the growing preference for Ceylon Tea.

People who couldn't discriminate between tea and tea a short time ago now recognize the superiority of Ceylon Teas over Chinas and Japans and give them the preference.

Facts and figures show a tremendous increase in the importations of Ceylon Tea and grocers find that it pays to sell a popular article.

To your doubting customers, point out the advantages of using the high-grade teas of

CEYLON.



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged
Superiority Admitted.**

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

Ivory Gloss Starch

is the POPULAR BRAND because we have made it our primary aim to PLEASE THE CUSTOMER. You can recommend it with perfect safety and it will prove a money-maker.

Brands also manufactured for kitchen purposes.

THE ST. LAWRENCE STARCH CO.,
LIMITED
PORT CREDIT, ONT.

The Auer Gas Lamp

**"Turns night-time
into day-time."**

New Models. Lower Prices.

Would you buy a lamp which
doesn't smell or smoke?

Would you buy a lamp which
will save you
half your ex-
pense for
coal oil?

Would you buy
a lamp which
shows your
goods in day-
light colors?

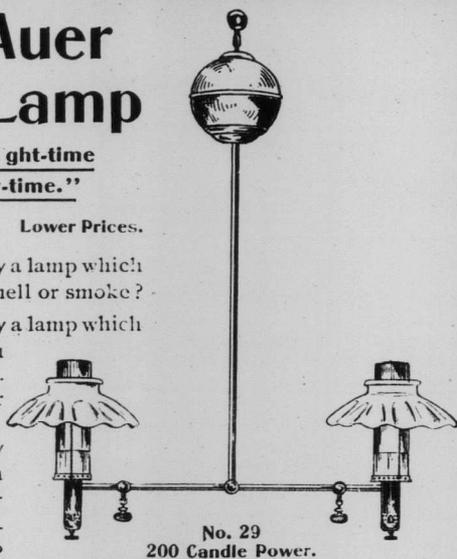
Would you buy a lamp which you can return, for full price,
if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED

Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.



SYRUP

We are now putting on the market a very fine Cane Sugar Syrup, which is one of the best things offered to the trade for some while.

*If interested send for Samples and Prices.
Wholesale only.*

...THE...

Dominion Molasses Co.,

Limited

Halifax - Nova Scotia.

IN STORE **Comadre Figs,** ^{In} **TAPNETS**

Choice Eleme Figs, 2 to 2 $\frac{3}{4}$ inches.
10, 20 and 24-lb. boxes.

ARRIVING: Another carload of those choice SANTA CLARA PRUNES, in 50-lb. boxes, at 3 $\frac{3}{4}$ c. A rare chance. Price subject to advance at any moment.



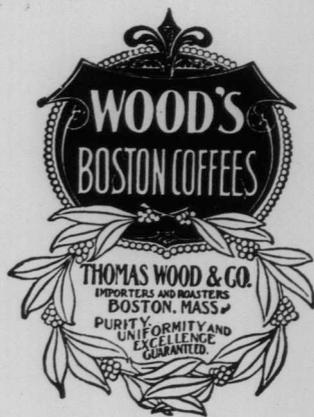
W. H. GILLARD & CO.,

Wholesale Grocers,

HAMILTON.

NOT A VENTURE!

Established brands, with a reputation based on Highest Merit.



WOOD'S COFFEES

Everywhere acknowledged to be most successful in Increasing Sales, Enlarging Profits, and Extending its Popularity.

If you are not satisfied with the amount of Coffee you are selling, this is your opportunity.

THOMAS WOOD & CO., 428 St. Paul St., Montreal

Our shareholders being amongst the most up-to-date and active grocers, they demand the best goods.

CURRANTS--- We offer exceptional value in specially selected choicest Vostizzas.

COFFEE--- Unity and Quality blend. The richest and best drinking obtainable, always uniform. Samples and quotations upon application.



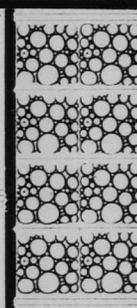
Grocers' Wholesale Company,

We are free sellers and desire correspondence with independent buyers.

Limited, Hamilton.

The Canadian Grocer

AND GENERAL STOREKEEPER.



Vol. XVI.

MONTREAL AND TORONTO, DECEMBER 5, 1902.

No. 49.

GOOD ADVERTISING.

Notes by Miss Nora Laugher, Toronto.

I OFTEN wonder if progressive and conscientious advertisers ever consider how much good they are doing commercially for the advancement of their country. Advertising in Canada has not only created new industries all over the Dominion, but it has greatly added to Canada's wealth. Advertisements, in addition to being an educative power to the home-born citizen, help to instruct and elevate the foreign population, who thereby gain a better idea of their adopted country and teach foreigners the advantage of using the goods they find in this country and the profit there is in adopting modern western methods. Advertisements oftentimes put them on the road to fortune.

That remarkably gifted writer, Thomas McQueen, who will long be remembered as indefatigably trying to build up a native literature amongst us, often ended his eloquent editorials with the earnest appeal, "Will nobody write a few songs for Canada?" Well, there are Canadian song-writers and there are Canadian ad-writers, and the latter are also nobly doing their part for their country.

At the passing of the year, we, who are interested in advertising, naturally look back to the short age of the ad. and its wonderful evolution. Fifteen or twenty years ago advertising was largely a mystery to the Canadian merchant. He was, however, regarding it seriously, much as

should know another business in addition. The business of advertisement-writing is decidedly a business—I was about to say a profession. Advertising is no small thing to be trifled with. If handled carelessly or injudiciously it may mean the sinking of many dollars, even small fortunes. On the other hand, good advertising backed up by the right kind of storekeeping saves money by building business and by building it thoroughly. Secondly, the art of newspaper-making is studied from an interior point of view by the advertisement writer. He has to do this to know his business. He has to learn all about type—what styles go harmoniously together—when to use borders—when not to use them—whether or not

THREE "ACKERS" ADS.

<p style="text-align: center;">SPECIAL No. 9 ACKERS</p> <p style="text-align: center;">Telephone Peas</p> <p>17c can; \$2.00 doz; \$3.95 case. } THIS WEEK</p> <p>When Telephone Peas made their debut they created almost a sensation. Peas of large size with such delicious flavor were until then unheard of. Almost melt in your mouth. Regular, 20c. This week, 17c. can; \$2.00 doz.; \$3.95 case.</p>	<p style="text-align: center;">"H. G." NEW ENGLAND Clam Chowder</p> <p>21c. can; \$2.50 doz. } THIS WEEK</p> <p>Not everyone who knows how to make New England Clam Chowder cares to take the trouble of making. Simply heat the contents of a can of "H. G." Chowder and serve. If your guests are familiar with genuine down east Clam Chowder they'll be the more pleased. Regular, 25c. can. This week, 21c. can; \$2.50 dozen.</p>	<p style="text-align: center;">SLICED "SWEET BRIAR" Boiled Ham</p> <p>35c. lb.; 18c. ½-lb. } THIS WEEK</p> <p>"Sweet Briar" Boiled Ham from Ackers "Delicatessen Kitchen." The tenderest and finest flavored possible—the result of perfectly boiling "Sweet Briar" hams. Most of the commercial boiled ham lacks proper boiling for economy's sake, the dealer preferring heavy weight to tenderness and fine flavor. Regular, 39c. This week, 35c. lb. box; ½-lb. box, 18c.</p>
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Canadian railroad advertising has induced thousands of United Statesers (I do not think our cousins across the border have the sole right to the use of the term "Americans" any more than Russians would have to the exclusive use of the term Europeans) and other foreigners to visit our picturesque country, the result being a large influx of population which has been of unquestionable advantage to the Dominion. There is room, however, for much improvement and development of this line of advertising from which our country should reap much larger advantage.

he might contemplate some new business venture—as an experiment. Then there suddenly sprang into bloom the advertising writer to preach the new gospel of advertising. Most wise men have come from the East, yet I have reason to believe that the advertising specialist, like young Lochinvar, came out of the west. That he has preached his gospel well, and that he is here to stay, is well evidenced by the fact that he is here now and "talkin' yet." He is here, firstly, because it taxes the ability of the merchant or the manufacturer to know his own business. It is not to be expected that he

a line will "come in" in a certain size and style, and last, but not least, how to write good, common-sense English and convert it into convincing talk to interested purchasers.

What manufacturer himself would have time to sit down and think out such splendid and unique advertising as the Sapolio "Spotless Town" literature of Artemus Ward, or the famous "Jim Dumps" Force Food ads., created by that clever woman Miss Minnie Maud Hanff?

Wise old Tupper wrote: "Policy counselleth a gift, given wisely and in season;

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **TINS**
GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

and policy afterwards approveth it, for great is the influence of gifts."

At no season of the year does a gift seem so appropriate as at Christmas or the New Year. The sagacious man of business fully realizes this. He knows there is no success without popularity; he has learned by experience that customers should talk favorably of him and his store. In securing this good will useful advertising novelties are exceedingly helpful. They may take the form of a calendar, a small match-box, key ring with celluloid tag which opens, showing owner's name and address, a blotter, memo tablet, postage stamp holder, car-ticket case, small looking glass, or a hundred and one different things on which could be displayed a little advertisement of the donor.

A useful advertising novelty is a good lead pencil, but it must be a good lead pencil, or the recipient will be apt to divide his profanity between the pencil itself and the firm that sent it. If you give a pencil give one of the good kind that will prompt a person to write an order with it for your goods.

If the small novelty the business man presents to each of his customers is something useful, as it should be, it is preserved indefinitely by the receiver and thus becomes a constant reminder of the merchant's generous and up-to-date business methods.

A small gift at Christmas or New Year and honest dealing every day of the year makes a customer satisfied with the merchant and his store. Remember that a satisfied customer is one of the best ads. a merchant can have, for mouth advertising cuts as great a figure to-day as it did 50 years ago.

Remember every week of this new year that your ad. next week will be more profitable if your ad. this week gives the people what they want and the goods delivered are on a par with your promises.

CO-OPERATIVE STORE TRADING.

Editor CANADIAN GROCER,—I do not know if our brother grocers in Canada have to fight against the co-operative stores and limited liability or joint stock companies (who are all exempt from income tax) as we have to in the Old Country, but the question here is being taken up in earnest by the grocers' associations in the larger towns, and the fight promises to be a very hot one. I have just written the enclosed on "The Traders' Battle," and am sending a copy to every applicant in the United Kingdom, but if you care to reprint it in your trade paper for the benefit of your readers, you are quite at liberty to do so.

I am, etc.,

H. N. RYMER.

84 Chapel Field Road, Norwich, Eng.

The following is an extract from "The Traders' Battle," referred to in the above. We give it, not because grocers in Canada have a direct interest in the questions which are agitating their British confreres, but because they doubtless desire to be informed of what is going on in the trade in the Mother Country:

"At the present time we are hearing a good deal about taxation and representation in connection with the Education Bill. Now this applies very much to the traders of the country, who have to pay the bulk of the taxes. Let them, therefore, unite their forces everywhere and join their association, and let them petition Parliament, and not rest until co-operative stores and joint stock companies all pay income tax. This is a rank injustice to the honest trader. We don't deny the co-operator's right to trade, but we demand that they should pay their honest share of the taxes. Failing this, I would suggest that every co-operative or other trading concern exempt from income tax should be compelled to pay a yearly license of £50, and more in proportion to the trade done. Then let traders wait upon their local Members of Parliament when in their constituencies and point out the injustice.

"Trade unionism and co-operation are ruining the trade of the country. The support of the wholesale houses, especially the manufacturers, must be obtained, and they must be informed that if they desire your support they must encourage their employes to deal with the local traders. Let us send more trade representatives to Parliament and on the town councils. If not, we shall have the trade unionist and socialist, who advocate the cause of co-operation, getting in instead.

"It is not long since they introduced a class book into some board school that advertised co-operative principles, but this was nipped in the bud, but it shows the artfulness of the co-operators. Then, again, let every grocer see that his shop and windows are always up to date, clean and bright, and assistants must be trained to win trade by their courteous and obliging manners to customers. Every employer can help them very much in this important matter by remembering that example is better than precept. It is very important that a more cordial feeling between master and man should exist. It is a fatal blunder (made by some employers) in treating their assistants with less civility than they do their dogs, but treating men with proper respect and taking a little trouble to make their lot happier is the cheapest and best advertisement to any business. The fight against co-operation must be slow, sure and effectual, and nothing done to advertise the movement. In a long conversation lately with a co-operation committee-man he expressed the wish that the traders of his town would follow the example of the St. Helens traders. So it will be wise to see the result there, before the same tactics are largely adopted. Let every trader thoroughly study the principles of present-day co-operation, and be able to explain to any wavering customer how the dividend is paid for; and by honest dealing, good cash value and civility, the passing of the grocer will yet be a long way off.

"You must create a good impression by a regular system of advertising, but this must be attractive and something that will command attention. Follow up by giving good value all around, and having a personal knowledge of your regular customers."

H. N. R.

CALIFORNIA
 LOOSE
MUSCATELS
 2, 3 and 4 Crown.

Mat Figs,
 Malaga Fruit
 ALL CHRISTMAS GOODS.

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

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

OUR LEADER THIS WEEK—Matches—no better on the Market.

"Royal" Match, the big 15c. Box—per case of 40 Boxes	\$3.25
"Imperial" Matches, 144 5c. Boxes	5.25
"Crown" Parlor Matches, per gross case	1.50
"Duke of York, Impregnated Match (no sulphur) 1 gross case	1.60
We prepay freight on 5-case lots.	

WRITE, PHONE OR WIRE. LOOK OUT FOR OUR AD. OF NEXT WEEK!

LUMSDEN BROS., HAMILTON AND TORONTO.

JERSEY CREAM YEAST CAKES—THE ONLY YEAST WITH CREAM IN IT.

THE ONLY YEAST WITH CREAM IN IT—
 JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—
 JERSEY CREAM.

Our Brands of Brooms are:

"STANDARD,"
"SIGNAL." 

The best made in Canada. Only the finest selected Green Corn used (not dyed). All handles carefully kiln-dried. Only the best skilled labor employed. Every broom carefully inspected before bunched. All hand-made under our supervision.

If you are not selling our brooms, try sample lot of 6 dozen and you will be satisfied the "Standard" and "Signal" are the best made.

JAMES TURNER & CO.

Wholesale Grocers,

HAMILTON, ONT.



MALAGA FRUITS ARRIVING

Dehesa Clusters,	-	Boxes	22 lbs.
Choice	"	"	5½ "
Blue Baskets,	-	"	22 "
Black	"	"	22 "

SHELLED ALMONDS, SHELLED WALNUTS.

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. S. SCOTT has been appointed permanent liquidator of The Harvey Norman Spice Co., Limited, of Hamilton, Ont., and the assets are to be sold on December 10.

T. L. White, confectioner, Perth, N.B., has assigned to the sheriff.

J. C. T. Arsenault, Chatham, N.B., has assigned to James Morrison.

L. Genest, general merchant, Ste. Gertrude, Que., has compromised.

J. B. Reynolds, grocer, Montreal, has assigned to Chartrand & Turgeon.

J. D. O'Connor, fish and game dealer, Montreal, is offering to compromise.

Joseph Forciere, cheese factory, of Ste. Anne des Plaines, Que., has assigned.

N. A. Paterson, general merchant, of Brysonville, Que., has assigned to Wilks & Michaud.

The creditors of Samuel C. Hall, grocer, Lawrencetown, N.S., will meet on January 20, 1903.

A consent of the assignment of George Wait & Co., general produce merchants, Montreal, has been filed.

George A. Proulx, general merchant, of Lando, B.C., has assigned, and a meeting of his creditors has been held.

R. F. Black, flour and feed merchant, Ottawa, has assigned, and the creditors held a meeting on December 1.

The creditors of R. T. and Rebecca Stone, merchants, Melancthon, Ont., will hold a meeting on December 9.

George Pommerleau, general merchant, Beauce Junction, Que., has effected a compromise at 35c. on the dollar.

W. C. Mitchell, baker and confectioner, Sault Ste. Marie, Ont., has assigned to James Fraser, and his creditors meet on December 4.

A demand of assignment has been made on T. J. Lamontagne & Fils, general merchants, Ste. Anne de Monts, Que., and they are offering to compromise.

PARTNERSHIPS FORMED AND DISSOLVED.

W. H. Cameron & Co., general merchants, Emo, Ont., have dissolved.

The White Star Creamery, Pike River, Que., manufacturers of butter and cheese, have dissolved.

R. S. Sargeant & Co., general merchants, Hazleton, B.C., have dissolved; Sargeant continues.

Wight & Esdaile, grain dealers, Montreal, have dissolved, and a new partnership has been registered.

Leclair & Macdonald, general merchants, North Lancaster, Ont., have dissolved; A. J. Macdonald continues.

Cobin & Fleury, wholesale cigar jobbers, Quebec, have dissolved, and the business will be continued by Fleury.

The International Exchange Company, Montreal, fruiterers, have dissolved, and they are succeeded by J. Hoolahan & Co.

SALES MADE AND PENDING.

Pugsley & Co., confectioners, of Swan River, Man., have sold out.

D. D. Brazel, grocer, London, Ont., is advertising his business for sale.

L. J. W. Hudon, general merchant, of Luskville, Que., is about selling out.

The assets of G. A. Perry, general merchant, Dalhousie Station, Que., have been sold.

The assets of Jos. Boucher, general merchant, St. Adrien, Que., are advertised for sale.

Sarah J. Harris, confectioner, Medicine Hat, N.W.T., is advertising her business for sale.

The stock of Carmichael & Leich, grocers, West Lorne, Ont., is advertised for sale by tender.

The stock of McGinn & Abbott, general merchants, Kazabazue, Que., has been sold at 52½c. on the dollar.

The business of The Canada Preserving Co., Hamilton, Ont., is advertised for sale by tender by the administrator.

G. S. Butterfield, jeweller and confectioner, Sault Ste. Marie, Ont., is advertising his restaurant and confectionery business for sale.

The stock of the estate of J. E. Richards, confectioner and stationer, of Bothwell, Ont., is advertised to be sold by auction on December 5.

CHANGES.

Strachan Bros., bakers, Montreal, have registered.



The Pacemaker

MacLaren's Imperial
Cheese has paced and outclassed
all other potted cheese.

When ordering be sure you choose the winner.

WHY PAY THE PRICE OF PEEL FOR SUGAR ?

"FALCON"
ARE THE BEST MADE.

PEELS

"DRIPPED CAPS,"
NO SUGAR DEPOSITS.

We have lower-priced peels, but none cheaper.

THE DAVIDSON & HAY, Limited, Wholesale Grocers, TORONTO

T. R. Horne, grocer, Pembroke, Ont., is about removing.

C. W. Austin, grocer, of London, Ont., is out of business.

Rodrique H. Duhamel, trader, has registered at Montreal.

L. Lewis & Co., cigar manufacturers, of Montreal, have registered.

J. E. McDonald, grocer, Brandon, Man., is succeeded by John Black.

Robert Walker, grocer, of London, Ont., has sold out to Thomas Shaw.

The R. D. Martin Co., Limited, grain exporters, Montreal, have registered.

H. Patterson & Co., grocers, Wingham, Ont., have sold out to P. Linklatör.

Ira W. Hilborn, general merchant, of Sparta, Ont., has sold out to F. E. Silcose.

Robert Robertson, blacksmith, Morinville, N.W.T., has sold out to E. Cheigny.

Ward & Hogan, liquor dealers, of St. John, N.B., have sold out to Wm. H. Keefe.

John Richardson, general merchant, of Welland, Ont., is succeeded by A. C. Milne.

William McFarlane, flour and feed dealer, Winnipeg, has sold out to W. J. Smith.

Louis A. Robitaille has registered as proprietor of The Quebec Oil Company, Quebec.

James McKelvie, grocer and fruiterer, of Wingham, Ont., has sold out to James Buckley.

Gauthier, Cote & Freres, general merchants, St. Cyrille de Wendover, Que., have registered.

W. R. Lavery, general merchant, Newdale, N.W.T., has sold his hardware stock to G. R. Scruton.

FIRES.

Holdergraher & Rosenburg, general merchants, of Bathurst, N.B., have sustained loss by fire.

Veith & Portland, general merchants and hotelkeepers, Quesnelle Forks, B.C., have suffered loss by fire.

The store of Samuel Bishop, fish dealer, etc., Bathurst, N.B., was recently burned; the loss was \$600 and the insurance, \$200.

DEATHS.

F. Decary, hay and grain merchant, of Montreal, is dead.

L. I. Boivin, importer of wines, glass, etc., Montreal, is dead.

ONE OF THE BEST.

Any wholesaler or jobber who wishes his lines introduced with the best results to the Canadian trade will find it to his advantage to take note of the advertisement of a commercial traveller in our "want" advertisements this week. The traveller who advertises has an unusually large connection among the trade, which, backed by ripe experience, makes him one especially to be desired.

INQUIRIES ABOUT CANADIAN GOODS.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London:

1. The addresses of some Canadian oyster merchants have been asked for by a firm desirous of obtaining samples of Caraquet and other varieties.

2. A firm importing oats in large quantities desire to be placed in touch with reliable shippers in Canada.

3. Inquiry is made by importers in London for names of Canadian producers of fruit pulp of good quality.

4. A correspondent asks to be furnished with addresses of Canadian sawmillers handling white pine and sawing small stuff. Sizes to be any length, from 2 ft. 2½ in. wide, 3-10 in. thick, free from knots, sap and shakes.

5. A firm of belting manufacturers in the North of England desire to hear from a first-class Canadian firm of engineers' merchants or general merchant importers having a good connection among mills, factories and steam-users generally, with a view to the appointment of an agency for the Dominion.

6. A Liverpool firm of produce importers is anxious to secure a consignment agency for Canadian bacon, and wish to get into touch with a reliable packer.

[The names of the firms making the above inquiries can be obtained on application to the Editor of THE CANADIAN GROCER.]



The Name **UPTON'S** On a Jar of **MARMALADE**

is a sure proof to the grocer, because it is known by, and sells on, its merits.

You will not have to explain its virtues to your customers, because the purity and unvarying quality is known by everyone.

A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne Street, Toronto, AGENTS.

THE PROVISION TRADE

AND COLD STORAGE NEWS.

THE FOOT AND MOUTH DISEASE.

OWING to the outbreak of the foot and mouth disease in the New England States, the English Board of Agriculture, on November 28, issued an order excluding from the English ports live cattle coming from Boston. The order is to take effect December 5. On this side of the Atlantic, the United States Secretary of Agriculture prohibited the exportation of cattle from Boston as the only safe way of dealing with the infection. One hundred individual reports of the presence of the disease have reached the Cattle Bureau of the State Board of Agriculture, and a quarantine of all cattle, sheep and swine in New England has been established.

The foot and mouth disease is a highly contagious disease of cattle, sheep and swine, characterized by vesicles and ulcers in the mouth and about the hoofs and lips of the animals, and also affects such small prey as rabbits, rats, etc. That is why all ruminants have been included in the quarantine of the New England States. It is said that tuberculosis among them is not half so dreaded a malady.

According to the bacteriologists of the New York City Health Department, the disease is new to this continent, but is well known in Europe, especially in Belgium. The mortality from it is not high, but it is extremely contagious. It is due largely to the heat from organic matter, and it attacks the hind hoofs first, when the animals stand in their stalls. The disease is transmitted to the mouth when the animal licks its feet, and is thus called the hoof and mouth disease. The germs of the poison enter the blood through the stomach, much the same as those of diphtheria. The temperature is elevated and fever sets in. This, of course, affects the milk of the cow, and will naturally injure those who drink it. A Dutch cow brought pleuro-pneumonia to this country in 1841. It was called the cow distemper, and the United States lost from \$5,000,000 to \$10,000,000 worth of cattle in a year, but finally stamped it out. Dr. Austin Peters, chairman of the State Cattle Bureau, says: "Cattle passing over the same road traversed by infected animals will contract the disease. Only the most stringent

quarantine will prevent a scourge hitherto unknown in this country."

The interruption of the cattle export trade is a serious affair, both for the transport companies and for the Mersey Dock Board. This Board derives great revenue from the slaughter of Boston cattle, and the announcement of the closing of the ports caused great excitement at Birkenhead. The order does not directly affect shipments from New York or Canadian ports. Portland will be included in the order, however, and trade will probably be diverted to St. John and Halifax.

The cattle traffic, which is interrupted by the closing of the Brighton stock yards, aggregates from 500 to 700 head a day. Two or three weeks' interruption would mean a loss of \$50,000 to steamship companies, whose rates are about \$7.50 a head on cattle and on sheep 87½ cents each.

The news reached Toronto last Friday afternoon and made things about the local cattle market lively. The cattle men concluded that our Government should at once take steps, in every legal manner, to protect the Canadian cattle, and wired Hon. Mr. Fisher, Minister of Agriculture, to stop American cattle and cattle cars at the port of entry till all danger was past. A despatch was received in the evening stating that the Government would see that all cattle cars were cleaned and disinfected, but that in the absence of Mr. Fisher in Quebec nothing further could be done.

The effect the order of the British Government will have on the Canadian cattle export trade, which amounts to \$10,000,000 annually, is alarming to a certain class. By some of these it is feared that Canadian cattle might also be included in the order, and by others of the same class that sufficient boat space cannot be secured.

As regards the former, on Monday, December 1, further action was taken by the Canadian Government. The Department of Customs, at the instance of the Minister of Agriculture, prohibited absolutely the entrance of cattle into Canada from the six New England States declared to be infected with the disease. The order issued on Monday by

the Commissioner of Customs, and mailed direct to all our ports and Customs stations, is as follows:

"You are instructed that the importation of cattle, sheep or swine from the six New England States of Maine, New Hampshire, Vermont, Massachusetts, Connecticut and Rhode Island is prohibited on account of disease. Shipments of cattle, sheep or swine originating or passing through any of these six New England States from November 30, 1902, are therefore not to be allowed entry into Canada."

This order, it will be observed, precludes the shipment of cattle through by the C. P. R. from the Northwest to St. John, N. B., inasmuch as for a very short distance its line runs through the State of Maine. Montreal dealers at first objected to this, but withdrew their protest when it was explained to them that, to make an exception, even in a route so obviously secure, might possibly lead to confusion and distrust in official quarters in England, with results probably disastrous to the Canadian cattle trade.

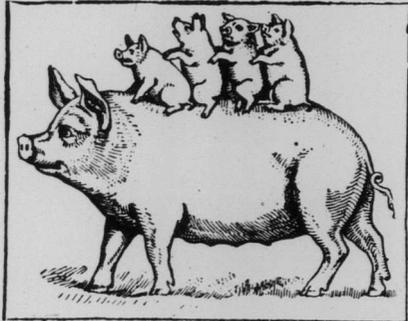
Another relaxation in regard to the order of the Department of Agriculture, dealing with empty cars and vessels bound to Canadian ports, was asked on Tuesday by the agents of steamships sailing from Boston, and desiring to complete cargoes by taking cattle at St. John, from the Government, but no action was taken upon it, pending a reply from London to Hon. Sydney Fisher's cablegram of Saturday, notifying the British Board of Agriculture of the action taken by the Government at Ottawa to prevent communication of the disease to Canadian cattle.

With regard to shipping facilities the dates of boats sailing from St. John show that nine boats leave that port between now and January 3 for Liverpool alone, besides boats for other British ports. No apprehension need be felt, therefore, as to boat space not being available.

Mr. Fisher has the following to say: "We have forbidden absolutely any entry of cattle from the six infested New England States into this country. We have also communicated, through the High Commissioner in London, with the Imperial authorities, informing them of what steps we are taking. We have, further, telegraphed to the Department of Agriculture

LARD that is PURE IS LARD THAT SELLS.

And the progressive grocer will handle nothing else



Order from us and **quality** and **purity** is guaranteed, and your customers will appreciate your efforts to secure for them the best article on the market.

**The Farmers Co-Operative Packing Co.
of Brantford, Limited.**

From 3-lb. Tins Up.

Write for Price Lists.

LARD



We are sending out lard just as fast as rendered, ensuring our customers Fresh, New Made Goods, much more desirable to you and your customers than old, held over stock. We shall be glad to have your orders in

Tierces
Pails

Tubs
Tins

or in 1-lb. Cartons

F. W. FEARMAN CO.
(Limited)
HAMILTON, ONT.

When you have any

BUTTER OR EGGS

to offer, write or wire us.
We are buyers.

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

Fresh Pork Sausage.

You will please your customers and increase your trade by handling *Our Celebrated Pork Sausage.*

Delicious in flavor and always fresh made. Once used always kept in stock. Expressed to all parts of Canada. Try a Sample Basket.

The Park, Blackwell Co.,
PORK PACKERS, LIMITED
TORONTO, ONT.

at Washington, to ascertain what they are doing there to prevent spread of the trouble in the United States." Continuing, he said, "but if exportation be forbidden by way of Portland and Boston an attempt might be made to run cattle from the infested districts into St. John for shipment, so we must guard against bringing the disease into Canada or having ships sailing from Canadian ports infested, which would ruin our cattle trade with Great Britain, as this outbreak is ruining the cattle export trade from the New England States."

Professor Duncan McEachren, honorary veterinary adviser to the Canadian Government, stated last week that the embargo placed on American shipments would probably give Canada a temporary advantage. He says the disease is not a mortal one and in most outbreaks deaths are rare. Knowing the thorough knowledge possessed on all these matters by the Secretary of Agriculture at Washington and the confidence he places in his chief of the bureau of animal industries, Dr. McEachren says the outbreak near Boston will be dealt with promptly and effectually, and, no doubt, will be confined to the infected area. Being asked how long it will take to eradicate the disease from the infected district, the doctor replied about three months, but he said no one could tell how long the British restrictions would be continued. It must be remembered that British ports were closed to Argentine cattle for three years, and cattle on the way when the order was received had to be destroyed at sea.

Secretary of Agriculture Wilson has the following to say: "My latest report from the infected district is that the disease is at a standstill. The next report shall decide the number of men I shall send to New England. A large number will go. Before many days shall have passed there will be several hundred veterinary surgeons in the New England States, and they will be instructed to examine every cow, sheep and hog. I believe we shall need three or four weeks to stamp out the disease. Congress will be asked for a special appropriation to cure the disease permanently. I intend to ask for at least \$1,000,000."

With the stoppage of the importation of cattle from Boston, increased pressure has been brought to bear upon the British Government to rush a short Act through Parliament admitting Canadian store cattle. Hon. Mr. Hanbury, speaking on Saturday, repeated his refusal to relax the embargo on Canadian cattle, asserting that the Board of Agriculture must at least protect the British farmer against the importation of disease, though, of course, no one

CENTRAL Business College.

STRATFORD, ONT.

One of the best Commercial Schools on this Continent. Write for Catalogue.

W. J. ELLIOTT, Principal.

FISH AND OYSTERS WHOLESALE.

The F. T. JAMES CO., Limited
76 Colborne Street, TORONTO.

COX'S GELATINE Always Trustworthy

ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.
D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.,
Toronto, St. John, N.B., and Montreal.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$1.80.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

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.

WE WANT

delivered at DELHI, ONT., 10,000 TONS of POULTRY during December.

Chickens, Ducks Geese and Turkeys,

all should be dressed, drawn, heads and feet off. Shipper should mark shipments plain and distinctly. Write for prices.

Delhi Canning Co., Limited.

Perkins, Ince & Co.

Wholesale Grocers

FRONT STREET EAST,
Toronto.

Sovereign Molasses Candy

A new and delicious Taffee put up in neat boxes to retail at 10c.

100% PROFIT FOR THE GROCER.

Free Sample.

THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

Long Clear Bacon.

New cured, free from rust, light or medium weights
Write or wire us for quotations in case or car lots.

Fowler's Canadian Company, Limited

HAMILTON.

knows better than Mr. Hanbury that, seeing that 1,000,000 Canadian cattle have been landed without the smallest suspicion of disease, it is ridiculous to suggest any risk from Canadian herds. Large cattle arrivals at Liverpool are keeping prices below recent quotations. The highest prices obtained at Liverpool on Saturday for the best quality were 5 to 5¼d. per lb. against 7d. two months ago. Second-class beef also was never so plentiful, and the immense further supplies now on the sea make better prices improbable for the present.

CORNWALL CHEESE BOARD.

During the season just closed there were boarded on the Cornwall Cheese Board 50,487 boxes of cheese, 51 packages of butter, and sales recorded are 48,887 boxes of cheese.

In 1901 there were 46,205 boxes of cheese and 132 packages of butter boarded, and sales recorded for that season are 38,000 boxes of cheese and 94 packages of butter.

Lowest price for cheese in 1902 was 9½c.; highest, 12½c.; average for all cheese sold, 10.126c. In 1901 lowest was 8½c.; highest, 9½c.; average, 9.09c.

THE PROVISION MARKETS.

TORONTO.

An increasing demand is reported for beef and dressed pork and the prices are firmly maintained. The arrivals of live hogs are large and prospects are for firm prices and for large deliveries this fall and winter. Our quotations are as follows: Dressed hogs, \$7.50 to \$8.00 per 100 lb.; No. 1 beef, \$7.00 to \$7.50 per 100 lb.; hind quarters, \$7.50 to \$8.00 per 100 lb.; front quarters, \$4.50 to \$5.00 per 100 lb.; veal, \$6.50 to \$7.00; lamb, \$6.75. Choice export cattle, \$5.00 to \$5.50; medium cattle, \$4.50 to \$5.50; other grades of cattle, \$2.40 to \$3.00; live hogs, selects, 6c. per lb., and fats and lights, \$5.75 per 100 lb.

The volume of business is well maintained in provisions throughout the list and prices are firmly held. Lard is firm with a good demand and no indication of a decline in prices for some time to come. Fairbanks Cottolene has declined ½c. Our quotations are as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14 to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs 14½ to 15c.; heavy mess pork, \$21.50 to \$22.00; short cut, \$23.50 to \$24.00; lard, in tierces, 10¼ to

11c. per lb.; tubs, 11 to 11¼c., and pails 11¼ to 11½c.; compounds, 8¼ to 10c. plate beef, \$15.00 per 200-lb. bbl.

MONTREAL.

A fairly good trade has been done during the week in nearly all lines of provisions and hog products. Fairbank's "Boar's Head" lard compound has been reduced to 9½c. tierce basis, a reduction of ¼c. Pure lard is ½c. higher, and is now quoted at 12¼ to 12½c. per lb. in cases of 60 lb., in 3, 5 and 10-lb. tins.

There has been no change in the price of dressed hogs, which rule steady at \$8.50 for fresh-killed abattoir stock and \$7.50 for country killed.

Hams are in fair demand at steady prices, and an active trade has been doing in bacon. Our quotations are as follows: Pure Canadian lard, \$2.30 to \$2.32½ per pail; Fairbank's "Boar's Head" lard compound, 9½c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ¾c.; 3-lb. tins, 1c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11¼c. for 20-lb. pails, and 11½c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, \$24.50 to \$25; Canadian short cut clear pork, \$23.50 to \$24; American short cut clear pork, \$24 to \$24.50; American fat back, \$24.50 to \$25; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, \$14.50 to \$15 per bbl.

The British Columbia Packers' Association

Packers of

VANCOUVER, B.C.

Canned Salmon, and dealers in all classes of
Frozen, Salted and Pickled Fish.

Cold Storage Plants in New Westminster.

Below are a few of the brands of Salmon we have yet on hand:

Red Sockeyes

"NIMPKISH"
"GRIFFIN"
"SUNSET"
"LOWE INLET"

Cohoos

"EAGLE"
"GOLDEN NET"
"HARLOCK"
"EMPRESS"

A full list of our brands will appear in this space shortly.

WEST-INDIAN PRODUCTS.

IN this week's issue THE CANADIAN GROCER presents its readers with a cut of the British West-Indian exhibit, as it appeared at the Toronto Industrial Fair last September. The picture gives some idea of the extent and importance of this exhibit, but naturally it fails to do adequate justice to the whole thing. One would need to be present in person and examine carefully all the details in order to grasp the full significance of the important collection of West-Indian products there shown. The arrangement was excellent, and the various exhibits were placed as

C. S. Pickford, who undertook the task of working up the interest of the people of the West Indies in the enterprise, and who also took charge of the exhibit at Toronto, informed THE GROCER that, although the work and worry was great, he looked forward to the pleasure of making, if possible, a larger showing next year. For this purpose he will probably leave Halifax for the West Indies about the middle of January, remaining there for six months.

Mr. Pickford says that, although his firm did the work of transporting the

GROCER, passed through Toronto some three weeks ago on his way to Ottawa, and stated that he was more than delighted with Canada. He has control of the botanical stations in the different Islands, and is doing a great work for the West Indies in improving the sugar cane. Here alone he has succeeded in increasing the yield some 25 per cent.; and also in fruit, cocoa and other products the improvement is marked. Take, for instance, onions; both in Antigua and Dominica this article has been made a great success of, the former, in the last couple of years, having exported large quantities to the other Islands of the West Indies.

In this regard, Mr. Pickford says that



An Exhibit of West-Indian Products.

conveniently as possible to admit of a careful inspection. The throngs which crowded around the space allotted to this section evidenced the interest which was universally aroused by the luxuriant and curious products of the tropical Islands.

Next year, Pickford & Black, of Halifax, who originated and carried out the idea of the exhibit and who are to be congratulated on its success, intend to repeat their experiment on a large scale both at Toronto and at the Dominion capital. They are of the opinion that these exhibits will do a great deal to promote trade between the West Indies and Canada.

goods from the West Indies to Toronto and exhibiting them, their efforts would have been of no avail if they had not been backed up in the able manner they were by the exhibitors in the West Indies, as also by the following gentlemen: Luke Hill, Guy Wyatt, of Demerara; T. Geddes Grant, Edgar Tripp, of Trinidad; John Barclay, secretary of the Agricultural Society, Kingston, Jamaica, and last, but by no means least, Dr. Morris, C.M.G., Imperial Commissioner of Agriculture in the West Indies, and his lieutenants in the different Islands.

Dr. Morris, Mr. Pickford informs THE

he saw at Dominica last winter potatoes, beets, etc, which he does not think could be beaten in Canada; he also states that trade between Canada and the West Indies is steadily increasing, and all that is wanted is for our manufacturers to push their wares by sending their representatives into the field, and good business will result. THE GROCER wishes Pickford & Black good luck in their efforts.

S. McBride, grocer, who was burned out at Langstaff a little while ago, has started a store in Toronto.

ONE SHINING LIGHT ON THE ROAD TO SUCCESS

Is Consistency.

No matter what particular line you may be pushing,
 "Have it consistently **good.**"

Tetley Bulk Blends ARE THAT.

No matter how small the order, or how
 often it is given, the tea value will be

Always the Same---Always Satisfactory.

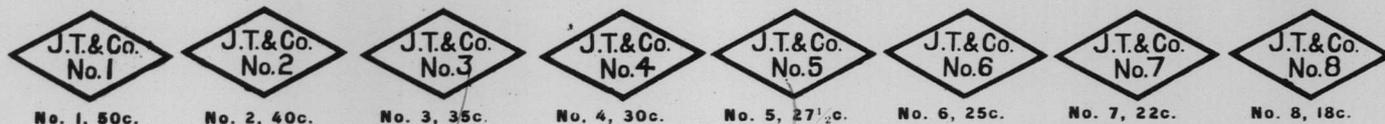
These Teas are from the finest tea-growing gardens of the world and are

Blended expressly for Canadian Trade.

Unlimited Capital,

The Pick of the Gardens,

Combined with years of experience enable **Jos. Tetley & Co.** to
 put before the trade the following blends at prices beyond competition :



Blended in Tetley's Bonded Warehouse in Old London, with their
 guarantee of "Quality and Uniformity." We solicit a trial order either
 direct or through your wholesaler.

Hudson Bay Co.,
 WINNIPEG.

Snowdon, Forbes & Co.,
 MONTREAL.

THREE GENERATIONS IN THE TEA TRADE.

JOSEPH TETLEY & CO., of London, Eng., Colombo, Montreal, Winnipeg, New York, Boston and Chicago, are one of the largest firms of wholesale tea merchants in the world. Their firm is one of three generations' standing, and is admitted to be one of the most reliable and enterprising in the wholesale tea trade. They are specialists in tea, and believe most strongly in Ceylon and Indian teas, dealing heavily in which has placed them at the head of the list in Great Britain.

Jos. Tetley & Co. in 1889 first introduced these teas to the Dominion of Canada and the United States of America, but found that the battle which they had fought and won triumphantly in Great Britain had to be fought even more stubbornly in these great countries. Ceylon and Indian teas were then practically unknown here. They therefore decided to introduce them in the packet form, and were the first firm in London, Eng., to which Her Britannic Majesty's Customs granted the privilege of having their own bonded warehouse for this purpose. They by this means induced the consumers of Canada and the United States of America to taste Ceylon and Indian teas, and now have the gratification of knowing that their own verdict on these sterling teas have been endorsed and confirmed here.

It is strange, however, that looking at the consumption of tea the world over, it is in Canada and the United States alone that the tea trade remains stationary. While in the last three years Ceylon and Indian teas have doubled their output in Canada and the United States, they have trebled their output even in the Empire of China, have increased it fourfold on the continent of Europe, and have swept all before them in Australia and Great Britain.

THE WORLD'S CONSUMPTION OF TEA.

	1895. Lb.
Great Britain	221,000,000
Canada and United States	117,000,000
Russia, etc.	98,000,000
Australia	31,000,000
	1900. Lb.
Great Britain	250,000,000
Russia, etc.	132,000,000
Canada and United States	108,000,000
Australia	34,000,000

THE WORLD'S CONSUMPTION OF CEYLON AND INDIAN TEAS.

	1901. Lb.
Great Britain	235,000,000
Australia	39,000,000
Russia, etc.	27,000,000
Canada and United States	18,000,000

From these interesting and important figures it will be seen at a glance that in Canada and the United States alone has the tea consumption actually declined in weight, though we think it safe to as-

sume not in the volume of liquid tea drunk. One pound of Ceylon and Indian tea makes as much liquid tea, of equal strength and infinitely superior flavor, as two pounds, at least, of any other tea; therefore, Joseph Tetley & Co. are not surprised to see that the additional one million pounds of Ceylon and Indian teas now consumed in Canada and the United States have displaced 20 million pounds of tea from other countries, of a weaker growth—so, that, instead of taking 109 million pounds from other countries and 8 million pounds from Ceylon and India, as in 1895, Canada and the United States find it necessary to take only 90 million pounds from other countries, as they are now taking 18 million pounds annually of the stronger teas of Ceylon and India. We must, however, accept the fact of the tea consumption in these countries being stationary, if it is not declining. Is it because too many tea dealers in these countries are pushing low-priced common teas, with far too much regard for leaf-value and far too little regard for cup-value, which is resulting in a stationary tea trade and an increasing trade in coffee, cocoa, chocolate, etc.?

Be this as it may, Joseph Tetley & Co. annually buy and sell more Ceylon and Indian tea than is consumed in the Dominion of Canada and the United States put together. They have always put quality first. Their watch-words are Quality and Uniformity, and as tea is to be drunk, not looked at, their packet teas and their loose blends are standards of cup-value the world over. This is why they sell annually nearly 20 million pounds of high-grade Ceylon and Indian teas. Their standard teas win them staunch and lasting friends, because in trading they build on a solid foundation. They do not take large profits, nor do they give lots of credit, but they buy for cash in the largest tea markets in the world, and sell close and on short terms, they make few bad debts, and so they give fighting value and their enormous turnover is always increasing. They enjoy the highest reputation to which a firm can attain in the tea trade. They put their name upon their packets and they put their shipping mark

J. T. & Co.

upon their standard blends of loose bulk teas as a guarantee of good faith, and as their business has been built upon quality, their goods stamp any store in which they are as one which sells high-grade articles.

Joseph Tetley & Company, buying for cash only, are always welcomed in the three great markets for Ceylon and Indian teas, and get whatever pull is going;

but it is in London, where 250 million pounds of these teas annually pass the hammer, that their great strength is felt. At 5 and 7 Fenchurch, London, they have one of the finest tea salerooms in the world, in which they transact their immense home business. Here the work is so organized and systematized that they employ expert buyers for each of the following departments: Ceylon leaf teas for home consumption; Ceylon broken teas; Ceylon teas for export; Indian leaf teas; Indian broken teas; Travancor teas; Java teas; China blacks; China greens; China Oolongs; China scented.

They have three expert tasters, who do nothing but select from their purchases the most suitable teas for exporting to Canada, the United States, and the continents of Europe and Africa. They have two experts who devote themselves to blending and packaging their highest grade teas.

Joseph Tetley & Company's buying experts are admitted to be at the head of their profession. Through these skilled men they get the best and most suitable teas for their customers at the lowest possible prices. They have at No. 51 Commercial Road, London, large duty paid and bonded warehouses, fitted with the latest electrical machinery for blending, weighing and packaging their teas. Here there is all that experience and expert knowledge can suggest to obtain the quality, uniformity and economy.

Joseph Tetley & Company's turnover is such that their packets and standard blends are always in the fighting front. Turnover means freshness. There is no necessity for their customers to stock heavy at one time, as they are quite satisfied to have their customers draw from their stocks as much or as little at a time as suits their own convenience.

TUNISIAN ALMOND HARVEST.

U. S. Consul T. Haynes, of Rouen, under date of October 21, 1902, writes:

The harvest of almonds in Tunis for 1902 is estimated at 175,000 kilograms (385,805 lb.). About one-third of this quantity is absorbed by the local demand, both in green and in a dry state, and many producers sell their harvest while still on the tree. Therefore, only about one-half of the stock mentioned can be said to be really on the market. The principal producing centres are: Siav, 130,000 kilograms (286,598 lb.); Bizerte, 24,000 kilograms (52,910 lb.); and Sousse, 10,000 kilograms (22,046 lb.).

At Tunis, the average commercial value of green almonds in good sized lots is 15 francs (82.90) per 100 kilograms (220.46 lb.); the value of dry almonds is about four times as great; and the decorticated fruit brings 205 francs (839.50) per 100 kilograms. The stock on hand from the preceding harvest is insignificant—approximately 2,000 kilograms (4,409.2 lb.).

THIS GROCER'S EXPERIENCE

WILL BE YOURS, AND
INCIDENTALLY THE PROFITS **IF YOU HANDLE**

"H ———, Nov. 24, 1902.

"Please ship us at once, to our address,
five sacks 'WHEAT-OS,'
the trial order only lasted three days.

"Yours truly, D. K. McARTHUR."

FOR FURTHER CONVINCING INFORMATION—WRITE

THE EBY, BLAIN CO., LIMITED SOLE WHOLESALE DISTRIBUTORS, **TORONTO.**



NO LOSS OR
WASTE.

IN A
CLEAN,
COTTON
BAG,
TO RETAIL
AT

25c.

HINTS TO BUYERS.

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

LAPORTE, MARTIN & CIE have a fine lot of herrings, barrels and half barrels, of Labrador and extra large Nova Scotian.

Potted lobsters are in great demand at The Davidson & Hay, Limited.

H. P. Eckardt & Co. are offering a good assortment of raw sugars.

The Davidson & Hay, Limited, have in stock a choice assortment of Eleme figs.

H. P. Eckardt & Co. report a good demand for Malaga table raisins. They are showing some very fine fruit.

Laporte, Martin & Cie report a great demand for their apple cider, in barrels, half barrels and quarter barrels.

A little lot of baked beans, 1's, are offered by Grocers' Wholesale Co., Limited, at 15c. per dozen, and 3's, at 90c.

Grocers' Wholesale Co., Limited, Hamilton, Ont., have special values in coffee, "Unity & Quality" blend being a leader.

Laporte, Martin & Cie have a full assortment of Valencia raisins, of fine off stalk, selected, and 2 and 4 crown layers.

Grocers' Wholesale Co., Limited have another shipment of molasses arriving

shortly: barrels and half-barrels. No puncheons to offer in this lot.

Laporte, Martin & Cie received last week a car of Californian loose muscatels and seeded raisins in 1 lb. packages, from Griffin & Skelley.

A small quantity still in store with Grocers' Wholesale Co., Limited, of British refined yellow, in sacks, each 224 lb., at 3c. net f.o.b. Hamilton.

A consignment of "Nonpareil" seeded muscatel raisins, in 16 oz. packages, arrived this week for H. P. Eckardt & Company.

Laporte, Martin & Cie have a big assortment of currants, in barrels and half barrels, and in quarter cases, cleaned and uncleaned, at lower prices than they could now import them.

THEIR THANKSGIVING NUMBER.

The Thanksgiving number of The St. Paul Trade is a handsome edition with many beautiful illustrations. Special tribute is paid to Canada in this paper in two interesting articles on the Canadian Northwest. Since this publication has come under new management there has been a marked improvement in its make-up, and it has assumed a more prosperous appearance.

BEET-SUGAR GOSSIP.

Peterboro' citizens have formed a company for the manufacture of beet sugar. They sent a large deputation to the Berlin factory to get information on the subject.

It is reported that the Newmarket district is an advantageous section for the cultivation of sugar beets.

The Chatham beet-sugar factory shipped a trainload of 25 cars of sugar to the Northwest last week.

Mr. Paterson, Minister of Customs, when asked if Canada would be affected by the abolition of the sugar bounties at the Brussels Convention said, "Directly, no; indirectly, yes."

The Ontario Sugar Co., Berlin, expect to handle at least 60,000 tons of beets this season.

Whitby, Ont., is among the latest places aspiring for a beet-sugar factory.

PERSONAL MENTION.

Mr. W. Dobie, general manager and secretary of The E. W. Gillet Co. Limited, Toronto, has returned from a business visit to New York.

"Best in the World."

HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

MALT VINEGAR

Delicate in Flavor and Aroma.
Splendid keeping properties.

ROBERT WATERS' QUININE WINE

Quinine in a palatable form—50 years' reputation.

Export Agents:
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

Every Little Helps

Salt is a little thing but it can do your trade a lot of harm or good as you elect—"the trifles make perfection." The woman who finds impurity in the salt she buys or the woman who loses her temper because the salt "cakes" isn't going to think pleasantly of the grocer who sold her that salt.

Windsor Salt

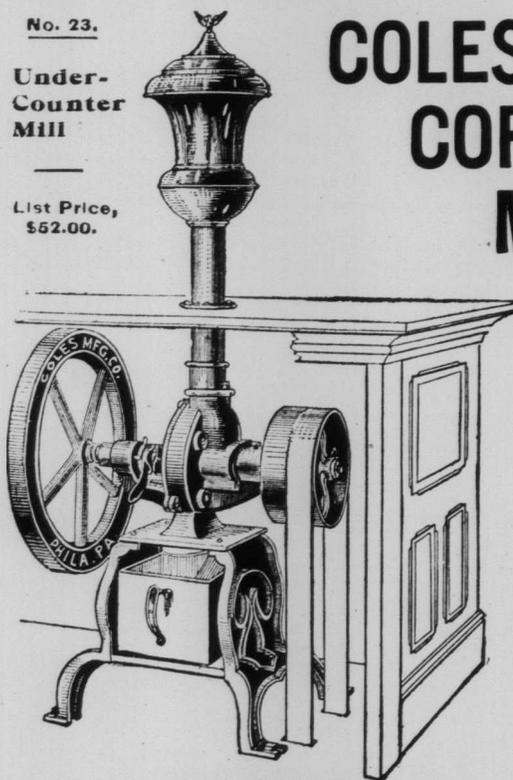
is as good as a Salt can be, because it is prepared in the only safe way—by the *Vacuum process*. Every drop of moisture is dried out of it by intense heat—it can't possibly cake. Even the smallest particle of impurity would deprive Windsor Salt of its right and title to that standard saying "as pure as Windsor Salt."

Sold by leading wholesalers everywhere.

THE CANADIAN SALT CO., Limited,
Windsor, Ontario.

No. 23.
Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Coff-
ee.

Every Coles
Coffee Mill has a
Breaker that
breaks the Coffee
before it enters the
grinders, thus re-
ducing wear of
grinders.

**A GREAT
LABOR-SAVER.**

**Our Grinders
wear longest.**

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

**COLES MANUFACTURING CO., PHILADELPHIA,
PENN'A.**



"The man who rests on his oars is
apt to be capsized by the breakers."

The grocer who is slow to take up
a good thing is not likely to be
successful in business. If you are
not already handling

PATERSON'S WORCESTER SAUCE

we would advise you to get in line.

ROSE & LAFLAMME,
Agents, Montreal.

THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

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THE HANDLING OF BREAD.

THE report of Montreal's new bread inspector for the month of October is anything but flattering to certain members of the grocery trade of that city. He visited 14 grocers, and stated that the manner of keeping the bread in some of these places was truly alarming. As an example, he found in one store about 50 loaves lying on the floor, which was not at all clean, and apparently no attempt had been made to keep the bread away from the dirt. In other places he found in the boxes where the bread was kept, along with the bread, old boots, rotten potatoes, onions, matches, and, in one place, a can of kerosene. Leaf tobacco was spread out to dry at the bottom of the bread box in one store.

Then, again, the boxes were often not cleaned, and crumbs accumulating in the bottom became moistened and stuck to the box, being of a very offensive odor and decidedly unsanitary. The inspector stated that this was so pronounced in one case that a showcase where bread was kept was so filthy that cakes placed there in the morning turned sour before night and a white mould formed on them. These

were given in exchange for children's pennies.

Grocers who harm their own trade in this way are certainly not deserving of any sympathy. The fact of the matter, however, is that they are very apt to hurt the trade of other grocers, whose methods of keeping and delivering bread are all that can be desired, as well as their own. These reports of the city bread inspector are made public and must have considerable influence on the people; who, instead of allowing the fault to remain where it belongs, are very apt to distrust all grocers and buy their bread elsewhere.

The trade will benefit themselves by lending every effort to the authorities to stamp out these practices; and it would, perhaps, be a move in the right direction if they could induce the inspector to give the names of those places he could not find fault with as well as of those he could. In this way dealers could preserve the confidence of their customers. The latter indeed would be likely to be all the more loyal to their grocer if they found that he was above the practices which were customary with others.

FORMING AN ASSOCIATION.

MOVEMENT is on foot among the grocers of Gananoque, Ont., to form an association. One of those engaged in the movement writes asking for some suggestions as to ways and means of organizing.

Perhaps some of our readers who have had experience in the organization of similar associations will give us their experience.

In the meantime, however, we would suggest that the Gananoque merchants who are interested in the proposed association call a meeting of their fellow-business men to consider the matter. At this meeting a vote could be taken as to the advisability of organizing. If the decision was in the affirmative temporary officers might be appointed, or, if the meeting was sufficiently representative, the appointments might be made permanent for the ensuing term. Committees to draft constitution and by-laws and elicit the co-operation of merchants should also be created.

A DEMORALIZING PRACTICE.

A GOOD many men are still reaping the whirlwind of the recent period of inordinate speculation on the stock market, and not a few of those who were once rich are now poor.

While no one should glory over the losses which have been and are being suffered by speculators in margins, one cannot but recognize that a salutary lesson is being taught.

Suddenly-acquired riches are not the best kind of riches. "Easy come, easy go" is an old proverb that we seem inclined to forget these days. But whether suddenly-acquired riches are good or bad, the spirit which characterizes those who set out to acquire them by investing their small savings in them is certainly demoralizing. The gambling spirit which it cultivates is certainly not conducive to the public weal. But that is not the only objectionable feature about the practice. Another, and one that is scarcely less objectionable, is the spirit of unrest that it breeds. Merchants who are dominated by it are no longer satisfied with the money-making methods of ordinary business. These are dull, prosy and uninteresting. It is the \$500 invested in margins, which, by the turn of the market, will produce \$5,000, that gives zest to life. And thus, instead of watching for opportunities to develop and increase business, merchants and clerks who are victims of the stock-speculating fever are intent on watching the fluctuations of the stock market.

Nothing can be said against the practice of purchasing stocks outright, particularly for investment purposes. But merchants cannot look after their own business, or clerks the affairs of their employers, when they are possessed with the stock-speculating fever. And the times of reaction which we have been experiencing during the past month or two teach us that it pays better in the long run to be faithful to the duties that legitimate business demands than by neglecting them to chase the wild will to the wisp of stock market speculation.

Early success creates over-confidence, while continued effort develops character.

TO PROMOTE TRADE IN HOME PRODUCTS.

LAST Summer a lady from Western Canada was visiting Quebec. She wanted a pair of gloves. She liked the style of workmanship on a very neat pair of kids that were shown in the retail store in that old city, and she wanted to know where they were made. After some hesitation the merchant admitted they were made in Quebec. This interested her very much and she went to the factory and saw them being made. Not one of them had the word "Canada" or any lettering to show that these excellent gloves were made in the Dominion.

In several of the leading cities there is a society called "Imperial Daughters of the Empire." It is composed of most of the prominent women of the place. In Toronto Mrs. Nordheimer is the head of the society. They have done a great deal for Canadian affairs.

The lady who found the gloves in Quebec is a member, and at one of the meetings shortly after her return she mentioned her experience. Several other women had similar stories, to tell about other goods made in Canada, but which most people thought could not be made here. The matter was generally discussed, and it was eventually resolved to hold a small exhibition of articles of purely Canadian manufacture. The Canadian Manufacturers' Association was approached and their assistance asked. At first the ladies' proposition was not very enthusiastically received, because manufacturers are so frequently held up by all sorts of schemes, and this looked like another scheme. They were assured that this was not a plan to make money for a ladies' society. All the ladies wanted was to allow the people of Toronto to see and know something of Canadian products, and that all they wanted the manufacturers to do was to send in a small exhibit, and possibly pay a nominal sum to cover the actual expenses of the share of space they occupied in the hall or building where the exhibition would take place, and for expenses of advertising, and so on.

The Manufacturers' Association have now promised the ladies every assistance.

A building is under offer, and it is likely the exhibition will take place about the end of January. If the space is limited it is proposed to select exhibits from among articles made in Canada, but which are also largely imported, leaving out, if necessary, such articles as Canada exports in greater quantities than she imports. Possibly, if a large enough building is obtained, many of these can be exhibited.

It is quite possible that the branches of the Daughters of the Empire in some of the other Canadian cities will hold similar exhibitions immediately after the one in Toronto, but nothing definite seems to have been decided about that.

This scheme is one of the very best for making known to the best class of buyers what Canada can do in every line of manufacture. Most schemes of this sort are fakes. This is the first one we have ever endorsed, and in the last 16 years we have criticized many.

We will be glad to give any further information regarding this exhibition to our readers who desire it, and put them in touch with the working secretary as soon as one is selected by the society.

CHINA TEA EXPORTS.

THE total exports of China teas from that country from the opening of the season of 1902 until the middle of October were 14,500,000 lb. more than for the same period last year, but 15,500 lb. less than for the corresponding period in 1900, and 6,000,000 lb. less than in 1899. The exact export figures are, 80,000,000 lb. for 1902, 65,500,000 lb. for 1901, 95,500,000 lb. for 1900 and 86,000,000 for 1899.

The greater portion of the China tea exports, 38,000,000 lb., came to America, 28,000,000 lb. went to Europe, 12,000,000 lb. to England and 2,000,000 lb. to Australian ports. The exports to America were greater this year than in any of the three preceding years, the figures for these years being 17,000,000 lb. in 1901, 34,000,000 lb. in 1900, and 25,000,000 lb. in 1899. The chief market for them is in the United States. There has been a steady decline since 1899 in the shipments of these

teas to English ports, the figures being for 1902, as noted above, 12,000,000 lb. against 12,500,000 lb. for 1901, 16,000,000 lb. for 1900 and 22,000,000 lb. for 1899, a decline in three years of 10,000,000 lb.

POTATO SITUATION.

THE Toronto potato market is at present strong. Shippers from Quebec Province who have previously been quite free in their offerings are now holding back. The action of the railway companies in refusing to pay the cost of lining the cars to prevent freezing and also to bring them back empty to the points of shipment is increasing the cost of laying down the product in Toronto. So at the present quotations of 85 to 90c. per bag there is no money in this business for the potato-grower in Quebec. The prospects, therefore, are for higher prices, it would seem.

The potato crop of Canada on the whole is believed to be a good average one. It is also irregular. Some sections of Ontario which last year had considerable quantities to dispose of have none this year to offer, and in some instances are coming on the market as buyers and not as sellers. On the other hand, districts which had poor crops last year are liberal sellers this fall. It is, therefore, difficult to sum up the situation as the farmers, as a rule, are not showing any disposition to sell. Speaking generally, the crops in Quebec have been good.

Value your customers' friendship and make it lasting and well merited by guaranteeing satisfaction at all times.

SUGARS GAINING STRENGTH.

The sugar situation is full of surprises. The decline in Canadian refined on Wednesday was followed by an advance on the New York market of 10c. Cane sugars have also advanced 1-16c., and are now quoted on a basis of 3 15-16c. for 96 deg. centrifugals, duty paid, New York.

The European beet-sugar market has gone up, too, and the quotation for 88 deg. is now 8s. f. o. b., Hamburg.

In view of these developments, the present low values on the Canadian market are not expected to last long.

STARCH AS A FOOD.

It is generally becoming widely known that our foods are in a large proportion made up of starch. The following article, from The Produce Merchants' Review, of London, Eng., contains a good deal of information on this matter:

There is an old story distinctly of the "ben trovato" order, which relates that a lady litigant at the law courts complained to the judge of having been insulted by an officer of the court. The judge asked what the man had said, and the lady replied, "He called me a woman."

Of course, a lady is a woman, just as a man is an animal, or a diamond is a bit of carbon; but none of the three will bear being called so in plain terms, so great is the clinging to what we may call courtesy titles. Now, it is much the same in regard to starch when used as a food, for we all eat it daily in large quantities, but we do not call it "Starch." Scientifically, however, the word starch is applied to the feculent matter yielded by a very large number of plants, either in their seeds, as in wheat, oats, maize, rice, etc.; in their roots, as in arrowroot, tapioca, potato, etc.; or even in the pith of the sago tree. By the term feculent, is meant briefly the particles that can be washed out with water, forming a cloudy or turbid liquor, which, when tranquil, redeposits the almost pure starch in the form of a white looking mud, that, when dry, can be reduced to powder. The water used in this process does not in any sense dissolve the starch granules, but merely holds them in suspension, until at the first opportunity they again settle to the bottom. In our issue of August 2, we gave an article copied from The Journal of the Society of Arts, recounting various facts in connection with starch manufacture in the United States. Our present object is, however, to inquire whether the article scientifically known as starch plays any useful part in the human economy, whether, in fact, it is entitled to be ranked as a "food." On examining the chemical composition of starch, say, for instance, under its well-known form, "corn flour," the first thing that strikes us is its simplicity in construction. Starch consists of six parts of carbon, five parts oxygen and 10 parts hydrogen. The oxygen and hydrogen being present in the same relative proportions as in water we might even say that starch is pure carbon and water only. Not only is it simple in construction but it is also easy of solution—in fact, starch begins to be digested as soon as it is chewed and mixed with the saliva. Once swallowed it is rapidly converted into what is known as sugar (in digestive phraseology) and is available at a very early

stage for the processes of assimilation into the mass of the blood. Some confusion exists in the minds of many people, who have given a partial attention to the subjects of foods and their utility, as to the services rendered by starch in the blood. Starch has been correctly classed among the carbo-hydrates, but it is often confounded with the hydro-carbons, or fats, both of these being alluded to as heat formers. In our view a more accurate description to apply to starch would be coolness in the former, as from the ease with which it can be split up in the digestive organs, starch yields its carbon, its oxygen, and its hydrogen very readily to the body, and the transmutation is accomplished without the evolution of much heat, or the concurrence of much nitrogen from the other branches of food. In this sense, while not itself a tissue or energy former, starch promotes tissue and energy inasmuch as it liberates, or, we might better say, avoids employing the nitrogenous principles present in other forms of food consumed at the same time, and which are consequently free to benefit the body in other ways. Now, with the hydro carbon class or fatty articles taken as food, the case is just the reverse. Instead of being simple in composition and easily split up, fats and oily matters are generally very complex, and are assimilated with great difficulty in the body, giving rise, therefore, to great heat and a larger consumption of nitrogen, which must be present at all tissue changes. If all this be correct, the conclusion is, then, that in the temperate zones, starch is an article of food rightly so called: it furnishes necessary elements to the body in a condition easy of absorption, and spares other elements (derived from other sources) which otherwise would be largely diverted from their legitimate purpose. In support of this view as to the usefulness of a suitable proportion of starch in the dietary of inhabitants of the temperate zones, we may notice that the Esquimaux eats no starch (he cannot get it readily for one thing), he feeds more on blubber, flesh and fish, and will even eat soap on occasion, in order to acquire the fats that give rise to the heat he needs. On the other hand, the Hindoo eats mainly rice, which contains some 77 per cent. of pure starch granules. An interesting comparison might be drawn between the results of the long protracted use of various starches: for instance, the civilized white races mainly derive their starch from wheat, the Hindoo and the yellow race get their starch from rice, the original Red Skins of America ate chiefly the meal of maize, containing some 60 per cent. of starch, mixed with other and coarser constituents which render maize and meal more fit for pigs

than men. However, enough has been said to show that, under whatever name, the feculent, or starchy matter of plants, is not without great value in the British bill of fare.

SUCCESSFUL BUTTER AND CHEESE SEASON.

THE past season has been the most successful one ever experienced in Canada in the manufacture and export of butter and cheese.

Cheese exports during the season just closed showed a total increase of 308,432 boxes over those for 1901, and a total increase of 22,353 boxes over those for 1900, while butter shipments showed an increase of 124,058 packages over those for 1901, and an increase of 278,388 packages over the season 1900.

The disbursements to the factories for cheese were also largely in advance of any previous year, cheese being constantly one or two cents higher than the previous season.

Butter-makers were not relatively so fortunate, the price of butter being lower during the most of the season than it was in 1901. As the exports were larger, however, the total disbursements to factories would probably amount to about as much as last year.

The shipments of cheese from the port of Montreal during last week and the past season, and also during the corresponding period of 1900 and 1901, were as follows:

Period.	Local.	Thro.	Total.
Last week.....	31,540	6,619	38,159
Corresponding week last year.....	659	.....	659
Corresponding week 1900.....	16,492	220	16,712
Total shipments since May 1, 1902	1,729,322	370,726	2,100,048
Corresponding period 1901.....	1,503,201	288,415	1,791,616
Corresponding period 1900.....	1,668,402	409,292	2,077,695

The following were consequently the total increases over 1901 and 1900:

	Local.	Thro.	Total.
1902 increase over 1901.....	226,121	82,311	308,432
1902 increase over 1900.....	60,919	37,556	22,353
*Decrease.			

The shipments via Portland were only 56,948 boxes, a total decrease of 142,515 boxes as compared with 1901.

Shipments of butter from the port of Montreal during the past week and the past season, and also during the corresponding period of 1901 and 1900, were as follows:

Period.	Local.	Thro.	Total.
Last week.....	14,469	478	14,947
Corresponding week last year.....	448	.....	448
Corresponding week 1900.....	307	.....	307
Total shipments since May 1, 1902	484,455	50,490	534,951
Corresponding period 1901.....	364,505	46,388	410,893
Corresponding period 1900.....	217,166	39,397	256,563

The following were consequently the total increases over 1901 and 1900:

	Local.	Thro.	Total.
1902 increase over 1901.....	119,950	4,108	124,058
1902 increase over 1900.....	267,289	11,099	278,388



"And a few lines more on the same subject." 

Do you, Mr. Grocer, realize that Japan Teas are passing through a crisis, and one that is shaking the very foundation of their existence?

You should be fully cognizant of this. It will pay you to be.

"SALADA" Natural Green Teas of Ceylon are displacing Japans (and displacing them to stay displaced), because of Superior Merit—that's all.

Do you think it even remotely possible that we could interest you in this matter? Because, if you have any such views, they are surely worth a postal inquiry.

Address, "SALADA," Toronto or Montreal.



We are by long odds the largest handlers of Ceylon Teas (Blacks and Greens) on the American Continent.



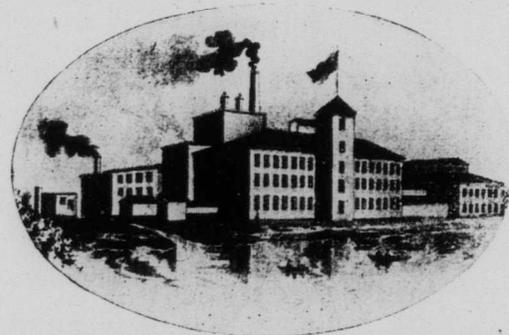
Have **YOU** bought the

Old Reliable?

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

EVERY CAN GUARANTEED.



**LILY WHITE
GLOSS STARCH**

is packed in

Handsome 1-lb. Packets.

Beautiful 6-lb. Trunks and Tins.

100-lb. Kegs—extra large crystals.

Strongest, Whitest, Purest.

The Brantford Starch Works,
LIMITED,
Brantford, Ont.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, December 4, 1902.

GROCERIES.

THE volume of business transacted on the local grocery market is becoming heavier, owing to the nearness of the holiday season. Nuts, spices and dried fruits of all kinds are moving out freely and the market for prunes is firmer, owing to an advance of $\frac{1}{2}$ ¢ recently made on the Californian market. A decline of 10c. in sugars took place on Wednesday morning, which was unlooked for, as the outside markets were steady and almost featureless. The tea market is gaining strength daily, the firm tone being due to the strong London and Ceylon markets.

CANNED GOODS.

The tomato situation continues unsatisfactory. Some jobbers imported quantities of the article from the United States and offered them at \$1.60. Few transactions, however, have been made on that basis, the price being such as to curtail the consumption. A number of retailers are selling what stocks of tomatoes they have back to the wholesalers and the market is unsettled. Trade in meats and fruits is quiet. There is quite an active demand for salmon for the holiday trade. Other lines of fish are also moving out fairly well.

COFFEES.

There is a fair call for coffees, principally of the cheaper grades, in Javas and green Rios. Raws are somewhat firmer on the primary market and the outlook is for higher prices. Better grades are rather scarce and command a premium on that account. We quote as follows: Green Rios, No. 7, 7 $\frac{3}{4}$ ¢; No. 6, 8c.; No. 5, 8 $\frac{1}{4}$ ¢; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

Trade in nuts is becoming more active. Shipments of shelled almonds and shelled walnuts, and walnuts and almonds in the shell have arrived. The prices are firm.

RICE AND TAPIOCA.

Both these articles are in fair demand. The prospects are for better prices for rice, as the crop in the South is reported to be short. There is also a little stronger feeling in tapioca, but the New York market is at present dull. We quote: B rice, 3 $\frac{1}{2}$ ¢; Japan, 5 $\frac{1}{2}$ to 6c.; sago, 3 $\frac{3}{4}$ to 4c.; tapioca, 3 $\frac{1}{4}$ to 3 $\frac{3}{4}$ ¢. per lb.

SYRUPS AND MOLASSES.

Corn syrups are moving out freely and there is also a good demand for the

brighter grades of sugar syrups. Black strap is also in good demand.

SPICES.

Activity prevails in spices throughout the list. There are quite large sales of pepper being made, and nutmegs, cloves and allspice are moving out a little better. The prices are maintained steadily. The outside markets are quiet and firm.

SUGAR.

Although the outside markets showed no particular indications of declining, the Canadian refiners reduced the prices for Ontario and Quebec, on Wednesday, 10 points. The prices of the United States refined remain just the same as last week. There is, however, a stronger undertone to the outside market and indications are repeatedly reported of further advances. There seems to be considerable indifference on the part of buyers, probably owing to the fact that the normal consumption at this time of the year is light. In view of purchases made prior to recent advances there is no disposition shown to

See pages 43 and 44 for
Toronto, Montreal, St. John
and Halifax prices current.

further anticipate requirements. The week closes on a strong market for raws and the prices quoted are nominal on a basis of 3 $\frac{7}{8}$ ¢ for 96 deg. centrifugals, duty paid, New York. Sugars arriving in port will readily be sold at this figure, but are being held for further improvement. After advancing to 8s. f.o.b. Hamburg, beet sugar of 88 deg. reacted to 7s. 10 $\frac{1}{2}$ d. and later advanced to 7s. 11 $\frac{1}{4}$ d., closing strong at that figure.

The meltings of raws at the three United States Atlantic ports for the week were 36,559 tons, with nominal meltings at 31,000 tons, thus increasing stocks for the week by 5,559 tons and bringing them up to 188,713 tons, against 148,020 tons for the same week last year.

In reference to Mr. Licht's last report as to damage to the European beet crop to the extent of 90,000 tons, we might state that this refers to Germany only, but the same ratio of damage applied to the entire European beet section would necessitate the estimate of the growing crop there being reduced to 5,500,000 tons.

TEAS.

The outside tea markets continue strong for both blacks and greens. Latest Lon-

don samples show that that market is from 1 to 1 $\frac{1}{2}$ ¢ above Toronto in Indians and Ceylons. Indian greens are scarce and in demand at from 7 $\frac{1}{2}$ to 9 $\frac{1}{2}$ d. Mail advices from London, Eng., under date of November 20, state that changes in the position of teas was obtaining recognition, buyers who were not well stocked offering higher prices to get what they want, but many of the dealers were reluctant to follow a rising market and to replace at an advance what they had sold. The Indian tea market opened with free buyers of low-priced teas at $\frac{3}{4}$ d. advance and with an improved bidding for all other kinds, but not at higher prices. Samples from Assam, Cachar and Dooars, which were on exhibition, showed an improved flavor. The improvement in the market for Ceylons extended from low-priced teas to those of better quality. There was a better inquiry for all the lower grades of China Congou, black and red, and blenders have taken some of the medium grades in some quantity, paying in all cases firmer prices. Gunpowder teas continue steadily to advance in value.

FOREIGN DRIED FRUITS.

CURRENTS.—The influence of a very brisk local demand and the reports of a steadier market in Greece have strengthened the market considerably. Prices are as follows: Fine Filiatras, 5 $\frac{1}{2}$ ¢. up; Patras, 6 $\frac{1}{4}$ to 6 $\frac{3}{4}$ ¢. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—These are in good demand and the prices are held firmly. We quote: Fine off-stalk, 7 to 8c.; selected, 8 to 9c. and selected layers, 9 to 10c. per lb.

SULTANA RAISINS.—A good trade is doing at the following prices, viz.: 9 to 13c. per lb.

DATES.—New dates keep arriving and meet with ready sales. There is a strong feeling in these on the English market. We quote: Hallowees, 4 $\frac{1}{2}$ to 5c.; Sairs, 4 to 4 $\frac{1}{2}$ ¢. and Fards, 7 $\frac{1}{2}$ to 8c. per lb.

PRUNES.—The market is firmer under the influence of an advance of $\frac{1}{2}$ ¢. on the Californian market which took place on Tuesday. Quotations on the large sizes have been withdrawn at the Coast. Our quotations are as follows: Californian prunes, 100-110s, 4c.; 90-100s, 5 to 5 $\frac{1}{2}$ ¢.; 80-90s, 6 to 6 $\frac{1}{2}$ ¢.; 70-80s, 6 $\frac{1}{2}$ to 7c.; 60-70s, 7 to 7 $\frac{1}{2}$ ¢.; 50-60s, 8 to 8 $\frac{1}{2}$ ¢.; 40-50s, 8 $\frac{3}{4}$ to 10c. per lb.

FIGS.—There is a healthy feeling in the fig market and the demand is good. We quote: Tapnets, 4c.; Naturals, 8c. and Elemes, 11 to 15c.

CALIFORNIAN SEEDED RAISINS.—These are commencing to move. A great deal of trouble has been experienced by importers in having shipments forwarded promptly. Prices are 8½ to 9c. per lb. in 12 oz. packages and 10½ to 11c. for 1 lb. boxes of choice goods in packages. Californian loose muscatels are quoted as follows: 2 crown, 7½c.; 3 crown, 8c. and 4 crown, 9c. per lb.

CALIFORNIAN EVAPORATED FRUITS

The volume of business in peaches and apricots is heavy and prices are very steady. We quote: Apricots, 10c. to 16c. and peaches, 9 to 12½c. per lb.

GREEN FRUITS.

Business in oranges, lemons and Malaga grapes is picking up for the Christmas trade. The last named fruit is especially active. Californian navel oranges, due to arrive next week, are quoted at \$1 to \$1.25 per box; lemons, to arrive, will be sold at \$1 to \$1.50 for Californians and \$2.50 to \$1 for Messinas. Pineapples are at present scarce, but some are expected in time for Christmas. The export trade in apples continues. Quotations are as follows: Pears, per basket, 30c. to 35c. and apples, 10 to 25c. per basket and \$1 to \$2 per bbl.; onions, ordinary, 15 to 60c. per bag; Spanish, 65c. to 70c. per case; oranges, Jamaica, \$2.50 to \$2.75 per box; Floridas, \$3.50 to \$3.75 per box; Valencias, 85; Mexicans, \$2.50 to \$2.75; Jersey sweet potatoes, \$2.50 to \$2.75 per bbl.; cocoanuts, \$3.75 per sack; quinces, 30 to 35c. per basket; Cape Cod cranberries, \$9.50 per bbl.; Nova Scotian do, \$7.50; Jerseys, \$10.50; bananas, \$1.25 to \$1.75 per bunch; grape fruit, \$1.50 per box; lemons, Californian, \$1 to \$1.75 per box; Malaga grapes, \$5.50 to \$7 per bbl.

VEGETABLES.

There is a quiet trade doing in vegetables and the prices are steady and unchanged. Our quotations are still as follows: Lettuce, 30 to 40c. per doz.; mint and parsley, 15 to 20c.; cauliflower, 50c. to \$1 per dozen; cabbage, 30 to 50c. per dozen and \$1 per barrel; pickling cabbage, 25 to 50c. per doz.; carrots, 10 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, \$1 to \$1.20 per bag; celery, 50 to 75c. per dozen; squashes, \$1 to \$1.50 per dozen; pumpkins, 50c. per dozen; artichokes, 50c. per bushel; spinach, 40c.; parsnips, 40 to 50c. per bag; vegetable marrow, 30 to 50c. per doz.; citrons, 10 to 50c. per dozen.

COUNTRY PRODUCE.

EGGS. A few fresh eggs are coming forward in small lots and fancy prices are being paid for them. The demand for pickled and cold stored keeps up well. We quote: Strictly new laid, 22 to 25c. for lined, 17 to 19c. and for seconds, 13 to 14c. per dozen.

BEANS.—These keep firm and unchanged, with little new business to report.

We quote choice handpicked, \$2 to \$2.10 per bushel.

DRIED AND EVAPORATED APPLES.

—There is some call for the evaporated article. Dried are quiet. Prices are steady at 7 to 7½c. for evaporated.

HONEY.—There is a steady demand for honey at unchanged prices. We quote as follows: Extracted clover, in 60 lb. tins, 9c.; in glass jars, small sizes, 95c. to \$1.85 per dozen.

POTATOES.—These are firm this week and hard to buy. Owing to the cold weather the dealers from the east do not care about shipping forward any, as the railway companies want the shippers to line the cars at their own expense and will not bring them back empty. Consequently the price of potatoes is firm. For a lot of ten carlots the price offered was 85c. per bag and 90c. for one carlot.

BUTTER AND CHEESE.

BUTTER.—There is quite a quantity of dairy prints, rolls and tubs coming forward, but complaint is being made that a large part of the receipts of the article are of poor quality, being tainted by the feed. Consequently there has been a better demand for creamery in 1 lb. prints and solids. We quote: Choice 1 lb. prints of dairy, 18 to 19c.; large rolls, 17 to 18c.; medium quality, large rolls, 14 to 15c.; tubs, choice, 15 to 17c.; creamery prints, 20 to 23c.; solids, 19 to 21c. per lb.

CHEESE. The market keeps strong with a reported good inquiry from the Old Country, where the markets are pervaded by a healthy tone. We quote as follows: Finest, 12½ to 12¾c. and seconds, 11¾ to 12¼c. per lb.

POULTRY AND GAME.

DRESSED POULTRY. The lateness of the season is having the effect of increasing the arrivals of all kinds of dressed poultry. There are quite a lot of poorly dressed turkeys coming in. Good, dry pickled fowl are wanted. We quote: Turkeys, 8 to 12c.; geese, 7 to 7½c. per lb.; ducks, 50 to 70c. and chickens, 10 to 60c. per pair.

LIVE POULTRY. There is a fair amount of business being done in live poultry and shipments are being forwarded to Great Britain as soon as they are made up. We quote: Turkeys, 8c.; geese, 5c.; ducks, 7c.; chickens, young, 7 to 8c. and old, 5 to 6c. per lb.

GAME. The receipts of game continue free and the demand is poor. We quote as follows: Teal, 20c. per pair, and pin tails, 30 to 35c.; black ducks, 70 to 75c.; butterballs, 30 to 35c.; red heads, 60 to 65c. and blue bills, 20 to 30c.

FISH.

The market for all kinds of fish is active. Herring are still scarce. Oysters are selling freely and are firmer in response to reports from Baltimore to the effect that the catch there is short. We quote: Frozen fish, trout, 7½ to 8c.; white fish, 7½ to 8c. Fresh fish, herring, 5 to 6c.; perch, 4 to 5c.; pike, 6c.; British-

Columbian salmon, 15 to 20c.; mackerel, 15 to 20c.; halibut, 15c.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, \$1.25 to \$1.35 per wine gallon; selects, \$1.50 to \$1.60; Digby herring, 50c. per bundle of 6 baskets; finnan haddies, 7½ to 8c. per lb. in 15-lb. boxes; codfish, \$4.50 for 25-lb. boxes and \$1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c. per lb.; ciscoes, \$1.25 per basket; kippered herring, \$4 per case of 4 doz. tins; Labrador herring, in half-barrels, \$3 and lake herring, \$4; salt sea salmon, \$8 to \$10 per 100-lb. bbl.; salt sea mackerel, \$2 per kit (20-lb. pail.)

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The market for oats is a little stronger, as the opening of the port of St. John, N.B., is causing a demand from there for export, and the low freight rates made by the railways to that shipping point leaves a margin in favor of sellers. Wheat is firm, but the prospects are for steady prices. Quotations are as follows: Red wheat, 72c.; white wheat, 72c.; barley, 40 to 45c.; oats, 34c.; peas, 76c.; buckwheat, 52c.; rye, 50c. per bush., on track, Toronto.

FLOUR.—Buying on the flour market continues active, but mostly in small lots. We quote: Ontario patents, in bags, \$3.35 to \$3.65; Hungarian patents, \$1.10 to \$1.20; Manitoba bakers', \$3.75 to \$3.90; straight roller, \$3.40 to \$3.50 per barrel.

BREAKFAST FOODS.—A good demand continues for oatmeal and rolled oats without any change in prices. The other lines are active. Quotations are: Oatmeal, standard and granulated, in carlots on track here, \$1.45; standard rolled oats in carlots on track here, \$1.25 per barrel; in wood, 15c. extra; broken lots are 25c. per bbl. extra; rolled wheat, \$2.25 in 100 lb. bbl.; corn meal, \$1; split peas, \$1.75; pot barley, \$1.25 in 196-lb. bbls., or \$4.10 in bags.

HIDES, SKINS AND WOOL.

HIDES.—These are moving out freely. The prices are steady and unchanged. We quote: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½c. to 9c. per lb.

CALF SKINS.—A fair amount of business is being transacted. We quote: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

SHEEPSKINS.—These are active and have advanced 10c. We quote 75c.

WOOL.—The market keeps improving. We quote: Fleece wool, 14c. and unwashed wool, 7½c. per lb.

TALLOW.—The market continues depressed. The demand is light and stocks are accumulating. We quote 6½ to 7c. per lb.

SEEDS.

There are light offerings of red clover and alsike at outside points. The farmers are commencing to market their alsike more freely. We quote at outside points: Red clover, \$6.25 to \$6.75; alsike, \$6.50 to \$7 and timothy, \$1.60 to \$1.85.

NOTES.

Fresh eggs are advancing.
Sugar has declined 10c. per 100 lb.
Sheepskins have advanced 10c. each.

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QUEBEC MARKETS

Montreal, December 1, 1902.

GROCERIES.

THE jobbing houses now are all as busy as usual at this time of the year with orders for the holiday trade. With country points in the vicinity of the large Quebec markets there has been a slight falling off in business, owing to the roads, but shipments by rail are still heavy, the change in freight rates having made less difference than usual in the volume of business transacted. Several changes have been made in prices. Canadian bulk pickles have advanced again 5c. per gallon. One gallon pails are now quoted at 70c.; 2 gallon, 65c. and so on, with a downward grading of 5c., according to quantity. Pressed hops have advanced 2c. per lb., being now worth 19 to 20c. per lb. "C. & B." marmalade is getting scarce and 7 lb. tins are reported to be out of the market. Crosse & Blackwell will not be able to ship any to this market before the end of January. Boiling peas have been arriving on the market in good quantities and are now quoted at 2½c. per lb. for extra fine quality, prices now ranging from 1½c. for the cheaper grades to 2½c. French sardines are scarce and will remain so until the new catch is in. Coal oil advanced on November 22 another cent. Small cheese has also advanced and is now quoted at 13c., with a firm market. Pure lard is ½c. higher, cases being now 12½ to 12¾c. per lb. in 3, 5 and 10 lb. tins, 60 lb. to a case.

SUGAR.

Since our last report the local sugar market has been steadier and the prices are unchanged from former quotations. No. 1 granulated, Montreal refined sugar, is now worth \$3.90; No. 2, \$3.70; and yellows, from \$3.25 to \$3.75. While the market is not particularly active there is yet a good movement in all grades, refiners having plenty to do in forwarding previous orders.

TEAS.

Ceylon black teas are 1 to 1½d. higher for all grades, both on the London and Colombo markets. China greens continue very firm; the market for all green teas is now closed and advices state that it was stronger at the close than at any other time. Many orders were received after the close, but there was no possible chance of their being delivered. On the local market China greens are scarce. No 2 hysons have become scarce on the primary market, owing to the fact that a number of contracts have been made in Canada and the United States for the produce of those States making green teas, and a number of States making blacks are now turning their attention to greens. Hence, in view of the larger production, lower prices are expected in green teas. One or two large invoices of China greens have changed hands during the past week or so, and the demand is still good. Indian teas are still low. There is not much demand, though it is expected that on account of the higher prices in Ceylon blacks a better movement will be given to Indian grades. Japans remain very firm under light supplies. A letter received here on Monday, dated November 7, says that arrivals from the interior were small. All teas

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of sound liquor and good appearance were hardly obtainable.

SYRUPS AND MOLASSES.

The tone of the market for Barbados molasses is somewhat firmer. During the week a few hundred puncheons here changed hands among wholesalers at 24c. net cash, Montreal, and one large holder gives it as his opinion that prices will go to 30c. With most jobbers stocks are light and prices have been advanced to 25c. for single puncheon lots, in some cases. We now quote 24 to 25c. for Barbados molasses. New Orleans is a little lower at 16 to 17c.; Antigua, 21c.; Porto Rico, 35c. In corn syrups there is some change for the better, a few lots having sold this week, but the market is still quiet and prices are unchanged. We quote as follows: In bbls., 3c.; in half bbls., 3½c.; in 1 bbls., 3¾c.; in 3½ lb. pails, \$1.10 and 25 lb. pails, \$1.10.

SPICES.

The movement in the general list of spices is still brisk. There has been no change of any importance on the market and prices remain the same. Our quotations are as follows: Nutmegs, 35c. to 55c. per lb., as to size; penang mace, 40 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

A fairly good trade is doing in these articles. There has been no quotable change. Our quotations are as follows: B rice, in bags, \$3.92½; in half bags, \$3.97½; in ¼ bags, \$3.12½; in pockets, \$3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, \$2.92½ in bags; \$2.97½ in ½ bags; \$3.02½ in ¼ bags and \$3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

CANNED GOODS.

Both peas and corn have been gaining strength right along. Packers have refused to sell corn at an advance of 5c. over the syndicate price and jobbers are looking forward to an advance to \$1 in January. It is reported that there are no more peas in packers' hands, and the price is now firm. The strong feeling in, and prices of tomatoes, peas and corn have had their effect on string beans, which are in active demand. One jobber states that he has sold this season three times as much as in former seasons. An advance has been made, but it is considered that at the present price string beans are a good purchase. Our quotations are as follows: Tomatoes, \$1.60 to \$1.75; corn, 95c.; peas, 90c. to \$1.27½; string beans, 87½c. to 90c.; strawberries, \$1.15 to \$1.60; blueberries, \$1.25; raspberries, \$1.45 to \$1.60; gooseberries, \$1.15 to \$1.60; pears, 2's, \$1.60 to \$1.70; 3's, \$2.10 to \$2.15; peaches, 2's, \$1.65 to \$1.70; 3's, \$2.50 to \$2.75; 3 lb. apples, 85 to 90c.; gallon apples, \$2.10 to \$2.20; 2-lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, \$1 per doz.; spinach, \$1.50; sugar beets, 95c. to \$1.00; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

FOREIGN DRIED FRUITS.

CURRENTS.—There has been no quotable change on the local market. Prices are firm and any new importations would have to sell at a higher price here. We quote: Fine Filiatras, 5¼ to 5½c., in cases; cleaned, 5½ to 5¾c.; in 1-lb. cartons, 6¼ to 7c.; finest Vostizzas, 6¼ to 7c. per lb.

SULTANA RAISINS.—These sell at 9 to 10c. per lb. for fine-quality fruit. There is nothing new on the market.

VALENCIA RAISINS.—No further advance has been made this week. The market is firm. We quote: Finest off-stalk, 8c.; selected, 8½c.; layers, 8¾c. to 9c., according to brands.

MALAGA RAISINS.—The price of medium and lower grades has advanced from 20 to 25 per cent., following an advance of 2s. on the primary market. Good table raisins are becoming scarcer and ¼-lb. boxes are very hard to obtain. We now quote as follows: London layers, \$1.75 to \$1.90; "Connoisseur Clusters," \$2.17 to \$2.50; "Royal Buckingham Clusters," \$3.10 to \$3.50; "Excelsior Windsor Clusters," \$1.50 to \$1.60; ¼s, \$1.30 to \$1.40.

FIGS.—These are moving out well at firm prices. Elemen table figs are worth 10½ to 20c. per lb. and Comadres sell at \$1.20 per tapnet.

DATES.—New dates are now on the market, some fancy golden stock selling at 4c. per lb.

CALIFORNIAN RAISINS.—The Syndicate in California has withdrawn the 1c. rebate on raisins exported to Canada, which will make the price 1c. higher, but there has been no change in the price as yet.

PRUNES.—There has been no change of importance in this line. The market is steady, and our quotations are still as follows: 8½c. for 40-50s; 8c. for 50-60s; 7½c. for 60-70s; 7¼c. for 70-80s; 6¾c. for 80-90s; 6¼c. for 90-100s. Italian prunes are offered at the following prices: 40-50s, 7½c. to 7¾c.; 50-60s, 7 to 7¼c.; 70-80s, 5½ to 5¾c.; 90-100s, 4½ to 4¾c. per lb.

NUTS.

The new Grenoble walnuts which are now in fair supply on this market are selling at 13 to 14c. per lb. Shelled walnuts, on spot (1901 crop) have advanced 2c. per lb., now being worth 26 to 27c. Quotations are now: Walnuts, 13 to 14c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 26 to 27c.; shelled almonds, 29 to 30c.; filberts, 9½c.; Pecans, 15c.; Brazil nuts, 14 to 15c. per lb.

GREEN FRUITS.

Jamaica oranges are quoted 25c. per box lower this week. Jamaica bananas, now on the market, are quoted at \$1.75 per bunch, an advance of 25c. Almeria grapes are firm and the market shows an upward tendency. We quote: Jamaica oranges, \$2.75 per box; Californian navel, \$3.75 to \$4 per box; Valencias, 7¼s, \$1.75 per box, and 420s, \$1.50 per box; Messina lemons, \$1.00 per box; coconuts, \$3.50 per bag of 100; bananas, \$1.75 per bunch; Canadian cabbage, 25 to 40c. per dozen; potatoes, \$1.15 to \$1.30 per barrel; plums, \$1.50; pears, \$3.25 and limes, \$1.50 per box; Canadian apples, in barrels, \$1.50 to \$3 and in baskets, 20c. to 30c.; egg plant, 50c. per basket; Canadian pears, 40c. per basket; Spanish onions, 60c. per crate and \$2.25 per case; sweet potatoes, \$3.00 per bbl., and Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$9 to \$10.75 per bbl.; red onions, \$2 per bbl.; chestnuts, 9 to 10c. per lb.; Boston lettuce, \$1.15 per doz.; wax beans, \$2.50 per bas-

ket; green beans, \$2.50 per basket, and cucumbers, \$2.25 per doz.; pineapples, 21s, \$4 to \$4.50 per crate; Almeria grapes, extra fancy tinted, \$7.50 per keg; fancy heavy weights, \$7 per keg; choice heavy weights, \$6.50 per keg; ordinary, \$5.50 per keg; Californian celery, \$5.25 per case.

FISH.

There is no change in the price this week. A large quantity of frozen fish is arriving, as well as of western salmon. There is a good demand, dealers having been buying for the coming two or three weeks, and our quotations are now as follows: Haddies, 6 to 7c.; smoked herring, 15c. per box; fresh haddock and cod, 3½c. per lb.; dore, 6 to 6¼c.; pike, 5c. halibut, 9c.; salmon, 9c.; No. 1 herring, Nova-Scotian, \$5.50 per bbl. and \$3 per half bbl.; No. 1 Holland herring, \$6.50 per half bbl.; No. 1 Scotch herring, \$6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish \$6.00 and mackerel, \$20.00 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$1 to \$1.50 per 100-lb. bundle; British-Columbian salmon, \$12.50 per barrel; standard bulk oysters, \$1.40 per gallon; Marshall's kippered herring, \$1.15 per dozen; Canadian kippered, \$1.00 per doz.; Canadian ¼ sardines, \$3.50 to \$3.75 per 100; canned Cove Oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.; Malpeque shell oysters, \$6 to \$7.50 per bbl.

BUTTER AND CHEESE.

BUTTER.—There is a good demand for butter and with comparatively light deliveries the market has become stronger and prices are higher. Finest Quebecs are now quoted at 22 to 22¼c. and Townships at 22¼ to 22½c.

CHEESE.—The price on the wharf on Monday was 11¼c. for late November make. For finest fall cheese the market is now fairly steady at 12 to 12¼c. There is not much inquiry from foreign buyers, who are still holding off on account of the high prices, but stocks in all the leading centres, home and foreign, are small, and a better demand is expected before long.

COUNTRY PRODUCE.

EGGS.—Selected eggs have gone up another cent. There is a good demand and the feeling is firm. We quote: Selected, 25c.; candled stock, 19½ to 20¼c.; Montreal limed, 18c. in a jobbing way; straight receipts, 18½ to 19c.; Montreal limed, 17½c.; cold storage stock, 17¼c. and western limed, 16½ to 17c. per doz.

POULTRY.—There has been no quotable change in the market. An active trade is doing, and our quotations are as follows: Choice turkeys, 12½ to 13c.; ordinary, 10½ to 11c.; choice chickens, 10½ to 11c.; ordinary, 8 to 10c.; ducks, 9 to 11c.; geese, 7 to 8c. per lb.

POTATOES.—The market continues active and prices of choice stock have stiffened some. There is a good demand for small lots. Prices are as follows: Choice stock, carlots, 72 to 77c. per bag; ordinary, 65 to 68c.; in small lots, 90c. per bag.

HONEY.—There is no change. The market remains quiet at 11 to 11¼c. for white clover in comb and 8 to 8½c. for white strained.

BEANS.—There has been no improvement in the demand and trade is still quiet at \$2 per bushel for primes in carlots and \$2.05 to \$2.10 in small lots.

\$563,470.17.

Over Half a Million Dollars sales in two months.

ALMOST A TIE.

Our Sales for OCTOBER, 1902, \$281,718.86

Our Sales for NOVEMBER, 1902, \$281,751.31

All Strictly Regular Jobbing Business and comprising no incidental large sales to Wholesale Trade.

An Excellent Photographure taken from the latest Portraits of Their Majesties

KING EDWARD VII. and QUEEN ALEXANDRA.

Large size, 22 x 16, Fine Artistic Engravings on best quality of coated paper, well worthy of a good frame and entirely free of all advertising matter.

*We will mail **TEN THOUSAND** copies of them to our Customers before Christmas.*

Mudon, Hebert & Cie

IMPORTING WHOLESALE GROCERS and WINE MERCHANTS,

MONTREAL.

ONE OF THE MOST LIBERALLY MANAGED FIRMS IN CANADA.

MAPLE PRODUCTS.—There is but little doing in this line. No quotable change is reported. We quote: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

ASHES.—Business in ashes is dull and prices are unchanged. We quote as follows: First pots, \$1.35 to \$1.10; seconds, \$3.60; pearls, \$6.25 per 100 lb.

FLOUR AND GRAIN.

FLOUR. Trade with local and country buyers is fair and prices are unchanged. We quote: Choice Manitoba spring wheat patents, \$1.20; seconds, \$3.90; strong bakers', \$3.50; straight rollers, \$3.60 to \$3.75; winter wheat patents, \$3.75 to \$4.00.

GRAIN. A decline took place in the Winnipeg market for No. 1 hard and Northern wheat on Monday in sympathy with the American market, and No. 1 hard is quoted at 73c.; No. 1 Northern at 71c. afloat, Fort William, for delivery first half of December. No. 2 white oats are a little easier and may go lower, the demand being slow. We quote as follows: Rye, 56c.; peas, 73½c.; corn, 66c.; buckwheat, 53c.; barley, 50 to 51c.; oats, 36½ to 37c. ex store.

FEED. No quotable change has been made. The market is firm and active. We quote: Manitoba bran, \$18.00, and shorts, \$20; Ontario bran, \$17 to \$18, shorts, \$19 to \$20; mouillie, \$23 to \$30, according to quality.

OATMEAL. Business in rolled oats is quiet, the demand being chiefly for small quantities for immediate delivery. In small lots barrels are quoted at \$1.60 and bags at \$2.25; in carlots, barrels, \$1.30 and bags, \$2 to \$2.05.

RALED HAY.—There is no further change in this market. Prices are steady and there is a moderate demand. We quote: No. 1 timothy, \$9 to \$10; No. 2, \$8 to \$8.75; clover, \$6.50 to \$7 per ton in carlots.

RAW FURS.

Offerings of furs this week have continued fair and there is no feature to be noted on the market. Prices are as follows:

BEAVER	Labrador and choice Eastern Territory Rocky Mountains and Western	Large 85.00	Medium 85.00	Small 82.75	Kitts 81.50	Fall Beaver 2.00 to 2.50 per pound	Spring Beaver 3.00 to 3.50 per pound	
	Strictly Prime, or, No. 1	6.00	4.00	2.00	50.75			
	Partly Prime, or, No. 2	4.00	3.00	2.00	59			
	Uprime, or, No. 3	3.00	2.00	.75	49			
	Flat, weak, or poor, or, No. 4	2.50	.50	.25	25			
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	4 Cubs, Yearlings 50 \$2.00 to \$8.00	
	Brown	12.00	7.00	5.00			1.00 to 5.00	
		1	2	3	4			
BADGER	Of all sections	.50	.25	.19	.05			
FISHER	Eastern and far North Eastern Territory and Western	Dark 6.50	Brown 5.00	Pale 5.00	3.00	1.75	.50	
		6.50	5.00	3.50	2.01	1.00	.50	
FOX	Red North Eastern and similar fine bright red kinds Territory and Western	Large 3.50	Small 2.75	2	3	4		
		3.50	2.75	1.41	.50	.21		
	Cross Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50	
	Silver Eastern and far Northern	75.00	50.00	25.00	21.00	9.00	1.50	
	Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50	
LYNX	Far North Eastern Territory and Western	Large 4.00-5.00	Medium 3.00-3.50	Small 2.25	2.00	.75	.25	
		4.00-5.00	3.50	2.25	2.00	.69	.20	
MARTEN	British Columbia, Northern Pacific and similar Territory and Western	Dark 7.00	Brown 5.00	Pale 2.50	1.75	1.00	.25	
	Quebec and Ontario	3.00-3.50	2.50-3.00	2 to 2.25	1.00	.51	.25	
MINK	Halifax, far North Eastern and choice Territory and Western	Large 4.00	Medium 3.25	Small 2.50	2.25	1.50	.40	
		4.50-2.00	1.50	1.00	.75		.25	
MUSKRAT	Eastern, best large Territory and Western	Spring 10 to 13	Winter 8 to 10	Fall 2 to 5	Kitts 10 to 12			
		5 to 10	.07	2 to 4				
OTTER	Labrador and far North Eastern Territory and Western	Large 8.00-8.14	Small 7.00-10	5.00	2.50	2.00	81.00 to 82.00	
		6.00	4.50	3.50	2.25	.50	25 to 50	
RA COON	Black Value according to darkness, size and beauty	Large 75-1.25	Small 60-75	33-50	25	15		
		2.25	2.00	1.00	.50	.25		
SKUNK		Black 75-1.25	Short 75	Long 49-50	St 65-15	White		
		Dark 5.00	Brown 4.00	Pale 2.51	1.50	.75	.25	
CASTOREUM		\$5.00 to \$6.00 per pound.						

MONTREAL NOTES.

Butter has advanced ½ to ¾c. Selected eggs have gone up 1c. Malaga raisins are about 25c. higher. Jamaica oranges are 25c. per box lower.

MANITOBA MARKETS.

Winnipeg, December 1, 1902.

THE event of interest for the week has been the announcement of the Grand Trunk with reference to a new trans-continental line. The news was hailed with joy in the West, as grain men, jobbers, stock exporters; in fact everyone who has to get anything in or out of the country are eager for increased transportation facilities. The lake navigation is just closing and not a third of Manitoba's great crop has been moved. There is a grain blockade all over the country, and there is no question but that the farmers and grainmen of the West have lost heavily through not getting their wheat out. Some idea of the situation may be gleaned from the fact that up to day the spread between December wheat and in store at Fort William, or en route east of Winnipeg, has been fully 5c. per bushel. Considering the fact that we have had two rail ways, the crop has not moved as well this year as last, and for a much longer period the farmers have had to take all rail prices because elevator men could see no prospect of getting the wheat out. At the majority of points in Manitoba all rail prices have obtained since the second week of October. One, two or three cents per bushel looks a small matter when it is the individual bushel, but when it comes to a matter of 35,000,000 or 40,000,000 bushels it is another thing.

The C.P.R. has suffered not only from a lack of cars, but a lack of motive power. There are 220 points on the C.P.R. where wheat is shipped, and the supply of empties for the past three weeks has not averaged 1½ cars per day. It will be no surprise then that any prospect of additional railway service should be hailed with delight in the West.

The jobbing market is active in all lines, and with the single exception of sugars, which have again advanced 10c. per cwt., there is no change to report. Grocery men report good business, and considering the grain movement, good collections. Produce men are very busy filling orders, and prices in all lines of their goods are firm and without change. In fact, there is nothing to report in the way of business news.

FLOUR. Prices are still \$2 for Hungarian patent and other grades in proportion.

CEREALS.—These are unchanged. We quote: Rolled oats, \$1.75 for the 80-lb. sack; rolled wheat, \$2.25; cornmeals, \$1.75 to \$1.80.

SUGAR. Prices are \$1.15 for granulated and \$3.95 for bright yellows.

DRIED FRUITS. All lines are very firm, and we quote: New crop, fine off stalk, Valencia, per box, \$2.25; muscatel, 2 crown, 7c.; ditto, 3 crown, 7½c.; ditto, 4 crown, 8c.; ditto, seeded, 1 lb. cartons, choice, 9½c.; ditto, seeded, 1 lb. cartons, fancy, 10c. per lb.

CURRENTS.—The market is active and the prices are unchanged. We quote: Fine Filiatras, 5c.; cleaned, 6c. and Vostizzas, in cases, 6c. per lb.

CANNED GOODS. Prices are as follows: Tomatoes, \$3.50 to \$3.75 per case, according to grade; corn, very firm at \$2, peas, firm and in good demand at \$1.95 to \$2.

GREEN FRUITS. Apples are the only line of fruit showing much movement. Spies are worth \$1, and other winter varieties, \$3.50. Tokay grapes are still to be had in small quantities at \$3 per case; Malagas, \$8 per keg; cranberries at \$11 per barrel; Californian naval oranges, \$5.50 to \$6 per case; seedlings, \$1 Mexican, \$5; lemons, \$6.

DAIRY MARKET.

BUTTER. The supply of dairy butter is greatly below the demand for a first class table butter. Dealers are paying 21c. per lb. for separator-made bricks, and good fresh rolls or tubs bring 15 to 17c. Winnipeg.

CHEESE.—No change. There is a very fair market at 13 to 13 1/2c. to the retailer.

EGGS.—The supply continues scarce and dealers are offering 22c. Winnipeg, subject to candling.

NOVA SCOTIA MARKETS.

Halifax, December 1, 1902.

THE grocery business for the last week has been fairly active, and considering the season, the trade are quite satisfied with the volume of business being done. The wholesalers have lately been doing a heavy business in fancy biscuits and other fancy groceries for the holiday trade, but from now on until the end of the month will come the retailers' period of activity in these lines. The continued fair weather, with little or no frost, has tended to greater activity in business.

All this season there seems to have been a contest going on between the refiners producing beet root and those producing cane sugars. Year by year there is a greater growth of beets for this industry, which inevitably gives rise to the consideration of the point at which each can be profitably put on the market. The pre-

vailing opinion is that cane sugar must drop out of the market unless the growers, by more systematic and economic means, can lower the cost of production. The low point for sugar was reached some time ago, and the recent advances amount now to 20c. per cwt. Some dealers suggest the possibility of an understanding between the two interests having been reached. This suggestion is borne out by the report that the Missouri River district beet product has been shipped east, but was being held off the market just previous to recent advances. The refineries here are doing a heavy business and are rushed with orders.

* * *

Flours are higher here than some time ago. Ogilvie's Hungarian is quoted at \$1.70, and other grades in proportion. The various mill-feeds are also high, the stocks are low and there is some difficulty in restocking. Oatmeal, cornmeal and rolled oats are firm, with a good demand.

* * *

Butter is becoming firmer and higher prices are being asked. The same may be said of eggs. For fresh eggs the housewife will probably have to pay 40c. at the grocery, or else forego her Christmas cookery. During the week some 20,000 bushels of potatoes were landed here from P. E. Island, but the prices last quoted are still being obtained. Over 2,000 bushels of oats and 5,000 bushels of turnips were also landed from the Island. Oats are firm and some holders are asking as high as 45c. The price of hay is yet an uncertain figure. Beef and pork, turkeys, geese and fowl are coming in in good supply. Prices are firm and may be higher before Christmas. Potatoes are reported selling in Charlottetown at 26c., and oats at 34c.

* * *

The ss. Dahome, which arrived last week from the West Indies, brought a quantity of sugar for local dealers, and also 6,241 bags for Montreal. The former was from St. Kitts and Antigua and the latter from Demerara. The schooner Mariel brought 237 puncheons, 6 tierces, 29 barrels of molasses from Fajardo, Porto Rico, for G. P. Mitchell & Sons.

R. C. H.

NEW BRUNSWICK MARKETS.

St. John, N.B., December 1, 1902.

BUSINESS is very active. This is especially true of raisins and other Christmas lines. The wholesale trade are holding heavy stocks in many lines, more particularly sugar. The markets are firm with hardly an exception. Evaporated apples seem a weak point. There is no doubt the past year has been a good one from the standpoint of the wholesale grocer. The retailers are now beginning to feel the increased business caused by the holiday demand. The arrival of winter port steamers is now of almost daily occurrence and means much to the city.

OILS.—In burning oil the price is held firm at the advance. Sales are large. While the tank wagons do not book orders ahead, so that the city retailer loses the chance of making an extra profit on the advance, this is made up to them in many ways. There is no doubt the wagon is an advantage to them. In paint oils the market continues easy with

sales light. Lubricating oils show a good business for the season. While the stock of cod oil is not heavy it is enough for requirements.

SALT.—Quite a large cargo of Liverpool coarse salt was received this week. There were some 6,000 bags. Prices for a little seemed easier, but the market is again rather firmer. Dealers holding stocks cannot compete with dealers who have salt landing, as the cost of having it stored is an important item. There will be weekly arrivals during the winter. Fine salt is held firm. We quote: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1.10 per bag; cheese and butter salt, bulk, \$2.25 to \$2.35 per bbl.; 5 lb. bags, \$3.10 per bbl.; 10 lb. bags, \$2.85 per bbl.; 20 lb. wood boxes, 25c. each; 10 lb. wood boxes, 15c. each; cartons, \$1.90 to \$2 per case; English bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—Tomatoes continue of interest. Some American have been received and the quality seems quite satisfactory, but the price is high. Both corn and peas are held at higher figures. There is quite a full stock of corn. Salmon are unchanged and a fair stock is held. In fruits there is a steady sale. Gallon apples are firmer. Blueberries are scarce and the price is higher than ever before. Oysters are firmer. Pineapples tend higher. In domestic packed fish the prices are unchanged. For the present the western demand has been largely met.

GREEN FRUITS.—Sales are large. Apples are not selling freely this year. Best stock is quite high and dealers would be badly off were it not for American Baldwins and Ontario Northern Spies which they have received. Some Ontario apples were refused by buyers because of quality, but generally they have been particularly good. In oranges, Jamaica still have the market. Full stocks are held. Prices are unchanged. Valencias are daily expected and the price is rather lower than for first stock last year. The receipts are later. Messina lemons are to hand. They are much preferred to the Malagas, which have supplied the market. In grapes, Malagas have a good sale. Cranberries, for best stock, are rather higher. They show a wide range.

DRIED FRUITS.—Some new Californian seeded raisins have been received, but the market is very lightly supplied. The larger part of the stock will be late. The prices are held firmer and are likely to rule higher. The withdrawal by the Association of the one-cent rebate on loose muscatels means a cent advance in the Californian fruit. Dealers have fair stocks. Valencias come forward slowly and full prices rule. Malaga loose are also firmly held. They could not be imported to sell at present prices. Currants are plentiful and cheap. Really nothing but cleaned is sold. Prunes are low. Dates are higher. Stock is early to hand this year. Figs are firm. Evaporated apples are rather lower. In onions, the market is overstocked. Prices are low.

DAIRY PRODUCE.—Eggs are quoted higher and it looks as if stocks would be short. In butter the market is held firm. There are fair receipts. Cheese is in light supply and quite high prices rule.

SUGAR.—Stocks are quite large. The market is firm at the advance and higher prices are looked for. Granulated is chiefly sold. In yellow, two grades are offered, but some for special trade carry a darker sugar.

Ozone and The General Merchant.

Owing to the rapidly increasing demand for Powley's Liquified Ozone with the general merchants throughout the Dominion, we have arranged for the following wholesale grocers to handle it:

THE EBY, BLAIN CO.,
Limited,
Toronto, Ont.

JAMES LUMBERS,
Toronto, Ont.

WARREN BROS & Co.,
Toronto, Ont.

T. KINNEAR & CO.,
Toronto, Ont.

JOHN SLOAN & CO.,
Toronto, Ont.

E. ADAMS & CO.,
London, Ont.

JOHN GARVEY,
London, Ont.

LUCAS, STEELE &
BRISTOL, Hamilton, Ont.

LAPORTE, MARTIN & CO.,
Montreal, Que.

In buying, it will be necessary for you to sign an agreement to not cut prices, as we protect our customers by making it impossible for departmental stores or others to sell Ozone at cut rates.

When placing your order also write us and we will forward advertising matter free of charge.

THE OZONE CO.,
TORONTO, ONT.

MOLASSES.—While the market just at present seems easy, the stock here is lighter than last year and the larger holders of Porto Rico are not pushing sales. Barbados is unchanged and stock is light.

FISH.—In dry cod the market is unchanged. Owing to quality there is some range in price. Pollock are scarce and the price is rather high. There is not a large market. Pickled herring have been quite freely received. Prices are unchanged. Smoked herring are the feature of the trade, owing to the high price. They are higher than for years. Finnan haddies have a large sale at even figures. We quote: Haddies, 4½ to 5c.; smoked herring, 11½ to 12c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, \$1.70 to \$1.75 per 100 lb.; pickled herring, \$2 to \$2.25 per half-barrel; dry cod, \$3.25 to \$3.50; pickled shad, per ½-bbl., \$6.00.

FLOUR, FEED AND MEAL.—In both Manitoba and Ontario flours full prices are asked. Stocks come forward slowly. This is true of all western goods. Oats and oatmeal are rather higher. The latter is scarce. Cornmeal seems quite easy, though corn is firm. Beans tend upward and fair stocks are held. Peas are scarce. Feed is scarce and high and in demand. We quote: Manitoba flour, \$4.80 to \$4.85; Ontario, \$4.25 to \$4.35; oatmeal \$4.50 to \$4.60; cornmeal, \$3.05 to \$3.15; middlings, in small lots, \$26 to \$28; oats, 40 to 44c.; handpicked beans, \$2.35 to \$2.40; prime, \$2.25 to \$2.30; yellow eye beans, \$2.80 to \$3; split peas, \$5.15 to \$5.25; barley, \$4.25 to \$4.30; hay, \$9 to \$10.

PROVISIONS.—In barreled pork rather lower prices rule, and quite a quantity of domestic packed is seen. The quantity increases each year. In beef, more Canadian is seen and it brings a good price. Some good domestic mess is offered at low figures. While pure lard is very firm at full figures, compound seems a little easier. Both are in light supply. In fresh beef, light domestic beef is plentiful and low. Lamb continues low. Poultry are quite scarce. Pork is in quite good supply and holds at even figures. We quote: Mess pork, \$23 to \$23.50; clear pork, \$23 to \$26; plate beef, \$15 to \$16; domestic beef, 5 to 7c.; Western beef, 7 to 9c.; lamb, 5 to 6c.; mutton, 5c.; veal, 5 to 7c.; pork, 7½ to 8c.; pure lard, tubs, 12c.; pails, 12½c.; compound tubs, 9½c.; pails, 9½c.; Fairbank's refined, tubs, 10½c.; pails, 10½c. The trade are finding it impossible to get Fairbank's "Boar's Head" lard forward fast enough to supply the demand.

ST. JOHN NOTES.

"Pure Gold" extracts sell well here. Schep's cocoanut is in good demand for the Christmas trade.

Gandy & Allison landed 6,000 bags of Liverpool coarse salt this week.

Geo. E. Barbour received 400 cases of salmon last week from J. H. Todd & Sons.

Hall & Fairweather, who handle "Tetley" are finding active sales, the result of special work now being done here.

John Sealy landed 5,000 boxes of smoked herring this week. In the depleted state of the market they bring big figures.

James Logan, representing The Phoenix Packing Co., was a happy man this week distributing seeded raisins to the trade. Other brokers are busy making explanations. Their customers are anxious waiters.

VISIBLE SUPPLY OF LARD.

The N. K. Fairbank Co., Chicago, under date of December 1, advise THE CANADIAN GROCER as follows: "Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on December 1, to which we add estimates of former years, and stocks in cities named:

	1902. Dec. 1.	1902. Nov. 1.	1901. Dec. 1.	1900. Dec. 1.	1899. Dec. 1.	1898. Dec. 1.
Liverpool and Manchester	950	3,500	3,500	6,000	37,000	42,000
Other British ports	250	700	5,000	6,000	7,000	10,000
Hamburg	500	2,500	3,000	3,500	4,000	16,000
Bremen	1,500	700	1,000	1,000	3,000	5,000
Berlin	500	500	500	2,500	5,000	2,000
Baltic ports	5,000	4,000	6,000	5,000	6,000	6,000
Amsterdam }	500	700	1,000	500	1,500	3,000
Rotterdam }						
Mannheim }						
Antwerp	1,000	1,000	1,000	1,500	4,000	7,000
French ports	500	900	3,000	4,000	4,500	7,000
Italian and Spanish ports	500	500	1,000	1,000	1,000	1,000
Total in Europe	11,200	15,000	25,000	31,000	73,000	99,000
Afloat for Europe	45,000	37,700	57,000	60,000	60,000	96,000
Total in Europe and afloat	56,200	52,700	82,000	91,000	133,000	195,000
Chicago prime steam	9,547	9,567	21,438	17,092	90,268	55,172
Chicago other kinds	9,698	4,803	4,981	6,173	11,261	8,034
East St. Louis	None	None	310	568	7,500	4,000
Kansas City	2,289	2,928	13,445	3,406	2,958	3,185
Omaha	1,013	775	3,911	2,960	3,443	3,595
New York	4,510	4,458	5,551	7,340	12,618	12,530
Milwaukee	680	547	1,564	1,566	3,588	757
Cedar Rapids .....	.....	.....	2,644	1,790	444	1,134
South St. Joseph	1,788	1,388	3,450	1,859	1,109	1,193
Total tierces	85,725	77,166	139,294	133,754	266,279	284,510

TORONTO RETAIL GROCERS.

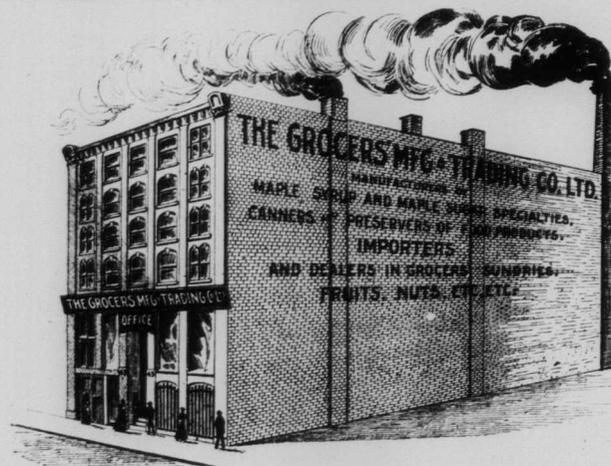
The Toronto Retail Grocers' Association will hold a meeting for the nomination of officers for 1903 in their room in St. George's Hall, Elm street, next Monday evening, December 8.

INSPECTION OF FOODS.

During the year ending June 30, 1902, the Inland Revenue Department analyzed 883 samples of foods, drugs and fertilizers. The following table gives the result.

Description of Samples.	Genuine.	Adulterated.	Doubtful.	Total.
Tea	59	..	..	59
Milk for preservatives	173	3	0	176
Milk for ordinary constituents	116	30	36	182
Drugs, etc., for arsenic	252	13	29	294
Coffee	34	24	1	59
Cocoa and chocolate	15	1	0	16
Fertilizers	67	10	8	85
Cheese	12	0	0	12
Total	728	81	74	883

Wm. Rowan, creamery, Warton, Ont., is advertising his creamery for sale.



THE GROCERS' MFG. and TRADING CO., Limited

"O.K." Brand MAPLE SYRUP.
 "O.K." Brand MAPLE SUGAR.
 "Log Cabin" Brand MAPLE SYRUP.
 "Log Cabin" Brand MAPLE SUGAR.

For excellency and uniformity of quality we refer you to over 1,000 retailers in Montreal. For sale by wholesale grocers everywhere.

SEND FOR ILLUSTRATED PRICE LIST.

43 and 45 St. Maurice St., - MONTREAL.

OUR CUSTOMERS SAY

Thistle Brand



CANNED
GOODS

Are the Best in Canada.

It looks as though they are right, for our season's pack is sold to them. If your wholesaler hasn't any on hand let us know, for we may be able to put you on the track of these "best" canned fruits and vegetables.

BRIGHTON CANNING CO.,
BRIGHTON.



A TRADE-WINNER and
A TRADE-RETAINER.

Bovril

has attained its present high position in public favor on account of its unequalled nutritious properties and palatable flavour.

It is prepared under the supervision of eminent analysts, so that the quality never varies, thus insuring satisfaction to your customers at all times and so contributing to

INCREASED BUSINESS.

The

Dominion Canister Company

Limited

MANUFACTURERS OF

The "Perfection" Canister

THE VERY BEST PACKAGE FOR
YOU IS THE ONE THAT WILL

- 1st—Advertise Your Business.
- 2nd—Admit of Net Weight.
- 3rd—No Loss by Evaporation.
- 4th—Minimum Expense in Packing.

WHY NOT LOOK INTO IT?
WRITE FOR SAMPLES. GET OUR FIGURES.

The Dominion Canister Company, Limited
DUNDAS, ONTARIO, CANADA.

Nasmith's
Bread
and Cakes
Will
Bring
You
Business

We would
be glad
to hear
from out
of town
grocers
who are
not
handling
our goods.

THE NASMITH CO., Limited
66 Jarvis Street, TORONTO.

CORKS

We have a number of jobs on hand, and will be pleased to send samples

S. H. EWING & SONS

96 KING ST., MONTREAL.

Telephone Bell Main 65
Merchants 522.

Toronto Branch, 87 YORK ST.

TELEPHONE MAIN 204.

Telephone orders receive prompt attention.

STUDYING DEPARTMENTAL STORES.

THE big departmental stores are merely developments of the small store. So a merchant may learn much through studying the methods of the former that will enable him more successfully to run the latter. The Merchants' Review thus compares the departmental stores of New York:

If one wishes to study the science of storekeeping, store methods, etc., one can do it best by investigating the operations of the department stores, for the characteristics which are barely perceptible in the smaller establishments stand out so boldly in the big houses that he who runs may read them. Now, one finds from a quite cursory study of the large bazars that each store has a reputation among experienced shoppers for some one thing. Each store may therefore be fairly credited with a character.

Ask any experienced shopper how the large department stores differ from one another, and she will differentiate them in a few words, as thus: "A's is a good, solid house; the stock reliable, and the bargains real bargains. B's is a showy establishment, and the word cheap describes it completely. C's is even worse than B's, but, like the latter, makes a big splurge with a showy building and extensive advertising. D's is very substantial, heavily respectable, and carries in some lines better grades of goods than A's carries. E's is a sort

of conglomeration of various characteristics: sometimes one can buy first-class goods there at tempting prices; at other times only the flimsiest trash is offered." Almost these identical words were used by several ladies who have shopped in New York for years and know the shopping districts intimately. By the way, it is astonishing what great variations in price exist in the larger stores. Sometimes as much as 50 per cent. difference in value is asked for an article, although the closest examination fails to reveal the slightest difference in quality. Another thing worth mentioning is the under-elling of some of the bazars by small stores of no pretensions.

To return to store character. A close study of grocery stores will convince one that while not so conspicuously differentiated from one another as the great bazars of the central shopping district are differentiated, yet the general run of grocery stores have some peculiarity of system, goods or price, which sets each store apart from the others.

Consumers know that one grocer can be trusted to always deliver a high grade of goods. Another dealer in the same neighborhood may be wobbly on quality, but a stickler for punctual delivery or full weight and measure. Another grocer may belong to the cheap and common-goods class, and still another dealer in the same neighborhood may be conspicuous for always having full assortments, so that when nearer grocers have been appealed to in vain, he promptly fills the

order for the scarce goods. Some dealers are known for the cleanliness and neatness of their stores; others, for the prompt attention to customers' wants and the fine courtesy of the attendants.

The minor differences include such matters as specialties. Thus, one store is known for its good coffee, another for its good tea, another for its good butter, and still another for its choice fruits. It is not so very uncommon to find grocery stores that are distinguished for their fair treatment of children—a no mean distinction in neighborhoods where the juvenile messengers of customers are brow-beaten or neglected, or made the butts of crude wits among the clerks, or even made the victims of tricks and petty frauds.

The character of the store, which is so important as a factor in business success, is often simply the reflection of the proprietor's character. It is not to be easily changed. The slipshod store reflects the slipshod dealer. The systematic dealer cannot but have a systematic, well-ordered establishment. Yet care and zeal and a strong resolution can accomplish even more difficult things than a revolution in store character.

St. Francois & Bourbeau, of Sherbrooke, Que., have sold the Eastman creamery to C. C. Colman for \$6,000. The purchase includes the separator station in South Stukely and a dwelling at Eastman.

*The best selling tea in Canada today is
Blue Ribbon Ceylon
packed and sold by
Blue Ribbon Tea Co.
12 Front St. East - Toronto*

CHAT.

REEKS & Co., St. Thomas, Ont., have made a few changes in their cash grocery store to meet the increasing demands of trade.

G. Kemp has opened a grocery store at Warton, Ont.

Stewart & Co.'s new grist mill at Collingwood, Ont., is ready for business.

Joseph Arseneau has suspended business in his grocery store at Chatham, N.B.

Nine Belleville merchants were duped by a clever forger with bogus cheques last week.

The fire, water and light committee, Winnipeg, are calling for tenders for 3,000 bushels of oats.

The Canada Preserving Co.'s factory, machinery and stock at Hamilton is advertised for sale.

The Grand Trunk and Canadian Pacific Railways have dropped their scheme to advance rates throughout Canada. It may be put into force in the future.

The manager for Dundas & Flavelle, Lindsay, Bert Silverwood, fortells a failure in the export of turkeys this coming year. Taken altogether he expects a record year in fowls.

The Canadian Government will make a display of native fruit at the Japanese International Exhibition. The fruit is at the present time in the Gould cold storage vaults. There are 600 boxes of apples picked in the Provinces of Ontario and Quebec.

There is some excitement among the Montreal millers' agents and flour merchants on account of a rumor from Ottawa that the board for the selection of flour standards is about to be abolished. These standards regulate the trade of the whole country and are said to be indispensable.

McLennan Bros., Riley, Parker & McVickar and Joseph P. Graves, all prominent grain dealers of Manitoba, have entered suit for damages against 22 private individuals and firms in the grain business. The plaintiffs allege that the defendants have conspired to boycott them and have agreed to have nothing to do with the plaintiffs or any firms that dealt with them. They ask damages of \$5,000 for each of the three firms.

La Societe de Fabrication de Beurre et de Fromage de St. Antoine de Tilly, St. Antoine de Tilly, Que., has registered.

Quality Counts More Than Price

**in winning and holding trade—
especially holding it. If you handle**

Clark's Mince Meat

**you need pay no attention to competitors
who rely upon low prices.**

EPPS'S

**GRATEFUL.
COMFORTING.**

IN ¼-LB. 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.**

**THE MOST
NUTRITIOUS.**

COCOA

**MINCE
MEAT.**

Everybody is talking Mince Meat these days, and they all tell you theirs is the best.

We don't talk much, but we get there just the same, as others do the talking for us.

**Capstan Mince Meat once sold
is always sold.**

**In Packages or in Bulk, from 7-lb. pail to 600-lb. barrel.
CAPSTAN MFG. CO., Toronto.**



**NEW GOODS
JUST ARRIVED.**

**Fancy Cape God Cranberries
Fancy Malaga Grapes
Fancy Jamaica Oranges
PRICES RIGHT.**

HUGH WALKER & SON, Direct Importers, GUELPH, ONT.



**We want 100,000 Live Chickens annually
for our export trade**

*We will pay the highest possible
market price for really prime well-fed birds*

Correspond with

**SCOTT, ASHTON & COMPANY, MORRISBURG,
ONTARIO.**

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

THE HOME OF "PAN-DRIED" OATS.

It would seem to be out of place that oatmeal, Scotland's national food, and, indeed, the great breakfast dish of Canada to-day, should have been introduced by a German. Yet such is the fact. It is to Ferdinand Schumaker, a German, that we are indebted for our dish of porridge, and it is satisfactory to know that the enterprising old fellow, who, with his wife, at first peddled oatmeal around the country, finally realized a fortune out of his oatmeal mills. Still, if Ferdinand Schumaker had not brought in oatmeal someone else would have eventually done so, and possibly it might have been some hardy old Scotchman like the sturdy figure that is seen everywhere on the walls and in the daily newspapers, advising the public to use Tillson's "Pan-dried" Oats. The rugged and characteristically Scottish features of the old Highlander appeal to everyone who notices them, and his look and bearing seem to tell us that he has reached that vigorous and green old age by means of oatmeal as a breakfast food, and probably Tillson's "Pan-dried" as his own particular choice.

HOME OF "PAN-DRIED"

It will no doubt interest many to learn that in Tillsonburg is the home of the "Pan-dried." The oats do not take their name from Tillsonburg, but Tillsonburg takes its name from the Tillson family, who founded this progressive and hustling little town, Mr. George Tillson settling there in 1825, and who in successive generations have identified themselves so intimately with the social and commercial life of the community that the family history is but the story of the growth and progress of Tillsonburg.

The Tillson Co., Limited, was founded by E. D. Tillson, son of the founder of Tillsonburg, who established the first mill, a sawmill, but this in time was remodelled as a grist mill, and from this small beginning the present large and well-equipped plant has sprung, the mills being carried on by E. D. Tillson in his lifetime, and about six years ago being formed into a joint stock company, but continued a family work entirely, under the active management of George W. Tillson and E. V. Tillson.

OLD AND NEW METHODS.

The ordinary porridge-lover knows a good porridge, but he is probably ignorant of the mysteries of oatmeal-making, and the expression "pan-dried," which, it may be remarked, is peculiar to the Tillson oatmeal, and is copyrighted, conveys no meaning to him. It has a very important meaning, however, being all the difference between a properly and an improperly dried oat. Take the old-fashioned kiln, for instance. It was square, with perforated bottoms, and let the smoke and fumes into the oats, im-

parting often an unpleasant flavor to the oatmeal. The Tillsons, however, adopted a system for pan-drying that did away with all this and turned out a perfectly dried product. No smoke was allowed through, and the oats were given a pure coal and coke heat. The difference between this and other methods adopted often by mills considered first class was that the latter steam-dried, which was by no means as satisfactory a method as by pan-drying. The original difficulty with the latter, however, was in respect to the expense; the pan-dried system was an expensive one, and so much was this felt in the face of severe competition that the Tillsons temporarily abandoned their dry kilns and put in steam kilns, at the same time continuing their experiments with the dry pans, with the object of reducing the expense of operating them. With the successful accomplishment of this project, achieved only recently, the expensive steam kilns put in were discarded and the pan system superseded them. Just how these drying pans are operated the Tillsons will not say. That is their business secret, and is the secret of the success they are meeting with in the production of pan-dried oats.

GREATEST CARE IS EXERCISED.

But while no one is permitted to study their system of pan-drying, the Tillsons with pardonable pride show the visitor the methods used in obtaining absolutely clean oats before the latter go to the rolls. To the uninitiated it is something astonishing the amount of rubbish and foreign matter that find their way into oats. Wild buckwheat, wild peas, cockles, tares, mustard seed—these are only some of the varieties that are found in the oats, and all have to be eliminated before the oats can be rolled. For this purpose the Tillson Company have a very extensive and perfect plant. There are hexagon reels, where the oats are first placed; then sieves, double cylinder cockle machines, smutters, machines that take from the coarsest dirt to the finest specks of matter, and when the oats finally come out there is nothing but oats.

These two things, then, make the celebrated Tillson "Pan-dried" Oats perfect, and absolute cleanliness and the system of pan drying which turns out an oat that is an unexcelled breakfast food. With the full knowledge of this and with the confidence possessed by the public in the methods and product of The Tillson Company, it is not a matter of surprise that the demand has increased till enlargements of the mills are necessary. The company have in the past devoted their attention almost entirely to the domestic field, and from Halifax to Winnipeg have been extensive shippers. Their intention now is, it is understood, to extend their Canadian field to the Pacific Coast.

With the oatmeal mills the company operate flour, pea and barley mills. They have also a stove factory and cooperage, as well as a joiner shop, a sawmill and a brickyard. They likewise own the railway that runs through their property, and connects with Grand Trunk, Michigan Central, the Wabash, and the Tillsonburg, Lake Erie and Pacific systems.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

PARTNER WANTED.

WANTED—ENERGETIC BUSINESS MAN with from \$5,000 to \$7,000 capital to take interest in good paying grocery business, old established. Present principal of firm would retire if desired. Address, Box 9, this paper. (49)

SITUATION WANTED.

COMMERCIAL TRAVELER WITH A CONNECTION among grocers, bakers and confectioners from Halifax to Victoria, open for engagement January 1st. Salary or commission. Address, "Traveler," care of THE CANADIAN GROCER, Montreal. (48-50)

SEND YOUR NAME if you have, or will get,

H AND H
TRADE MARK

the unequalled cleaner. People who once use it, want it, and we will do some sampling for you. 34 Yonge St., Toronto. All wholesalers sell it.

Dried Apples
Evap. " "
Waste and Chops

WE ARE BUYERS.

Send sample and advise quantity, if you have any to offer.

THE W. A. GIBB CO.
7 Market St., HAMILTON.

Try the "Imperial" Brand
— OF —
Peaches, Pears, Apples,
Corn, Tomatoes, etc.

They are packed from the choicest fruits and vegetables.

Packed by

The IMPERIAL CANNING CO.
KINGSVILLE, ONT.

Established 1860.

Geo. Wells & Matthews

Commission Merchants,
Live Stock, Grain and Produce Salesmen,
SYDNEY, N. S. W., AUSTRALIA.

We are prepared to act as Canadian agents for shippers of flour and all lines of produce. Communications invited, consignments received, and information supplied as to market value here.

Head Office:

Corporation Buildings, Sussex St.,
Cable address, "Wells" } SYDNEY, N.S.W.
Code, A B C.

Established 1862.

E. THOMPSON & CO.
LIVERPOOL,

Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

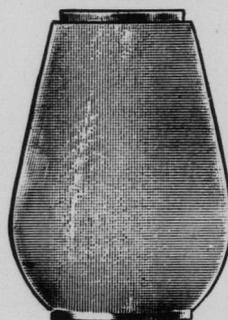
REFERENCE—Canadian Bank of Commerce.

American Agent—

G. H. THOMPSON,

107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG Limited.

California Evaporated Fruits

Apricots, finest in the market. Prunes, all sizes at lowest prices. Peaches, get our prices before buying.

DATES FIGS NUTS
ORANGES, LEMONS

Send for sample packages.

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.
Phones, Main 54, Main 3428.

SEASON 1902.

**Butter
Tubs**

Order now—ship when required. Best goods—fair price.

WALTER WOODS & CO.
HAMILTON.

Crocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate
and
Famous Blend Coffee.

**Cowan's Cake
Icings,**

**Cowan's Pure
Confections.**

QUEEN'S DESSERT CHOCOLATE.
CHOCOLATE GINGER, WAFERS, ETC.

CHOCOLATE CREAM BARS.

COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited

TORONTO.



**Canadian
Maple Syrup**

Made straight from the maple tree and guaranteed pure; no adulteration whatever;

stands upon its merits; money refunded if not satisfactory.

Canadian Maple Syrup Co., TORONTO, Canada.

**"ACME"
TABLE SALT**

Ask your wholesale grocer for it. Put up in 24 3-lb. cartons in a case, and in 50-lb. box.

TORONTO SALT WORKS, Toronto, Ont.
Agents for the Canadian Salt Co., Windsor, Ont.

**20th Century
Account
Keeping.**

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



IF A MAN WANTS CREDIT

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Established 1869.
**BUTTER, CHEESE,
EGGS, POULTRY.**

Consignments solicited.
Highest prices. Prompt returns.

A. GIBB & CO.

83 COLBORNE ST., TORONTO

ORDERS FOR
XMAS FRUITS

We will have everything in our line.

Oranges—Navel, Floridas, Mexicans, Valencias.

**NUTS, DATES, FIGS,
CRANBERRIES.**

We guarantee the best goods for the least money.

WHITE & CO.

Wholesale Fruit. TORONTO.

Wanted

Sun-Dried Apples and Evaporated. Will buy f.o.b. I am also open to buy Poultry, Eggs, and Butter.

CORRESPONDENCE SOLICITED.

C. NEUGENT,

TRENTON, - ONTARIO.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

TOBACCOS IN THE GROCERY STORE.

At probably no period in the history of trade and commerce have merchants been more on the qui vive for ways and means of increasing their business and their profits than during the present. The keenness of competition makes it necessary that they should be so; in fact, their success depends upon the enterprise and energy they put into action in this particular.

Among the lines which a good many grocers have taken up, or are taking up, is that of tobaccos, cigars and smokers' accessories generally. Few of those, however, who have taken this line up appear to do so with much enterprise. They handle these goods like they do potatoes—merely put them in stock and allow them to take care of themselves.

Tobaccos and cigars, like all other merchandise, must be pushed if the best results are to be obtained.

With a view of exciting the interest of the retail trade throughout the country in this branch of business, we have decided to establish a department in each issue in which shall from time to time be published articles and items of interest relating to the tobacco and allied trades. In order to make this department interesting and useful to the trade, we ask the co-operation of manufacturers, wholesalers and retailers. This they can give us by furnishing us, either by mail or through our representatives, with items of news, articles and suggestions. The good of one is the good of all.

AMALGAMATION OF TOBACCO FIRMS.

The Consumers' Tobacco Co., of Leamington, and the McAlpin Tobacco Co., of Toronto, have amalgamated, and the headquarters of the combined concern will now be centred in Toronto, under the general management of Robert Pinchin, well and favorably known to the business community of Canada in his connection with the Consumers' Tobacco Co.

The capital stock of the new company will be \$500,000. The officers of the corporation will be: President, General E. A. McAlpin, New York; vice-president, O. E. Fleming, Windsor; secretary-treasurer, W. B. McAlpin; general manager, Robert Pinchin. The incorporators are: General

McAlpin and Mr. Pratt, of New York, and O. E. Fleming, R. Pinchin, James A. Straith, of Windsor.

The McAlpin Co. will produce in Toronto the combination brands heretofore made by them, and the Consumers' Tobacco Co., of Leamington, will, as before, confine their attention to their lines of Canadian leaf.

TOBACCO TRADE NOTES.

Wm. Presnail, manager of Tuckett's cigar factory, Hamilton, has left for Cuba to buy the winter supply of leaf tobacco.

A. Wilson & Co., Toronto, are highly pleased with their season's business, and report a holiday trade far in excess of anything they have hitherto experienced.

Isaac Blumenstiel, of Hamilton, reports business as far above the average, his high-grade goods as represented in the "Barrister" cigar being especially in increasingly good demand.

The McAlpin Tobacco Co. are using the best of American leaf in the manufacture of "Tonka," and the immense sale of this brand of tobacco is a sure endorsement of its quality and popularity.

The rapidly-growing business of The G. E. Tuckett & Sons Co. is calling for largely increased accommodation. The firm con-

template the immediate erection of an extensive addition to their Hamilton factory.

The Erie Tobacco Co. are rebuilding a storage warehouse in Kingsville, and refitting a building in Windsor, Ont., where they will in future conduct their business. They will be in a position to ship goods in the course of the next 10 days.

For years the retail drug trade of Canada have made quite a feature of their cigar and cigarette business. Would it not be a profitable move if the retail grocer would devote a little more attention to this class of goods? With a slight additional expense in the way of fittings a cigar department could be made an attractive and profitable addition to his business.

ONTARIO MERCHANDISE FOR WEST INDIES.

The steamers of the Pickford & Black Co., leaving Halifax for the West Indies, are taking out large quantities of merchandise from points in Ontario. The Dahome, which sailed on Monday last, had on board about 17 carloads of merchandise from Ontario, and the Ocamo, which sails on December 15, is expected to have about the same quantity from that part of the Dominion.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

**Two
Standard
Brands**

The reason why I wish to include one or two hundred each of my "Pharaoh" 10c., and my "Pebble" 5c. Cigars in that "first or trial order," that I have been telling you about, is because, at the prices, they are the best sellers in all Canada.

The quality and workmanship in these two brands has set the standard by which many dealers make sales, claiming that their Cigars are just as good as the "Pharaoh" or the "Pebble." Of course this isn't so—nothing can possibly be as good as the original article.

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

WE ARE NOW PREPARED
TO SHIP THE TRADE

**TONKA
BEAVER**

AND

APRICOT

McAlpin Consumers Tobacco Company, Limited

HEAD OFFICE, TORONTO.

Factories, Leamington and Toronto.

**Make Transient Customers
Permanent Ones.**

Get all the transient cigar trade you can, but you must make transient customers permanent ones if you would build up business on a solid basis.

You can't make permanent cigar customers if you're selling goods of the "transient" sort. You must have the right, the always-right, the never-wrong kind of cigars before you can count on regular trade.

What you're looking for is a good clear Havana filled, three-for-a-quarter line. It's a popular price, and the best in Canada for the money is

"Marguerite" Cigar.

Made by **Tuckett Cigar Co., Limited, Hamilton.**





"SOLD BY ALL PROGRESSIVE GROCERS"

Has stood the test of every climate.

This is a fact, with due respect to everybody in the business. It has got so now that

St. Charles Evaporated Cream

IS AS STAPLE AS SUGAR.

We of course know that some localities have less demand for it than others, on account of dairy interests, but every grocer sells some, and all together they sell a lot. We appreciate your assistance, and assure you of satisfaction by **Guaranteeing Every Can.**

Our **"Silver Cow"** and **"Purity"** Brands of **Sweetened Milk** are also of highest possible quality, absolutely pure, and increasing very rapidly in demand over all sections of the country.

We are represented by all the leading Wholesale Grocers in Canada, any of whom will be pleased to quote delivery prices promptly.

St. Charles Condensing Co. - Ingersoll, Ont.

Address: ST. CHARLES CONDENSING CO., St. Charles, Ill., U.S.A.

JUST A MINUTE

Have you Sampled lately

**Epicure Beans in Tomato Sauce, and
Epicure Tomato Catsup?**

IF NOT, YOU DON'T KNOW WHAT YOU'RE UP AGAINST.

The quality and price are attracting attention of the live men of the trade, whose orders are keeping us working night and day, **SIX DAYS IN THE WEEK.**

We have no old stock kicking around. Please note—we guarantee the quality equal to the best brands on this continent.

As for price. Well, compare quality and price, and let us hear from you.

Delhi Canning Co., Limited, -:- Delhi, Ont.

Gillard's Sauce Gillard's Pickle

Is still the best and cheapest.

The most delicious English pickle made.

AS SUPPLIED TO

HIS MAJESTY THE KING

AND

HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., Etc.

Sole Proprietors:

GILLARD & CO., Limited, LONDON, ENG.

CANDY IS KING

at this season of the year. Don't put off ordering too long. Give your order to the manufacturer **now**, and if possible give it to **us**.

See our "Prince of Wales" Bon Bons, and "Prince of Wales" Chocolates—something new, in fancy boxes.

The Canada Biscuit Co., LIMITED

KING ST. WEST AND BATHURST ST., CARS PASS OUR WORKS.

KING and BATHURST STS., TORONTO.

It Stands for Quality.

Surely and steadily the quality of **ST. LAWRENCE GRANULATED** is being recognized by the consumer. The fine even grain and exquisite white color have made it the most popular wherever and whenever it is compared with other makes. You do not need to take this statement for it, you can test the question yourself. Get a barrel of each kind, put them under the closest scrutiny, and **ST. LAWRENCE** will come out on top. Our Yellows have long been recognized as the best that have been produced. When next buying Sugar keep in mind the

ST. LAWRENCE

brand and buy it. You will get the finest Sugar made, not only in Canada but everywhere.

WE HAVE RECEIVED INTO STORE THIS WEEK:

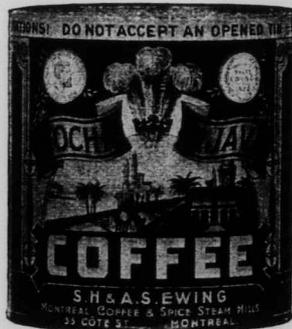
Filiatras Currants (D. Schisas) Quarter-Cases.
Filiatras Currants " Half-Cases.
Vostizza Currants, Half-Cases.
Bevan's Three-Crown Loose Muscatels.
Griffin & Skelley Santa Clara Prunes.

F. J. CASTLE - OTTAWA.

Established 1845

MODERN MACHINERY, UP-TO-DATE METHODS

Established 1845



1 and 2-lb. Tins.

S. H. & A. S. EWING'S

HIGH-GRADE

COFFEE and SPICES

"The goods that have stood the test of time."

"The perfected products of 57 years' study and experience."

(Have you seen the new ¼ Spice package "Prince of Wales" brand? Write for sample.)

S. H. & A. S. EWING, Montreal Coffee and Spice Steam Mills,
55 Cote St., MONTREAL, P.Q.

Xmas
—
—

**HOLIDAY
ORANGES**

1902.
—
—

JAMAICA
MEXICAN

FLORIDA

VALENCIA
CALIFORNIA

You will be wise to obtain our prices before purchasing elsewhere. Can furnish any quantity.
We are in better position than ever to quote

LOWEST MARKET PRICE.

WIRE, WRITE, or call us by TELEPHONE

Warehouse 'Phone, Main 3394.

Office 'Phone, Main 645.

McWILLIAM & EVERIST

25 and 27 Church Street

TORONTO.

THE OFFICE

DEVOTED TO THE
OFFICE STAFF OF
BUSINESS ESTABLISHMENTS.

"MAKING THE PLACE."

IN times of great political excitement a motion to "suspend rules" is in order. In time of stress, when a young man is seeking to earn a livelihood, we suggest that he suspend the rule of looking about for a position and see what he can do to fill a need unknown or unrecognized.

Where a definite routine of labor is involved it is easy to secure help, and those positions are usually filled with a waiting list behind each. But there are labors to be performed, work to be done, skill of hands or alertness of mind or grasp of some "How" that requires a person of peculiar fitness, but which that person must himself discover and to which he must fit himself.

There is room in every factory for more "help" than there is. Every office could find employment for the extraordinary help which is wanted (unconsciously, no doubt) additional to what there is. The young man who is hunting for a position had better give up his quest and see if he can't make place for himself where his peculiar manner of doing things, or fitness for certain operations, or talent for creating, may find useful application. To such we would say, go to a merchant or manufacturer or manager and show him where you fit into his affairs, wherein you can serve him to his profit, and you won't get anything but an interested hearing. If you go to those same men asking if there is a vacant place, involving known factors or detail or routine, you are quite sure to meet the ready "No." Today's business genius makes his place and fills it by the very force of his capacity to do something better or differently from others (which, not infrequently, is all that is required to make it better) and to point out just where he could step in and fit, he will secure a speedy recognition and success will follow as surely as day follows night. Every man knows what he wants, but every man doesn't know what others want. Learn that and meet the demand.

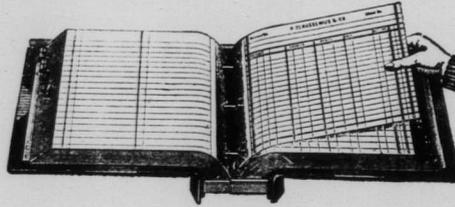
MISDIRECTED MAIL MATTER.

Out of an annual total of four thousand million of pieces of mail matter sent in Great Britain, ten millions were not delivered owing to defective addresses. The loss incident to these millions of errors would sustain a hospital for broken promises. Not merely is a two-cent stamp wasted when a letter goes astray,

but we know the widespread collateral losses often involved even in a single case of non-delivery. Concentrated attention to the moment's work would prevent most of the waste inclusive under misdirected mail; and it seems a pity that an instant's mind wandering, or the quick carelessness of a wobbling pen should be permitted to do so much harm.

OFFICE ACCESSORIES.

Hart & Riddell, manufacturing stationers, Wellington street, Toronto, are introducing the Opalla Loose-Leaf Ledgers. The cut below shows the new office device



unlocked ready for removal or insertion of sheets. The Opalla Loose-Leaf Ledger works easier, looks better, lasts longer and costs less than any other expanding ledger.

Its object is to eliminate all inactive, closed or dead accounts, transferring them to a transfer ledger where sheets can be kept in their same relative position ready for reference at all times, leaving the current ledger free from all except active accounts.

In the loose-leaf ledger the account is always under the proper tab, as the index is distributed through the entire ledger in the proper order, saving time. The insertion and removal of its sheets makes of the loose leaves a perpetual ledger.

UTILITY OF WANT BOOK.

How many dealers are there who keep a "Want Book?" A want book is practically a ledger made up from the stock account and shows at a glance what may be needed. Dealers frequently fall into a habit, and a very careless one it is, of waiting until a traveller comes along, and then going over his stock in a listless sort of a way with the object of finding out what is needed. What they need most of all is a record of what they want or are likely to want at any given date. If goods in any line run low, or there is apt to be a demand for them in excess of present supplies, jot the item down on the book and see that they are ordered at the first opportunity. Don't wait for the traveller to point out your necessities,

although he is a very valuable assistant in your line of business at times, and is always worth cultivating for the knowledge that's in him, but use the book as a sort of automatic memory and look into it at regular intervals. No one can be expected to remember all the daily wants that come up for filling.

ABOUT OUR "WANT COLUMN."

We have every disposition to aid such of our friends as happen to be seeking positions. Many employers are reading our papers and we consider we can best serve all concerned by inserting advertisements of "Situations Wanted" under such headings. We are doing this and here call particular attention to the fact, believing that the wanted and wanting may come together to mutual advantage if they will use the columns of our magazines for their purposes.

To those who wish to employ office help our columns offer opportunities to reach a very large audience of interested, intelligent workers.

If you are buying general publicity, or if you wish to place your goods before every class of business men through a medium which brings immediate returns, "The Office" is the place for your advertisement.

It points the way to the placing of your story to more than 25,000 thrifty and progressive business men in prosperous sections each month at a rate much lower than is offered by any other similar paper in Canada. Business men line up, and we will show you what we can do for you!

ESTABLISHED 1855
TAYLOR'S
FIRE & BURGLAR
SAFES

HAVE MANY
PATENTED
IMPROVEMENTS

NOT FOUND IN
OTHER MAKES
THAT WILL WELL REPAY AN
INVESTIGATION

BY THOSE WHO
DESIRE TO SECURE

THE BEST SAFE

J. & J. TAYLOR.

TORONTO SAFE WORKS.
TORONTO.

MONTREAL
WINNIPEG

VANCOUVER
VICTORIA

POINTER FOR BUSY MEN.

A SHORT TALK
BY
LONG DISTANCE TELEPHONE
OFTEN SAVES
A LONG WAIT.
TRY IT.

THE BELL TELEPHONE CO. OF CANADA.

Wrapping Papers
 that give satisfaction.

Our paper always does on account of its toughness and durability which prevents accidental tearing

CANADA PAPER CO., Limited
 TORONTO and MONTREAL.

WESTERN Incorporated 1851
ASSURANCE COMPANY

Fire and Marine

Capital - \$2,000,000.00
 Assets, over - 2,900,000.00
 Annual Income 3,000,000.00

Head Office: TORONTO, ONT.

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

THE TIME TO INSURE IS **NOW** While you are WELL, STRONG and INSURABLE.

The Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY. PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. BEATTY, ESQ., President. W. D. MATTHEWS, ESQ., Vice-President. FREDERICK WYLD, ESQ., Vice-President. W. C. MACDONALD, Actuary. J. K. MACDONALD, Managing Director.

Head Office, - - Toronto.

The Right Hand of the Sales Department.



From time to time the Print Shop of St. Catharines has issued a little magazine known as "Impressions" advocating good printing and advertising.

It has met with so much success that we have decided to issue it every month and embody in its table of contents each issue special features by experts on the various phases of advertising; for instance, in the January number will be found:

Cover design by Gatchel & Manning, of Philadelphia.

The Follow Up System for Advertisers by J. B. Hendrickson, the card index expert of Rochester. To the advertiser who is unacquainted with this plan this article is worth many times the subscription price. It contains information that has cost a number of firms hundreds of dollars to find out.

A Criticism of Trade Paper Advertising by Lillian Gertrude Keyes, of New York. Miss Keyes, who conducts the campaign of advertising for the Semi-Ready Clothing Company is certainly an authority whose articles will be of great value to all advertisers.

As I See It by E. St. Elmo Lewis, of Philadelphia. A great many of you have "asked Lewis about it," and you found his advice sound.

All of which should prove to be a wonderful help to your sales department.

When you consider that this publication is issued by the Print Shop, whose work as printers of De-Luxe editions of advertising is so well known, it is a guarantee that each issue will inspire readers to do better and more profitable work along advertising lines.

In fact, do you know where you could spend a dollar to better advantage. Just fill out one of the coupons and send it in.

THE PRINT SHOP, ST. CATHARINES, ONT.

Kindly send sample copy of "Impressions" at no cost to me.	Enclosed find \$1 for which send "Impressions" for one year to
Name	Name
Street.....	Street.....
Town.....	Town.....
Province	Province

EVERYTHING

comes to the man who

WAITS,

but **Robinson's Patent Barley**
and **Robinson's Patent Groats**

have stood the test of over ninety years, and are now being sold by almost every reliable Grocer in Canada.

Don't **WAIT** until you are asked for them,
but stock these Foods **NOW**.

Current Market Quotations for Proprietary Articles

December 4, 1902.

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.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$ 4 40
" 10, in 4 doz. boxes.....	2 10
" 2 in 6 ".....	80
" 12, in 6 ".....	70
" 3, in 4 ".....	45
Pound tins, 3 doz. in case.....	3 00
12 oz. tins, 3 ".....	2 40
5-lb. tins, 7 1/2 ".....	14 00
Diamond—	W. H. GILLARD & CO
1 lb. tins, 2 doz. in case.....	per doz. 2 00
1/2 lb. tins, 3 ".....	" 1 25
1/4 lb. tins, 4 ".....	" 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per Doz.
4 doz.	10c.	\$0 85
3 "	6-oz.	1 75
1 "	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
2 and 1 3 doz.	16-oz.	4 35
1/2 doz.	2 1/2-lb.	10 50
1 doz.	2 1/2-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50

MAGIC BAKING POWDER

Cases.	Sizes.	Per Doz.
4 doz.	5c.	\$ 40
4 "	4-oz.	60
4 "	6-oz.	75
4 "	8-oz.	85
4 "	12-oz.	1 40
2 "	12-oz.	1 45
2 "	16-oz.	1 65
2 "	1 1/2-oz.	1 70
1 "	2 1/2-lb.	4 00
1 "	5-lb.	7 30
2 "	6-oz.	Per case.
1 "	12-oz.	\$4 55
1 "	16-oz.	

NESTLE'S OIL BAKING POWDER

1/2 size, 5 doz. in case.....	40
1/2 size, 4 doz. in case.....	75
1 " 3 " ".....	1 25
1 " 2 " ".....	2 25



VIENNA BAKING POWDER.

1 lb. tins, 4 doz. in box.....	Per doz. \$2 25
1/2 lb. tins, 4 ".....	1 25
1/4 lb. tin, 4 ".....	75
3 oz. in paper, 4 doz. in box.....	70
5 " " ".....	35

BLACKING. SHOE POLISH.

Jonas'.....	Per gross \$9 00
Frontons.....	7 50
Military dressing.....	24 00

BLUE.

Keen's Oxford per lb.....	\$0 17
In 10 box lots or case.....	0 16
Reckitt's Square Blue 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 15
Gillett's Mammoth, boxes, 1 gross.....	9 00
Nixey's "Cervus" in quares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes, according to size.....	0 02

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.	
Nixey's refined, per 9 lb. box of 12 1 doz. chip boxes.....	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block.....	1 50
Nixey's Silver Moonlight St ve Polish, in tins 13-3 and 6-oz. size. Full price list on application.	

BOECKH'S CORN BROOMS.

UNITED FACTORY'S, LIMITED. doz. net.	
Bamboo Handles, A, 4 strings.....	4 35
" " B, 1 strings.....	4 10
" " C, 3 strings.....	3 85
" " D, 3 strings.....	3 60
" " F, 3 strings.....	3 35
" " G, 3 strings.....	3 10
" " I, 3 strings.....	2 85

BISCUITS.

CARR & CO. LIMITED. Frank Magor & Co., Agents	
Cafe Noir.....	0 15
Ensign.....	0 12 1/2
Metropolitan mixed.....	0 09

CANNED GOODS.

MUSHROOMS. HENRI JONAS & Co.	
Mushrooms, Etone.....	\$15 50
" 1st choice Duthell.....	18 50
" 1st choice Lenoir.....	19 50
extra Lenoir.....	22 00
Per case, 100 tins.....	

FRENCH PEAS—DELOREY'S HENRI JONAS & Co.	
Moyen's No 2.....	\$9 00
" No. 1.....	10 50
1/2 Fins.....	12 50
Fins.....	14 00
Tres fins.....	15 00
Extra fins.....	16 50
Sur extra.....	18 00

FRENCH SARDINES.

HENRI JONAS & Co.	
1/2 Trefavennes.....	\$9 50
1/2 Rolland.....	9 50
1/2 Delory.....	10 50
1/2 Club Alpines.....	2 50

CHOCOLATES & COCOAS.

Cocoa—THE OGDON CO. LIMITED.	
Hygienic, 1-lb. tins, per doz.....	\$7 25
" 1/2-lb. tins.....	3 75
" fancy tins.....	2 25
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.....	0 90
Perfection, 1/2-lb. tins, per doz.....	0 55
Cocoa Essence, sweet, 1/2-lb. tins, per doz.....	3 00
per doz.....	2 25
Chocolate—	per lb.
Queen's Dessert, 1/4's and 1/2's.....	\$0 40
" 1/2's.....	0 42
Mexican Vanilla, 1/4's and 1/2's.....	0 35
Royal Navy Rock.....	0 30
Diamond.....	0 25
" 8's.....	0 28
CHOLOLACE—FRY'S. per lb.	
Caracacas, 1/4's, 6-lb. boxes.....	0 41
Vanilla, 1/4's.....	0 42
" Gold Medal's sweet, 1/4's, 6 lb. bxs.....	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs.....	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs.....	0 24
Fry's "Monogram," 1/4's, 14 lb. bxs.....	0 24
Cocoa—	per doz.
Concentrated, 1/4's 1 doz. in box.....	2 40
" 1/2's.....	4 50
" 1 lb.	8 25
Homeopathic, 1/4's 14 lb. boxes.....	
" 1/2 lb. 14 lb. boxes.....	0 35
Epps's cocoa, case of 14 lbs., per lb.....	0 37 1/2
Smaller quantities.....	

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 12
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracacas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 28
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 18
Mott's Cocoa Nibbs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21
Mott's Sweet Chocolate Liquors.....	0 19
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
" 11-lb. tins.....	0 35 1/2
WALTER BAKER & CO., LIMITED. per lb.	
Premium No. 1 chocolate, 12-lb. boxes.....	\$ 32
Vanilla chocolate 6-lb. boxes.....	47
German sweet, 6-lb. boxes.....	27
B'kfast cocoa, 1/2-lb. tins, plain; 6-lb. boxes.....	51
Cracked cocoa, 1/2-lb. pkgs., 12-lb. bxs.....	35
Caracacas sweet chocolate, 6-lb. boxes.....	37
Soluble chocolate (hot or cold soda) 1-lb. cans.....	45
Vanilla chocolate wafers, 48 to box, per box.....	1 56
COCOANUT. I. SCHMIDT Co. per lb.	
1-lb. packages, 15 and 70-lb. cases.....	\$0 26
1/2-lb. " " ".....	0 27
1/4-lb. " " ".....	0 28
1/2 and 1-lb. pkgs., assorted, 15 and 30-lb. cases.....	0 26 1/2
1/4 and 1/2-lb. pkgs., assorted, 15 and 30-lb. cases.....	0 27 1/2
5c. package, 4 doz. in case, per doz.....	0 45
OSBORN'S. per doz.	
Imperial—Large size jars.....	\$ 8 15
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial Holder—Large size.....	18 00
Medium size.....	15 00
Small size.....	12 00
Roquefort—Large size, per doz.....	2 40
Small size.....	1 40

“THE EDWARDSBURG BRANDS”

Starch

and

Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**
ASSORTED STOCKS of all styles of packages now on hand, and **PROMPT SHIP-
 MENT** guaranteed.

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO

COFFEE.

JAMES TURNER & CO.		per lb.
Mecca	0 32	
Damascus	0 28	
Sairo	0 50	
Sirdar	0 17	
Old Dutch Rio	0 12½	
S. D. MARCEAU, Montreal. per lb.		
"Old Crow" Java	0 25	
"Mocha	0 25	
"Condor" Java	0 30	
"Mocha	0 30	
15-year-old Mandehling Java and hand-picked Mocha	0 50	
1-lb. Fancy tins choice pure coffee, 48 tins per case	0 20	
Madam Huot's Coffee, 1-lb. tins	0 31	
"Mocha", 2-lb. tins	0 30	
100 lb. delivered in Ontario and Quebec.		

CONDENSED MILK.



Borden's Condensed Milk Co.	
"Eagle" Brand	1 55
"Gold Seal" Brand	1 30
"Peerless" Brand Evaporated Cream	1 20

CLOTHES PINS.

UNITED FACTORIES LIMITED.	
Clothes Pins (full count), 3 gross in case, per case	0 57
4 doz. packages (12 to a case)	0 72
6 doz. packages (12 to a case)	0 92

COUPON BOOKS—ALLISON'S
 For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un- Covers and num Coupons red numbered.
In lots of less than 100 books, 1 kind assorted	4c. 4½c.
101 to 501 books	3½c. 4c.
500 to 1,000 books	3c. 3½c.

Allison's Coupon Pass Book	
1 00 books	3 cents each
2 00 books	3 cents each
3 00 books	3 cents each
5 00 books	4 cents each
10 00 books	5½ cents each
15 00 books	6½ cents each
20 00 books	7½ cents each
25 00 books	8 cents each
50 00 books	12 cents each

EXTRACTS.

HENRI JONAS & Co. Per gross.	
8 oz London Extracts	\$6 00
2 oz. " (no corkcrews)	5 50
2 oz. " "	9 00
2 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Anchor extracts	12 00
2 oz. Flat bottle extracts	21 00
1 oz. " "	36 00
1 lb. " "	70 00
1 oz Flat bottle extracts	9 00
2 oz. Flat bottle extracts	18 00
2 oz. Square	21 00
4 oz. " "	36 00
8 oz. " " corked	72 00
Per doz.	
8 oz. " glass stop extracts	3 50
8 oz. " "	7 00
Per doz.	
2½ oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

FOOD.

Robinson's Patent Barley ½ lb. tins	1 25
" " 1 lb. tins	2 25
" " Groats, ½ lb. tins	1 25
" " 1 lb. tins	2 25

GINGER ALE & SODA WATER

Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water	per doz. \$1 40
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JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 00
Strawberry W. P. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. P.	1 55
Red Currant Jelly	2 75
Jams—T. UPTON & CO.	
12-oz. glass jars, per doz	\$0 95
1 lb. glass jars 2 doz. in case, per doz	50
2½-lb. tin pail, 2 doz. in crate, per lb.	0 00
5-lb. tin pail, 8 pails in crate, per lb.	0 06
7-lb wood pails, 6 "	0 06

14-lb. wood pails, per lb	0 06
30-lb " "	0 06
Jellies—	
1-lb. glass jars, per doz	\$1 50
7-lb. wood pails, per lb	0 09
14-lb. " "	0 09
30-lb. " "	0 09

LICORICE.

YOUNG & SMYTHE'S LICOR.	
5-b. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box	1 15
"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
" " 20 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " 100 sticks	0 73
Dutche large cent sticks, 100 in box	

LIQUORS.

CCGNAC IN CASES.	
Ph. Richard.	
S.O. Quarts, 12's	\$22 50
F.C.	15 00
F.C. 1-15 bottles, 180's	2 00
V.S.O.P.	12 00
V.S.O.P. pi ts, 24's	13 00
V.S.O.P. ½-pints, 48's	14 00
V.S.O.P. 1-15 bottles, 180's	20 00
V.S.O. quarts, 12's	10 00
V.S.O. 1-15 bottles, 180's	18 00
V.O. quarts, 12's	8 50
V.O. pints, 24's	9 50
V.O. ½-pints, 48's	10 50
V.O. 1-15 bottles, 180's	14 00
V.O. decanters, 12's	0 50
V.O. " " pints, 20's	13 00
V.O. flasks, Imp. pints, with thumbers	9 75
V.O. " Reputed " "	21 00
V.O. " " " "	24's 9 50
Chas. Couturier.	
Quarts, 12's	7 00
½ bottles, 24's	8 00
¼ " 48's	9 00
1-15 bottles, 180's	13 50
Flasks, 24's	8 00
Flasks, 48's	9 00
Flasks Imperial pints, Corsule, 16's	8 00
F. Marion & Co.	
Quarts, 12's	6 00
½ bottles, 24's	7 00
¼ " 48's	8 00
Flasks, reputed 24's	7 00
Flasks, ½-pints, 48's	8 00
1-15 bottles, 180's	12 50
Flasks, Imp. pints with thumbers, 16's	8 00

Cognac In Wood.

Ph. Richard.	
Gals. Oct's	Oct's Bbls Hhds
Couturier... \$4 00 \$3 95 \$3 85 \$4 80	
Marion... 3 75 3 60 3 50 3 40	
Ph Richard	
V.S.O.P. 5 50 5 35 5 25 5 00	
Richard	
V.O. proof. 4 75 10 4 00 3 90 3	
Richard 5 up.	
proof V.O. 4 00 3 80 3 70 3 50 3 40	
Richard Fine	
champagne 6 00 5 90	
Gin—Pollen & Zoon, in Cases.	
Red, 15's	\$ 0 00
Green, 12's	5 00
Ponty, 12's	2 50
Gin Pollen & Zoon, in Wood.	
Gals. Oct's	Oct's Bbls Hhds
Gin, P. & Z... \$3 15 \$3 05 \$3 05 \$3 00 \$2 95	
Mitchell Bros. Limited Scotch.	
1 case, 5 cases.	
Heather Dew, ordinary qts.	
12's	\$ 7 00 \$ 6 75
Heather Dew, stone jars.	
Imperial, 12's	12 50 12 25
Heather Dew, oval flasks,	
quart, 12's	11 25 11 00
Special Reserve, oval, pts. 24's	11 75 11 50
" " ordinary qts.	
12's	9 00 8 75
Special Reserve, ½ bottles,	
pints, 24's	10 00 9 75
Extra Special Liqueur, flagon,	
12's	9 50 9 25
Extra Special Liqueur, ordn-	
ary bottles, 12's	9 50 9 25
Heather Dew, flasks, 48's	12 00 11 75
" " ½ flasks, 60's	9 00 8 75
Mullmore, Imperial oval quart	
flasks, 12's	10 00 9 75
Mullmore, flasks, Imperial	
pints, 24's	10 50 10 25
Mullmore, flasks, ordinary	
pints, 24's	7 75 7 50
Mullmore, ½ flasks, ordinary,	
48's	9 00 8 75
Mullmore, ordinary quarts, 12's	6 50 6 25
Mullmore ordinary pints 24's	7 50 7 25
Scotch Whisky in Wood.	
Gals. ½	Oct's Bbls
9gals. 17gals. 40gals.	
Special Reserve... \$4 50 \$4 25 \$4 15 \$3 90	
Heather Dew	
"A" 4 00 3 85 5 3 65	

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

Extra Special	5 00	4 90	4 80	4 75
Liqueur	3 50	3 70	3 65	3 50

Whiskey in Cases.
Mitchell Bros., Limited—Irish

Cruiskeen Lawn, stone jar, 12's	\$12 50
Old Irish, flasks, Imp. quarts, 12's	11 25
Special, quarts, 12's	9 00
Imp. pints, 24's	11 75
round bottls, quarts, 12's	6 50
round 1/2-bottles, pints, 24's	8 00
10-o. flasks, 48's	12 00
5-o. flasks, 60's	9 00

Irish Whiskey in Wood.

Mitchell, "Special"	Gal.	1/2-Oct.	Oct.	Bbl.
Old	\$4 50	\$4 40	\$4 15	\$4 10
Mitchell, "Old"	4 00	3 90	3 75	3 65
"B"	3 50	3 40	3 30	3 25
"C"	3 00	2 80	2 70	2 65

Champagne Wine in Cases.

Duc de Pierland, quarts, 12's	\$14 00
pints, 24's	15 00
Cardinal, quarts, 12's	13 50
pints, 24's	14 50
Vve. Amiot Carte d'Or, quarts, 12's	16 00
pints, 24's	17 00
d'Argent, quarts, 12's	0 50
pints, 24's	11 50

Blandy Bros Wine.

Very Superior, quarts, 12's	8 50
Special Selected, quarts, 12's	10 00
London Particular, quarts, 12's	13 00
Blandy's Malaga, in cases	7 50
Pale Sweet Blue Label, quarts, 12's	10 00
White Label, quarts, 12's	10 00

Blandy's Sherry, in cases.

Manzanilla, quarts, 12's	8 50
Morosa, quarts, 12's	11 00
Blandy's Port Wine, in cases	7 50
Good Fruity, quarts, 12's	7 50
Invalid Special, quarts, 12's	12 00

Blandy Bros. Wine in Wood.

Madere, No. 1/2	\$3 50	\$3 00
No. 3/4	4 50	4 00
Malaga Pale Sweet	3 00	2 75

Canadian Whiskies. In barrels.

Gooderham & Worts, 65 O.P.	\$4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O.P.	4 10
Hiram Walker & Sons	4 09
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
Hiram Walker & Sons	2 20
J. P. Wiser & Son	2 19
J. E. Seagram	2 19
H. Corby	2 19
Imperial, Walker & Sons	2 90
Canadian Club, Walker & Sons	3 60

Less than one bbl. per gallon.

65 O.P.	\$4 55
50 O.P.	4 15
Rye	2 25

LYE (CONCENTRATED).

GILLETT'S PERFUMED.	Per case.
case of 4 doz	\$3 60
3 cases	3 50
5	3 40

MINCE MEAT.

Wetley's Condensed, per gross net	\$12 00
per case of doz. net.	3 00

MUSTARD.

COLMAN'S OR KEEN'S.	
D. S. F., 1/4 lb. tins, per doz.	\$1 40
1/2 lb. tins,	2 50
1 lb. tins,	0 00
Durham 4 lb. jar, per jar	0 75
1 lb.	0 25
F. D., 1/4 lb. tins, per doz.	0 85
1/2 lb. tins	1 45

HENRI JONAS & Co. Per gross

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00

Per gross

Mugs	\$12 00
Pint jars	18 00
Quart jars	4 00

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1/4 lb. tins	per lb. 0 35
1/2 lb. tins	0 33
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35
"Old Crow," 12-lb. boxes—	
1/4 lb. tins	per lb. 0 25
1/2 lb. tins	0 23
1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

OLIVE OIL

Barton & Guestier's quarts	per case \$8 00
pints	9 00

ORANGE MARMALADE.
T. UPTON & CO.

1-lb. glass	2 doz. case, per doz.	\$1 00
7-lb. pails and 5 lb. tins		0 06
14 and 30 lb. pails		0 06

PICKLES.
STEPHENS'

A. P. Tippet & Co., Agents.

Pa. ent stoppers (pints) per doz.	2 30
Corked	1 90

SODA.—COW BRAND.

DWIGHT'S

Case of 1 lb. containing 60 pkgs.	per box \$3.00
Case of 1/2 lb. containing 120 pkgs.	per box \$3.00
Case of lbs. and 1/2 lbs. (containing 50 packages) per box.	\$3.00.
Case of 5c. pkgs (containing 96 pkgs) per box.	\$3.00.

EMPIRE BRAND.
Brunner, Mond & Co.

Case 120 1/2-lb. pkts. (60 lb.) per case	\$2 70.
Case 96 10-oz. pkts. (60 lb.) per case	\$2 80.

"MAGIC" BRAND.

No. 1, cases, 60 1-lb. packages	per case 2 75
" 2, " 120 1/2-lb. packages	2 75
" 3, " (30 1-lb. packages) (60 1/2-lb. packages)	2 75

SOAP

MAYPOLE SOAP

Maypole Soap, colors	per grs. \$10.20, black \$15.30
Maypole Soap, black	per grs. \$15.30
Ortolo Soap, per gross.	\$10.20.

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

STARCH
EDWARDSBURG STARCH CO., LTD.

Laundry Starch—	per lb.
No. 1 White or Blue, 4-lb carton	0 06 1/2
No. 1 3-lb.	0 05 1/2
Canada Laundry	0 05 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 08
Silver Gloss, 6-lb. tin canisters	0 08
Edward's Silver Gloss, 1-lb. pkg.	0 08
Kegs Silver Gloss, large crystal	0 08 1/2
Benson's Satin, 1-lb. cartons	0 05 1/2
No. 1 White, bbls. and kegs	0 05 1/2
Benson's Enamel, per box, \$1 50 to 3 00	

Culinary Starch—
Benson & Co.'s Prep. Corn..... 0 07 1/2
Canada Pure Corn..... 0 05 1/2

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08 1/2

BEE STARCH.

Cases, 64 pkgs. 48's	\$5 00
1/2 Cases, 32 pkgs. 24's	2 50

Package 10c. each.

BRANTFORD STARCH WORKS, LIMITED.
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	\$0 05 1/2
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	0 06
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lbs.	0 06 1/2
4-lb.	0 05 1/2
Barrels, 200 lbs.	0 05 1/2
Kegs, 100 lbs.	0 05 1/2

Lily White Gloss—

1-lb. fancy cartons cases 30 lbs.	0 08
6-lb. toy trunks, 8 in case.	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lbs	0 07

Brantford Gloss—

1-lb. fancy boxes, cases 36 lbs.	0 08 1/2
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Canadian Electric Starch—

Boxes of 40 fancy pkgs, per case	3 00
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Celluloid Starch—

Boxes of 45 cartons, per case	3 50
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Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lbs.	0 05 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lbs.	0 07 1/2
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lbs.	0 07 1/2

STOVE POLISH.



THE RISING SUN
STOVE POLISH
For durability and for cheapness this preparation is truly unrivalled.



TEAS.

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

KOLONA
PURE CEYLON TEA

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 80c.	0 42
Gold Label	80c. 0 55

RAM LAL'S PURE INDIAN TEA

Cases each 60 1-lbs.	0 35
60 1/2-lbs.	0 35
30 1-lbs.	0 35
120 1/4-lbs.	0 36

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

Blue Label, s	0 18 1/2	0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's.	0 21	0 30
Brown Label, 1's and 1/2's.	0 28	0 40
Brown Label, 1/2's.	0 30	0 40
Green Label, 1's and 1/2's.	0 35	0 50
Red Label, 1/2's.	0 40	0 60

TETLEY'S INDIAN AND CEYLON TEAS.
"Elephant" Brand.

Blacks—	Wholesale	Retail
Tetley's Extra Quality	0 65	1 00
No. 1	0 50	0 70
Special	0 42	0 60
No. 2	0 35	0 50
No. 3	0 30	0 40
30c.	0 22	0 30
No. 4	0 20	0 25

These teas are packed in cases containing either 6 1-lb. packets, or 120 1/2-lb. packets, or assorted. No 3 is also packed in cases containing 240 1/4-lb. packets.

Ceylon Greens—

No. 1	Whol sale 0 35	Retail 0 50
No. 2	0 30	0 40
No. 3	0 20	0 25

Packed same as bl. cks.

Wholesale Retail.

Red Label, 1-lb. and 1/2's.	0 35	0 50
Blue Label, 1-lb. and 1/2's.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2's.	0 20	0 25
Japan, 1-lb.	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40 lb. boxes	0 40
EMD AAA 40-lb. boxes	0 37 1/2
"Condor" II 40 lb boxes	0 35
II 80-lb.	0 35
III 80-lb.	0 32 1/2
IV 80-lb.	0 30
X 80-lb.	0 30
Y 80-lb.	0 30
XXXX 80-lb. boxes	0 25 1/2
XXX 30-lb.	0 26
XXX 80-lb.	0 22 1/2
XXX 30-lb.	0 23 1/2
XX 85-lb.	0 10

Black Teas—"Old Crow" Blend—

Bronzed tins of 10, 25, 50 and 80 lb.	
No. 1	per lb. 0 35
No. 2	0 30
No. 3	0 25
No. 4	0 20
No. 5	0 17 1/2

LITTON'S TEA (in packages).

Price per lb.

No. 1, cases 50 lb. (50 1/2-lb. pkgs.)	\$9 25
No. 1, cases 50 lb., in 5-lb. tins	34
No. 2, cases 50 lb., in 5-lb. pkgs.	28
No. 3, cases 50 lb., in 5-lb. tins	29
No. 2, cases 50 lb., (50 1/2-lb. pkgs.)	23
No. 3, cases 50 lb., (25 1-lb. pkgs.)	22
No. 3, cases 50 lb., in 5-lb. tins.	23
Green Ceylon, No. 1, (50 1/2-lb. pkgs.)	35
Green Ceylon, No. 2, (25 1-lb. pkgs.)	34
Green Ceylon, No. 2, (50 1/2-lb. pkgs.)	29
Green Ceylon, No. 2, (25 1-lb. pkgs.)	28

TOBACCO
THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/8s. 5s and 10s.	0 39
Royal Oak, 2 x 3, 80 acc, 8s.	0 32
Something Good, 7s	0 18
Ch. Wing—Bobs, 5s and 10s.	0 36
Currency, 13 1/2 oz. bars, spaced 9s.	0 39
Currency, 6s and 10s.	0 39
Old Fox, narrow '0s	0 39
Snowshoe, 1-lb. bars, spaced 6s.	0 43
Pay Roll, 6s.	0 44

VINEGARS.
E. D. MARCEAU, Montreal.

EMD, pure distilled, highest quality	Per gal. 0 30
Condor, pure distilled	0 25
Old Crow	0 20

Special prices to buyers of large quantities.

MICHEL LEFEBVRE.

Bull Dog, quadruple strength, registered	0 55
Lion "L" brand, registered	0 38
Imperial, triple strength, registered	0 33
Cote D'Or, extra super, registered	0 31
" household vinegar, registered	0 28
Crystal Pickling, extra	0 28
" ordinary	0 23
White Wine, XXX	0 25
" XX	0 20
" X	0 17
Cider, XXX	0 27
" XX	0 22
" X	0 17
Pure English Malt, triple strength	0 45
" double strength	0 35
" single strength	0 25
Distilled white malt vinegar	0 50

JOHN HOPE & Co., MONTREAL.
Sir Robert Burnett & Co.'s English Malt Vinegar..... 0 40

WOODENWARE
UNITED FACTORIES, LIMITED.

Washboards, Leader Globe	1 45
" Improved Globe	1 55
" Standard Globe	1 75
" Solid Back Globe	1 90
" Jubilee (perforated)	1 50
" Crown	1 30

YEAST.

Royal yeast, 3 doz. 5c. pkgs. in case.	1 00
Gillett's Cream yeast, 3 doz	1 00
Jersey Cream yeast cake, 3 doz. 5c.	1 00
Victoria	3 do. 5c. 1 00
" 3 doz. 10c.	1 80

NIXEY'S REFINED BLACK LEAD

Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.

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We manufacture lamps and can suit you.



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We're very careful in preparing.

Wethey's Mince Meat.

We see that only the choicest and most nourishing meats and fruits are used and the whole spiced, so that you have Mince Meat just like your mother made. Your customers will tell you that Wethey's makes most delicious Mince Pies, crisp and succulent.



Absolutely clean. Put up in attractive "brick" package.

Prepared only by
J. H. Wethey, Limited, St. Catharines, Ont.

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Crosse & Blackwell's Candied Ginger.
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MONTREAL.

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