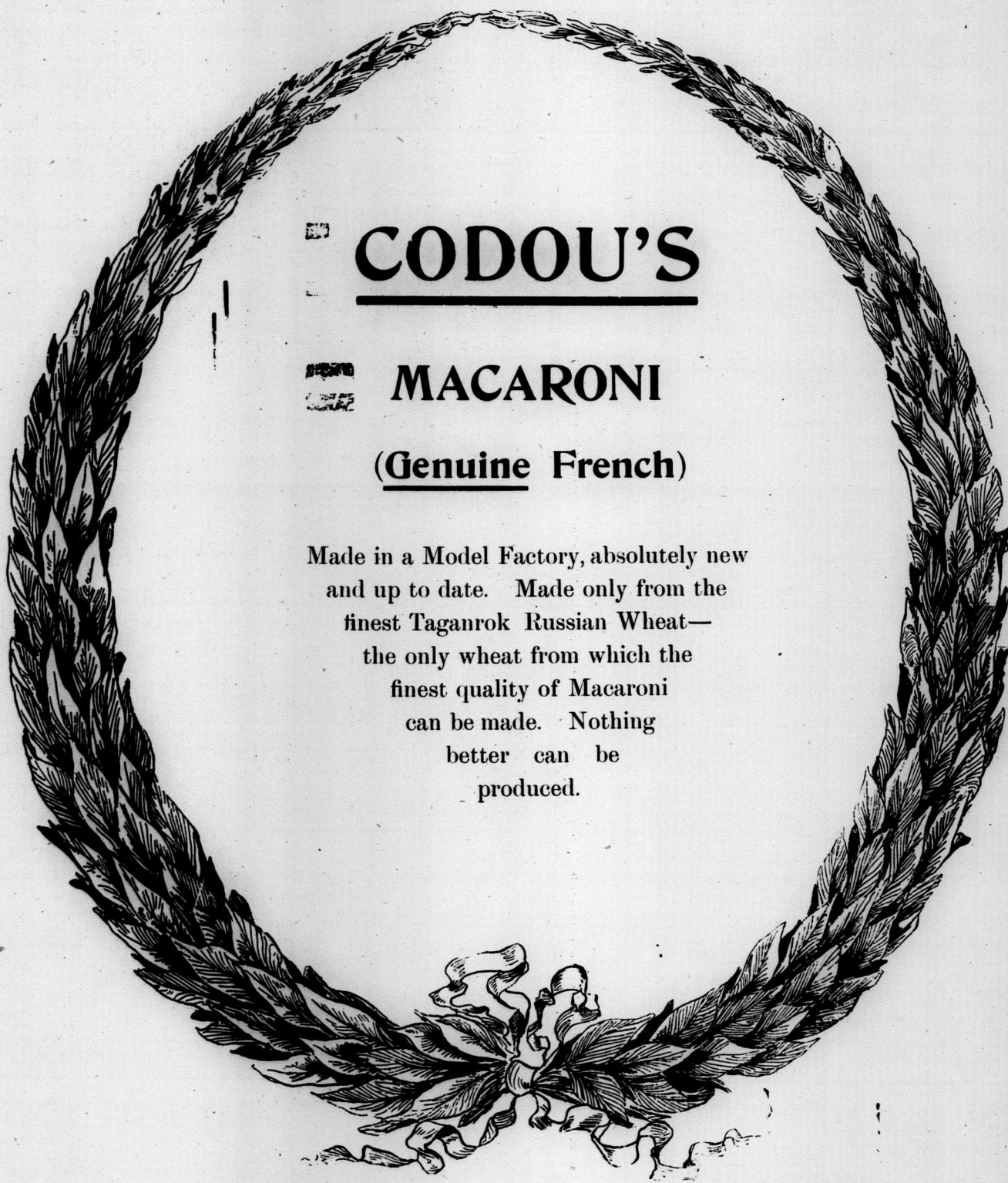


**PAGES
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CODOU'S

MACARONI

(Genuine French)

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrok Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ARTHUR P. TIPPETT & CO., Agents,

**8 Place Royale,
Montreal.**

**20½ Front Street E.,
Toronto.**

7 1/2
lb
5
3
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2 10
0 95
3 10
0 50
8 50
7 50
6 50
1 75
1 90

11 00
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1 00
1 00
1 80

For Christmas

—nothing is more delicious
—than your Turkey stuffed
—with the true

Truffles

from Perigord

—ask for the ones put up by
Bernard, Bizac & Cie.,
(France).

For Dessert

Bar-le-Duc Jelly

(and Cream Cheese).

For Side Dishes

Spanish Olives.

*If your wholesale grocer cannot supply you with
these goods, write direct to us for quotations.*

HENRI JONAS & CO.

MONTREAL, P.Q.

THE CANADIAN GROCER

Has stood
the test
of every
climate.



Purest
and best
for all
purposes.

The **ST. CHARLES CONDENSING CO.**, producers of the famous **GOLD COW BRAND OF UNSWEETENED EVAPORATED CREAM**, also **SILVER COW, PURITY** and **GOOD LUCK BRANDS SWEETENED MILK**.

Is prepared at all times to quote prices, and execute prompt shipment and delivery.

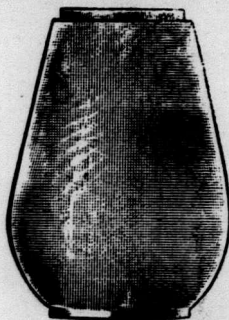
Home Office and Address:

St. CHARLES, ILL., U.S.A.

Correspondence and trade orders solicited.

FACTORIES: Ingersoll, Ontario, Canada, and St. Charles, Ill.

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



MERCHANTS.

The Toledo Automatic Computing Scale shows to EVERY CUSTOMER in LARGE INDICATIONS the EXACT WEIGHT they get. If you use a Cash Register you place it where the customer MUST SEE the INDICATIONS. This is for YOUR PROTECTION. Take OFF these INDICATIONS and you would consider the Register VALUELESS. The indications on a Toledo Scale PROTECT you from over and down WEIGHT and IMPRESS your CUSTOMERS with YOUR HONEST PRINCIPLES. The CUSTOMER feels that he is PROTECTED when he buys goods over a TOLEDO SCALE, consequently it is a TRADE BRINGER. The customer values the GOODS he buys from you MORE THAN THE MONEY he hands you, otherwise he would not EXCHANGE the MONEY FOR the GOODS he gets. You are CAREFUL to count his CHANGE OUT CORRECTLY, and in plain view, why not use a Scale that COUNTS OUT the WEIGHT, it being to the customer of more VALUE than the MONEY he trades for the goods?

MADE IN CANADA.

Drop a postal asking for Catalogue to

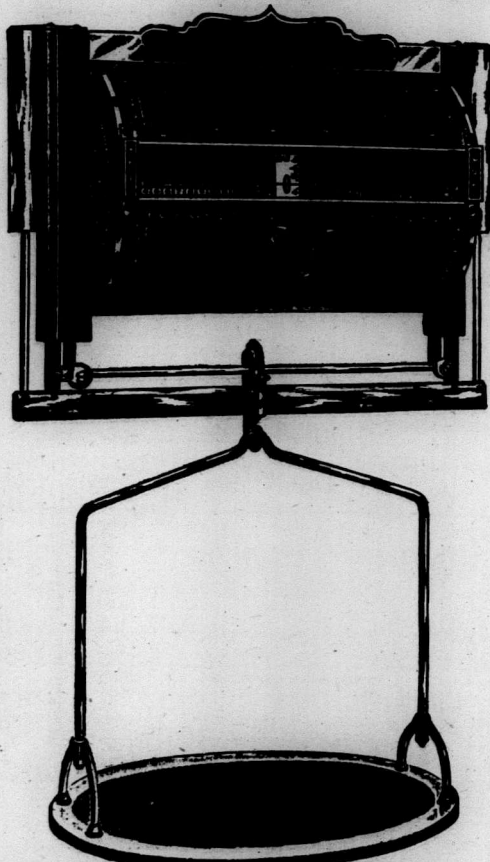
DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

Toronto Agency: 156 Bay St.
Montreal Agency: 1782 Notre Dame St.

A MONEY SAVER.



SOON PAYS FOR ITSELF.

The Computing Scale Co. of Canada, Limited

164 KING ST. WEST, TORONTO, CAN.

TRADE OUR
A
MARK

AUER LIGHT MANTLES
LONGEST LIFE & BRIGHTEST

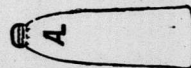
OUR TRADE
A
MARK

The Value of Annealing.

Annealing is the most costly step of mantle making—consequently a cheap mantle cannot be properly annealed—That is the reason a cheap mantle caves in like this if you lay it on its side, after burning off the coating—Try one—They injure your trade.



Mantles branded A are thoroughly annealed over pressure gas A—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade.—We are the sole manufacturers of A mantles.—Write us if you are interested.



Lowest prices on Mantles, Shades, Chimneys, Globes and Stoves.

AUER LIGHT CO., MONTREAL.



*sum. this one
3 20 Montreal
Office see cut 60/181 page 80*

—merit will win
every time
and hold the
confidence of
the trade

—this is why

Japan Teas

have held
the trade of Canada so long

- they are PURE, HEALTHY,
 - FRAGRANT, DELICIOUS,
 - INVIGORATING, and
- Profitable to handle.

*20 W.M.
Snyder Montreal
see cut 60/181 page 87*



A Japanese Tea-House Garden.

THE CANADIAN GROCER

THE
MOST PROFITABLE to the GROCER
and
MOST SATISFACTORY to the LAUNDRESS

is Cold
Water

STARCH
IVORINE

ASK
TRAVELLERS
THE PRICE

THE ST. LAWRENCE STARCH CO., Limited, - PORT CREDIT, ONT.

CONDENSED MILK



The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration..

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

**Imperial Brand
Maple Syrup**

is a paying article
to handle.

Its quality
never varies,
always of the highest.

ROSE & LAFLAMME, Agents, MONTREAL.

**High
Quality**

**Low
Price**

The two attractive points
about



ROSE &
LAFLAMME.

Agents,
MONTREAL.

Ceylon Tea
GREEN AND BLACK

Ceylon Tea
GREEN AND BLACK

This is December, the last month in the year,
the last opportunity, Mr.
Grocer, you will have in
1903 of bringing your tea
department up to the
Ceylon standard.

Begin January Aright with a line of teas
that appeal to the tastes
of your customers.

Ceylon Teas Green and Black are undoubtedly
the teas for this require-
ment.

It is marvellous the way the Canadian people have
taken to these teas.

Reap your share of this harvest by putting in a full
line of Ceylon Teas.

THEY ARE PURE.

Ceylon Tea
GREEN AND BLACK

Ceylon Tea
GREEN AND BLACK

Some Salmon Sellers.

In selling salmon the greatest care should be taken in the selection of brands that are strictly first-class and stay first-class, brands that you can absolutely rely on.



Maple Leaf Salmon

These are two brands which you may sell with positive satisfaction. Ask for them. They are put up by



Lowe Inlet Salmon

The British Columbia Packers' Association

VANCOUVER, B.C.

Lots of Grocers Could Make More Money

by doing a little better advertising.

For such as lack ideas W. Arthur Lydiatt's new book of suggestion "100 Good Ads for a Grocery Store" will prove of great value.

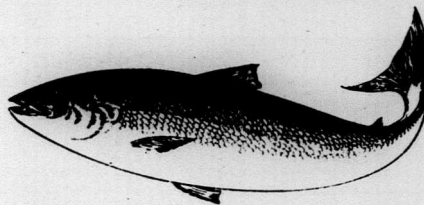
It contains 100 bright, newsy ads for nearly all the different articles found in a good grocery—several pages of short, catchy sayings, suitable for headlines, show cards, etc., and a chapter of common-sense talk on grocer's advertising.

The price is \$1, and, as one purchaser says, "you certainly get your money's worth." The book will be sent to any address on receipt of one dollar.

MacLean Publishing Co.,

TORONTO.

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

LEES & LANGLEY'S
**Worcestershire
 Sauce**

PURITY



EXCELLENCE

U

will want some of this
 high-class relish for
 the holiday trade.

'Phone Main 789 or wire
 us at our expense.

American Coffee &
 Spice Co.,

109 Front St. East,
 Toronto.

Lytle's

Mince

Meat

sells itself.

In selling this Mince
 Meat to fastidious
 customers you can
 always be sure of a
 future demand. It is
 flavored just right
 and is the fresh,
 wholesome kind that
 makes cooking a suc-
 cess, It is done up
 in a convenient form
 and will please your
 customers.

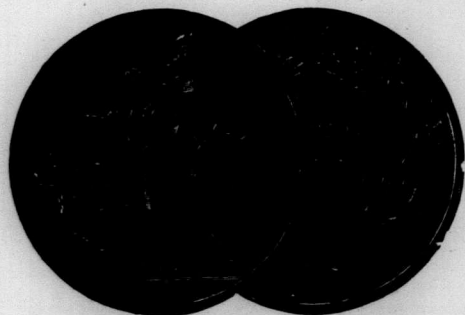
The **T. A. LYTLE COMPANY, Limited**
 124-128 Richmond St. West, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

Our Special Cheap Line, the "**PURE**" Worcester, is the best and cheapest
 on the market. Ask your Wholesale House to send you on a case with
 your next order.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.
 Mr. John Fisher, Manufacturers' Agent, Toronto.
 E. Nicholson, Winnipeg. L. H. Millen, Hamilton.

Messrs. Clawson & Co., St. John, N.B.
 Messrs. Wm. Tuffts & Son, Vancouver, B.C.
 Mr. H. H. Stimpson, Halifax, N.S.

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
 ENGLAND.**

You Can

take greater liberties with

ST. LAWRENCE YELLOWS

on account of their excellent quality than with most other yellows; but, still, in cold weather, it is wise to keep all your yellows in a fairly warm corner.

The St. Lawrence Sugar Refining Co.,
Limited,

MONTREAL.

A Handsome Coffee Tin, FREE

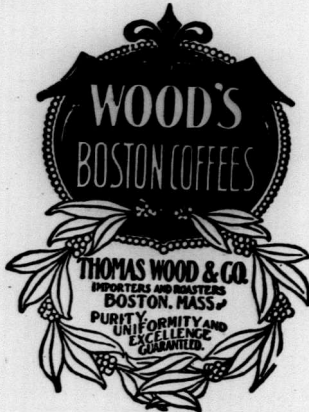
With 100 pounds AURORA COFFEE

This is not a "catch" offer—but a genuine gift—of an attractive lithographed, double partition Coffee Tin—in order to show the wide-awake, up-to-date grocer just what real bargains we have to offer in Coffee.

Our Coffee stock is complete with splendid values for the retailer.

W. H. GILLARD & CO., Wholesale Grocers, HAMILTON.
Branch CANADA GROCERS LIMITED.

FOUR QUESTIONS—ONE ANSWER.



What shall I buy - - - If best?
What sells best - - - If bought?
What suits best - - - If sold?
What is liked best - - - If used?

You have the business field mapped out before you in these queries.
You need not waste time in hard study behind a knitted brow to get the answer—

WOOD'S COFFEES.

THOMAS WOOD & CO.

Canadian Factory and Salesroom, No. 428 St. Paul St., - MONTREAL.

YOU ARE IN A HURRY Telephone Us.

Rush Orders a Specialty

Fine Stock of XMAS GOODS.

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

RETURNED
Saml
Page 43
M.D.



QUALITY FIRST

Schepp's Cocoanut.

Packages and Bulk
The best of its kind.

L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.
NEW YORK.



LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.

THE CUBAN SUGAR INDUSTRY

BY some writers it is said that the introduction of sugar cane into Cuba was made by Velasquez, the first lieutenant governor of the island, in 1523, but according to the most authentic Spanish historians, says a writer in Dun's special Cuban number, its introduction did not take place until the latter part of the sixteenth century, when cuttings were brought from the Spanish colony of Santo Domingo, where its cultivation had been introduced by Columbus nearly a century earlier. For many years its cultivation was confined to very small areas near the principal towns, its limited production being attributed, principally, to a lack of slaves. The crop continued to increase in size, amounting to 70,000 tons in 1817, and by 1830 it had reached 90,000, becoming Cuba's principal product, thereby displacing coffee, which had previously been the most important crop of the island.

In 1828 an export duty of four-fifths cents per pound was levied on sugar, if shipped in Spanish vessels, and double that amount in ships of other nationalities. This tax was slowly reduced, but was not abolished until August 1, 1891. The world's sugar crop of 1831, was greater than the consumption, and, despite the claim of the Cuban planters that the prices realized were below cost of production, they steadily increased its cultivation, and by 1840 the crop amounted to 200,000 tons. The crops by succeeding decades were as follows:

1850.....300,000 tons.	1880.....530,000 tons.
1860.....447,000 "	1890.....632,368 "
1870.....726,000 "	1900.....300,073 "

The crop of 1902 amounted to 850,181 tons, and that of 1903, most of which has already been shipped, is estimated at from 965,000 to 970,000. The greatest crop in the history of the island was harvested in 1894, and amounted to 1,054,214 tons; the smallest in the past 50 years, amounting to 212,051, was made in 1897. This great decrease in three years was due to the revolution, which devastated the greater portion of the island. The falling off in production from 1870 to 1880 was due to several causes, the principal ones being three cyclones which swept over the island during that decade, the ten year's war, and the freeing of the slaves, who fought in that war. There would have been a greater increase between 1880 and 1890 but for

abolition of slavery which was decreed in 1880.

The increase of 66 and two-thirds per cent., between 1890 and 1894, was due to the stimulus given to the industry by the adoption of a treaty of reciprocity with the United States in 1891, whereby Cuban raw sugar was given free entry into that great market. The abrogation of that treaty in 1894, brought about a heavy decline in the price of sugar at the beginning of 1895, the great staple selling for the first time below 2c. per pound. Principally to this fact is Cuba's last war for independence attributed.

The prices in Havana since 1850 of raw sugar, equal in quality to centrifugals of 96 polarization, have been as follows:

1850.....3.50c. per lb.	1900.....2.66c. per lb.
1860.....4.87c. "	1901.....2.20c. "
1870.....5.00c. "	1902.....1.77c. "
1880.....4.87c. "	1903.....1.81c. "
1890.....2.75c. "	

The quotations above given were the prices on April 1 of each of the years named, that date being selected as being about the middle of the grinding season and representing about the average price realized by the planter for his sugar. The price of cane sugar has lately been controlled by the world's beet sugar production, which has grown from 50,000 tons in 1840 to 6,146,000 tons in 1901, the last named amount representing 63.7 per cent. of the total sugar production. The very life of the cane sugar industry has been threatened by the European bounty fed beet sugar. The Cuban crop of 1902 was sold at a loss and the average margin of profit on the crop of 1903 has been small, the fact that any margin was realized being due to the damage to the European sugar beet crop of last year resulting from unfavorable climatic conditions. The adherence of the various nations represented at the Brussels convention to its action in abolishing bounties on sugar, gave the Cuban planter renewed hope, which is further strengthened by the belief that the American Government is at last about to partly fulfil the promises made to its infant protege by favorable action of the legislative branches on the treaty of reciprocity negotiated between the two countries.

The question as to whether cane sugar can successfully compete in cost of production with beet sugar will be answered in the affirmative or the negative, depending upon the person of whom the question is asked. The man who has lands to

sell for sugar cane cultivation and sugar mill constructing engineers and promoters will assert that beet sugar cannot possibly live without protection, while the average Cuban planter will reply that cane sugar cannot be produced here below 2c. per pound. A European expert in an article recently published on the beet sugar industry states that the average cost of production of beet sugar in Germany is 1.77 cents per pound. That the cost of production in Cuba has been steadily reduced is denied by none, and there is room in most cases for further reduction. The average cost of the crop of 1903 is believed to have been a trifle below 2c. per pound, and some specially favored plantations doubtless made their sugar at something less than 1½c., although it is not believed public acknowledgement of this fact would be made by any of them. That sugar will be produced in Cuba at 1½c. or even lower is not doubted, but in order to do this four conditions will be necessary, viz.: land much above the average in fertility, machinery of the most improved type, favorable location, and very efficient management.

The present area of land in Cuba devoted to the cultivation of sugar cane is estimated at 600,000 acres, or something over, and 171 mills ground this year. Santa Clara is the great sugar producing province of the island, with Matanzas second, the combined crops of the two representing nearly 75 per cent of Cuba's total production. The great Province of Puerto Principe, the second in area and first in arable land in the Republic, has but three sugar estates within its boundaries, whereas it is capable of producing a greater crop than is raised by the entire island. About 90 per cent. of its soil is virgin land, due to the fact that up to about a year ago it had practically no railroad facilities.

The amount of capital invested in the sugar industry of the island is estimated at about \$100,000,000, and the value of the crop of 1902 was about \$32,000,000. Cuba's most valuable sugar crop was gathered in 1894, when, according to government reports, it reached the sum of nearly \$80,000,000, due largely to the fact that it had free entry into the United States. With favorable climatic conditions the next crop will probably reach 1,100,000 tons, which competent authorities

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

STOVE POLISH
DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

DURABLE
3000 TONS SOLD

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.

believe to be about the limit of production with the present supply of labor. The modification of the immigration laws of the republic, which are the same as those of the United States, is generally advocated by the planters and commercial classes. The present laws exclude the peasant of the Canary Islands, on whom Cuba has always largely depended for the cultivation of its sugar crop, and more especially for its harvesting.

That the adoption of the pending treaty of reciprocity with the United States would stimulate the industry to some extent is generally admitted, but the pretended fear of the beet sugar people that their industry would be seriously menaced by a reduction of one-third of a cent per pound of the duties on Cuban sugar is groundless.

MONTREAL GROCERY ROBBED.

A BOLD attempt at burglary was made at R. Turcotte's grocery store, Lagauchetiere street, Montreal, about 10 o'clock, one night last week, by two young men, who held up the proprietor and emptied the money drawer of its contents.

Finding Mr. Turcotte alone, they gagged him, and threatened to shoot if he made any disturbance. They then took what money was in the till, and tried to escape by the back yard. But they found themselves in a box. They could not get in nor out, as Mr. Turcotte's daughter locked them into the yard and called the police.

Capt. Millette and Lieut. Lafard sent five constables to the store. They found that the men, being unable to get out of the yard, as it is surrounded with buildings, had climbed up into Mr. Turcotte's dwelling house, over the store. One of them was caught behind a bureau, and the other was arrested walking in the room like a gentleman. When searched, but little money was found on them, but a ten-dollar bill was discovered behind the bureau, where one man was hiding.

WEST INDIA HONEY.

DURING the past season some attention has been paid by several of the leading commission houses and agents to West India honey. THE CANADIAN GROCER, in its rounds, has at different times had its attention drawn to this article, and in order to glean information on a subject of possible interest to its readers has interviewed the principal authorities on the subject, and the facts gathered will no doubt be of interest to the trade.

THE GROCER was fortunate in meeting with a gentleman who is now located in Montreal, and who for many years was connected with the Imperial Department of Agriculture for the West Indies, Mr. T. Russell-Murray, 27 St. Sacrament street. Mr. Russell-Murray is now located in Montreal, looking after the interests of his department, and is thoroughly conversant with the subject of West India honey. To Mr. Geo. Vipont, also of T. S. Vipont & Co., and to Mr. John Gunn, of Gunn, Langlois & Co., THE GROCER is indebted for information bearing on the subject.

Jamaica and Trinidad are the two islands producing the largest amount of honey. Jamaica has now attained the position of an exporting country, whereas Trinidad consumes all it produces. The industry of beekeeping in Trinidad is on the increase, and before long that island will become a shipping centre. The variety of bees that are found to be a success are the Italian bees, and all colonies that are being developed are from these strains. The best honey is produced during the months of January to the end of May, that is, during the period of the dry season. It is during the dry season that a large majority of trees are in flower, and, owing to the dryness of the atmosphere, the saccharine cells in the flowers are most highly developed.

During the other portion of the year the production of honey is much smaller owing to the lack of flowers and to the necessity of having to feed the bees with molasses and sugar. Honey produced during this period is of much poorer flavor than that produced during the earlier six months of the year.

The various people interested in beekeeping in the islands are working up to the standards of American beekeepers, and import all the necessary appliances for the industry, and as far as equipment is concerned Jamaica and Trinidad beekeepers are not a whit behind those of the northern countries.

In St. Lucia beekeeping and the honey industry is being pushed forward energetically and systematically by Mr. G. S. Hudson, the agricultural instructor, and whose first sales in London brought 20s. per cwt. c.i.f. This honey was very favorably reported upon by the brokers, and though produced at the period when the West Indian hog plum tree was in flower, which tree produces one of the worst flavored honeys, the quality of the honey, irrespective of the flavor, was of good standard.

The color of the West Indian honey is very much darker than our domestic white clover; it is more of the character of buckwheat, though without this latter grade's peculiar flavor. It is also very much stronger, and such honey as has been received in Montreal has been taken by the large biscuit manufacturers for its stronger and more penetrating characteristics. During the past season one Montreal biscuit and confectionery company bought over a carload. In the West Indies as well it is used in the manufacture of goods where sugar would have a tendency to ferment, and undoubtedly for a similar reason Canadian manufacturers find use for it. It is mixed with lime

**EVERY
LITTLE
HELPS**

Burnett's Coffee Clearer,
Patterson's Preserved Fruits,
China Preserved Ginger,
Stuffed Dates,
Stuffed Figs,
Roquefort Cheese, Fard Dates,
English Rock Candy, Jellycon.

Diamond Crystal Salt Agents.

**Lucas, Steele & Bristol,
HAMILTON.**

ROSS' HIGH-GRADE TEA.

Having bought out the Ross' Tea Co. we intend to make this line popular with the trade.
If you want good Tea buy Ross' High-Grade Tea.
If you want a good profit sell Ross' High-Grade Tea.

LUMSDEN BROS., Proprietors the Ross Tea Co.
Hamilton and Toronto.

BROOMS

Our brands are:

**"Standard"
and "Signal"**

The above brands are the best, we believe, on the market to-day.
TRY a sample 6-DOZ. LOT, and we know you will be pleased.

Crosse & Blackwell's Goods:

Just arrived, a full assortment, so send in your orders.

JAMES TURNER & CO.

Wholesale Grocers, - - - HAMILTON, ONT.

NOW IN STORE.

MALAGA FRUITS,

CALIFORNIA SEEDED RAISINS,

TARAGONA ALMONDS.

GRENOBLE and BORDEAUX WALNUTS, arriving this week.

Thos. Kinnear & Co.,

Wholesale Grocers,

49 Front St. E., Toronto.

SPECIAL XMAS OFFER

TO YOU

**THAT YOUR FRIENDS
IN THE OLD COUNTRY
WILL APPRECIATE . .**



We will deliver to any address in England, Scotland or Ireland, a dozen or half a dozen of our Imperial Cheese without one cent of charge beyond the regular price. This is an opportunity to give your Old Country friends a holiday surprise with a delicious worthy Canadian product.

If you will forward us your card we will see that it is carefully packed in the case going to your friend.

Prices :—Individual size jar, \$1.00 per dozen.

Small	" "	2.40	" "
Medium	" "	4.50	" "
Large	" "	8.25	" "

The above prices for the trade only.

ALL DELIVERY CHARGES PAID BY US.

Write address plainly to avoid mistakes. Make post office or express orders payable to

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED, - - - TORONTO.

Other firms have copied our jars and labels and are now copying our advertisements and plans. They cannot, however, duplicate the quality of MACLAREN'S IMPERIAL CHEESE.

All orders should be in our hands by December 10th, so as to ensure delivery by Xmas.

juice in the islands and prevents fermentation and derangement of the stomach.

As regards the prospects of trade with Canada there is no reason why good business should not result, though the greatest difficulty in the way of a regular and steady trade would seem to lie in the fact that the Canadian consumer has for so long been accustomed to using the distinctively rich white clover Canadian honey, and the stronger West Indian honey taste would require cultivation. Still as a product for use by manufacturers the field is open in Canada, and with its stronger and more fermenting characteristics it should find ready sale.

The question of beeswax is conjunctive to this industry, and a few facts culled from Mr. Samuel T. Frost's report, read before the meeting of the Chemists' Assistants' Association of London, Eng., may be of interest. Mr. Frost's report states that large quantities of beeswax are shipped to England from the east coast of Africa, New Zealand, Australia, etc., but the wax for which there is the greatest demand in the open market is Jamaica wax, which is shipped in barrels and casks weighing from 2 cwt. to 4 cwt. It finds an unlimited sale in London on account of its undoubted purity. Prices range from £7 10s. to £8 15s. per cwt., and occasionally there is very active competition for it. In 1898 Jamaica shipped wax to the value of £10,294, as against £4,823 in 1888, while the value of the honey exported in the same years was £2,103, as against £1,341. The increased production of wax in Jamaica is largely due to the intelligent action of the local agricultural societies, backed up by the Imperial Department of Agriculture, in encouraging a better system of agriculture. Jamaica wax varies in color from a nice pale brown and yellow to good red and pale to dark brown or chocolate color.

The duty on honey coming into Canada is 3c. per lb., but West Indian honey coming in under the British preferential tariff would be 1/3c. less, or 2c. per lb.

THE CANADIAN GROCER

Business Changes

ONTARIO.

GAWLEY & CO, grocers, Windsor, have been closed out under chattel mortgage. A meeting of creditors is announced for to-day.

W. J. Cherney, grocer, Windsor, is opening a branch at Walkerville.

J. H. Clay, grocer, Hespeler, has assigned to W. D. Card, Galt.

E. Allworth, general merchant, Kingsville, advertises her stock for sale.

QUEBEC.

C. Blais, grocer, Quebec, is dead. The Royal Syrup Co., Montreal, have registered.

J. E. M. Bilodeau, fruit dealer, Montreal, is dead.

The Diamond Starch Co., Montreal, are dissolving business.

G. T. Tuckett has registered The Tucket Cigar Co., Montreal.

The assets of O. Blanchard, grocer, Granby, are to be sold.

The Montreal Paper Box Mfg. Co., Montreal, have registered.

La Compagnie d'Approvisionnement du Canada, Montreal, have registered.

P. H. Durocher, wholesale and retail grocer, Hull, has effected a compromise.

P. G. Bussiere, of P. G. Bussiere & Co., flour and grain dealers, Quebec, is dead.

F. A. Bedard, grocer and confectioner, Lorette, has compromised at 40c. on the dollar.

J. A. Berthiaume, grocer and liquor dealer, St. Hyacinthe, has assigned to P. A. Labodie.

The estate of J. B. Beauchamp, grocers and hardware merchants, Montreal, have compromised.

D. Spinelli manufacturer of vermicelli, Montreal, has had his premises damaged by fire; loss covered by insurance.

H. A. Houle, grocer, St. Louis du Mile End, has made an assignment; meeting of creditors announced for December 1.

A meeting of the creditors of J. E. Lessard, general merchant, St. Remi de Tingwick, is announced for December 5.

A meeting of the creditors of Longtin, Freres & Cie., grocers and liquor dealers, St. Johns, was announced for November 26. Their assets are to be sold.

Labrie & Labrie, commission grocers, Quebec, have dissolved partnership. The business will be continued by E. Labrie.

G. A. Mace & Co., manufacturers of paper boxes, Montreal, have been damaged by fire and water; loss partly covered by insurance.

G. Bourque, grocer and dry goods merchant, St. Rosaire, has made an assignment. A meeting of creditors was advertised for November 28.

NEW BRUNSWICK.

The stock and business of the estate of E. G. Scovil, wine and liquor merchants, St. John, were advertised for sale by tender closing December 1.

The stock and fixtures of the estate of J. Ogden, dealer in fruits and canned goods, Fort Elgin, have been sold to C. D. C. Avard.

MANITOBA AND N.W.T.

Smith & Jones, fish and poultry dealers, Brandon, have dissolved partnership. J. R. A. Jones continues in business.

McCulloch & Herriott, millers, Souris, have been succeeded by G. McCulloch & Son.

F. S. Beynon, grocer, Winnipeg, has assigned to C. H. Newton; meeting of creditors December 4.

BRITISH COLUMBIA.

Kwong, Sang & Co., grocers, Steveston, have been succeeded by H. T. Tong.

The estate of F. W. Foster, general merchants, Clinton, have been succeeded by McDonald & McGillivray.



UPTON'S

is a name known all over Canada for good Jams and Jellies.

UPTON'S

are good Jams to stock, for your customers know them and like them.

UPTON'S

goods won't stay long in your store. They are standard both in quality and demand.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, SELLING AGENTS. TORONTO.

DATES

FARD

Hallowee and Sayers.

Prices Right.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Displaying Provisions.

It is well worth while having the provision department in the grocery well fitted up and appointed. Scrupulous cleanliness is an absolute necessity. Nothing is more enticing than a generous array of dairy products and cured meats arranged in a manner calculated to win the approval of the model housewife. It is to be feared that some provision departments, even when in sight of the public, are not all that might be desired, and some from which the public are zealously excluded, are even less fit for inspection. It is a mistake to hide what you want to sell. It pays to display your dairy products and cured meats, and it pays to spend something in making that display attractive.

Only the other day the writer was in a grocery store, small indeed, but one that used every inch of space and did a very extensive trade, especially when the size of the building was considered. In this store the refrigerator stood at the back end of the store. It had a glass front and was divided into compartments. There before the eyes of the customer in good cold storage were the dairy and creamery prints daintily done up in parchment paper. In another compartment glassed off from the rest was the cheese, kept perfectly fresh and always in full sight. In the third compartment were the cured meats.

The observer was immediately impressed with the wholesome conditions under which the provisions in this store were handled, and if that glass-faced refrigerator did not pay for itself in a very short time the writer is very much mistaken.

The store with the reputation for keeping its provisions in the best order is bound to get a lot of its neighbors' business.

The Industrious Hen.

It is claimed that China produces more eggs than any other country in the world. The United States ranks next. Great Britain buys more foreign eggs than any other country, and Russia exports more eggs than any other power.

China has 400,000,000 eaters. If they averaged two eggs per week each, that would mean a consumption of 40,000,000,000 eggs annually in the Celestial Empire. Russia exports about 2,000,000,000 eggs annually. Great Britain buys annually 1,700,000,000 foreign eggs. The United States market about 3,000,000,000 eggs annually. Of these New York City handles 854,000,000, or nearly half, and Chicago 570,000,000 eggs. We export only 26,619,000 eggs each year.

Britain's Imports of Butter.

The following statistics from the British official returns are of interest, as showing the sources of Britain's butter supplies. The figures as to domestic products are unfortunately not available:

Whence imported	1898.		1902.	
	Lbs.	£	Lbs.	£
Russia.....	20,197,296	4,285,566	54,890,192	10,687,973
Sweden.....	33,035,744	7,307,868	21,458,192	4,845,246
Norway.....	3,039,456	660,842	2,941,792	677,719
Denmark.....	164,083,360	35,816,618	190,805,552	45,282,009
Germany.....	4,617,872	1,041,655	2,954,000	707,584
Holland.....	30,164,288	6,469,710	44,045,232	9,606,131
Belgium.....	4,075,008	847,958	9,031,232	1,943,588
France.....	46,683,952	10,627,682	46,394,880	10,867,488
Italy.....	32,816	7,747	560	122
United States.....	7,471,744	1,388,457	6,099,296	1,230,611
Argentine Rep.....	1,649,648	347,547	7,765,632	1,710,146
Other foreign countries.....	87,248	14,258	2,016	418
Total from foreign countries.....	315,138,432	68,815,902	386,388,576	87,520,035
British East Ind's.....	110,096	13,232	96,656	14,030
Australia.....	26,561,248	5,617,357	26,899,680	5,761,770
Canada.....	17,568,880	3,221,307	32,005,680	6,556,856
Other British possessions.....	46,480	10,220	1,904	447
Total from British possessions.....	44,286,704	8,862,116	58,803,920	12,333,103
Total imports.....	359,425,136	77,678,016	445,192,496	99,893,138

Cold Storage Butter.

Cold storage butter is of particular interest at this season, and some experiments which have recently been made by the Government go to show the possibility which the freezer affords in the keeping of this important domestic article of commerce, says The National Provisioner. On June 16, 1902, a tub of renovated butter was put in cold storage and the other day it was taken out. In order that there might be an impartial judgment in the case, nearly a dozen different butter merchants were called in to make a trial of its quality. It is stated that every one who examined it graded it as high-grade held firsts. The triers were much astonished when told that the butter had been in the freezer for nearly a year and a half. It is

entirely satisfied with the experiment, and it certainly was demonstrated that if the quality of renovated butter was what it should be when cold-stored and then carried at the proper temperature that it would keep as well as creamery.

Another instance is reported of butter which had been kept for several years at a temperature of about 10 deg. below zero, and when taken out of the freezer the most critical experts failed to find any deterioration in quality, nor had there been any shrinkage in bulk. It would seem that low temperatures, even below zero, give most satisfactory results in keeping butter. Of course, the main essential in this case, as in all others, is that the goods should be of prime quality when they are put in cold storage.

Can Britons Thus Deceive?

WHAT some manufacturers would do without Canada it is impossible to say, says London Grocery. From that country we import much cheese, and it is promptly trotted out as pure English—Western English as a matter of fact—by certain "specialists." Apropos of this subject, the following table of estimated home production and imports into this country for the 10 years ended June 30th, 1900, may not be without interest:

	Home Produce.	Imported Colonial.	Imported Foreign.	Total.
	Tons.	Tons.	Tons.	Tons.
1891.....	147,078	43,228	60,816	251,122
1892.....	148,642	45,781	59,452	253,857
1893.....	140,394	55,459	56,767	252,710
1894.....	131,843	57,322	52,498	241,663
1895.....	150,611	61,622	52,570	264,803
1896.....	137,148	62,478	44,596	244,195
1897.....	130,000	67,028	46,317	243,345
1898.....	148,260	77,620	49,114	274,994
1899.....	150,000	73,752	46,985	270,737
1900.....	130,000	74,702	53,903	258,605
10 yrs. av.....	141,396	61,908	52,209	255,603

Evidently, by this table, it is more profitable to fake Canadian cheese than to manufacture it at home. It is mostly sold as English.

Manufacture of Milk Powder.

The composition of the milk is, in the first place, so regulated that it contains a sufficient quantity of mineral matter of the kind most desirable for yielding a good milk powder. This is done by adding calcium salts, e. g., the citrate or phos.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company,

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada



*We handle everything manufactured
in a modern pork and beef packing es-
tablishment, also everything produced
on a farm.*

**WRITE OR WIRE FOR
PRICE LISTS.**

**NOTHING FINER CAN BE PRODUCED
THAN OUR**

Beech-Nut Hams and Bacon

Branches at HALIFAX, SYDNEY and ST. JOHN'S, NFLD.

We are offering attractive prices on

**Heavy Mess Pork,
Short Cut Back Pork,
Lumbermen's Bean Pork,
Extra Plate Beef and
Extra Mess Beef**

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay and Oats.**

LONG CLEAR BACON

Owing to the demand for this in both England and the lumbering woods of Ontario, stocks became exhausted. We now have new stock ready for shipment and shall be pleased to have your orders.

F. W. FEARMAN CO., Limited
HAMILTON, ONTARIO.

Our English Brawn

Is a Trade Winner, always delicious and appetizing, nothing to equal it in the market.

Put up in Five-Pound Pails,
Twelve to the Case.

Order Sample Case.

The Park, Blackwell Co.,
PORK AND BEEF PACKERS,
TORONTO, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS,

29 Melinda St., - TORONTO

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

REFRIGERATORS.



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

Write for our catalogue, guarantee test and testimonials which are free.

Eureka Refrigerator Co.

WILBERT HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.

BUTTER PARCHMENT PAPER.

BUTTER TUBS.

Prompt shipment ex Factory or Warehouse.

WALTER WOODS & CO.

HAMILTON and WINNIPEG.

phate in quantity up to 0.1 per cent. of the milk treated. Mono-ordipotassium phosphate is added, according to whether the milk is acid or alkaline in reaction to litmus paper. From 0.1 to 0.2 per cent. of non-crystalline sugar is also added, and the evaporation to dryness is carried out at a temperature below 75 deg. C.—Journ. Soc. Chem. Industry.

London Provisions.

Thomas Nesbett & Co., London, Eng., in their prices current, dated Nov. 16, report :

Weather fine and bright. Business generally quiet.

BUTTER.—Trade slow at our quotations.

BACON.—There has been rather more doing at reduced values.

HAMS.—Irish steady. Canadian, etc., in rather more demand.

LARD.—Bladdered, quiet. Pails, etc., slow.

EGGS.—Prices advanced. Market quiet.

CHEESE.—Meets with a steady sale.

Cheese Markets.

London, Ont., Nov. 28.—The last cheese market of the season was held this afternoon; 3,190 cheese offered; 395 sold at 9½c.

Watertown, N.Y., Nov. 28.—Cheese sales, 500 at 9½c for large October, 9½c for large November, 9½c for twins, November.

Canton, N.Y., Nov. 28.—Offered, 920 boxes twin cheese, 817 tubs creamery butter. Cheese sold at 9½c; butter, 21c. Board closed to-day for the season.

THE PROVISION MARKETS.

Toronto.

NOW that navigation has closed and hogs are coming forward more freely packers are beginning to accumulate some stocks. At the same time the weakness of the British market has brought down the price of hogs here. All this has contributed to bring about a general decline in cured hog products. These prices it is expected will result in good business being done. For the time of the year a fair demand is reported to have been met during the past week. We quote :

Long clear bacon, per lb.	\$0 09½	\$0 09½
Smoked breakfast bacon, per lb.	0 13	0 13½
Roll bacon, per lb.	0 10	0 10½
Medium hams, per lb.	0 13	
Large hams, per lb.	0 12	
Shoulder hams, per lb.	0 10	
Backs, per lb.	0 14	0 14½
Heavy mess pork, per bbl.	16 50	17 00
Short cut, per bbl.	19 00	20 00
Shoulder mess pork, per bbl.	15 00	15 50
Lard, tierces, per lb.	0 08½	0 08½
" tubs "	0 08½	0 08½
" pails "	0 08½	0 08½
compounds, per lb.	0 07½	0 08
Dressed hogs, light weights, per 100 lb.	6 00	6 25
heavy "	5 75	
Plate beef, per 200-lb. bbl.	10 50	
Beef, hind quarters	6 50	8 50
" front quarters	4 00	5 50
" choice carcasses	6 00	7 00

" medium	5 00	5 75
" common	4 00	4 50
Mutton	5 00	6 00
Lamb	6 50	7 00
Veal	6 00	9 00

Montreal.

In sympathy with the decline in the price of hogs the market is easier, and prices have been reduced all round. The English market for Canadian bacon is said to be demoralized, and cable advices to hand tell of still lower prices. The high price of hogs on both sides of the Atlantic for the last two or three years has induced the farmers to raise so many more hogs, that the European market is now said to be flooded with them. We quote :

Canadian short cut mess pork	\$18 00	\$18 50
American short cut clear	17 50	18 00
American fat back	18 00	18 50
Bacon, Wiltshire, per lb.	0 13	0 13½
Extra plate beef, per bbl.	11 50	12 00

Lard is in average demand at following prices :

" Boar's Head " brand	0 08½	
Carloads, less	0 00½	
20-lb. tin pails, tierce basis		
Half-bbls., over tierce	0 00½	
50-lb. tubs	0 00½	
20-lb. wood pails	0 00½	
10-lb. tins	0 00½	
5-lb. tins	0 00½	
3-lb. tins	0 01	
Wood net, tin gross weight		Wood. Tin.
1 to 25 pails	1 78	1 68
26 to 49 pails	1 76	1 66
50 pails and over	1 72½	1 62½

St. John, N.B.

In barreled pork prices are rather lower. Markets this season have not been favorable to the jobber. While domestic mess pork is chiefly used, because of the better packages, some American is imported, in clear, American is sold. The best grades find little sale. In beef, while prices are more steady values rule quite low. There is a fair demand. Smoked meats are quite firm. In pure lard, lower prices rule. For months there has been a falling market. In fresh meats, the Winter steamers cause an increased demand. Beef is quite low but firmer. Lamb continues low. Receipts are large. Mutton is dull. Veal is in light supply. Pork receipts are not large with the price quite low. Poultry is high. We quote :

Mess pork, per bbl.	\$17 00	\$18 00
Clear pork "	16 00	19 00
Plate beef "	13 00	14 00
Mess beef "	12 00	13 00
Domestic beef, per lb.	0 05	0 07
Western beef "	0 07	0 09
Mutton "	0 04	0 05
Veal "	0 05	0 07
Lamb "	0 05	0 06
Pork "	0 06	0 07
Hams "	0 13	0 15
Rolls "	0 12	0 14
Lard, pure, tubs "	0 09	0 09½
" pails "	0 09½	0 10
" compound, tubs, per lb.	0 08	0 08½
" pails "	0 08	0 08½
" Fairbank's refined, tubs, per lb.	0 09	0 09½
" pails "	0 09½	0 09½

DAIRY PRODUCE.

Toronto.

BUTTER.

Offerings of large roll butter are larger than of late and the price has eased off, on account of the shutting off of demand for shipment up the lakes, navigation having closed. The Winter creameries are now all in operation with a resulting increase in the supply of creamery. The market is a little easier in consequence.

All lovers of good tea prefer

Blue Ribbon Ceylon Tea

because it is pure selected tea. Just the sort
all good grocers recommend their customers.

Push the Red Label Brand.

Each Grocer our agent.

It does not pay

**ROYAL
YEAST**

is the standard
Yeast of Canada

You know it and
your customers know it

WHY EXPERIMENT?

E. W. GILLETT COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

to stock
more than

1.

kind of

YEAST



We are buyers of

Poultry, Butter AND Eggs.

The best facilities for handling consign-
ments. Up-to-date Cold Storage.

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

Crown

English (H.B.)
CONFECTIONERY.

in half and five-pound bottles.

Pure absolutely
Harmless undoubtedly
Delicious beyond compare

Yes, we know that they all say this, but we can prove it.

32 Flavors :

- | | |
|------------------|--------------------|
| Orange (Slices.) | Vanilla. |
| Lemon (Slices.) | Tonca. |
| Cherry. | Butter Almond. |
| Grape. | Cocoanut (Slices.) |
| Strawberry | Peanut. |
| Raspberry | Pistachio. |
| Rose. | Chocolate. |
| Pineapple. | Coffee. |
| Pear. | Maple. |
| Banana. | Peach. |
| Mixed Fruit. | Cinnamon. |
| Limes. | Maraschino. |
| Cachu. | Barley Sugar. |
| Mandarine. | Cough (Black.) |
| Peppermint. | Cough (Brown.) |
| Wintergreen. | Cough (Menthol). |
| | Cough (Horehound.) |

Don't fail to stock an assortment for the holidays.

Crown Mfg. Co.
TORONTO.

DAIRY PRODUCE AND PROVISIONS

Dairy prints, however, are still firm at previous quotations. We quote :

	Per lb.
Creamery prints.....	0 22 0 23
" solids, fresh.....	0 21 0 21 1/2
Dairy rolls, large.....	0 17 0 17 1/2
" prints.....	0 18 0 20
" in tubs, best.....	0 17 0 18
Under qualities.....	0 14 0 15

CHEESE.

Nothing of note has developed in cheese during the past week. The market is dull, with no immediate prospect of change. We quote :

	Per lb.
Cheese, large.....	0 11 0 11 1/2
" twins.....	0 11 1/2 0 11 1/2

Montreal.

BUTTER

There is no surplus in deliveries and stocks held locally are light. There is, however, no export demand. Prices as given in last issue are still maintained. We quote : Finest eastern is jobbing 22 to 23c.; Fall, 22 to 22 1/2c.; Summer, 20 to 21c.; creamery prints, 22 to 23c.; dairy butter, large rolls in demand, 17 to 17 1/2c.; dairy tubs, 16 to 17c.

CHEESE.

The market is quite at present. Except for some business at bargain prices in Fall tail-ends and seconds there is nothing doing. English buyers are holding off as they expect holders here to be forced by their large stocks to make some reductions. The market is, therefore, uncertain at present. The mild fresh make is selling at 11 to 11 1/2c.; Summer strong cheese, 12 to 12 1/2c.

St. John, N.B.

BUTTER

While there is quite a large supply, it is difficult to get really good stock, and for best table butter rather higher prices rule. For common grade low prices are accepted. The quantity of creamery is limited.

Butter, creamery prints, per lb.....	0 24 0 25
" creamery solids (fresh made), per lb.....	0 22 0 23
" prints.....	0 18 0 20
" tubs.....	0 14 0 16
" tubs, selected, per lb.....	0 17 0 19

EGGS.

While quality has to be watched, prices continue to advance. For guaranteed fresh stock fancy prices are asked, with higher looked for.

Eggs, new laid, per doz.....	0 24 0 26
case stock, per doz.....	0 20 0 22

CHEESE.

There is never a very large local demand here, and the high prices tend to light sales. Twins which are used here mostly are in light supply.

Cheese, per lb.....	0 12 0 12 1/2
" twins.....	0 12 1/2 0 13

Provision Notes.

The farmers of Dunwich Tp., Elgin Co., are discussing the propriety of building a new cheese factory in that vicinity.

OFF FOR SOUTH AFRICA.

Mr. W. J. Palmer, since 1901 general manager of The City Dairy Co., Toronto, and recently chosen by the Imperial Government as Director of Agriculture for the Orange River Colony, South Africa, leaves this week to enter on the duties of his new position. Mr. Palmer is a native of Charlottetown, P.E.I. Graduated from the Ontario Agricultural College in 1841, and for 10 years prior to his appointment to the management of the City Dairy filled the position of dairy instructor and teacher at Farmers' Institutes for the Ontario Department of Agriculture. Always taking a great



Mr. W. J. Palmer, late Manager of The City Dairy, Toronto, who leaves to become Director of Agriculture, Bloemfontein, S.A.

interest in everything pertaining to dairy interests he is in every way qualified for his new position, and the Government are to be congratulated on the excellence of the appointment. His kindly disposition and unostentatious manner have gained him many friends who, while regretting his departure from Canada, feel that his new sphere promises a successful future.

A NEW INDUSTRY.

A new industry has sprung into existence on the Pacific coast for the canning of a fish known as the eulochon, somewhat like the smelt, which has hitherto been but little used for food purposes, although it is well adapted for that purpose and found in millions throughout nearly all the coast waters of British Columbia. It is a great favorite with the Indians, and the Federal Fisheries Department believes that the venture will broaden out into a flourishing branch of the canning industry.

LOOK OUT FOR _____ THE IMITATIONS.

WE'RE ALONG WITH THE ORIGINAL. IT HAS ALREADY PROVED SUCH A "GOOD SELLER" THAT THE IMITATIONS ARE SURE TO FOLLOW.

"DEMI-TASSE" COFFEE

1-lb. Cans, GROUND ONLY.

A SPECIAL BLEND OF JAVA AND MOCHA COFFEES WITH JUST SUFFICIENT FINE ENGLISH CHICORY TO SUIT THE TASTE OF THE COFFEE DRINKING PUBLIC.

SPECIAL PREMIUM

TO MORE QUICKLY INTRODUCE THIS LINE, WE ARE, FOR A LIMITED TIME ONLY, GIVING WITH EACH POUND A BEAUTIFUL CHINA 5 O'CLOCK TEA CUP AND SAUCER.

JUST THE LINE FOR XMAS TRADE.

SAMPLES — OUR TRAVELLERS WILL SHOW THEM. IF THEY DO NOT CALL **WRITE US.**

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS, TORONTO.

"JOBBER AND RETAILERS."

Editor "Canadian Grocer":

Dear Sir,—In your issue of November 20, you published a copy of a circular issued by the Ontario Wholesale Grocers' Guild, and signed by their secretary, Mr. T. B. Escott.

The circular is addressed to brokers and manufacturers, and is a curiosity in a way, inasmuch as it is the first public avowal of the fiat of the Great Organized Body of Jobbers to the retailers, "thou shalt not buy except of us."

Mr. Escott refers to "several firms of retailers and others formed into a joint stock company for the purpose of buying goods at the same price as the legitimate wholesale grocers," and says, "two of these firms have lately come into existence in Toronto, one in Hamilton, etc."

Our company is unquestionably the Hamilton firm alluded to, and we are quite prepared to discuss with Mr. Escott through your columns the right of the retailers to form themselves into mutual wholesale companies for buying their trade requirements and their right to buy in the cheapest market.

Mr. Escott is doubtless genuinely sorry for the outsiders when he says that "our system is unfair to the outside retailers who are not members of the companies"; to be candid, so are we, and we now ex-

tend a cordial invitation to all outsiders to come right in.

Mr. Escott is wrong in assuming that we are a closed corporation like his own. Not a bit; any retailers in good standing can participate in the benefits of the company by the purchase of one or more shares. Our system is inclusive, not exclusive.

Mr. Escott thinks our system unfair to the wholesale grocers "who have capital invested, and carry a large stock for the convenience of the retail trade."

If that is the case, possible we can relieve Mr. Escott and his friends' inconvenience somewhat, as year by year we are taking in larger stocks of the goods which seem to cause him so much inconvenience. Mr. Escott also says "they style themselves wholesale grocers, but it is plain they are so only in name." That is pure assertion and without foundation. The dictionary defines a wholesaler as a dealer in large quantities, and our business is essentially and purely wholesale, we buying and selling in large quantities, and not at retail.

The circular is a covert threat against rather than an appeal to brokers and manufacturers.

We have heard many expressions of opinion from both classes since the circular was issued, and there seems to be a general opinion that too many wholesale

grocers are already attempting the three-horse act, riding as jobber, broker and manufacturer all at the same time, and until firms comprising the wholesale guild confine their operations solely to wholesale distribution, they cannot object to the retailers taking a leaf from their book.

GROCERS' WHOLESALE CO., LIMITED.

H. W. Zealand,
Managing Director.

Hamilton, November 27, 1903.

A FINE CALENDAR.

The Massey-Harris Co. have just issued a very handsome 1904 calendar. On a background of growing wheat is a medallion bearing the picture of a beautiful golden-haired girl in evening costume. Below appear cuts of Massey-Harris agricultural machinery.

PAN-DRIED OATS DESTROYED.

In the G. T. R. wreck at Brantford Tuesday two cars of Tillson's Pan-dried Oats were destroyed. They were consigned to W. H. Millman & Sons, Toronto.

The value of the total agricultural property of the province of Quebec is \$430,154,421.

IMPRESSIONS OF THE GREAT WEST

Gathered During a Transcontinental Tour with the Canadian Manufacturers' Association.

By W. L. E.

OUR trip down the Arrowhead and Kootenay lakes was one we shall remember all our days. The weather conditions were not all we could have desired, but we enjoyed ourselves, nevertheless. When we left Arrowhead on one of the two stern-wheel steamers, which the C.P.R. has on that route, the rain was falling briskly and the clouds hung like thick gossamers around the mountains which skirt Arrowhead lakes—which, by the way, are but the widening out of the Columbia river, which we saw for the first time at Field, on the main line of the C.P.R.—shutting out peaks from our view. I do not intend entering into a discussion of the logic or the illogic of Samuel Johnston's remark to the effect that the state of the weather has nothing to do with men's moods. All I know is



Sunshine on Kootenay Lake.

that unfavorable weather at any rate did not permanently effect our state of mind. The fact that we were in good company no doubt is the partial explanation of this, for we know that there is nothing better in the world than good company. It is the spice of life, and its presence makes melancholy next to impossible. In good company one can only be melancholy by premeditation. But besides the spice of good company an exceedingly good dinner was served us on board in the evening, notwithstanding that the steamer had more than its usual quota of passengers. We had nothing better on the whole of our itinerary trip. The same applies to the waiters, who were young, and had more the appearance of three or four year university students than anything else. They were bright and intelligent looking fellows, and knew how to be attentive. The cook who satisfactorily supplied the wants of the in-

ner man—which of course means the wants of the inner woman as well—was a Chinaman, and had been in his present position about 13 years. His assistants were also from the "Flowery Kingdom." One of the pleasures of the trip was to see him and his staff preparing our meal. Everything was done systematically, and there was no flurry nor any exhibition of temper. They seemed quite unconcerned and no more perturbed because of the extra demands upon them than if they were preparing a meal for an ordinary family. More than one of us possibly imagined what would have been our experience if we had been crowding around the female cook in some of our homes under such conditions. It is altogether likely we would have been forced to beat a hasty retreat. The kitchen was situated on the lower deck of the steamer and was open to the view of those who were disposed to visit that part of the steamer—and a good many were disposed.

* * *

But the manner of embarking and disembarking passengers interested us possibly more than anything else during the trip down the lakes, for the 125 miles between Arrowhead and Robson, where our journey down Arrowhead lake began and ended respectively, we did not see any wharves. When it was necessary to put a passenger off or on, the steamer made for the side of the lake and ran close to the shore. Then a narrow gangway and sometimes two gangways, one on top of the other, was pushed out from the deck to the shore, and up and down this the passenger ran, possibly with a couple of grips in his hands, while we held our breath expecting every minute to see him topple over, so steep was the incline and narrow the gangway. But I suppose the people in that part of the country are used to walking such gangways. At night the process of embarking and disembarking passengers was even more interesting than in the day time. Commercial travellers and others who wanted to get on board our boat, lit bonfires on the shore. These bonfires, particularly in the darkness of the night, with the black mountains as a background, made a wierd picture indeed. Some of these bonfires were of large proportions, and it was a wonder to us why they wasted so much cordwood for such a purpose, but then of course wood

along the shore there is of no value, and there is an abundance of it. When one of these bonfires was sighted by the man at the wheel, the prow of our steamer was turned towards it, while the powerful searchlights on either side of the boat were brought into play to light our way to the shore. These searchlights put one in mind of a glaring two-eyed monster; and the sight to the passenger who was watching us on shore, must have been a striking one indeed. Frequently there would be no sign of any habitation at spots where we stopped to take on or put off passengers. At least the searchlights, as they ranged along the shore for some distance penetrating into the forest and valleys between the mountains, revealed none. At such spots, when a passenger was put off, the steamer was kind enough to turn one of its search-



A Coming Storm on Kootenay Lake.

lights shoreward in front of him as we steamed away to guide him on his way through boulders, trees and fallen trunks, until we came to a sharp bend in the shore, hiding him from our view. Of course, during the landing and embarking of passengers we easterners could scarcely refrain from passing jocular remarks, and particularly when a passenger would ascend the gangway as if he was walking a tightrope, we were always liberal in our applause when his feet touched the deck of the steamer; or, when he was descending, and was safely on shore. It was astonishing how quickly our steamer was turned, and how easily it was handled. The engineer in charge of the steamer informed us that this was due to the fact that instead of possessing one rudder, as is usual with ordinary steamers, she was equipped with two very powerful ones.

(To be continued).

---an old Quaker once said

“There are three things I could never understand—

1st—Why boys will throw stones up into the trees to bring down the apples; if they will let them alone they will drop down themselves.

2nd—Why young men will go courting the girls; if they stayed at home the girls would come to them.

3rd—Why men will go to war to kill each other; if they remained at home they would die off naturally.”

to which wise remarks we add a 4th—

Why will grocers and merchants sell poor package teas when they can get the very best on the market, the

“



Quaker” brand

Ceylon Tea

(Green or Black) ?

“Quaker” brand Ceylon Tea (Green or Black) is packed on the estate where grown—at minimum cost, and is guaranteed absolutely pure.

Write for sample and particulars.

J. A. Mathewson & Co.,

Wholesale Agents for Canada.

MONTREAL, P.Q.

MANUFACTURERS IN THE WEST.

WITH this number is concluded the impressions of the Canadian manufacturers, gathered during their trip to the West, which for the last few weeks have been appearing in "The Grocer." The questions put to the manufacturers by this paper were, it will be remembered, as follows:

QUESTIONS SUBMITTED BY THE CANADIAN GROCER.

FIRST—What most impressed you from a business standpoint during your trip through the Great West to the Pacific Coast?

SECOND—What is your opinion in regard to the future of Manitoba and British Columbia as manufacturing centres?

THIRD—In what way can manufacturers of the east secure a larger share of the trade of the Great West, that now goes to the manufacturing firms in the United States?

FOURTH—How can business men in the east best assist the people of Manitoba, the Territories and British Columbia in developing the natural resources of their respective parts of the country?

J. F. Wildman, of The Office Specialty Co., Toronto.

First. Vast territory for business when peopled.

Second. Manufacturing to be successful is a business of close daily detail. Factories should be located convenient to the centres of supply for labor and material. The spirit of the West is not in accord

with detail work; broad lines apply. It will be some years before manufacturing will prosper there.

Third. In what way can manufacturers of the east secure a larger share of the trade of the Great West that now goes to manufacturing firms in the United States? Better goods, quicker filling of orders, insisting on short credits.

Fourth. Keep out of wild cat speculations and spend a little money in personally seeing their investment enterprise.

The Wm. Gray & Sons Co., Limited, Chatham, Ont.

First. The easy circulation of money.

Second. It will be some years yet before those districts can profitably become manufacturing centres.

Third. Advertise largely, and have depots and agents for their goods.

Fourth. By sending them the very best of all they require in machinery and all classes of goods, at reasonable prices, and giving ample time for payments.

E. A. Wright, The Canadian Rubber Co., Montreal.

First. The westerner's unbounded confidence for the future prosperity of Western Canada, and the unfortunate feeling that seems to exist in that portion of the country, that Canada is divided into two sections, the "East" and the "West."

Second. I cannot conceive of Manitoba

or the Northwest Territories being manufacturing centres, my impression was that the provinces from the Atlantic all along the waterways to Northern and Western Ontario and the Province of British Columbia would be the manufacturing provinces of Canada, and would supply the vast areas of Manitoba and the Northwest Territories.

Third. By a livelier interest of the manufacturers to supply the specific needs of that country, the revision of the customs tariff, and further transportation facilities, to reduce freight rates, and ensure quick deliveries, also an honest policy in all dealings, with the view of establishing thorough confidence in the goods manufactured in our own country.

Fourth. By hearty co-operation in all immigration schemes whereby that country may be settled by the best class of people landing on our shores.

SCOTCHMAN ON CANADA.

An associated press despatch quotes The Scotsman as saying: "Judging from the large number of immigrants flocking to Canada, much of the wheat we use in the future will come from there and will make us independent of foreign nations."

The assets of Price Bros., general merchants, Iberville, are to be sold.

POULTRY WANTED

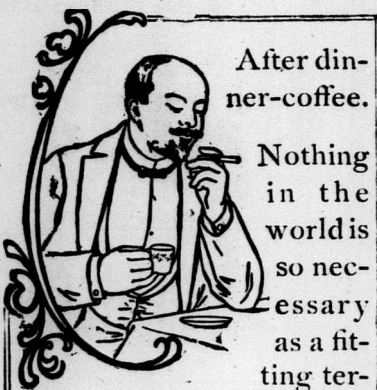
At Aylmer Canning Co., Aylmer, Ont.
Delhi Canning Co., Delhi, Ont.
Simcoe Canning Co., Hamilton, Ont.

Who will pay highest market prices from now to Christmas for

CHICKENS, TURKEYS, GEESE and DUCKS.

All must be dressed, drawn, with heads and feet off, and delivered at either of the above places in good order.

Canadian Cannery Consolidated Companies, Limited
HAMILTON, ONT.



After dinner-coffee.

Nothing in the world is so necessary as a fitting termination to a perfectly served dinner.

At no time does the true merit of coffee become so manifest. To produce that delicious, aromatic beverage that delights the hearts of epicures and acts as a delightful conclusion to a well-enjoyed meal, only the finest material should be used. They are represented by

Chase & Sanborn's Seal Brand Coffee.

"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.



NO SUGAR.

Has it ever occurred to you to tell your customers that they can buy condensed milk made without any sugar? There are many housekeepers that don't know this. Tell them they can get this in

Jersey Cream

W. G. A. LAMBE & CO., Agents.

and you will add to your sales.

For the Holiday Trade.

SULTANA RAISINS are cheaper than they have been for years. We have a considerable stock which we are offering to buyers at attractive prices.

CURRENTS at prices defying competition. Loose in barrels, $\frac{1}{4}$ cases and cases of 50 1-lb. packages.

VALENCIA RAISINS finest brands, in 7-lb., 14-lb. and 28-lb. boxes. These raisins were bought at the lowest point of the market. They are offered to prompt purchasers at very advantageous prices.

MALAGA LOOSE MUSCATELS are of better quality than California Loose Muscatels and sold at lower prices. We carry in stock a great variety of 2, 3, 6, 7 and 8-crown, in 22 and 50-lb. boxes.

TABLE RAISINS in 1-lb., $5\frac{1}{2}$ -lb. and 22-lb. boxes, in brands which have always given the best satisfaction, and on which you can depend absolutely—

“Empress Clusters” “Duchess Clusters”
“Princess Clusters” “Countess Clusters”
“Lady Clusters”

California Prunes

We have this week received 2 carloads of California Prunes—in boxes of 25 and 50 lbs. Sizes—30/40's, 40/50's, 50/60's, 60/70's, 70/80's, 90/100's, 100/120's, 120/130's.

We call the attention of our customers to the fact that small-size Prunes are very scarce this year.

ASK OUR PRICES. WE GUARANTEE SATISFACTION.

LAPORTE, MARTIN & CIE.

WHOLESALE GROCERS, WINE AND SPIRIT MERCHANTS,
MONTREAL, QUE.

Figs—We have bought a large assortment in Matts—and in 1-lb. and 10-lb. boxes.

Dates—We quote especially low prices on "*Golden Hallowee*" Dates, to arrive first week in December.

Nuts—All nuts are advancing—Grenoble Walnuts have advanced from 10 to 15 francs per 100 kilos in the French market. We offer, to arrive in a few days at very low prices, *Grenobles, Mayettes, Marbots, Crowns, Tarragona Almonds* and *Filberts*.

We are just receiving for delivery in December stock of **SHELLED GRENoble WALNUTS**, very fine stock and prices attractive. We are taking orders for **SHELLED WALNUTS**, delivered at buyers' option during January, February and March, 1904, at lower prices than to-day. Write us.

Christmas and New Year Holidays

Now is the time for wide-a-wake buyers to lay in their stock of Liquors for the holiday trade :

Mitchell's Whiskies,
Ph. Richard's Brandies,
Blandy Bros.' Wines,
Pollen & Zoon's Gins, ^{and} _{Liqueurs.}
Cardinal Champagne,
Vve Amiot "

Special Offer—

During the month of December we will give Free with every 10 case order (assorted) of these liquors, a magnificent Electric Hand Lamp—valuable to every merchant.

We carry a large stock of PORTS, SHERRIES, CLARETS, BORDEAUX, MADEIRA, MALAGA, SICILY and TARRAGONA WINES of the best brands.

LAPORTE, MARTIN & CIE.

WHOLESALE GROCERS, WINE AND SPIRIT MERCHANTS,
MONTREAL, QUE.

—every grocer
wants a Christmas Present.

—he can have one FREE by purchasing \$36.⁰⁰
worth of "Bee" brand goods (assorted)

**Price List of
Bee Brand Goods**

Bee Borax—40 5-oz. pkgs.....per case,	\$1.40
" " —48 10-oz. "	3.25
" " —48 16-oz. "	4.25
Bee Coffee—30 1-lb. tins	\$9.00
" " —15 2-lb. "	8.70
Bee Soda—120 8-oz. pkgs.....per case,	\$2.75
" " —96 10-oz. "	2.75
" " —60 16-oz. "	2.75
Bee Starch—64 12-oz. pkgs.....per case,	\$5.00

—a genuine 14-karat gold-filled
—case **Watch**, guaranteed for
—10 years—

See our travellers, your
jobbers, or ourselves.

Just the thing for your
wife, your best girl, or
yourself.

Snowdon, Forbes & Co.
MONTREAL, Que.

YOU WANT TO BE A LEADER IN YOUR TRADE

Manufactured from a blend
of the finest

**MOCHA, EAST INDIAN,
JAVA, COSTA RICA
and MYSORE COFFEES.**

NO CARAMEL, NO GLUCOSE
used in their manufacture.

**BROMLEY'S
COFFEE
ESSENCES**

The HOSPITAL says:—
"It is quite the best of its kind
we have ever tested."

The LANCET says:—
"Distinct evidence of its genui-
ness and value was afforded in the
fact that, by a suitable treatment
crystals of Caffeine, the important
stimulating principle of Coffee,
were extracted from it. It is free
from objectionable admixtures."

BRITISH MEDICAL JOURNAL
says:—"It is a well-made liquid
preparation, and Caffeine was
abundantly found therein."

W-LL ACHIEVE YOUR DESIRATUM

GOOD AND
PERMANENT
PROFITS.

LARGE AND
INCREASING
SALES.

Dr. Laving's
Cream Sauce

THE ONLY SAUCE
IN THE WORLD
CONTAINING

**PURE GRAPE
JUICE
AND
RICH
DEVONSHIRE
CREAM.**

SOLE AGENTS
FOR CANADA,

W. G. PATRICK & CO.,

Merchants,
29 Melinda St.,

TORONTO

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Ammonia.
Harvey, John T., Todmorden, Ont.

Baking Powder.
Gillett, E. W. Co., Toronto.
Lumsden Bros., Hamilton and Toronto.
McLaren, W. D., Montreal.
Pure Gold Mfg. Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Crown Mfg. Co., Toronto.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott & Co., John P., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Blue and Black Lead.
Oakley, John, & Sons, London, Eng.
Reckitt's Blue—Gilmour Bros., Montreal.

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Canadian Broom Co., Ottawa.
Turner, James, & Co., Hamilton.
Waterloo Broom and Brush Co., Waterloo, Ont.

Butter Tubs.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Anglo-British Columbia Packing Co., Vancouver, B.C.
British Columbia Packers' Ass'n., Vancouver, B.C.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery Consolidated Co., Hamilton, Ont.
Todd, J. H., & Son, Toronto.

Cheese Cutter.
Computing Scale Co. of Canada, Toronto.

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American Tobacco Co., Montreal.
Brener Bros., London, Ont.
Empire Tobacco Co., Montreal.
Eric Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
McAlpin Consumers Tobacco Co., Toronto.
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Pitts, Wigle & Co., Kingsville, Ont.
Reid, W. B., & Co., Toronto.
Steele, W. H., & Co., Toronto.
Tuckett, Geo. E., & Son Co., Hamilton.

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Greig, Robt., Co., Toronto.
Schep, L., Co., Toronto.

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Cowan Co., Toronto.
Epps, James, Co., London, Eng.

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Lucas, Steele & Bristol, Hamilton.

Coffee Essence.
Browley's—W. G. Patrick & Co., Toronto.

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Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.

Dawson Commission Co., Toronto.
Duck, Geo. H., Toronto.
Hull & Sharpe, Calgary, Alberta.
Nicholson, E., Winnipeg.
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Ryan, Wm., Co., Toronto.
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Sipes, Milford, & Co., Detroit, Mich.
Stagg, M. G., & Co., Toronto.
Steele, M. B., Winnipeg.
Thomas, J. P., Quebec, P.Q.

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Computing Scale Co. of Canada, Toronto.
Toledo Computing Scale Co., Toledo.

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Canadian Condensed Milk Co., Toronto.
St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

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Gowans, Kent & Co., Toronto.
Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown, P.E.I.
Fearman, F. W., Co., Hamilton.
Maclaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Saucier, Arthur, Montreal.

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Central Business College, Stratford.

Financial Institutions.
Bank of Commerce, Toronto.
Bank of Toronto, Toronto.
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British-America Assurance Co., Toronto.
Canada Permanent, Toronto.
Confederation Life, Toronto.
Dom. of Canada Guarantee, Toronto.
Metropolitan Bank, Toronto.
Toronto General Trusts, Toronto.
Western Assurance Co., Toronto.

Fish.
James, F. T., Co., Toronto.
Johnson, C., Gardiner & Co., Vancouver, B.C.

Flavoring Extracts.
Greig Mfg. Co., Montreal.
Pure Gold Mfg. Co., Toronto.

Flours and Cereals.
Carter, G., Son & Co., St. Mary's, Ont.
Castle, F. J., Co., Ottawa.
Force Food Co., Buffalo, N.Y.
Keen, Robinson & Co., London, Eng.
McCann, Wm., & Co., Toronto.
McIntosh, P., & Son, Toronto.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont.

Foreign Importers.
Kessel, F., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

Fruits—Dried, Green and Nuts.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Clemes Bros., Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Gibb, W. A., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.

Jonas, Henri, & Co., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

General Groceries.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Grocers' Wholesale Co., Hamilton.
Hudson, Hebert & Cie., Montreal.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Snowdon, Forbes & Co., Montreal.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.

Hides.
Page, C. S., Hyde Park, Vt.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.
Dominion Show Case Co., Toronto.

Jams, Jellies, Etc.
Greig Mfg. Co., Montreal.
Jonas, Henri, & Co., Toronto.
Pure Gold Mfg. Co., Toronto.
Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.

Manufacturers' Agents.
Patrick, W. G., & Co., Toronto.

Macaroni.
Napoli Macaroni Co., Toronto.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytle, T. A., Co., Toronto.
Wetthey, J. H., St. Catharines.

Mustard.
Colman, J. & J., London, Eng.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Peels.
Batger's—Rose & Laflamme, Montreal.
Eckardt, H. P., & Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Canadian Cannery Consolidated Co., Hamilton.
Colson, C. E., & Son, Montreal.
Ewing, S. H., & Sons, Montreal.
Jonas, Henri, & Co., Montreal.
Laird's, Dr. W. G. Patrick & Co., Toronto.
Lees & Langley, Toronto.
Patterson's—Rose & Laflamme, Montreal.
Stretton & Co., Worcester, Eng.
Turner, James, & Co., Hamilton.

Polishes—Metal.
Oakley, John, & Sons, Montreal.

Polishes, Stove.
Morse Bros., Canton, Mass.

Pottery.
Foster Pottery Co., Hamilton, Ont.

Powdered Lye.
Gillett, E. W., Co., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg., Co., Pickering, Ont.

Sodas—All Kinds.
Winn & Holland, Montreal.

Soda—Baking.
Snowdon, Forbes & Co., Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
Snowdon, Forbes & Co., Montreal.
St. Lawrence Starch Co., Port Credit.

Steel Shingles.
Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme, Montreal.
St. Lawrence Sugar Refining Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Canada Brokerage Co., Toronto.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Eby, Blain Co., Toronto.
Ewing, S. H., & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Cie., Montreal.
Japan Tea Traders' Ass'n.
Lumsden Bros., Hamilton and Toronto.
Mathewson, J. A., & Co., Montreal.
Pure Gold Mfg. Co., Toronto.
Salada Tea Co., Montreal and Toronto.
Snowdon, Forbes & Co., Montreal.
Wood, Thomas, & Co., Montreal.

Vinegars.
Grimble & Co., London, Eng.
Hill, Evans & Co., Worcester, Eng.

Wall Paper Cleaner.
Ridout, Geo., & Co., Toronto.

Wall Paper.
Staunton's Limited, Toronto.

Wines, Liquors and Beer.
Dominion Brewery Co., Toronto.
Hudson, Hebert & Cie., Montreal.
Laporte, Martin & Cie., Montreal.

Wrapping Paper.
Canada Paper Co., Toronto.

Yeast.
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Lumsden Bros., Hamilton and Toronto.

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Best for You.

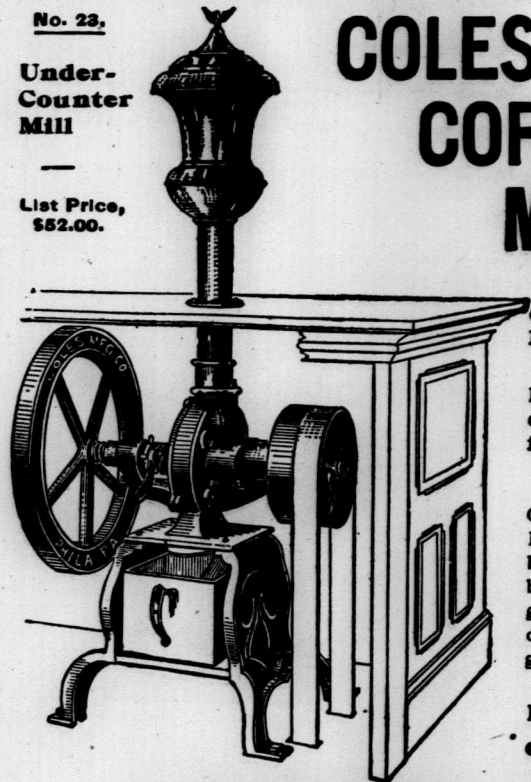
There will be no half-way satisfaction when you sell Windsor Salt. "It is best for you and your customer, too." And we use the word "best" in its deepest meaning — best by test!

Pure, white, dry, crystalline. The Salt that doesn't cake because every particle of moisture is dried out. Sifted, not ground. "Best for you" because there is no half-way satisfaction in selling it.

Windsor Salt.

*The Canadian Salt Co., Limited,
Windsor, Ont.*

No. 23.
Under-Counter Mill
List Price, \$52.00.



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents: TODHUNTER, MITCHELL & CO., Toronto.
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FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

GREIG'S "WHITE SWAN" Brand COCOANUT

FEATHERSTRIP - - SHREDDED

In Barrels
Pails
Boxes
Packages

Prepared by the most experienced help with the aid of the most improved machinery.

Up-to-date in every respect.

AT LOWEST PRICES

SAMPLES CHEERFULLY SENT ON REQUEST.

The Robert Greig Co. LIMITED
WHITE SWAN MILLS
TORONTO



President:
JOHN BAYNE MACLEAN,
 Montreal.

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BUSINESS MEN'S HOLIDAYS.

THE nervous strain of modern commercial life bears heavily upon the business man, especially he of the city, whose air is diluted with coal dust, whose view is cut off by brick and mortar and whose rest is continually harrassed by the nerve-wracking noises of a great city. "Back to nature" is a cry that is every day growing in volume. Every Summer sees an exodus from the crowded parlours of our cities to our lakes, our mountains and our sea shores. Unfortunately, the business man is often chained to his store or office during the Summer months and is unable to get away for perhaps even a couple of days. The Winter and Summer are for many business men the busy seasons.

It is this fact, perhaps, that explains the growing number of business men who take a week or fortnight off in the latter part of Autumn or the early Spring to prepare for the rush of work which is to follow. Indeed, there is much to com-

mend these seasons as the business man's holiday. With him a holiday is a means of recuperation. He wants to build up wasted tissue and nerve fibre. The hot, enervating months of Summer are ill adapted for this purpose. But a couple of weeks out of doors in the bracing Autumn atmosphere or the balmy breezes of early Spring will make a new man of one. Moreover, the hotels are not crowded, as in the Summer. Accommodation is better and rates approach more to reason.

The high pressure at which we are living makes these periods of rest an absolute necessity. A man returns to his work with a vim and energy wholly new. He thinks better, acts more effectually and is happier all around.

If the business men could live in the leisurely fashion of the farmer, who, except at harvest time, is never in a particular hurry; if he could sit on the fence in the sunshine watching the corn grow, feeling the Summer breeze in his face and breathing in rich draughts of exhilarating fresh air; if he could live out of doors most of the year with nothing to assail his ears but the song of the bob-o-link, he could afford to despise the luxury of a holiday. But we are not living that way. We are burning the candle at both ends. We are working this human machine of ours beyond its designed capacity. Once in a while we need a rest. Sometimes we have become so thoroughly mechanical that we are no longer conscious of that need. We have become ossified. There is a remedy, if tried soon enough. It is simply, Take to the woods, or any place out of the city,

"Where the trolleys cease from troubling
 And a weary man can rest."

AGENCIES FOR BRITISH FIRMS.

CANADA has often suffered at the hands of the superficial British tourist, who does a couple of the principal cities, meets a handful of more or less obscure persons and rushes home with the idea that he knows Canada and forthwith finds his way into print.

An instance of this is brought to notice

in a Canadian Associated Press despatch from London, England, which says:

"At a meeting of the Dudley Chamber of Commerce, Mr. F. W. Cook, who recently toured Canada, said that if the Canadian market is to be won, the small details of manufacture should be closely studied. Either principals or trusted representatives should visit Canada, as the local agents are of little or no use, and sometimes betray the confidence of the firms they represent."

If Mr. Cook is correctly reported he has done Canada a grave injustice. It is absurd to state that the principals of British firms or their trusted representatives must necessarily visit Canada if the Canadian market is to be won, and to reflect upon the honor and honesty of local agents.

It is indeed to be desired that principals or their trusted representatives should visit Canada, but not for the purpose of supplanting local agencies, but rather that they may see the necessity of working in conjunction with the latter.

THE GROCER knows of several cases of British firms seeking to enter the Canadian market with goods which should be readily acceptable here, who have failed simply because the hands of their local agents were so tied that it was impossible for them to do business. By the time they had consulted their principals the deal was off. The latter also were unfamiliar with Canadian business methods and customs and constant friction was the result.

It is true that some local agents may have proved dishonest, and betrayed the confidence of their principals, but there are plenty of agents willing to represent reliable British firms whose standing is unassailable and only by initial carelessness in selecting a fit and proper agent can loss occur.

The proper method for British firms contemplating entering the Canadian market to pursue, is to decide upon a reliable agent and then give him a wide range of discretion. He is acquainted with all the local conditions and will

make the agency a success if it can so be made. He certainly will not be able to make it a success if he is hampered by vexatious and inapplicable rules from abroad.

It is safe to say that the standard of commercial honesty in Canada is equally as high as in the mother land.

Let not British manufacturers who are not in a position to visit the Canadian market personally or through a special representative despair. THE GROCER is in a position to put any of the trade in Britain in touch with agents in all parts of Canada, who would make thoroughly capable and reliable local representatives.

THE WESTERN GRAIN CONGESTION.

By our Winnipeg Representative.

THE handling of the crop situation may be said to have reached an acute stage during the past week when the Board of Trade discussed a number of letters sent in from country points, complaining of the large elevators refusing to buy grain, and the replies of the elevator companies to this complaint. The Fall, after the early September storm, was so fine that the farmers very wisely devoted themselves to the Fall ploughing, with the result that more ground is in fine condition for seed next Spring than ever before. The country merchants and the city jobber alike looked with favor on this course, and no one worried about collections being slow, because with the opening of November they expected the big rush of wheat to come and money to move accordingly. But with the beginning of November all the large elevator companies instructed their buyers at nearly every point to cease buying wheat. The reasons for this are simply the result of car shortage on the C.P.R. on the one hand, and the "Grain Act" on the other. In the days gone by when the farmer had to ship through the elevator he got, in many cases, the worst end of the bargain; then came the amendments that permitted of the flat warehouses and loading platforms. Then the cry was that cars were not properly distributed, and the elevators were once more getting the best of it. The Government was once more appealed to, and the act was made to read that the car distribution should rank according to

the orders on the railway companies' books, and that all hands should be served with one car round and start again. The committee came back from Ottawa and said this time the thing would work, and that the farmers had got just what they wanted, but after a tackle of it this Fall they are beginning to be harassed with doubts. It looked so nice on paper that the wicked elevator men were going to have to take their turn with the farmers. But in plain English what did it mean? The average elevator of 25,000 bushels capacity, taken one day with another throughout the season represents, not one farmer, but from fifteen to twenty, so that when the elevators are only served with one car in order with the individual farmer it means that fifteen or twenty farmers are getting one car while the individual farmer gets a car all to himself. It takes the elevators twenty minutes to load anything from eight to twelve cars, and the farmer gets twenty-four hours to load a car. The books of more than one station agent have shown orders for fifty cars for farmers. The elevator companies simply sized up the situation; their elevators were nearly full, there was no hope of getting cars to get the wheat out before navigation closed, all the wheat in their elevators had been bought at high prices, so they said: "There! the farmer has a better chance for cars than we have; we will not take his wheat into the elevator, but when he gets a car and loads it we will pay him the highest track price for it. If farmers wish to store wheat in our elevators we will take it in, but not otherwise." To any one familiar with the situation in the West it will be easy to see just how this would act. Scores of farmers cannot sell their wheat at all because they cannot get cars to load it in, and the elevator people say they cannot buy it except on the track because they have no chance of getting it out, and are already full with very high priced wheat, and for the moment matters are at a deadlock.

Another difficulty that has embarrassed the situation is the low grade of the wheat this year, owing to the storm. The grade has been difficult to ascertain, and even experienced buyers have made mistakes.

This means that in many cases the elevator companies find themselves with wheat for which they paid a high price, grading two down from the grade at which it was bought. Every elevator man declares that with the grade low, the high prices and the small movement they would have been money in pocket if they had not opened an elevator this season. They have withdrawn money from country points that had been sent out to purchase wheat, and are calmly waiting the course of events. Of course, the farmers declare that the elevator companies are punishing them for the passage of the "Grain Act," but the elevator men say that they are business men, that under the present conditions they cannot make things pay, therefore they have stopped buying.

In the meantime collections are slow and likely to remain so. The Board of Trade have appointed a committee and they will look into the situation and see what can be done. There is also promise of better all-rail facilities for shipment this winter, as the C. P. R. boats at St. John are hungry for cargoes. There is nothing alarming in the situation, and time and patience will adjust the matter, but in the meantime several million dollars will not be in circulation that ordinarily move about at this season. Jobbers, although they are taking an interest in the matter, express the utmost confidence in the situation and seem prepared to wait a little longer for the money to move, indeed many of them do not hesitate to say that considering that the larger elevators have not been buying anything worth while for three weeks, collections are surprisingly good.

It will be well for wholesale houses in the east to take the foregoing facts into consideration if they find their paper met more slowly than they had reason to expect. The wheat is there and it will move in time, and the prospects are at least fair for its bringing its price. The present situation is annoying but not serious; at all events, not at the moment.

The annual meeting of the Ontario Beekeepers' Association was held on Tuesday, Wednesday and Thursday of this week in the Town Hall at Trenton.

HINTS TO BUYERS.

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

W. H. Gillard & Co. have just received their second shipment of Sair and Hal-lowee dates, which they state show the finest quality they have ever imported.

A shipment of carburet of iron is now in with W. H. Gillard & Co.

Hudon, Hebert & Cie., Montreal, have received into store a carload of Borden's "Eagle Brand" condensed milk and peerless evaporated cream.

The attention of buyers is directed to this week's ad. of Hudon, Hebert & Cie., who are offering their usual good values. Something of interest is always contained in their ads.

Hugh Walker & Son, Guelph have their first car extra fancy Northern California Navels in; they are sweet and A.I. quality.

New filberts, new Tarragona S.S. almonds, new Grenoble walnuts, have arrived to Hugh Walker & Son, Guelph, finest quality.

White & Co., Toronto, are placing on the market this season's holly, packed in cardboard boxes 20x12x4 inches, suitably printed, etc. This fills a long felt want with retailers, as it is a very convenient package for handling seeds, at a very moderate price, saves time, waste, and money. It is bound to be a seller. They are also offering holly in the regular large cases as well.

New Messina lemons have arrived in very fine condition this year. White & Co. have received some fine shipments, and are quoting very low prices.

Christmas oranges will begin to arrive this week; Floridas, navels for the better grades, and Mexicans, Valenciés and Jamicas for the cheaper lines, White & Co., Toronto, are offering all the above lines at closest prices.

McGregor Harris & Co., Toronto, report a very satisfactory demand this season for the high-class confectionery of their manufacture. In this connection it may be mentioned that a merchant from Ceylon who recently called on "The Grocer," remarked incidentally that he had never tasted any goods equal to the "Quaker" brand of marmalade made in Canada.

The attention of buyers is directed to the two-page advertisement in this week's issue, of Laporte Martin & Cie., Montreal, who are offering special Christmas and holiday values.

Laporte, Martin & Cie., Montreal, are offering a valuable premium, an electric hand lamp, free with every \$10 case order of their special lines of liquors. See their ad. for particulars.

H. P. Eckardt & Co. are offering some extra fine Brazil nuts.

Buyers for Eleme figs should get prices from H. P. Eckardt & Co.

PERSONAL MENTION.

Mr. C. W. Gregory, representing Messrs. Snowdon, Forbes & Co., Montreal, who has been laid up through illness, is able to be up and about again. He left for the West on Monday, and the merits of "Bee" brand goods will be expatiated upon in his own inimitable way. "Watch" for him.

Mr. H. M. Tudhope, Wingham, Ont., paid "The Grocer" a call Wednesday. He reports business very good in his section, and expresses great hopes for the Christmas trade.

Mr. Peter Freyseng, of The Freyseng Cork Co., Limited, Toronto and Montreal, was a visitor to the Montreal factory and offices during the week.

Mr. C. N. Murphy, grocer of Burlington, Ont., was in Toronto this week on business and called on "The Grocer." Mr. Murphy reports trade very good.

Mr. A. B. Hardwicke, representing Pyle's pearline in Ontario and Quebec, was a visitor to the Montreal jobbing trade this week.

Mr. John A. McCrea, of Guelph, paid "The Grocer" a visit on Monday of this week.

Mr. Alderman Laporte, of Laporte, Martin & Cie., Montreal, is taking a few weeks' rest at Atlantic City and New York. Besides looking after his responsible duties as head of Laporte, Martin & Cie., Mr. Laporte has given close attention to civic affairs, and he felt a little rest had been earned.

Mr. G. W. Hopkins, Boston, Mass., is in the city in the interest of the oyster business of R. R. Higgins & Co., Boston. Mr. Hopkins visits Eastern Canada regularly, and has been covering the territory for over nineteen years. His specialty is "Cape oysters" from the oyster beds at Wellfield, Cape Cod.

A LIPTON MAN.

J. F. McGOVERN, of the New York branch of The Thomas Lipton Co., is in Montreal, and, in company with A. Childs, one of the city representatives of Laporte, Martin & Cie., Canadian representative for Lipton's teas and coffees, has been calling on the grocery trade. To a representative of "The Grocer" Mr. McGovern stated that it was only his innate modesty that prevented him from stating how successfully his canvass had resulted, but that the new style of package (sealed tins) was meeting with favor he would emphasize strongly and openly. As regards the quality of the goods they were selling he refrained from making any comparisons, the posi-

tion and standing of his firm and their growing, buying, blending and packing abilities were recognized the world over. Mr. McGovern leaves for New York in a few days thoroughly satisfied with the results of his trip. Tea demonstrators have been among the leading grocery stores of Montreal, and, at the moment, a very elaborate demonstration is being made in The S. Carsley Co.'s departmental store.

A WESTERN VISITOR.

WILLIAM BRAID, of William Braid & Co., spice mill and wholesale tea and coffee merchants, Vancouver, was in Toronto this week. William Braid & Co. have one of the best equipped spice mills and coffee factories in Canada. Their mill, which a representative of "The Grocer" had the pleasure of going through while at the coast some time ago, is a model of cleanliness, brightness and thoroughness in its equipment with modern machinery. Mr. Braid is well known in the east, having for years been a traveller for a wholesale grocery house. Judging from his appearance, the western country has agreed with him.

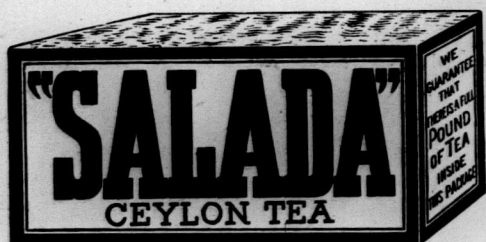
"BRING YOUR OYSTER KNIFE."

THE Montreal representative of "The Grocer" was startled last Saturday by receiving the above message by telephone. Always having been considered of a peaceful nature, this sanguinary message tended to upset his nerves. However, it was only a peaceful invitation to a little entertainment given by Mr. O. Lefebvre, proprietor of the Ocean Mills, Mount Royal avenue, to join him and a few others in an attack upon the luscious bivalve. Needless to say the invitation was accepted, and promptly at eight o'clock the "Grocer" representative was on hand.

The occasion was the celebration of the victory obtained in the courts by Mr. Lefebvre over an imitator of his "Chinese Starch." A very pleasant evening was spent with music, songs and speeches, and, it is needless to say, that the destruction in the ranks of the malpecques was very heavy. Among the gentlemen present were the following: J. W. A. Courtenanche, Adolphe Courtemanche, Jules Bourbonniere, A. Goblet, Geo. Booth, M. Parisault, Paul Prudhomme, Z. Miseault, O. Lefebvre, Geo. Dufoy, A. Sauve, F. Belleau, and Louis Thivierge.

HOLLY.

McWilliam & Everest's importation of holly for the holidays will arrive next week, and orders from the outside trade will receive immediate attention.



Success Is Crowning Our Efforts.

**BRANCHES and
AGENCIES**

Toronto.
Montreal.
St. John.
Halifax.
Winnipeg.
Vancouver.
New York.
Boston.
Chicago.
Buffalo.
Detroit.
Pittsburgh.
Cleveland.
Philadelphia.
Washington.
Indianapolis.
Hartford.
Duluth, Min.
Jersey City.
Milwaukee.
St. Paul, Min.
Richmond, Va.
Jacksonville.
Rochester.
Norfolk, Va.
Scranton, Pa.
Portland, Me.
Baltimore, Md.
San Francisco.
St. Louis.

. . . The character and standing of "Salada" Ceylon Tea is so well established as to have made its name a household one throughout the entire American continent.

The estimation in which it is held by the community is attested to by an annual sale of 12 million packets, and still the demand continues to increase . . . We think we may prophesy (without bombast) judging the future from past achievements, that the demand will yet cause the sale to dominate the Tea markets of the world.

The reason is as plain as daylight.

"Salada" Ceylon Tea is incomparably better than others, yes, and uniformly so, then, it is irresistibly pushed to the distinct advantage of the dealer, as it sells without resistance.

**Black, Mixed or } Sealed
Natural Green. } Packets only.**



Write for wholesale prices, terms and samples.
Address "SALADA," Toronto or Montreal.
Correspondence solicited.



"Horse Shoe" SALMON

For 25 years the standard in Canada.

Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the
wholesale trade.



Celluloid Starch is the particular starch that pleases particular people—gives a silky finish and preserves dainty fabrics. Ask your customers to try

Celluloid Starch
Never Sticks Requires no Cooking.

It will satisfy the most particular people.

**THE BRANTFORD STARCH WORKS,
LIMITED.**
BRANTFORD, CANADA.

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MARKET NOTES

ONTARIO MARKETS.

Toronto, December 3, 1903.

GROCERIES.

AROUND of the wholesale trade this week finds a general feeling of confidence everywhere prevalent. Trade is very active in all lines, especially in Christmas goods, and the week just past compares very favorably with the preceding week and the corresponding week last year. Collections are reported to be keeping up very well, although some think they might be improved. The travellers report the feeling throughout the country buoyant, and a good Winter's trade is anticipated. Complaints are heard of restricted trade with the lumbering districts to the north, but on the other hand there are houses that report trade never better along the north shore, and that the Soo collapse has had no appreciable effect, and if the industries are got under way again by Spring, will have none. Canned goods maintain a firm position, with the interest centred round corn, which is manifesting an upward tendency. Coffees are still on the upward march, and indications point to a short crop for coming season. Spices are dull, but strength is maintained, especially in cloves. Syrups and molasses are moving freely, and an advance of 2c. per gallon is noted in New Orleans molasses. Rice and tapioca are unchanged. In London the tea market has shown a slight reaction, but not enough to encourage importation locally. There is still a scarcity of good Ceylon and Indian for price, but importers have not yet shown an inclination to enter the market, which they cannot long defer. Foreign dried fruits and nuts are moving very freely just at present and are attracting a good deal of attention; there is an upward tendency prevalent. Dates, currants and Tarragona almonds have made quotable advances during the week. Sugar has had a dull week. Despite small stocks United States refiners are indifferent, and just at going to press a decline of 1-16 in raws was reported. Demand for refined has been light. Locally prices have continued on last reported basis, with a moderate amount of business reported.

CANNED GOODS

The canned goods position continues strong, with corn as the chief factor. Prices on all lines of vegetables are very firm, especially in peas and tomatoes. No corn is to be had at less than \$1, and as high as \$1.10 is reported paid on some transactions. It is difficult to say just at present what lines may be short, and jobbers have given up hope of any recession in price. We quote:

Apples, 3's.....	0 80
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2's.....	0 80
Beets, 3's.....	1 00
Blackberries, 2's.....	1 50
Beans, 2's.....	0 82 1/2
Corn, 2's.....	1 00

Cherries, red, pitted, 2's.....	2 20
" white.....	2 40
Peas, 2's.....	0 87 1/2
Pears, 2's.....	1 45
" 3's.....	1 90
Pineapples, 1 1/2's.....	1 50
" 2's.....	1 80
" 3's.....	2 25
Peaches, 2's.....	1 55
" 3's.....	2 45
Plums, green gages, 2's.....	1 10
" Lombard.....	1 00
" Damson, blue.....	0 95
Pumpkins, 3's.....	2 50
" gallon.....	1 80
Rhubarb, 3's.....	1 40
Raspberries, 2's.....	1 40
Strawberries, 2's.....	1 00
Succotash, 2's.....	1 05
Tomatoes, 3's.....	3 35
Lobster, talls.....	3 70
" 1-lb. flats.....	1 90
" 1/2-lb. flats.....	1 00
Mackerel.....	1 65
Salmon, sockeye, Fraser.....	1 65
" Northern.....	1 75
" Horseshoe.....	1 15
" Cohoes.....	1 35
Chums.....	0 15
Sardines, Albert, 1/2's.....	0 23 1/2
" Sportsman 1/2's.....	0 14
" Portuguese 1/2's.....	0 23
" P. & C., 1/2's.....	0 25
" P. & C., 1/4's.....	0 35
" Domestic, 1/2's.....	0 03 1/2
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00
Haddies.....	1 00
Kipper herring, domestic.....	1 00
" imported.....	1 45
Herrings in tomato sauce, domestic.....	1 00
" imported.....	1 45

CANNED MEATS.

Comp. corn beef, 1-lb. cans.....	1 50
" 2-lb. ".....	2 65
" 6-lb. ".....	9 00
" 14-lb. ".....	20 50
Lunch tongue, 1-lb. ".....	2 85
" 2-lb. ".....	6 00
English brawn, 1-lb. ".....	1 50
English brawn, 2-lb. ".....	2 75
Camp sausage, 1-lb. ".....	1 50
" 2-lb. ".....	2 65
Soups, assorted, 1-lb. ".....	1 00
" 2-lb. ".....	2 20
Soups and Boull, 2-lb. ".....	1 80
" 6-lb. ".....	4 50
Sliced smoked beef, 1/2's.....	1 50
" 1's.....	2 65

COFFEES.

The coffee market is strong with an upward tendency, and mild coffees are beginning to feel the effect of the rise. Latest advices from abroad report active trading and higher prices in New York. European market has advanced sharply, and speculation is active. Brazil is firm. The outlook is for a strong, firm market for some time from now. Little doubt is held that there will be a shortage in Rios and Santos, as the weather conditions in these districts have been very much against the coming crops. Jobbers think that coffees have seen their lowest level for some time. Local trade is good and interesting, while invoice prices are still about as a week ago. We quote:

Green Rios, No. 7.....	Per lb.	0 07 1/2
" " No. 6.....	0 08 1/2	
" " No. 5.....	0 08 1/2	
" " No. 4.....	0 09 1/2	
" " No. 3.....	0 10	
Mocha.....	0 22	
Java.....	0 10 1/2	
Santos.....	0 26	
Plantation Ceylon.....	0 25	
Porto Rico.....	0 22	
Guatemala.....	0 22	
Jamaica.....	0 15	
Maracaibo.....	0 14	

SUGAR.

The week under review has been quiet, with a rather easier feeling. Despite the small stocks held by United States re-

finers, they have persisted in their indifferent attitude, keeping out of the market as much as possible. Receipts for week ending November 25 were only 26,193 tons, which only exceeded the meltings by 193 tons, and left total stocks in all hands of 102,828 tons, or nearly \$6,000 tons less than same time last year. Of these, only 73,224 tons were held by refiners, which, it will be seen, is less than three weeks' supply at present rate of meltings, but, notwithstanding the strong statistical position, purchases of sugars to arrive have been very light. As we go to press we hear of sale of cargo centrifugal sugar 3 11-16c. duty paid New York, basis 96 degrees test, establishing 1-16c. decline for the week, and it may be that importers will release further parcels on this basis rather than put them into store. United States refiners are encouraged in their indifferent attitude by the prospect of the ratification of the Cuban Reciprocity Treaty. The Senate has arranged to take a vote on December 16, and, in the event of its passage, there will be no delay in its ratification by the two governments. Should this be effected about the date mentioned, the treaty will probably become operative on Saturday, December 26. The United States refined situation has been very disappointing to refiners, demand being very light and there being nothing to encourage them to hope for an advance. In New Orleans and San Francisco reductions have taken place in prices, but in the eastern markets quotations remain unchanged, with no special indications for the immediate future. Europe has fluctuated only fractionally during the week, 88 per cent. beet having declined to 8s. 4 1/2d., basis f.o.b. Hamburg, which is the nominal quotation as we go to press. There is no change in the situation of growing crops, and there is nothing to indicate that American refiners are buying in Europe. Combined stocks of Europe and America at latest uneven dates were 2,053,828 tons, against 2,215,039 tons same time last year, the decrease being 161,211 tons. There are no changes to note in our local market, prices remaining as last advised, and there is a moderate amount of new business transpiring for actual requirements. We quote:

Paris lumps, in 50-lb. boxes.....	4 78
" in 100-lb. ".....	4 68
St. Lawrence granulated.....	4 13
Redpath's granulated.....	4 13
Acadia granulated.....	4 03
Berlin granulated.....	4 03
Standard granulated (Wallaceburg).....	4 03
Crystal granulated (Wallaceburg), 1902.....	3 93
Imperial (Dresden).....	3 98
Beaver (Wiarion).....	3 98
Phoenix.....	3 98
Bright coffee.....	3 33
Bright yellow.....	3 78
No. 3 yellow.....	3 78
No. 2 ".....	3 53
No. 1 ".....	3 43
No. 1 " (Wallaceburg).....	3 43
No. 1 " (Berlin).....	3 43
Granulated and yellow, 100-lb. bags, 5c. less than bbls.....	3 43

SPICES

Cloves are a little higher, in fact, higher than for years, with a stronger market. In other lines the market continues tame. Prices, however, are steady

Not Yet too late

to order a stock of Xmas Confectionery. Take up the matter with us by correspondence if more convenient.

Our goods are the most satisfactory of any made in this country.

We also make "Quaker" Marmalade.

McGregor - Harris Co.,
Limited
33 Pearl St., TORONTO.

TOBLER'S SWISS MILK CHOCOLATE

is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS WHOLESALE.

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

Butter Eggs Poultry Game

CORRESPONDENCE SOLICITED.

The Wm. Ryan Co.,
... Limited.
70 and 72 Front St. E., Toronto.

BUTTER and EGGS

— WE ARE —

BUYERS and SELLERS

Correspondence solicited from **ONTARIO,**
MANITOBA and **LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

California fruits are very low now, as grapes are nearly over, a few green and red varieties being still in stock. Central American bananas are being well stocked at present, receipts of a car or two being noted.

* * *

In vegetables there is so far ample supply of Ashcroft, Agassiz, and other good varieties of potatoes. The reports from Ashcroft are that early frosts nipped many potatoes before the growers had taken them from the ground. This will curtail the stock of good Ashcrofts, and the growers there are too jealous of their good name to send down the injured potatoes to this market.

A change in the supply of dry onions is noted this year, the various districts being so far well able to supply the market. Some lots of half a car at a time have been received from local growers. Formerly nearly all the onions used during the Winter were shipped in from California, as well as the stocks sent north before the freeze-up on the Yukon. This season there are hardly any California onions in the market yet, and prospects are that it will be late in the Spring before any are needed.

* * *

The poultry market for the supply of Christmas trade is being watched by provision merchants with lively interest. Nearly all have ordered in advance, and the stocks are arranged for delivery from Eastern Canada, Smith's Falls sending the big majority of the quantity required. Prices for local retail supply have not yet been quoted, though some retail dealers are soliciting their customers' orders for Christmas delivery already.

* * *

Dairy produce is in relatively the same position as for the past two weeks. Stocks are fairly liberal, and supply of local make larger than usual at this season.

Eggs are all pickled stock now, and local fresh are so hard to get that instances of dealers paying 65c. per dozen for small lots, which they had to get for customers, have been quoted. It is not unusual for strictly fresh-laid eggs to reach 75c. per dozen for a short time in the Winter.

General trade is not so brisk as the approach of the holiday season should warrant. Industrial conditions are still very encouraging, much work, especially in the building line, being carried on, with every prospect of it continuing through the Winter.

QUEBEC MARKETS.

Montreal, December 3, 1903.

GROCERIES.

TRADER among the jobbers has been very quiet during the week, as navigation is practically closed, and the coastwise orders have all been filled. The recent decline in sugar was in sympathy with the lower New York market, and did not materially stimulate trade in this article. Teas are very quiet, in fact nothing of importance to note, and sales very small. China blacks are reported lower in stock in London owing to the firm prices ruling in low-grade Ceylons, and the opportunity to sell low-grade Chinas was not overlooked. Japans are firm, and few sales of any consequence reported. Ceylon

greens though inquired for and bid on, are not readily obtainable. Canned goods are only interesting as far as the high price of corn is concerned, and the desire of everyone in the trade to hold up the price. One dollar is figure generally asked, though one lot was turned over (a small one) at \$1.05. Tomatoes are unchanged. In other lines of canned goods the trade is very quiet. Spices continue strong. Coffees are unchanged and inactive. Syrups are in fair demand. In Barbados molasses a few shipments have been sold here by Newfoundland agents at prices somewhat lower than have been going lately. Rice and tapioca are featureless and only the usual trade doing. Foreign dried fruits are in good demand, the approaching holiday season stimulating business. Currants are given as higher at primary markets. New dates and nuts are receiving good attention; also figs. The manner in which dates and figs have of late been packed has tended to interest consumers more, the small and fancy packages being readily sold. Valencia and Malaga raisins are in good demand. In green fruits business has been quiet. California navel oranges are expected shortly, and this will put some life into the trade for a time. Fish business is very good, and will be much improved as soon as the weather sets in firmly and snow comes to stay. Potatoes are showing good business. Red onions continue scarce; Spanish, in cases, also high. The demand for eggs is as strong as ever, and as buyers are now becoming convinced that there is a serious shortage this Fall, the market is now very strong. A further advance is not improbable. The bean market continues weak, and prices have sagged somewhat since last week. Evaporated apples seem to have found their level. Owing to the continued strength of the wheat market prices of flour have been advanced. Increased prices are given in proper department. In grain there is little activity now except in oats, of which large deliveries are now being made from Western Ontario. As the quality of this season's crop is poor there is a very limited demand from Great Britain.

SUGAR.

Sugars are moving very quietly. A decline of 5c. per 100 pounds in all grades went into effect last Thursday, November 26, but the demand among the jobbers continues on the hand-to-mouth basis. Beets are reported stronger in foreign markets. We quote:

Granulated, bags and bbls.....	\$4 05
1-bbls.....	4 20
" bags.....	4 00
Paris lump, boxes and bbls.....	4 60
1-boxes and 1 1/2-bbls.....	4 70
Extra ground, bbls.....	4 45
50-lb. boxes.....	4 65
" 25-lb. boxes.....	4 75
Powdered, bbls.....	4 25
50-lb. boxes.....	4 45
Domino lumps, boxes and bbls.....	4 50
1-boxes and 1 1/2-bbls.....	4 60
Phoenix.....	3 90
Cream.....	3 75
Bright coffee.....	3 75
yellow.....	3 75
No. 3 yellow.....	3 65
No. 2.....	3 45
No. 1 " bags and bbls.....	3 35
Raw Trinidad.....	3 10
Trinidad crystals.....	3 15 3 20

SYRUPS AND MOLASSES.

A fair amount of business is doing in syrups. The demand for same is steady. In molasses we learn that there is some blended Barbados offering. Newfoundland importers have sent a few shipments of Barbadoes to this market at prices

£9,600

Far from being displaced by the New Comers, *JAPAN TEAS* are not only holding their own strongly in Canada, but are yet gaining ground and still growing in popularity with the *CANADIAN CONSUMER*.

THE PROOF:—We, for one firm, have this season imported from one Japan concern alone **£9,600** (\$48,000) worth of High-Grade *JAPAN TEAS*, all bulk, no packets, and consisting mostly of the favorite "*Gazelle*" *Brand Teas*, fired and packed only by the renowned firm of *Hellyer & Co., Japan*.

More than 60% of these Teas were sold ahead of arrival and eagerly awaited by the buyers.

WE OFFER YET:

"GAZELLE" ^{HH}_M at 22c.

"GAZELLE" F. C at 24c.

ANOTHER ATTRACTIVE LOT, amongst others we imported this Fall, were **400 Half-Chests "Duchess" Brand**, shipped by *Hunt & Co., of Japan*.

This we quote to-day at 18c.

Our average sales of *RODERICK DHU SCOTCH WHISKY* since arrival, November 7th, of our **2,000 case lot**, per SS. "*Kastalia*,"

50 cases per day.

HUDON, HEBERT & CIE.

WHOLESALE GROCERS AND WINE MERCHANTS,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

IN 12 MONTHS

we have distributed over

200,000 POUNDS

OF

Pure Gold Hand Picked Blends Coffee

without receiving a single legitimate complaint of quality.

Send us a trial order for any of the following grades most suitable for your trade, and we "Guarantee Satisfaction."

A	-	32c.	D	-	25c.
B	-	30c.	E	-	23c.
C	-	28c.	F	-	20c.
			G	-	18c.

Always uniform in quality. Shipped only in new Tins, not charged and not returnable.

No Quakers All grades are blended to produce rich, thick, Aromatic Coffee. The Coffees used are old crop, bold style, liquorice flavor and absolutely made free from dust or extraneous matter before roasting.

Pure Gold Mnfg. Co.,

TORONTO

LIMITED

Coffee Importers and Roasters

NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer,"

St. John, N.B., Dec. 1, 1903.

WITH the close of river navigation there is less business in wholesale groceries. Most of the packets and steamers to bay ports are still running, and part of the Winter supply business yet remains to be done. Retail stores begin to feel the holiday demand. St. John has as fine retail stores as there are in Canada, and certainly their show windows at this season could not be surpassed. Winter port business is now in full swing, with steamers arriving almost daily. This means much to the city, particularly to laborers and provision people. The general public also feel the effect of the advanced price of poultry. No complaint has been heard from any quarter. In markets the firm price of tomatoes is a feature. Cream of tartar and hops are firmer, with spices higher, particularly cloves.

OILS.

The firm market continues in burning oil. Present price is high, but a further advance is expected. While future orders were booked at the lower prices, dealers will not book ahead at present figures. In linseed sales are light and prices low. While it is early to talk of Spring business, the outlook is for low figures. Turpentine continues firm at full figures. Lubricating oils are firm. Fish oils are scarce and high. We quote:

American Water White.....	0 23
Best Canadian.....	0 22½
Prime.....	0 22
Linseed oil, raw.....	0 54
" "boiled.....	0 57
Turpentine.....	0 88 0 89
Cod Oil.....	0 34 0 37

SALT.

Winter steamers have already landed between ten and fifteen thousand bags of Liverpool coarse salt. Prices are unchanged. This is a large market. A large part of the above has already been shipped to outside points. In fine salt the sale is limited at this season. We quote:

Liverpool coarse, per bag.....	0 60 0 65
English factory-filled, per bag.....	1 00 1 10
Canadian, per bag.....	1 10
Cheese and butter salt, per bbl.....	2 25 2 35
" "5-lb. bags, per bbl.....	3 10
" "10-lb.....	2 85
" "20-lb. wood boxes, each.....	0 25
Canadian fine.....	0 15
" "25.....	0 25
" "cartoons, per case.....	1 90 2 00
English bottled salt, per doz.....	1 25 1 30
Mineral rock salt, selected lumps, per 100 lb.....	0 60 1 00

CANNED GOODS.

Tomatoes are in light supply, with prices working up slowly but surely. Already there is inquiry regarding the price of American, though, as yet, none have been imported. Corn and peas are firmly held. There is a fair stock of blueberries. Stocks of all lines of fruit are light. In salmon, Springs, for which there is a large demand, are light supply. Some fine cohoes are offered. In domestic canned fish prices are firmly held, particularly sardines. We quote:

Tomatoes, 3s.....	1 10 1 25
Corn.....	0 90 0 95
Peas.....	0 90 0 95
String beans.....	0 85 0 90
Strawberries.....	1 50 1 75
Blueberries.....	1 00 1 20
Raspberries.....	1 40 1 50
Pears, 2s.....	1 60 1 75
" "3s.....	2 10 2 25
Peaches, 2s.....	1 65 1 75
" "3s.....	2 50 2 75
3-lb. apples.....	0 95
Gallon apples.....	2 00 2 15
2-lb sliced pineapples.....	2 00 2 30
Grated.....	2 00 2 50
Sugar beets.....	0 95 1 00

Salmon, pink.....	0 95
" cohoes.....	1 25 1 35
" spring.....	1 35 1 50
" sockeye.....	1 50
Domestic sardines, oils, ½.....	3 25 3 30
" "mustards, ½.....	3 00 3 10
Kipper herring.....	3 25 4 00
Finnan haddies.....	3 25 4 00
Corned beef No. 1.....	1 50 1 60
" "No. 2.....	2 60 2 70

GREEN FRUIT.

Apples have been plentiful and prices lower. Nova Scotia schooners brought these here. The cold weather has tended to hurry the schooner men away, and as a result they accepted prices below the market. It would be a great improvement if this fruit were handled through commission men instead of by the schooner captains. New lemons are offered low. Oranges are unchanged; Jamaicas hold the market. Malaga grapes are low. Both Nova Scotia and Cape Cod cranberries are offered. We quote:

Jamaica oranges, bbls.....	5 00 6 00
" "boxes.....	3 00 3 50
Messina lemons.....	3 00 3 50
Cocoanuts, per bag of 100.....	4 00 4 50
Bananas, per bunch.....	2 00 2 50
Apples, N.B. and N.S. and Ont.....	1 50 3 50
Grapes, per bbl.....	4 50 5 50
Sweet potatoes.....	4 00 4 50
Cranberries.....	8 00 10 00

DRIED FRUIT.

This is a busy line; all new goods are now in. In raisins, Valencia stock received is particularly good, and the same is even truer of Malaga loose muscatels. The only fancy layers offered are Malagas. In California loose muscatels some offered outside the association at cut price helped the sale. Seeded fruit has a large sale. In currants package cleaned have a large demand. In these and seeded raisins a considerable quantity of New York prepared goods are offered. Peels are a light supply. A small quantity of new dates are here and full prices are asked. Figs sell freely at even prices. Evaporated apples keep low. Onions are rather higher. In nuts, filberts and walnuts are higher. We quote:

Finest off-stalk, per lb.....	0 06 0 06½
Selected, per lb.....	0 06½ 0 07
Layers, new.....	0 07 0 07½

MALAGA RAISINS.

London layers.....	1 75 1 90
" "Connoisseur Clusters.....	2 25 2 50
" "Royal Buckingham Clusters, ¼-boxes.....	1 15
" "Excelsior Windsor Clusters.....	4 50 4 60
Loose muscatels, 50s.....	1 30 1 40
Malaga, choice, seeded.....	0 08 0 09
" "fancy, seeded.....	0 09 0 09½
Loose muscatels, per lb.....	0 10½ 0 11
" "seeded, in 1-lb. packages.....	0 08 0 09½
California.....	0 09 0 10½

CURRANTS.

Fine Filiatras, per lb. in cases.....	0 04
" "cleaned.....	0 06
" "in 1-lb. cartons.....	0 06½ 0 06½

PRUNES.

Per lb.....	Per lb.....	
30-40s.....	0 08½ 70-80s.....	0 06½ 0 07
40-50s.....	0 08 0 08½ 80-90s.....	0 06 0 06½
50-60s.....	0 07½ 0 08 90-100s.....	0 05½ 0 06
60-70s.....	0 07 0 07	

APPLES.

Per lb.....	Per lb.....	
Dried.....	0 04 0 04½ Evaporated.....	0 06 0 06½

ONIONS.

Canadian onions, per bbl.....	3 25 3 50
" "per bag.....	1 60

FIGS.

Comadres, per tapnet.....	1 20
Elmes, per lb.....	0 10 0 20

DATES.

Dates, Halloweas, per lb.....	0 04 0 05
" "Sair.....	0 03½ 0 04

CALIFORNIAN EVAPORATED FRUITS.

Apricots, per lb.....	0 12½ 0 13
Peaches.....	0 09½ 0 10½
Apples.....	0 06 0 06

PEELS.

Citron.....	0 15 0 15½
Orange.....	0 12 0 12½
Lemon.....	0 12 0 12½

SUGAR.

In standard granulated and yellows prices are lower. The price of domestic bag granulated is unchanged. There is a steady sale. We quote:

Redpath's granulated.....	4 15
St. Lawrence.....	4 15
Acadia.....	4 10
" "in bags.....	4 00
Bright yellow.....	3 80
Med.....	3 50
Paris lumps, in 50-lb. boxes.....	0 05 0 05½
Powdered.....	0 05½ 0 05½

MOLASSES.

Porto Rico is chiefly offered. Stocks are not large and there is a good general demand. Prices are firmer. Some Barbadoes and New Orleans is offered. For the latter there is improved demand. We quote:

Barbados.....	0 40 0 42
Porto Rico.....	0 43 0 45
New Orleans.....	0 35 0 38

FISH.

This is a quiet time. The season is early for frozen fish, but already some are offered. Of late years frozen herring, which were largely handled formerly, have been in light supply. A fair catch of smelt is reported from the north shore. There is a better supply of finnan haddies, for which there is a large western demand. Dry fish, pickled fish and smoked herring are firm. We quote:

Haddies, per lb.....	0 06 0 06½
Smoked herring, per lb.....	0 11½ 0 12
Fresh haddock and cod.....	0 02½ 0 03
Boneless fish.....	0 04½ 0 05
" "Pure cod.....	0 05½ 0 06½
Pollock, per 100 lb.....	2 25
Pickled herring, per ¼-bbl.....	2 25 2 50
Dry cod.....	4 00 4 45
" "small.....	3 00 3 25
Pickled shad, ¼-bbl.....	6 00
Halibut.....	0 12 0 15

FLOUR, FEED AND MEAL.

While wheat is tending higher, there is as yet no change in flour. Oats are easier. Oatmeal is unchanged. Cornmeal continues low. Beans have a fair sale at even prices; hand-picked are not freely offered. Split peas and barley are scarce. We quote:

Manitoba flour.....	\$5 20 5 40
Best Ontario.....	4 65 4 70
Medium.....	4 15 4 60
Oatmeal.....	4 00 4 25
Cornmeal.....	2 65 2 75
Middlings, in small lots.....	23 00 24 00
Oats.....	0 40 0 42
Hand-picked beans.....	2 00 2 05
Prime.....	1 85 1 90
Yellow eye.....	3 25 3 35
Split peas.....	5 00 5 25
Barley.....	4 25 4 40
Hay.....	10 00 12 00

TRADE NOTES.

A. L. Goodwin has received a car of dates, the first new goods to arrive. They cost higher than the later shipments.

F. J. Reid & Co., Moncton, landed a car of barley and split peas this week, shipped by John McKay, Limited.

Maritime Spice and Coffee Co. have received a shipment of California seedless raisins. Price is low.

A larger quantity of New Orleans molasses is arriving than for months. The high price of other grades and the fine quality of New Orleans offered creates a demand which is all the greater because of the small packages.

Holiday demand, together with loss of time in moving, has caused difficulty in shipping orders for "Red Rose" tea as promptly as dealers have wished. Extra facilities are being added by the shippers, which will mean no delays in the future.

NOVA SCOTIA MARKETS.

Halifax, November 30, 1903.

BUSINESS has been brisk during the past week, and the December outlook for trade in this province is excellent. The only untoward incident to record is the assignment of a King's County trader under very aggravating circumstances, involving a number of Halifax wholesale houses in considerable financial loss. There are some ugly stories afloat regarding this assignment, and some of the creditors are disposed to demand a pretty searching investigation. Another thing that is causing comment is the withdrawal of funds from the Maritime Provinces in order to invest them elsewhere, on the plea that better returns are available. In some cases merchants who have been accustomed to receive considerable accommodation have lately been refused it, being therefore compelled to secure long credit from their supply houses or curtail their operations. The contention of business men is that a bank should look after the local business from which it ordinarily derives its profit, even though in times of stringency it can make more profitable use of its funds in the United States or for the movement of our western crops. At any rate, merchants who find their relations with the bank suddenly interfered with and their privileges curtailed without just cause, are put to much inconvenience, and would seem to have just ground for complaint. Possibly some of our banks have been too liberal in the matter of credit, and a little closer drawing of the lines in some quarters may result in benefit rather than injury.

...

On Friday the Acadia Refinery reduced the price of sugar 5c. per 100 pounds. In passing it may be remarked that this refinery has just closed a very successful year, and has paid the largest dividend in its history. The passage of the Cuban Reciprocity Bill by the United States Congress in the opinion of many of our West Indian merchants will have no immediate effect upon the market for raw sugar, as the combined stocks in Cuba and the United States are less than at this date last year. Molasses continues firm for genuine Porto Rico, but there is a considerable quantity of blended molasses offering at a slight reduction from published quotations.

...

Retailers throughout Nova Scotia and Prince Edward Island were fortunate in having bought their burning oil previous to the advance in price, thereby saving at least \$1 a barrel. Fully 90 per cent. of these merchants bought their season's supply early, and are therefore reaping a benefit from the advance in prices. Importing companies are still busy filling these advance orders in full, notwithstanding the fact that they cannot replace the oil at the prices at which the sales were made.

...

The first lot of boneless codfish from the new establishment of Black, Bros. & Co., Limited, at La Havre, arrived at the headquarters warehouse at Halifax last week, and local dealers and experts pronounce it a very superior article. It is put up under five different brands, and

Clark's Sliced Smoked Beef

Makes a delicious winter breakfast.
Starts the day right.

No grocer can go astray recommending Clark's Sliced Smoked Beef. The more he tries, the more he'll sell—and keep on selling.

Try it and see.



Now is the Time for Mince Meat

Put in a stock of the old reliable "Capstan" Brand Mince Meat

Put up in 1/4 pails (1/2-do. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-do. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

The Capstan Manufacturing Company, Toronto, Ont., Can.

EPPS'S

GRATEFUL.
COMFORTING.

IN 1/2-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

the company expect to find their chief market in Ontario and the Northwest, where they purpose to do considerable advertising next year in order to stimulate the demand. Notwithstanding the stormy weather of late the local market at present is fairly well provided with fresh fish, and some shipments are being made to inland points.

...

There is great activity in shipping circles, five ocean steamers being now loaded at the I.C.R. terminus. A broken wheel in the grain elevator caused some delay, but it has since been remedied. The local produce market is now well supplied owing to the arrival of a large number of schooners from Prince Edward Island. Prices, however, have been pretty well sustained, and, as future arrivals will be less numerous, the market will shortly regain its firm tone. Shipments of butter have come to hand from western points, and the scarcity of supply in this article is now remedied. Eggs are firm at 22c. Cheese is steady at 12c. in a jobbing way. The market is lightly supplied at present with geese and turkey.

THE HAMILTON BROS. CO., LIMITED.

LETTERS patent have been issued granting a charter under the Ontario Companies Act creating William H. Hamilton, merchant; James Hamilton and Malcolm Gadway, millers, all of the village of Glen Huron, County of Simcoe, Province of Ontario, and Alfred J. Sprott and Hector Hay, both of the village of Singhampton, in the County of Grey, province aforesaid, merchants, a corporation under the name of The Hamilton Bros. Co., Limited, to acquire the business of general merchants, millers and lumber manufacturers, carried on by Hamilton Bros. at Glen Huron, in the County of Simcoe, and Singhampton, in the County of Grey, to carry on such business as has been conducted by Hamilton Bros. within the Province of Ontario. The share capital of the company is fixed at \$25,000, divided into 250 shares of \$100 each; the head office of the company to be at the village of Glen Huron, and the provisional directors the gentlemen hereinafore mentioned.

CUP QUALITY COUNTS—Therefore handle



S. H. & A. S. EWING'S
High-Grade **COFFEES**

Book 15
Page 43
am

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

FACTORY IMPROVEMENT.

Editor CANADIAN GROCER:

Dear Sir,—I was pleased indeed to see in your issue of Nov. 20 a cut of the Upton jam factory, but it gives a very faint idea of what the conditions really are there. The City Improvement Society, which I take a great interest in, offered prizes last year for various improvements in the surroundings of business places in Hamilton. In front of their factory Upton & Co. had a beautiful lawn, handsome window boxes, and as their place is at the corner of a street, instead of an unsightly fence, they had a beautiful rockery built which served the purpose of preventing trespassers from going over the lawn on a short cut, and in the Autumn it proved a veritable beauty spot. I am sure their men when going to and from work must feel happier and better on account of their beautiful and cleanly surroundings.

This city improvement question is assuming in the United States and in some places in Canada a splendid asset, and

the merchants and manufacturers who keep sloppy places and sloppy surroundings will soon be relegated to the past. A few years ago our aldermen and citizens generally in Hamilton looked upon the Improvement Society as an interfering one, but to-day recognize it as a blessing in disguise. The press here has given us splendid assistance, always ready and willing to aid in every possible way. Get the papers on your side and you are alright. Of course we have had to knock up against the "chronic kicker," but that is now a thing of the past here, and we receive support from both rich and poor.

Our secretary, Mr. N. D. Galbraith, who is really responsible for what has been accomplished in Hamilton, will be glad to furnish information on application, and you will be pleased to know that he was at one time a retail grocer in the city.

Apologizing for this intrusion,

R. TASKER STEELE.

Hamilton, Ont., Dec. 1, '03.

EXPORT APPLE REPORT.

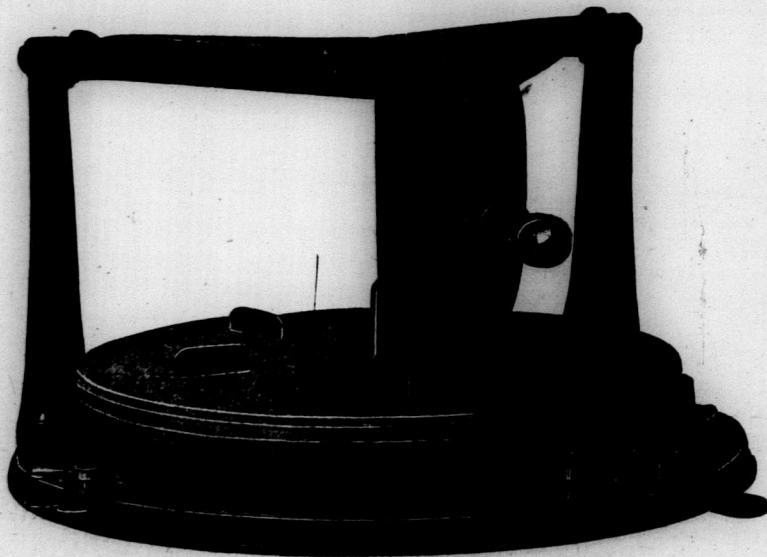
The following estimate of the apples exported for week and season ending Nov. 28 was compiled by Mr. Fred. Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Various.	Total.
Montreal.....	18,828	6,862	10,354	13,445	49,489
Portland.....	18,023	9,853			27,876
New York.....	4,845	7,888	3,620	38,272	54,625
Boston.....	36,746	6,729	10,204	2,593	56,272
Halifax.....		20,414			20,414
St. John.....		1,314			1,314
Week's total....	78,442	53,060	24,178	54,310	209,990
Same week, 1902..	75,822	37,701	26,049	39,762	179,334
Season to date..	1,061,164	490,846	353,025	372,296	2,277,331
Last ".....	83,0201	210,347	305,521	136,718	1,482,787

The following cable was received by Mr. Barker re the Liverpool apple market of Wednesday, Dec. 2:

"36,000 bbls. selling; if the quality is superior, market active, prices steady; if the quality is inferior, market demoralized; Baldwins, 11s. 6d. to 16s.; Greenings, 14 to 16s.; Spies, 10 to 15s.; Russets, 13 to 18s."

Four men were burned to death and property destroyed to the value of \$300,000 as the result of a fire in the wholesale grocery house of Allen Bros., Omaha, last week.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

It is the greatest device for merchants retailing cheese. "Soon pays for itself," is the testimony of everyone who has used the machine for the past year.

- Keeps Cheese Fresh.
- Easy to Operate.
- Saves from Waste.
- Pleases every Customer.

Sold on Easy Terms.

Write us for particulars

The Computing Scale Co. of Canada, Limited,
64 KING ST. WEST, TORONTO

**That Delicious
Fresh Fruit Flavor**

is always found in

**GOODWILLIE'S
FRUITS**

Put up only **IN GLASS**

HAVE YOU ORDERED?

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Machine-Cut Mixed Peel

½-LB. AND 1-LB. DRUMS.

IN DEMAND

on account of its **keeping qualities, Clean-
liness and labor saved** to the housekeeper.
ALWAYS READY.

BE SURE TO STOCK IT.

ROSE & LAFLAMME,
Agents,
MONTREAL.

It Costs Nothing

to get our prices. Write and see what we can do for you. Just now we are doing what our competitors accuse us of—

CUTTING PRICES

ON

Currants.

Cleaned and Uncleaned.

Gray's Peel,

Lemon and Orange.

Selected Raisins,

Various Brands.

Seeded Raisins,

"Horse Shoe" Brand.

THE HANDSOMEST PACKET ON THE MARKET.

TEAS

We quote: New Japan, 16½c.; Young Hysons, 13c.; Indian Pekoe Souchong, 13½c.; Indian Pekoe, 15c.; Indian Orange Pekoe, 17c.; Ceylon Orange Pekoe, 18c.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main.
870 "

48 WELLINGTON ST. EAST, TORONTO.

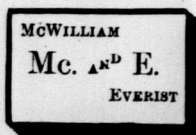
Dependability

As to **QUALITY** and **PRICE** accounts for the vast quantity of orders we have now booked for Xmas delivery.

Our ambition is to please our customers, and we send goods we think will — we also give you the benefit of any decline in price.

Order now and be sure of having your Xmas Goods for Xmas Trade.

Phones
Main
645
3394



25 Church
Street,
Toronto.

XMAS

Goods Now Arriving.

Extra Fancy Northern California Navels
Extra Fancy Florida Oranges
Extra Fancy Malaga Grapes
Extra Fancy New Messina Lemons
New Dates, Figs, etc., and Nuts of all kinds.

The above are in stock, all finest quality.

Fancy Sweet Sonoras, all sizes, also Valencia Oranges, 420's and 714's due in a few days.

SOLICITING YOUR ORDERS.

HUGH WALKER & SON,
GUELPH, ONT.

GREEN FRUITS

Doings of the Fruit Growers.

THE Ontario Fruit Growers' Association, a partial report of whose annual meeting at Leamington appeared in last week's "Grocer," re-elected all their officers and directors for the ensuing year. The principal officers therefore are:

President—W. H. Bunting, St. Catharines; Vice-President—A. McNeil, Walkerville. Mr. W. W. Cox of Collingwood, was replaced on the board of directors by Mr. A. E. Sherrington, of Walkerton.

A committee, consisting of W. H. Bunting, A. McNeil, and Murray Pettit was appointed to act with kindred societies on matters of mutual interest.

By resolution the association recommended that the commercial apple box for Canada be about one-third the capacity of the commercial apple barrel, and the inside dimensions 10 inches by 11 inches by 20 inches. The pear box would be half the depth and half the capacity of the apple box. The secretary is instructed to communicate this important decision to horticultural societies in other provinces with a view to securing the general adoption of this standard.

It was decided before concluding the meeting of the association to hold the next meeting in Toronto. A plan was also discussed and decided upon for holding a winter fruit fair in Toronto at the same time. The intention is to interest all fruit-growers in this way, and bring them together at a competitive fair, thus stimulating them to more earnest effort. If successful the venture will probably be made an annual event, doing for fruit-growers what the Guelph Fat Stock Show does for live stock breeders.

Cuba's Fruits.

One of the most promising industries of Cuba is the cultivation of fruits, exports of which in 1902 were valued at \$1,906,600, says a writer in Dun's special Cuban number. The northern part of the Province of Santiago de Cuba promises to become one of the great banana raising districts of the world, and the western part of the island already has such rank as a pineapple growing country. The Cuban pineapples are pronounced superior in flavor by American importers to any known on the market, and exports of this fruit from the island this year amounted to 716,000 crates, being a heavy increase over shipments of the

previous year. The soil and climate of Cuba are adapted to the raising of oranges equal in flavor to those grown anywhere. The fruit has practically grown wild heretofore, but in the past four years many thousands of trees have been set out, and next year the American public will have an opportunity to test the lusciousness of this fruit, which is now being carefully cultivated by their countrymen in Cuba, with excellent prospects.

Cranberries in the West.

Advices from Tacoma this week state that cranberry growing is being started on an extensive scale along the coast of Washington between Gray's Harbor and Willapa Harbor, and between Willapa Harbor and Columbia river.

Along these coasts are found hundreds of acres of wild cranberry vines, giving large yearly yields, and for a number of years one company has cultivated the berry with excellent results. Its cranberry bogs are now being extended and new companies will be organized to convert wild cranberry marshes into cultivated ones.

Expert cranberry growers are to be brought from Cape Cod and systematic effort will be made to supplant New England cranberries west of the Rocky Mountains. Cranberry marshes also extend along the Oregon coast, giving a field for similar operations there.

Apples Frosted.

THE late cold snap played hob with all kinds of things, says a Winnipeg paper, but perhaps Manitoba's supply of winter apples in transit came off the worst of the lot.

Apple barrels were scarce in the east this fall, going up to all kinds of fancy prices, and this naturally delayed the shipment of winter apples, though as a matter of fact apples have come through quite as late in other seasons and taken no harm. The little drop of the thermometer was inconsiderate enough to occur just when the big lake steamers had discharged thirty-six car loads of apples at Fort William. There are about 160 barrels to a car, and each car is worth about \$500, so that the matter is a serious one financially.

When the apples arrived at Fort William the railway company had not sufficient refrigerator cars to ship them, indeed it is claimed that no railroad in

America would have sufficient cars for such a shipment at anyone point on short notice. With a view of doing the best they could with the stock the C.P.R. loaded the apples into box cars, set up a stove in the centre of each car, put on a man to look after every three cars and rushed the apples through to Winnipeg in twenty-two hours. In spite of these precautions the apples are frozen; how much or little has not yet been fully determined, but the fruit men consider the damage heavy. Of the cars coming in one dealer owned as many as seven, others some three, some four, and the bulk of these apples were for reshipment to country points. The fact that they are frozen at all prohibits them being reshipped. The question of who is to blame and who will have to stand the loss is the one that at the moment is uppermost in the minds of the fruit men. So far as could be learned the apples are all bought outright; none were on consignment. Apples but slightly frozen are still usable, but frozen apples shrink, making them loose in the barrel; in handling they get badly bruised and when thawed out rot rapidly, and are therefore very unsatisfactory stock to handle.

The railway officials refused to talk in the matter and the fruit men, beyond giving the actual facts to amount in transit, and that the apples are frozen have nothing as yet to say as to what action will be taken. It was learned from an outside source that fruit men are taking legal advice in the matter.

Apples from America.

The largest shipment of apples which ever left New York arrived at Bremen Wednesday on the North German Lloyd steamer Main, which sailed from New York, Nov. 19. It consists of 22,929 barrels and 1,540 boxes.

Fruitful Nova Scotia.

THE GROCER is indebted to Mr. M. G. De Wolfe, Kentville, N.S., for the following very convincing summary of the advantages of the fruit growing district of Nova Scotia, which is taken from a circular issued by Editor H. G. Harris, of the Kentville Advertiser:—

Probably no section of Canada has enjoyed such unusual prosperity the present year as the famous fruit-growing section known as the Cornwallis and Annapolis Valley in Nova Scotia. The county of Kings occupies the central part of this valley and includes about two-thirds of it.

In this valley this year, the crop for export has been estimated at 500,000 barrels. Up to Nov. 15 about 232,000 barrels had been shipped from Halifax and Annapolis to the British market, and quite a quantity had also been sent to that market from here through the port of Montreal. With this large shipment for two months of the season it is probable that over 500,000 barrels will go from this

ORANGES FOR XMAS.

"Broncho Brand" NAVELS MEXICANS FLORIDAS
VALENCIAS JAMACIAS

We have the finest stock of oranges on the market and we are leaders in low prices XMAS HOLLY. We have a decided novelty. Holly packed in cardboard boxes ready for retailing. No trouble, mess or waste; also regular-sized cases

Send at once for our XMAS PRICE LIST.

WHITE & CO.,
Wholesale Fruit and Commission Merchants, TORONTO, CANADA

F. KESSELL & CO. 7&8 Railway Approach, ENGLAND
London Bridge,

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE
For GREAT BRITAIN

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

References—THE TRADE. L.D. Phone 578.

GEORGE H. DUCK,
Importers' Agent and Fruit Broker.
Correspondence Solicited. TORONTO, CANADA.

Christmas Fruits.

Get our quotations before placing your Christmas orders. It will pay you.

HUSBAND Bros. & Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 64, Main 3428.

Xmas Anticipations

Oranges—All kinds
Lemons—New Messinas.
Nuts—All varieties.

PRICES RIGHT.

Address just...
CLEMES BROS.
TORONTO.

The

DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.
5 and 7 Market St., HAMILTON

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacrament Street,
MONTREAL.
Tel. Main 778.

valley to Europe during the whole season. The quantity for home consumption, local markets and for export to the United States would also make up a large additional quantity.

The prices realized for this fruit ranged from \$2 per barrel up to \$6. The average price would be about \$2.50 per barrel. For the half million bar-

rels of apples, besides the quantity sold in the local and American markets, our growers will receive in cash this year fully one and a half million dollars. In addition to this, an enormous oat crop, a fair potato yield in this famous potato-producing district and other means of income, our farmers will have all the funds they require to purchase not only the necessaries of life, but will be heavy purchasers in what are considered luxuries.

VICTORY!

Read this Judgment:



His Honour Mr. Justice Curran's Decision in LEFEBVRE vs. LANDRY (CHINESE STARCH CASE).

Lefebvre vs. Landry.—Plaintiff presented a petition to the court asking for an interim injunction against the defendant, whom he charged with having fraudulently placed upon the market packages of starch for sale which bore a label imitating his registered trade mark for Chinese starch. The interim injunction was granted on the 6th of May, 1903, and the present action is for the purpose of having said injunction declared perpetual.

Plaintiff alleges that he is a starch manufacturer in the city of Montreal. That on the 26th of April, 1899, he caused to be registered in the Department of Agriculture at Ottawa a trade mark as a label for packages of starch bearing a representation of a Chinaman ironing a shirt with the word "Empois" at the top of the label and "Chinois" at the bottom. That shortly afterwards he made some alterations, adhering to the main feature of the Chinaman ironing a shirt on a table, and that he has ever since used this label as his trade mark. He alleges that he has spent large sums of money in advertising his starch through the newspapers, by means of pamphlets and a host of devices, and that he has succeeded in building up a very extensive trade. Defendant, he charges with having in the month of September, 1901, and ever since put in the market packages of starch known as "Empois diamant" for the fraudulent purpose of palming it off as the Chinese brand of plaintiff. That the packages are of the same size and make up, that the directions for use have been printed on the sides of the packages being copied almost verbatim from plaintiff's packages in English and in French, and that the whole label is a fraudulent imitation of plaintiff's trade mark. He claims \$2,000 damages, and asks for a perpetual injunction. Defendant denies the main allegations of plaintiff's action. He points out that instead of the Chinaman ironing a shirt he is using a woman dressed differently from the Chinaman, with varying colors. He contends that the public cannot be deceived, at least, that no person of ordinary intelligence could be imposed upon. Further, he says that the department of trade marks in the Department of Agriculture at Ottawa has granted him a trade mark, and that this is more than a presumption that there is no infringement. That the word "Chinois" being the name of a nation is not susceptible of registration, and in any case that plaintiff has suffered no damage. In one of the authorities quoted by defendant, Morse vs. Martin, Dorion's reports, vol. 3, page 353, we find the following quotation from Sebastian on trade marks, page 76, which is applicable here: "All that courts of justice can do is to say that no trader can adopt a trade mark so resembling that of a rival as that ordinary purchasers, purchasing with ordinary caution, are likely to be misled." Plaintiff here has established his allegations in the following particulars. He has built up a very extensive trade in this Chinese starch. He succeeded in so doing not only by quality of the starch, but by most lavish advertising, which must have cost him a large sum of money. He obtained a trade mark, the central idea of which is the Chinaman ironing a shirt. Defendant has merely substituted a woman in the place of the man, and it is proved that she has been spoken of as "la Chinoise." A young man in the employ of the plaintiff who was contemplating going into the starch business with his brother or with defendant, took one of the labels of plaintiff to a designer and told him to imitate it, but not to go too far. The intent of this young man was evidently fraudulent. A great many witnesses have been examined who contradicted each other as to the general resemblance of the labels. The size of the packages of plaintiff and those of defendant is identical, defendant has stolen the directions on the sides of plaintiff's labels, they are the same almost verbatim. The court is convinced that defendant's intentions were fraudulent, and that he has succeeded in getting up a label which is misleading. It would take too long to go into all the particulars of an exhaustive investigation. The damages suffered by the plaintiff, it is most difficult to prove, they are not extensive, owing to the proceedings having been adopted at an early date, this court considers that \$25 will cover what plaintiff actually lost, but the injunction will be declared perpetual, and besides the damages of \$25 defendant must pay the costs of injunction proceedings.

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"There is only One genuine Chinese Starch and it is made only by "

OCEAN MILLS, - Montreal, P. Q.

Protect the Roof

And Protect Your Pocket

BY USING ONLY

Eastlake Steel Shingles

They are the easiest of all to apply, and once on give a more durable, tight, perfect protection from weather, fire and lightning than any other shingles.

Think it over.

By using Eastlakes you avoid spending money on repairs.

THE
Metallic Roofing Co., Limited
TORONTO, MONTREAL, WINNIPEG

To Butchers and Hide Buyers!

We wish to purchase your Hides, Calfskins, Sheep Pelts, Tallow and Bones.
We advance money if desired. We pay spot cash.
We pay the freights. We pay full market values.
We want agents everywhere to sell Page's Perfected Poultry Food and other poultry supplies. For further particulars, address **C. S. PAGE, Hyde Park, Vt. U.S.A.**



GOOD BIRD SEED

is just as important to the grocer's trade as good butter or anything else. Bird fanciers must have the best, and they recognize the best in **BROCK'S BIRD**

SEED and ask for it.

Be ready for the demand.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

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.)

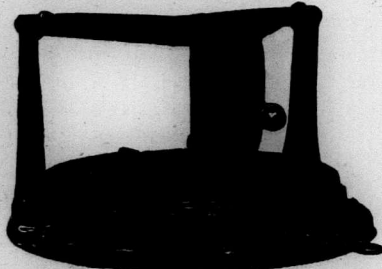
The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

THE TEMPLETON CHEESE CUTTER.

ALTHOUGH computing scales continue to excite admiration and wonderment among the unsophisticated as a mechanical contrivance, they have a rival in the Templeton cheese cutter, just being put on the Canadian market. This ingenious device will cut cheese and at the same time measure it to desired weight with almost as much exactness as can be had from any weighing machine.

An ordinary cheese up to 30 pounds is cut in halves, and one half placed on the circular disk of the cheese cutter, with freshly cut end downward on the disk. By means of a lever a solid rectangular blade with two cutting edges is set to cut the cheese vertically from outside to centre into exactly equal pieces weighing a pound each. Thus it is easy to set the knife to cut cheeses of any weight up to 30 pounds into such equal parts by placing the lever at a mark corresponding to the number of pounds in the cheese, such mark being indicated on a small graduated scale running around the disk.

Another lever calculates the fraction of a pound that is to be cut, quarter, half, or three-quarters of a pound. In a fresh



cheese the first lever is set and the knife brought down through the cheese for the first time. It is then raised. By manipulating the second lever the cheese is turned around on the circular disk until exactly the desired quantity is reached, as indicated on graduated scale number two, and the knife brought down again. A section or slice of cheese comes out cleanly and evenly sheared with no waste. One good feature of the Templeton cheese cutter is that it keeps the cheese fresh and moist. The freshly cut end is placed downward upon the disk, and so kept from the air, the other cut edge is protected by a shield attached to the cutter, while the cloth covering further helps to protect the cheese from drying out.

The Templeton cheese cutter ought to be serviceable, since it professes to save from waste. One merchant estimates that 50c. is saved on each cheese cut. It is easily operated, and cuts to weight every time, due allowance being made for differences of density in a cheese, which the cutter does not take into consideration. It is ornamental, with brass parts triple nickel-plated, and is finished in enamel. The Templeton cheese cutter has been on the market for a year and a half, and has given satisfaction wherever it has been used.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

FOR SALE.

FOR SALE—one coffee mill and currant cleaner, cheap; in first-class order; going out of business. **R. H. BENSON & Co., Dundalk.** (49)

AGENTS WANTED.

AN old established London house is prepared to appoint wholesale agents in Canada for the sale of tea and cocoa (packets and bulk). Apply in first instance to C. & S., care of Housekeeper, Tower House, Trinity Square, London, E.C. Eng. (60)

AN old established firm of Mustard Manufacturers in England desire to appoint a thoroughly competent and experienced house with a large connection amongst grocers in Canada to represent them throughout the Dominion for the sale of their mustard and other manufactures. State full particulars to "Mustard," care CANADIAN GROCER, Montreal, Toronto, or 109 Fleet street, E.C., London, Eng. (49)

SITUATIONS VACANT.

BAKER wanted at once, good on bread and cake; steady job to right man. Apply, stating experience and salary expected, to Box 140, THE CANADIAN GROCER, Toronto. f

MILLER wanted, five or six years' experience; must be thoroughly steady, progressive man, and able, willing worker; state experience and wages wanted, with references; steady job; plan-sifter mill. Box 142, THE CANADIAN GROCER, Toronto. f

PARTNER WANTED.

TO open up branch in Winnipeg, Vancouver and Halifax for one of the best proprietary grocery articles in Canada. Established and advertised from ocean to ocean. For particulars, apply to Box 84, CANADIAN GROCER, Montreal. (50)

IRELAND.

Manufacturers and shippers desiring to place their goods on the Irish Market should communicate with **J. H. SHERIDAN, 6 D'Olier St., Dublin.** (51)

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. **W. M. OSTRANDER, 172 North American Bldg., Philadelphia.**

The popularity of our seal quarts is evidenced by our sales. Are you handling this up-to-date style of package? The housekeeper's verdict being, it pays to get the big bottle.

Are you still using soap in bath or have you reached that pinnacle of fashion where **Perfumed Toilet Ammonia** is craved for?

JOHN G. HARVEY,

Manufacturing Chemist, Todmorden, Ont.

FLOUR AND CEREAL FOODS

Western Grain Congestion.

THE West is experiencing the annual shortage of cars. From all quarters come complaints that the railroads are not able to keep up with the orders for cars. Elevators have closed up and buyers ceased buying because they could not get cars and did not care to take the risk of buying wheat at present prices which they might not be able to market till next Spring.

A prominent western elevator man, in conversation with a representative of The Winnipeg Free Press, said: "We are not making any protest about the 'Grain Act,' lack of cars, or anything else. We are simply trying to manage our business on business lines and avoid loss. Men are urging us to buy wheat, but how can we buy wheat at track prices that we may not be able to move until May or June? Let me give you an illustration. An engine leaves Winnipeg with a train of empties and goes, say, along the Deloraine branch. When it reaches Deloraine there are eight empty cars. Now one of these cars, according to regulations goes to an elevator and the other seven to farmers. The engine turns at this point and that operation takes 20 minutes. In that time the eight cars could have been loaded at the elevators, but, as a matter of fact, when the engine is ready to go back, there is only one car loaded to return. A farmer is allowed 24 hours for loading, but that is not the end of the delay, for the engine takes the one loaded car and may not return for the others for three or four days. I am not speaking of possible contingencies, but of what has actually happened this present season. This delay means that the cars are still at Deloraine when they should be on their return trip from Fort William.

"Another point which seems to be overlooked, and which occasions trouble, is this: A farmer may have a car of wheat in any one of the elevators; he may have ordered a car for the shipment of that grain; and that car may be the next in order for delivery, but if he should in the meantime sell the wheat to the company owning the elevator, his order for the car is cancelled and the elevator company's order for a car to move the same wheat is put at the end of the orders in the agent's book, possibly 50 cars ahead of that order. Can any business man

blame an elevator company for saying to a farmer in such a case: 'Get your car loaded and we will pay you track prices for your grain and be glad to do so?'

"The banks are asking the elevator men when they are going to need money for their country points. The fact that elevators have ceased to buy will no doubt shrink the amount of money in circulation very materially, but it is nonsense to say the elevator men are doing it to punish the farmers. It would have been money in the pocket of every elevator company in the West this year if they had never opened their doors for grain this season, and it is hardly to be supposed that elevator men are going to continue buying wheat at present prices to hold in their elevators until next May. Look at the prices of New York wheat at the present time—December at 87½ and May at 83¾c. There is not much encouragement in that to look for higher prices in May. The whole question resolves itself into this: Elevator companies cannot get cars to get their wheat out, therefore they cannot buy any more wheat on the basis of shipment before navigation closes. They found it necessary to stop buying by the first of November. In a year when the crop is extra heavy, as it was last year, elevators will have to cease buying on the 15th of October, as with the present system of car distribution it would be impossible after that date to get sufficient cars to take the wheat in terminals. It seems to be forgotten by many people that the elevator of say 25,000 bushels capacity represents on the average from 15 to 20 farmers any week in the season; yet an elevator ranks as a single farmer so far as cars are concerned. It is a knotty problem, and if the Board of Trade finds a means of cutting the knot, no one will be better pleased than the elevator men. I think the very fact of the Board of Trade taking it up shows that it was wiser to cease buying than to offer May prices for the wheat."

Can Not Get Cars.

Dr. Elliott, commissioner of agriculture for the Territories, who was in Winnipeg the other day, says the car shortage condition has been very bad, and has tended to cause considerable discontent among farmers. The other day at Indian Head there was 258 cars on order

for the farmers alone, and not one on the siding. The elevators were no better off, and for the past two weeks they have practically closed down on account of the fact that they could not get cars to send their wheat to the head of the lakes.

Bread Laws of New York.

It shall be made of good and wholesome flour and meal.

It shall be made in rooms with walls eight feet high.

It shall be made in rooms where no person sleeps.

It shall be made in rooms where no domestic animals but cats are allowed. Dogs are barred.

It shall be made in rooms so arranged that they are easily cleaned.

It shall be made by persons working no more than ten hours a day.

It shall be made in no room containing an ash pit.

It shall be sold by avoirdupois.

It shall not be exposed for sale out of doors unless covered.—The Supply World.

Carried by Canadian Vessels.

This year for the first time in the history of Canada have Canadian lake carriers handled almost the entire Canadian Northwest wheat shipments from the head of the lakes. The Canadian fleet has been gaining so rapidly that shippers have not had occasion

Mezani.	Alphabets.
Mezanelli.	Stars.
Spaghetti.	Tubeti.
Vermicelli.	Tubetini.
Wedding Rings.	Ditalini.

These are our most popular goods, put up in handsome packages for

Xmas Trade.

If our representatives have not called upon you, send direct for free samples and prices.

Napoli Macaroni Co.,
Cor. Hayter and Teraulay Sts.,
Toronto.

Buckwheat Flour

We have just completed a brand new plant for making **BUCKWHEAT FLOUR**, and can now supply

Absolutely Pure Flour.

Mail your orders to-day to

THE TILLSON COMPANY, Limited
TILLSONBURG, ONTARIO.

TELEPHONE { MAIN 1257
" 4675

**Wm. McCann
Milling Co.**

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

FLOUR

FEED

CEREALS

Place a Trial Order with Us for a Full Line of Our Goods.
QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

THE G. CARTER, SON & CO., Limited,
ST. MARYS, ONTARIO.

"Gran' for the Morn's Mornin' "

"Wee McGregor's" Breakfast Food

Shipping all back orders this week. Demand exceeded our capacity.

Retails at **twenty-five cents** for six-pound linen sack.

CAN NOW GUARANTEE PROMPT SHIPMENT.

THE F. J. CASTLE COMPANY, Limited, = OTTAWA.

THE CANADIAN GROCER

to charter American vessels to haul their grain, and in consequence this season there have been but few American vessels at Port Arthur and Fort William for cargoes. The Princeton and Sanona were the only two to load at Port Arthur, taking about 400,000 bushels to Buffalo. With the Canadian "bottoms" in commission, all the grain is shipped almost entirely to Europe through Canadian ports, thus cutting off the large export of Canadian grain via American ports.

The Progress of Argentina.

THIRTY years ago Argentina was buying flour for her own consumption from the United States. In the whole country there were then only 500 miles of railroad. Her station owners led a patriarchal life on the unfenced prairie among long-horned herds and short-wooled flocks, whose surplus was absorbed by Indian tribes raiding to within 50 miles of Buenos Ayres. To-day the export of breadstuffs from those same prairies is \$20,000,000, and the export of meat, alive and dead, with its hides, wool, and other by-products, is worth over \$22,000,000. The length of railroad in operation exceeds 10,000 miles, and fresh lines are yearly projected. In spite of political and other drawbacks it is estimated that there are \$200,000,000 of British capital invested in the country. The security for this capital is wide—as wide as the republic itself. Staple manufactures there are none, mines have hitherto proved unprofitable, forests are quickly worked out. It is on the monotonous fertility of her pampas on the broad bosom of Mother Earth herself, that Argentina's property is based.

The 1,200,000 square miles of the republic are divided in nearly equal proportions between forest, mountain range, tableland and prairie. In this last named formation, comprising but one-fourth of the total area, is centred nearly all the country's wealth and commerce.—MacMillans.

Wheat Badly Frosted.

W. H. McWILLIAMS, formerly of the Minneapolis Chamber, now manager of an elevator line backed by Minneapolis men, with headquarters at Winnipeg, who was in Minneapolis the other day, according to a Minneapolis despatch sized up the Western Canada wheat crop as follows: Five million bushels of wheat raised in Manitoba and the Northwest Territories last year is of unmarketable quality, and the yield on the whole was somewhat less last season than has heretofore been figured upon.

The tendency, Mr. McWilliams says, is to reduce estimates as the season advances, and based on the showing to

date, it is now the opinion in the Canadian grain trade that 50,000,000 bushels is a fair estimate of the total yield. Of this considerable is low-grade wheat, and about one-tenth so badly frosted as to be worth little.

Within a week there has been a surprising drop in receipts in Winnipeg. Many in the trade jumped at the conclusion that the crop had been largely over-estimated, and that a total of not over 40,000,000 bushels would be shown in the final crop year figures. But there is a disposition to hold back wheat, which may account in part for the drop. Almost all the farmers above the line, Mr. McWilliams says, are bullish, and, while there is no concerted holding back, there is enough of it in some cases to affect receipts noticeably.

This despatch can be taken with the usual grain of salt necessarily when reports of our western wheat lands come via the Minneapolis route.

To Amend Grain Act.

MR. W. R. MOTHERWELL, president of Territorial Grain Growers' Association, has written to The Winnipeg Free Press advocating a revision of the Grain Act. The letter says in part:

"Although the Grain Act is a very important piece of legislation to us, and it has been recently amended entirely at the instance and in the interests of the Grain Growers' associations of Manitoba and the Territories, still it is a matter largely of local concern between producers, transportation companies and elevators as compared with the Inspection Act which determines the grades and stipulates in what condition our wheat product shall be placed before the British or other importer. In the past the Inspection Act has been enacted and amended largely, if not entirely, at the instance of the Grain Exchange, and naturally enough in their interests, as they could not be expected to have a special regard for either the producer or importer.

"There is a general and well founded impression among producers that our grades are too high, and especially so in view of the very great uncertainty that exists (both here and abroad) as to whether the high standard is maintained to its destination. This, together with its attendant evil—the mixing and blending elevators at Winnipeg and elsewhere—are questions that demand our interested consideration, and organization is the only medium that we know of through which such questions may be attended to effectually. But we frankly admit it requires the sympathetic and financial assistance of the individual farmer to attain the further remedies that are in view.

Upon the success and strength of the the annual convention to be held at Regina—December 16 and 17—will depend the extent and direction of our usefulness as an organization during the coming year. If the Grain Growers' association has commended itself to the producers of the West during the past two years, then we confidently appeal to them for a continuance of their support so that further reforms and greater things may be attained along the lines above indicated."

We Are Willing to Try.

THE WALL STREET SUMMARY thus discusses Mr. Chamberlain's tariff proposals and Canada's ability to feed the Empire:

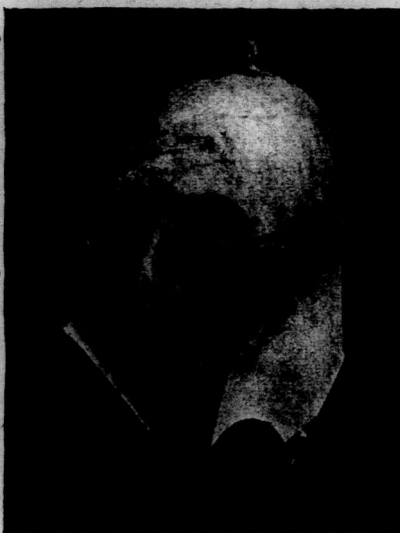
"To friends of Mr. Chamberlain who urge that the proposed duty on wheat of 2s. a quarter will not be paid by the British consumer because the selling price of United States wheat will come down to the price of the preferential article from Canada, we can only say that the experience in this country of protection does not bear out their contention. The home producer, and in this case, Canada is the home producer, under protection, makes his price rise up to the limit of the protection afforded against the foreigner and pockets the difference. Foreign articles may be kept out by protection, but when so, it is done at the cost of the consumer. Besides, in the case of wheat, it is well known that it is the surplus or deficient production that makes the price at Liverpool, and no one will question that it is the production of the United States that determines the 'turn of the market.' The idea that Canada can furnish the supply required in any reasonable time is absurd. While she has potentiality in her uncultivated grain-growing area to supply the wants of England, and the world, for that matter, if the demand were thrown upon her, the abilities of the country would be so over-taxed that her internal machinery would necessarily collapse. It will be many years yet, notwithstanding her phenomenal present growth, before Canada can become a serious competitor in the British market, and by the time she does, the development of this country will certainly not be less marked. The growth of population in all the countries concerned will undoubtedly keep pace with the new production, so that a falling away in consumption is not at all likely."

Canadians generally will hardly admit the pessimistic conclusions of The Summary. With the Grand Trunk Pacific completed we are willing to undertake the contract of feeding the Empire if the Empire will but afford us some of her surplus population to cultivate our broad prairies.

DID you miss my announcements in the last two issues of THE CANADIAN GROCER? If you did, you will have to pardon me, when I tell you that I have been kept so busy the past few weeks supplying the demand for "FORCE" and attending to the correspondence of The "FORCE" Society that I overlooked sending the publishers copy.

It pleases me, however, to tell you that since the appearance of my announcements in THE CANADIAN GROCER, the sunny food I make is more and more appreciated by the grocers who read them, and I believe that my magazine advertising in conjunction with this trade paper is a great help in demonstrating the value of my food to the consumer as a mind and muscle builder, and to the grocer as a profitable investment.

Perhaps it would surprise and interest you to learn that the Canadian membership of The "FORCE" Society has had a wonderful increase in the past three weeks. Thousands of women from such places as British Columbia, Manitoba,



New Brunswick, Nova Scotia, Ontario, North-West Territory, Prince Edward Island, Quebec, Toronto, etc., have applied for membership, signifying their intention to comply with the Creed, which maintains that its members shall eat "FORCE," because it will strengthen body and mind, prepare them for greater things, and be in sympathy with Sunny Jim, whose object it is to make everybody happy.

Think of all these Canadian members and the influence my advertising has upon them. Some of them may be in your own town, which means that sooner or later they will call at your store and ask for "FORCE." If you haven't got it to sell them, they will go elsewhere, then you lose the sale, and your competitor who is carrying "FORCE" gets the benefit of your loss.

I still have left some celluloid buttons bearing my photograph and my motto, "BE SUNNY."

They are nearly 1 1/4 inches in diameter and are attractively prepared with a patent stick pin on the back. They can be worn by man, woman or child, and they will be mighty glad to get them. They are sent upon request of any grocer. You ought to see my new book, "The Gentle Art of Using Force." I just received the first shipment on the second edition. Free for the asking.

"BE SUNNY."

Yours truly,

Sunny Jim

Buffalo, U.S.A.

(To be continued)

BUT IT IS Swiss Food

SWISS FOOD
BEAVER OATS
ROLLED OATS
ROLLED WHEAT
GLUTEN FLOUR



that carries our name farthest and that opens the door of favor to our other lines. **SWISS FOOD** is a flaked wheat cereal, prepared hygienically and yet retaining all the appetizing qualities of good wheat. Indeed, **SWISS FOOD** enhances these qualities. The children's taste can be trusted, and they are a unit in demanding **SWISS FOOD** for breakfast once they have tasted it. You sell it, of course. All we wish to do is to show you we take an interest in your business.

GOLD DUST
CORNMEAL
SELF-RISING
BUCKWHEAT and
PANCAKE FLOURS
FAMILY FLOUR

P. McINTOSH & SON, - Toronto.

WALL PAPER

MAKING SUGGESTIONS.

THERE is more for the wall paper merchant to do than to simply show the papers he has in stock in a mechanical way.

His experience should render him invaluable to the buyer, and he should not be backward in proffering it. What would a patient think of a physician who, after diagnosing the case, asked what medicine the patient preferred to use?

The dealer should first find out for what room the paper is sought, and after inquiring about light and the other points which must be considered in choosing color and pattern, he should offer his advice, whether solicited or not. Wall paper is different from anything else, in that it is chosen in such a different position and light from the conditions when hung that the buyer is very often apt to be favorably impressed with a style that would be very unsatisfactory when hung. Handling so much of it, the merchant knows of this, and can prevent the spoiling of many a room by a few timely suggestions.

A customer, when selecting wall paper, is seldom decided upon what he wants, and welcomes the assistance of the merchant. Of course, the customer has tastes which will make him refuse certain papers, however suitable they may be, and these preferences should be considered, but in almost every case the preference can be satisfied and at the same time a really suitable paper be sold. The dealer cannot say that a certain paper chosen by the customer would be very bad taste, but he could show that there are a few qualities of that paper which might injure its value for the particular room, and at the same time draw attention to another paper as similar as possible to the one chosen, but possessing more fully the qualifications required in that room. The imperfections of a paper can be pointed out without offending the customer.

A further point that makes it important that the merchant should help the customer is the fact that a badly chosen paper on a wall makes those who see it feel that the one who sold such a paper does not know his business. A paper which suits in every way the room in which it appears is the best advertisement the merchant can have, so it behooves him to do his best to see that the paper is the best that could be had.



No. 1403. An attractive Wall Paper for Dining Room, Hall or Library. Made in Canada by Staunton's Limited, Toronto.

A NEW WALL PAPER FACTORY.

Mr. R. E. Menzie, formerly well known as a manufacturer of window shades, art furniture, etc., is opening a wall paper factory in New Toronto. For a number of months he has been purchasing first-class machinery in the United States,

and with the plant of two large factories has equipped his new mills for the manufacture of a full line of wall papers. A United States exchange says that the machinery bought makes up the largest transaction of its kind that has taken place in several years.

The factory is now almost in running order, but Mr. Menzie does not intend to push actively into the market until next Spring, although a full range of samples has been set up in the Toronto office on King street west.

TRAVELLERS NOMINATE OFFICERS.

THOS. McQUILLAN was un-animously elected president, H. Goodman first vice-president and J. C. Black treasurer, at the general meeting of the Commercial Travellers' Association, held in St. George's Hall, Toronto, Saturday evening last. Mr. M. C. Ellis, president, was in the chair, and stated that the current year was one of the most prosperous in the history of the organization. Other nominations for offices were:

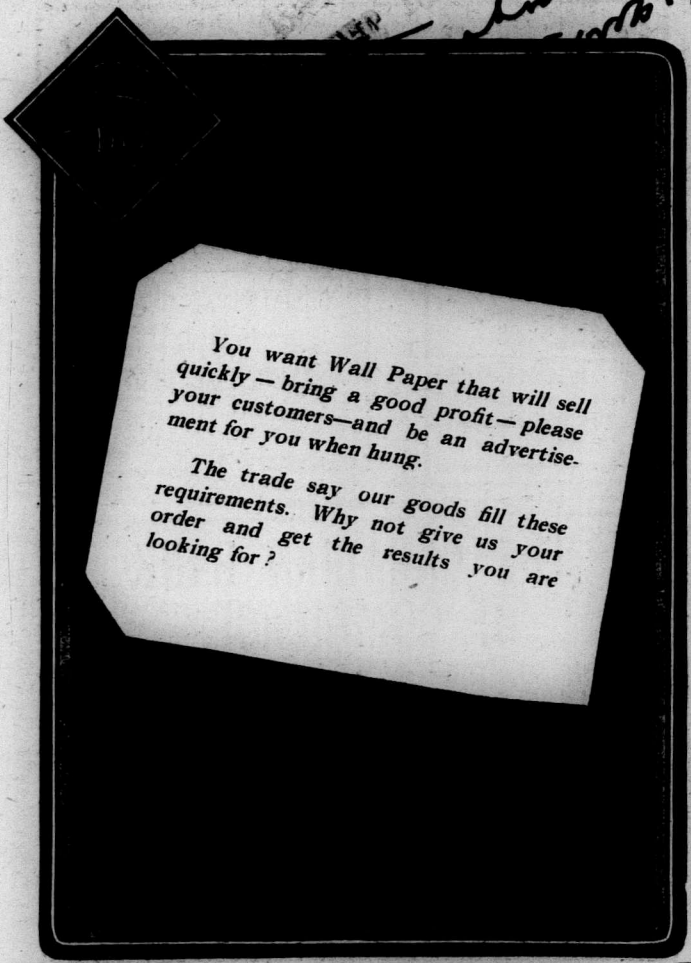
Second vice-president—L. A. Howard, of the firm of R. H. Howard & Co., and George West, representing United Factories, Limited.

Directors—John Billinghamurst, J. B. Baxter, Lytle Duncan, H. Ellis, John Gibson, P. M. Goff, Geo. Haslam, Arthur F. Hatch, Robt. Keys, Malcolm Lamont, J. H. Lumbers, C. Ryan, S. M. Sterling, W. H. Scott, Jos. Taylor, C. J. Tuthill. Nine to be elected.

Hamilton Board—Fred. T. Smye, 1st vice-president; J. H. Herring, 2nd vice-president; both elected by acclamation. Directors—E. J. Fenwick, Jas. Hooper, Geo. Matheson, E. E. W. Moore, G. M. McGregor, Ed. McCoy, W. G. Reid, J. S. Reid, Robt. Stewart, H. G. Wright. Six to be elected.

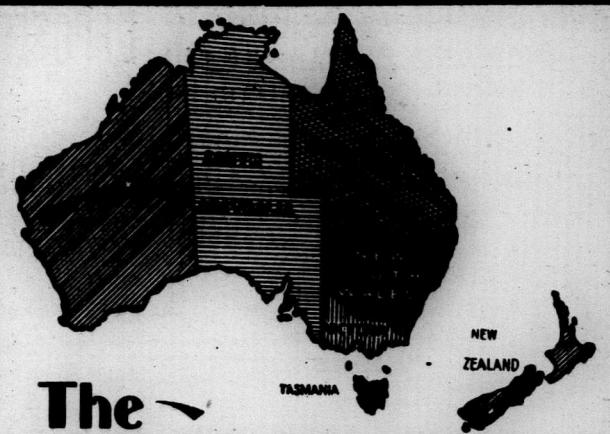
Guelph, Brantford, Montreal, Kingston, Berlin, Winnipeg, Victoria boards were elected by acclamation. H. Clearihue, J. H. Devaney and John Orr were elected scrutineers of the ballot. The annual meeting will be held in St. George's Hall Dec. 23, when the result of the ballot will be declared.

*320 subscribers
THE CANADIAN GROCER
June 14*



You want Wall Paper that will sell quickly—bring a good profit—please your customers—and be an advertisement for you when hung.

The trade say our goods fill these requirements. Why not give us your order and get the results you are looking for?



The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription \$2.50 per Ann.

post free to any part of the world.
A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - Fink's Buildings.
Sydney, - - Post Office Chambers

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

*20 Wholesale level to see
our motto: 13 page 85*

OUR MOTTO:

Co-Operation-- Not Combine.

TRUSTS are entirely foreign to this Company, as they are to the interests of the Cash Retail Buyer. If the wholesalers combine together why should not the retailer protect his own interests by becoming his own wholesaler.

This Company offers relief from dictatorial control of guilds and similar organizations, and it is to the interests of the independent buyer to become associated with us.

Grocers' Wholesale Co., Limited, is founded on just principles, and appeals to cash buyers.

CORRESPONDENCE SOLICITED.

**GROCERS' WHOLESALE CO., LIMITED,
HAMILTON.**

WHAT WE MAY COME TO.
The Trusts—From an American point of view indicating the prospects for the Canadian retailer if "Rings" are tolerated.—Reproduced from "New York Journal."

ASSETS \$23,600,000.00

CANADA PERMANENT MORTGAGE CORPORATION

Formerly the Canada Permanent and Western Canada Mortgage Corporation.

Head Office, Toronto St., Toronto

President: GEORGE GOODERHAM.
1st Vice-President and Managing Director: J. HERBERT MASON.
2nd Vice-President: W. H. BEATTY.

DEPOSITS
received in sums of
One Dollar
and upwards.
Interest paid or compounded twice a year at
3½ Per Cent.

You can quite conveniently deposit with this Institution by mail.
Send your address for our Booklet
"Saving Money by Mail."

Your Bank Account
Will receive every care if kept at
The Bank of Toronto.

Head Office: - TORONTO.

Paid-up Capital \$2,950,000.00	BUSINESS ACCOUNTS Invited.
Reserve Fund \$3,050,000.00	SAVINGS ACCOUNTS receive interest every six months.
Total Assets (over) \$24,000,000.00 Incorporated 1855.	

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE.

Paid-up Capital, \$8,700,000
Reserve, \$3,000,000

HON. GEO. A. COX, President. B. E. WALKER, General Manager.
HEAD OFFICE: TORONTO, CANADA.

This Bank, with 105 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, is able to offer to those engaged in mercantile business of any kind unexcelled facilities for any legitimate banking business.

LIST OF BRANCHES:

BRITISH COLUMBIA:

Atlin	Greenwood	Nanaimo	Vancouver
Cranbrook	Kamloops	Nelson	" East End
Fernie	Ladysmith	New Westminster	Victoria

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Moosomin	Swan River
Carmen	Elkhorn	Nepawa	Treherne
Dauphin	Gilbert Plains	Ponoka	White Horse
Dawson	Grandview	Portage la Prairie	Winnipeg
Edmonton	Innisfail	Red Deer	" North
	Medicine Hat	Regina	

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barrie	Dunville	Paris	Strathroy
Belleville	Fort Frances	Parkhill	Toronto, 8 offices
Berlin	Galt	Peterboro'	Toronto Junction
Blenheim	Goderich	Port Perry	Walkerton
Brantford	Guelph	St Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste Marie	Warton
Collingwood	Montreal	Seaforth	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES:

Amherst	Canning	New Glasgow	Springhill
Antigonish	Halifax	Parrsboro'	Sydney
Barrington	Lockeport	Sackville	Truro
Bridgewater	Lunenburg	St John	Windsor
	Middleton	Shelburne	

IN THE UNITED STATES:

New York	Portland, Ore	San Francisco.
Seattle, Wash.	Skagway, Alaska	

LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.
A general banking business transacted. Foreign exchange bought and sold

ADVANTAGES
of using a Corporate Trust in preference to an individual:

1. Continuity of Service.
2. Absolute Security.
3. Experienced Management.
4. Reasonable Charges.
5. In Administrations, Bond not required by Court.

THE TORONTO GENERAL TRUSTS CORPORATION
was established expressly to furnish the public with a thoroughly equipped organization to undertake Trusts of every description.

J. M. LANGMUIR, Managing Director.
Booklet on Application.

The Metropolitan Bank

CAPITAL PAID UP, - - \$1,000,000.
RESERVE FUND, - - 1,000,000.

DIRECTORS:
REV. R. H. WARDEN, D.D., President. S. J. MOORE, Vice-President.
C. D. MASSEY, T. BRADSHAW, F.I.A., D. E. THOMSON, K.C.

HEAD OFFICE, - - TORONTO.
W. D. ROSS, GENERAL MANAGER.

SAVINGS BANK DEPARTMENT
at all Branches.
Interest allowed on all deposits of \$1.00 and upwards at highest current rates.

FINANCE AND INSURANCE

ONE of the largest items in modern financing is that of life insurance, says The National Monthly. In Canada the total amount of policies at present is \$508,812,305, an increase of 500 per cent. in 25 years. A quarter of a century ago people were more or less suspicious of insurance companies, and some failures aggravated their ill favor in certain districts. But improvement in methods has kept pace with the increase of business, and the present insurance laws of Canada are safe.

A pleasing feature of the insurance business as it now stands, is that more than three-fifths of the total amount in force is held by Canadian companies. Of the balance about \$160,000,000 is in American companies and \$40,000,000 in British. Twenty-five years ago Canadian companies carried only \$28,650,000. Thus, while the annual figures show a steady increase in the aggregate business, they also testify distinctly to the enterprise of our home companies. A number of excellent British and American companies are doing business in this country, and are no doubt serving a good purpose by affording healthy competition and the example of progressive methods, but it will be a matter of satisfaction to patriotic Canadians that an increasing amount of the people's insurance is "Made in Canada."

The Financial Times, London, Eng., says regarding the incorporation of fresh banks in Canada that when Canadian banking has been developed along such conservative lines, the formation of no less than eight new banks speaks volumes for the financial activity prevailing in the country.

Mr. David Dexter, president and general manager of The Federal Life Insurance Co., Hamilton, has been again elected president of the Insurance Officers of Canada. Born near St. Thomas, Ont., in 1848, and educated in that city, he became identified with a manufacturing concern at an early age, and on the formation of the Federal Life in 1881, became its managing director. The marvellous success of this company is a standing tribute to Mr. Dexter's great ability and popularity. Very highly esteemed in private life, he devotes considerable of his attention to educational matters, at one time being chairman of the School Board, of which he is still a member.

The value of life assurance as a means of providing substantial cash capital in event of death is generally recognized. The attractions of endowment insurance which guarantees the payment of the sum assured on the attainment of a certain age, or, at death, if previous, are also clearly realized; but many people are unaware that a well-selected life policy may be taken that will yield as large an income as can be obtained from investment in stocks and shares, and which provides a degree of security and other advantages which few if any stocks or shares present. Such policies as these are intended to be permanent investments, and offer no very sensational opportunities for loss or gain, as occur in connection with some classes of stocks and shares. The absence of any possibility of rapid increase in capital value may be a drawback

to this class of insurance policy in the minds of some, but the impossibility of any decrease in value is an advantage of no little importance, while the complete security offered under the policy is unapproached by any ordinary investment.

That life insurance is coming to be generally regarded as a profession is shown by the several correspondence schools recently established in the United States. No less than three or four American universities have already included in their curricula a course in life insurance, while others provide frequent lectures on the subject.

Bradstreet's says the demand for money from the west and south continues, but begins to show a diminished



David Dexter,
President and Managing Director of the Federal Life, Hamilton.

volume, and it is thought that a return flow of funds to New York is not far off. During the past month or so it has assumed unexpectedly large proportions, nearly \$50,000,000 being shipped during the five weeks ending November 21, against \$20,000,000 during the same period last year. This increased demand was largely on account of troubles among financial institutions at Baltimore and St. Louis, which necessitated the forwarding of large sums to these cities. New York has also furnished more money than usual to other cities for moving crops and other purposes. It is almost certain that the latter amounts will be returned in part or altogether now that the financial difficulties are straightened out, and that with cotton

and grain moving rapidly the return of funds to the east will be accelerated.

A French company which insures against frost is shortly to establish branches in London, Eng., and the colonies. The London branch will be interested only in the insurance of agricultural produce from Canada.

Canadian merchants are receiving the circulars of a San Francisco get-rich-quick concern, presenting a time-worn proposition. The concern proposes to give away \$2 for \$1. You pay in \$1 a week for 80 weeks and at the end of the period draw out \$160. A very sophisticated argument is presented to the effect that this is a legitimate investment of the same nature as insurance, and that the profits are made out of lapses. Canadian merchants need scarcely be warned that the scheme is fraudulent.

Insurance against appendicitis has been undertaken by The Royal Exchange Assurance Co., of England, which will issue policies at the rate of \$1.25 a year for every \$500. The holder is guaranteed all medical, surgical and nursing expenses up to the amount insured.

The mortgage market in New York is characterized by pronounced dulness. As a result there has been a marked curtailment in building operations in that city. The general demoralized condition of the stock market is to some extent responsible for this. As a rule these life and fire insurance companies invest their money in mortgages. At present, however, instead of investing their money to the same extent to this kind of a collateral, they are investing it in the low-priced securities of the stock market. This, according to some of the New York papers, is causing some adverse comment.

OBJECTS OF THE INSURANCE INSTITUTE OF TORONTO.

THE following is the last paragraph in the address before the Insurance Institute of Toronto, of Mr. P. H. Sims, the president, and briefly sets forth the objects of that organization: "It will be noticed that though the aims and objects of the institute are mainly educational, it does not propose to teach. It has neither the means nor the ability to do such work successfully. It gives directions by outlining the course of study and assumes the responsibilities of the examinations to guarantee proficiency. It therefore follows that those who undertake the educational course must provide the teaching. This, however, in the elementary is not expensive, inasmuch as the books required are plentiful and cheap. In the advanced subjects correspondence schools will be found of great assistance, and which present the advantage of enabling energetic students to qualify for examinations while continuing their daily occupations. The important requirements are first, resolution, and second, determination, which will surely bring success. If the institute, in pointing the way,

awakens and stimulates these qualities, its existence will be amply justified, and its reward will be in having assisted our young men to qualify themselves for the responsibilities of the business of insurance in coming years."

BANK DIVIDENDS.

The following banks have declared dividends at the rates and payable on the dates given below:

Montreal,	5 per cent.	half yearly,	payable Dec. 1, 1903
Toronto,	5	"	"
Hamilton,	5	"	"
Standard,	5	"	"
Imperial,	5	"	"
Ottawa,	4½	"	"
Merchants,	3½	"	"
Commerce,	3½	"	"
Union,	3½	"	"
Hochelaga,	3½	"	"
Ontario,	3	"	"
Quebec,	3	"	"
Traders,	3	"	"
St. Jean,	3	"	"

LIFE INSURANCE OFFICERS.

At the annual meeting of the Life Insurance Officers' Association of Canada, held in Toronto on November 20, the following officers were elected:

President, David Dexter (re-elected); 1st Vice-President, T. Hilliard; 2nd Vice-President, D. Burke; Secretary-Treasurer, T. Bradshaw; Auditors, E. W. Cox and J. F. Junkin; Executive Committee, F. Sanderson and George Wegenast in conjunction with the officers above mentioned.

CURRENT BANK NOTES.

The Bank of Toronto has opened a branch at Maison-neuve, Que.

Heymann & Duncan, brokers, Bonanza, B.C., have dissolved partnership.

The Merchants Bank of Canada have opened a branch at West Lorne, Ont.

The Bank of Ottawa are opening a branch at Maniwaki, Que.

UP-TO-DATE

Financial and Commercial Corporations ask applicants for positions to furnish a Guarantee Bond instead of letters of recommendation. For particulars apply

DOMINION OF CANADA GUARANTEE & ACCIDENT INSURANCE CO.

Cor. King and Yonge Sts., TORONTO.

J. E. ROBERTS, - General Manager.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Capital - \$2,000,000.00
Toronto, Assets, over - 3,333,000.00
Ont. Annual Income - 3,536,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.

TOTAL ASSETS, \$1,864,730.13.

LOSSES PAID SINCE ORGANIZATION, \$22,527,817.57.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

GEO. A. COX, President.

J. J. KENNY, Vice-President.

P. H. SIMS, Secretary.

THE CANADIAN GROCER

Modern Methods.

Pure Material.

Skilled Workmen.

NOT

How cheap but how good can we make what the people eat is our aim.
Our large variety of Biscuits and Candy cost no less nor yet more than you have to pay
for less palatable goods.

The Mooney Biscuit & Candy Co., Limited, Stratford, Canada

Imperial Mixed.

A new biscuit—very small—to retail at a low price. Fills a long
felt want.

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

King St. West and Bathurst St. Cars pass our Works.

King and Bathurst Streets, TORONTO.

THE GREIG MANUFACTURING CO.

MONTREAL.

LIMITED

MANUFACTURERS
OF

Crown Brand Flavoring Extracts
and Confectioners' Specialties



AND

Household
Specialties.

"KKOVAH" Jellies (all flavors).

"KKOVAH" Custard Powders.

"KKOVAH" Blanc Mange Powders,
Etc., Etc.

"SY MUZ" Linen Glosser,
unequaled for the laundry.

"NEVER-DRIP-A-DROP" Tea Strainer—The most ingenious strainer ever invented. Keeps all tea leaves
or coffee grounds out of the cup. Positively never drips-a-drop.
Fits any tea pot. We are agents for the grocery trade.

THE GREIG MANUFACTURING COMPANY, Limited, - MONTREAL.

THE CANADIAN GROCER

INQUIRIES ABOUT CANADIAN TRADE.

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

1. A North of England firm desires to get into touch with one or two good Canadian houses importing old iron and steel in the shape of rails, ship plates, etc.
2. A wholesale provision merchant in the North of England makes inquiry respecting regular supplies of split peas from Canada.
3. A firm in the Midlands are desirous of getting into touch with Canadian manufacturers of hay forks.
4. Inquiry is made for basswood glued-up panels, for piano key-boards.
5. An agent, established at Marseilles, offers his services to Canadian houses exporting canned meats and lobsters, fresh and dried apples, preserved fruits, etc.
6. A chartering agent in London is anxious to get the agency of firms who require steam tonnage for the conveyance of grain from Canada to the United Kingdom. Is also prepared to induce business in shipping by taking up agencies and selling goods for first-class houses.
7. A firm of export merchants, with good connections, are desirous of opening up business relations with Canada, and are anxious to get into touch with Canadian houses requiring representation in England. Will undertake buying agencies, or give attention to sale of goods.
8. A London firm interested in the flax trade inquire for names of exporters from Canada of this article, or of parties who would be exporters, if opportunity offered.
9. Some makers of patent fireproof goods are seeking supplies of plaster (gypsum) or any other cohesive material produced in Canada and obtainable at a moderate figure in fair quantities.

The following inquiries were received by the Canadian section of the Imperial Institute, London, S.W. :

10. Inquiry has been made for the addresses of Canadian manufacturers of vinegar.
11. A Glasgow house asks to be placed in communication with packers of Canadian gallon apples of the finest quality. They could take large quantities, and would require cans to be labelled with their own brand.
12. A London import firm asks to be put into touch with Canadian shippers of graphite, good quality.
13. A company manufacturing insulated wires and cables asks to be placed in correspondence with Canadian firms buying these lines.
14. The manufacturers of an agricultural motor are desirous of establishing trade in Canada, and wish to hear from Canadian firms prepared to handle these motors.
15. A company which manufactures tools desires information as to the nature and extent of the market existing in Canada for edge tools.

[The names of those making inquiries may be obtained from the Editor of THE CANADIAN GROCER.]

The farmers in the potato growing district of Long Island, N.Y., are organizing a trust. They control about 1,000,000 bushels.



**Come Out
OF THE
DARK!**

**Bring your "ads"
with you.**

ILLUSTRATE!!

By doing so you illumine and release from obscurity many a cheerless "type ad" that is suffering for the want of a little pictorial light.

We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. *A cheerful face gains favor every time.*

Estimates on all and every style of design cordially furnished.

**ART DEPARTMENT
MacLEAN PUBLISHING CO.
LIMITED**
Montreal. Toronto. Winnipeg.

GRANT

**"ACME"
TABLE SALT**

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

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

TEA.

AGENTS REQUIRED in Canada and United States to sell and obtain wholesale orders for *Ceylon Black and Green Teas* on commission. Apply,

"COMMISSIONER,"

CANADIAN GROCER,
109 Fleet Street E.C. London, Eng.

EATS DIRT

and seems to like it, too.

The Cleveland Wall Paper Cleaner

does marvellous work. A 25c. can is sufficient for the average room. Samples sent with each order.

GEO. RIDOUT & CO.,
77 York St., Toronto.

We Make Brooms

The kind that sell.

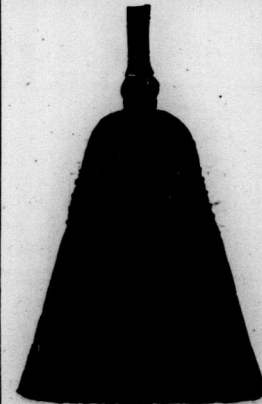
WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

Mfrs. of Brooms and Whisks
400 Wellington St., OTTAWA

Every Housewife...



knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

**The
Waterloo
Broom and
Brush
Co.,**

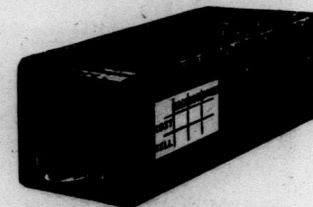
**WATERLOO,
ONT.**

...THE...

Bennett Manufacturing Co.

**Bennett's Patent Shelf Box and Cabinets
for Hardware, Grocery, Seed and
Drug Trades, etc.**

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory :

Pickering, Ontario

There's nothing better in the Sauce line than
STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce.
 For quotations address

Montreal Agents:

S. H. EWING & SONS,

96 King St., MONTREAL

Telephone Bell Main 65.
 Merchants 522.

CENTRAL Business College
 STRATFORD, : ONT.
 BEST COMMERCIAL SCHOOL IN ONTARIO.
 Write for Handsome Catalogue.
W. J. E. LIOTT, Principal.



For Sale Everywhere.

ASK FOR

MOTT'S.

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.



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.

COWAN'S

Perfection Cocoa (Maple Leaf Label).
 Royal Navy Chocolate, Queen's
 Dessert Chocolate, Chocolate
 Cream Bars, Cowan's Cake
 Icings, Chocolate, Pink, Lemon Color and White

Cowan's Swiss Milk Chocolate,
 Famous Blend Coffee, etc., etc.

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited

TORONTO

THE
Burlington Canning Co.

Burlington, Ont. Limited

Manufacturers of
ALL KINDS OF CANNED GOODS

Fruits, Vegetables,
 Meats, Poultry,
 Pork and Beans,
 Jams, Jellies, Catsups,
 and Relishes.

All goods under "Burlington Brand" are strictly first-class, produced in the Burlington district, packed fresh from the field and unequalled in natural flavor.

Want Ads.

In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1,000) may pass as one word. Cash remittance to cover cost must in all cases accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

MacLEAN PUBLISHING CO., Limited
 Montreal and Toronto.

Do you use... **FOSTER'S POTS?**

STRONG
 DURABLE
 LIGHT



POROUS-
 AND
 CHEAP

THOSE WHO DO WILL HAVE NO OTHER.
 A post card brings price list and all particulars.

The FOSTER POTTERY CO.
 HAMILTON, ONT. Limited

The Right Kind

of wrapping paper is the kind that you can depend on always. Our brown and manilla wrapping papers have all the qualities that go to make a reliable paper.

FULL COUNT. FULL WEIGHT.

Canada Paper Co., Limited

Toronto, Montreal and Windsor Mills, Que.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Three Weeks Till Christmas.

THREE weeks from to-day will be Christmas. Before we know it that festal day will be at hand. In the meanwhile how about your tobacco department; every other part of your store is filled with seasonable holiday goods, how about your cigars, tobaccos and pipes? After a generous helping of plum pudding and a wide section of mince pie has rounded off a dinner in which a well-browned turkey holds the central place, come coffee and cigars. Are you making preparations to remind your customers of that fact? Is there anything around your tobacco department that would suggest to your smoker customers the luxury of an especially good cigar for Christmas afternoon? It may be worth while. Don't you think so?

There are special packages of cigars got up especially for the holiday and gift trade. Have you them in stock? Does your department tempt the smoker to take home a box of Havanas or brand new pipe? Do you or your clerks ever suggest such a thing to his wife, not openly, of course, but adroitly and effectively?

When you read this walk over in front of your tobacco department and examine it critically. Rearrange it perhaps in a new and striking way. Give a little extra attention to your cigars and pipes just now. It will pay. It will pay well. Try it!

Grocer Ads Do The Work.

The special bargain in pipes advertised by W. B. Reid & Co. appears to be appreciated by the trade, several duplicate orders having already been received. These orders came from grocers in Quebec, Ontario, and Manitoba. Mr. W. B. Reid is delighted with the response to his special offer, and the fact that repeat orders have been received so early is the best evidence of the interest the grocery trade are evincing in the tobacco trade, and the field here to be developed.

A New Kind of Offer.

Cigar merchants and importers in England have received a circular from the Havana Tobacco Co., offering a new rebate scheme. They are offered a quarterly 5 per cent rebate if they will undertake

that 70 per cent of the business done shall be in brands of the Havana Tobacco Co. If they increase the percentage to 85, a rebate of 7½ per cent. is granted. Satisfactory evidence must be shown that the conditions have been complied with. This satisfactory evidence is not explained, but it means presumably an inspection of books.

Cigars from Cuba.

ACCORDING to Dun's Review the exports of cigars from Cuba for the past three years were as follows:

1900.....	211,757,543
1901.....	213,404,089
1902.....	208,041,945

During the same period 30,000,000 cigarettes were exported. In 1859 Cuba exported 250,000,000 cigars, of which the United States took 102,000,000; 30 years later the importations of the United States were about a third of that number. The value of exports of leaf and manufactured tobacco for the past four years was as follows:

1899.....	\$21,084,750
1900.....	26,087,868
1901.....	25,327,175
1902.....	25,404,180

About 19,000 persons are employed in the tobacco industry in Havana, and in May, 1901, there were in operation in the city 116 cigar factories, besides 111 small manufacturers who, according to law, cannot employ more than seven cigar-makers each, and who are supposed to manufacture for domestic consumption only, although some of them are doing a little exporting.

Since 1896 there has not been a tobacco crop of normal size and of good quality, and most of the planters, or those backing them, have lost money every year.

The enormous sale of

OLD CHUM

Cut Plug Smoking
Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

**She
Doesn't
Smoke!**

But her husband does, and don't you fail to remember that those 10 cent "Pharaoh" Cigars you sold him are pretty well talked over in the home.

This all goes to show you that in selling my cigars you are sure of pleasing the woman as well as the man. **She buys the groceries.**

J. BRUCE PAYNE, Limited,
Cigar Mfrs., Granby, Que.

FROM the land of the Midnight Sun to the imaginary line to the South of us; from where the hawk-eyed prospector traverses the rocky wilds of the Yukon to where Canucks can say good-day to Brother Jonathan—each on his own territory—these brands are known, appreciated and demanded:

Harold H. }
Kim } **Cigars**
La Fama }

BRENER BROS.

Cigar Mfrs.,

LONDON, CAN.

The tobacco that has endured for more than a generation ; that has never lost its good name ; that has multiplied its long list of friends each year ; this tobacco is **T & B**. It is made from selected leaf, properly cured and very carefully sorted. **T & B** is not tampered with.

T & B

The grocers find **T & B** a good line to keep well forward. It attracts men's custom—and holds it.

The grocer who is careless about **T & B**, who thinks he can get along without it, is injuring his business.

The GEO. E. TUCKETT & SON CO., Limited,
HAMILTON.

XMAS

You Have Not

done the best you can for yourself if you have not put in a **PIPE Stock** for Xmas. They sell and pay well.

Send us a letter asking to know more about our special \$6.00 offer, which is more liberal than you could ask.

58
Yonge
Street. **W. B. REID & CO.,** TORONTO
Wholesale Tobacconists, Canada.

Popular Brands:

"QUEEN'S NAVY,"
 "UNION JACK,"
 "CONQUEROR,"
 "WIG WAG,"
 (Great 5c. plug.)

MANUFACTURED BY
The Erie Tobacco Company
 WINDSOR, ONTARIO.

Tobaccos

BRITISH NAVY
 QUEEN'S "
 KING'S "
 U & I

Cigars

RONTO
STATESMAN

T. J. Horrocks,
 Wellington St. East, TORONTO
 The only wholesale tobacconist outside the trust.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
 MONTREAL.

MANUFACTURERS OF
 Cigarettes and Cut Tobaccos

Fireside Talk

is freer, more interesting, more good-natured, when the tobacco is **McAlpin's** —Cool, fragrant.

Get your Tobacco users to use **McAlpin's**

It will pay you.

For the Man who Chews.

McAlpin's will give him the most satisfaction. The reasons are in the Tobacco. It is a fact that the sales of **McAlpin's** Chewing Tobaccos never cease to grow.

Smoking :

Tonkay,
 Solid Comfort,
 Pinchin's
 Hand-Made.

Chewing :

British Navy,
 King's Navy,
 Beaver,
 Apricot.

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Tobacco in Ireland.

THE history of tobacco growing in Ireland is, in a way, curious, says Mr. John Redmond, in a recent interview. The weed was extensively grown until 1660, when it was prohibited by the 12th of Charles II., Chap. 31. This act was passed in response to a petition presented to the Government in the interests of the American colonists who were engaged in tobacco planting. In these days, when there is so much talk of benefitting the colonies by preferential rates, it is rather strange to reflect that the tobacco industry was stamped out of Ireland directly and openly for the purpose of encouraging the English colonial planters in America. Subsequently, another act was passed increasing the penalties for growing tobacco in Ireland, but it was not till many years after that the industry was suppressed. In 1779 an act was passed—I think the 19th of George III., Chap. 35, by which previous acts prohibiting the growth of tobacco in Ireland were repealed. In 1830 a committee of the House of Commons sat to inquire into the subject, the chairman of which was Sir Henry Parnell. A great deal of evidence of a most interesting character was taken, but the result was that the committee recommended that the growth of tobacco should be once more prohibited in Ireland; and, so far as we can judge, this was done mainly on the ground of the increased expense to the Excise Department.

The tobacco grown within the last few years, samples of which were submitted to various authorities, has been fairly satisfactory. It is not contended that tobacco has been, or can immediately be, grown which could compete with the finer grades of foreign tobacco; but, in the opinion of some experts, the samples prove that the Irish-grown weed can be manufactured into the stronger and rougher class of tobacco which is very generally used. The whole subject is one of great interest, and many of us are convinced that if we are to receive encouragement, which the Government ought to extend in a matter of this kind, the day may not be far distant when hundreds, if not thousands, of people in Ireland may find themselves engaged in Ireland in a suitable and remunerative employment.

Too Long to Wait.

TRUTH is stranger than fiction—and often funnier. A well-known wholesale tobacconist tells the following story, which actually occurred lately. He sold a party a bill of tobacco on four months' open account, for immediate delivery. The goods were shipped, and

shortly before the bill was due he stopped in to see the man and sold him another bill, to be shipped just about the time his first bill would become due. With characteristic business sagacity, however, he held back this shipment, awaiting cheque. The cheque was not forthcoming, but a letter was received from the customer asking why his second bill was not delivered. The wholesaler wrote back: "You haven't paid your first bill yet, and as soon as you do I will ship the other." The following is the answer received in reply: "Dear sir: Kindly cancel my order to you, as I cannot wait until then."

Shocked a New Yorker.

A LASSIE of Dowie's army nearly paralyzed a New York rounder on the army's arrival in Gotham, according to The Cigar and Tobacco Journal. She was a pleasant young woman, with soft, black hair, and in the Battery she walked up to a fat man who was looking at a train load of arriving restorers and said to him with winning seriousness:

"Will you let me have your cigarette?"

He blanched a little, took the cigarette from his lips, studied it, and then handed it over to her with a foolish grin. Perhaps he expected her to use it to light another cigarette. He looked as though he had some such notion. But she flung it into the gutter.

"Peace be with you, brother," she said, smiling sweetly as she swung herself aboard a trolley car on the Battery loop.

"Well, I'll be d—d, murmured the fat man, looking first at the smoking cigarette and then at the disappearing car.

"Undoubtedly you will be damned," said a Dowieite with faded brown whiskers and a silk hat, looking at him mournfully, "unless you reform from your profane speech. Peace be with you, brother."

The fat man fled into one of the Battery saloons, and the restorers went on their way.

Tobacco Notes.

A Dublin tobacconist has been fined £50 for allowing betting to be carried on in his premises.

Mr. Robert Pinchin, managing director of The McAlpin Tobacco Co., Toronto, visited Leamington on Thursday of last week.

Horrocks, the cigar manufacturer, Toronto, is putting up a special box for his Christmas trade which he says is meeting with a very ready demand.



SECURITY

Best
10c.
Cigar
In Canada.

THE W. H. STEELE CO., Limited
40 SCOTT ST., TORONTO.

**McDougall's Scotch Clay
PIPES**

are the standard of the world.

D. McDougall & Co., Glasgow, Scotland.



OUR "CORONATION."

you are industrious you practically know what dollar bills are worth a foot; we all do, therefore, like to buy the BEST goods at the lowest possible figures. Well, here are some of them in the Show Case line: A square front Gem Case in Oak or Cherry, 3-ft. long, 24-in. wide, 14-in. high, securely boxed for \$5.50, or a 4-ft. one, same style, height and width for \$7.00 CASH WITH ORDER, f.o.b. Toronto.

These are splendid cases for the money, and just the thing for displaying Cigars or Confectionery, etc. Don't hesitate, don't fail to order at once as we have only about 20 of them left over from last Winter's stock that we are clearing out at the above ridiculously LOW price, which is a bargain SNAP. The goods are RIGHT, the price is AWAY DOWN. Regularly they are sold at \$7.50 and \$10.00 each.

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

Pitts, Wigle & Co.

...Dealers in...

**CANADIAN LEAF TOBACCO
KINGSVILLE, ONT.**

Are prepared to supply manufacturers or dealers with choice brands of leaf tobacco for cigars or pipe smoking, either processed or in the raw leaf.

The W. H. Steele Co., Toronto, are offering special inducements for the holidays. "Security" cigars, packed ten in a box, have met with a ready sale, and their pipe assortment, specially selected for the Christmas trade, is worthy of attention.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydlatt,
TORONTO.

NOTE—Herein are discussed the principles and practice of advertising. Subscribers are invited to send Mr. Lydlatt specimens of their newspaper and other advertising, for the purpose of review in this department. Address care of Department of Advertising, THE CANADIAN GROCER.

“Insure Your Business Against Dull Days—Advertise!”

IT'S like trying to tell the Chinaman how to iron your shirt—this telling retailers about the use of types, inasmuch as the average merchant does not know anything about types and doesn't seem to understand what you are talking about when you try to tell him about them.

Most of them seem to think it's enough bother to write the copy without worrying about the kind of type the ad. is to be set in.

What I have to say now is of interest to the man who is willing to “bother,” if it is going to help make his advertising any better.

The appearance of an ad. has a whole lot to do with its selling power. Just as an attractive label or package helps to sell the goods it covers, so a well-displayed ad. draws and holds attention and makes the matter it contains more digestible.

The most apparent fault to be found with most of the retail ads. that appear in the different papers throughout Canada is that there are too many display lines and not enough body type in them. In most cases what the merchant writes for his ad. is far superior to the way in which it is displayed.

Nor is this always the fault of the printer or the man who sets the ads. The reason usually is that the merchant is apt to know his goods and to know why, in his opinion at least, it would be of advantage to the public to buy what he has to offer. The business man can often talk eloquently and convincingly about his particular business when he cannot talk at all upon any other subject. But never having given any thought to the artistic and effective display in type, he has no idea how his “talk” is going to look when it is set up. So he either underscores all the important thoughts in his ad. to be displayed, or leaves the matter entirely in the printer's hands.

The main trouble is that the merchant usually wants every new thought or im-

portant line to be brought out in big heavy type, as if he would label it “big thought.” One meets this desire for big type quite frequently among advertisers both great and small. The result is generally a hodgepodge, with no very great impression of any one thing made on the reader.

If I were to make one motto or rule by which the readers of this department could most strengthen their advertising,

Grocery Department Fresh Fruit in Season.

We always carry a selected stock of the Finest Foreign and Domestic Fruits. Our reputation for having the best, makes it safe to leave your orders with us.

Peaches, 12 qt. baskets	Oranges, sweet, per doz.
Pears, 2 qt. baskets	Bananas, per doz.
Plums, 12 qt. baskets	Lemons, per doz.
Apples, harvest, per peck	Water Melons, each
Tomatoes	Musk Melons, each

All kinds of Fresh Vegetables daily promptly delivered.

Home dainties and camping delicacies, for the cottage, camp and picnic.

Veal Loaf per tin	Chicken, boneless per tin
Chicken Loaf, per tin	Duck or Turkey, per tin
Smoked Beef, per tin	Potted Chicken or Turkey
Corned Beef per tin	Beef or Tongue, per tin
Luncheon Beef, per tin	Hare or Duck, per tin
Steak with Onions, per tin	Sausage Meat, per tin
Sliced Bacon, in jars at	Vienna Sausage, per tin
Lunch Tongues, per tin	Brawn, per tin
Ox Tongues per tin	Roast Beef, per tin

Cross & Blackwell's Pickles	Waldorf Relish, per btl.
Heinz Pickles per btl.	Chill Sauce, 2 btl. for
Flett's Pickles, 40 oz.	Tomato Catsup, Sniders

McLaren's Imperial Cheese in jars, at 25, 50 and 90c.

The Finest TEA in town, of delightful flavor, at . per lb.
TEA's, special value at . per lb., black or mixed.
COFFEE, Chase and Sanborn's, in 1-lb. tins at . each.
Prompt Attention. Quick Delivery.
Orders delivered to any part of the town.

it would be this: Depend on the vigorous expression of your thought and not on big type to make an impression on the public.

An ad. built with that rule as a basis would need no unsightly lines all over the ad. A well conceived catch-line would be displayed at the beginning, and possibly, in exceptional cases, elsewhere in the ad., and we would depend on this line, aided sometimes by an illustration, to catch the eye of the reader. Having once got him on the hook, so to speak, black type is no longer necessary. He starts to read, and

if the talk is interesting, he will read the ad. clear through. If he is not interested, no overplus of big black type sprinkled through the ad. is going to keep him from wandering off to something more pleasing and interesting.

Having then dispensed with the necessity of black type to emphasize our thoughts, we can put the black letters in occasionally where it is likely to add to the general attractiveness of the ad. We will, therefore, use them as sub-heads occasionally when the ad. is a large one, but the sub-heads will never be as large or otherwise as prominent as the headline.

The name of the advertiser should usually appear in type of the same size as the headline or the largest display line.

Don't always have your headline or catchline of the “hurrah” style.

Let it be timely — a self-contained thought — or a mere catch-phrase to excite curiosity.

Don't feel obliged to fill every nook and corner of your space with something or other. Some ads. look to me as if they were “slopping over.” Some printers seem to have the idea that the type should hug the margin, and that all the space must be covered with type matter of some kind. Nonsense! What would a man's face look like if it was all covered with whiskers? It's because the whiskers are arranged to suit the face (usually), that the man looks “right.”

When you are going out to meet some strangers whom you are anxious should be favorably impressed with you, you dress up, look your best and smile your prettiest to help things along.

So when you send an ad. out to solicit business you are anxious it should create a favorable impression; so dress it up neatly.

Advertising Deeds.

The ad. reproduced this week came from up north, and was entered in the October Prize Competition.

This kind of an ad. is a good deal better than the “we carry a complete line

of good used. It might drawing argumer teresting A me this ad. excite a But it

A I n a F

Ther off with Picr sugge many Who prices cuse fo to m attract I w play c

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of th dian from Janu poun cent Canu it se ion shar busi with and in Amo V. pan for exp ate

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THE CANADIAN GROCER

of good groceries" kind, which is so much used.

It might be considerably improved by drawing attention to the lists with some argument showing that the lists were interesting.

A mere commonplace remark such as this ad. starts off with is hardly likely to excite a person's interest in what follows :

But if I said :

**A Lot of New Fresh Fruit
In this Week.**

We are receiving frequent shipments of new fruits, both imported and domestic.

This week's arrivals with selling prices, are :

Then the next paragraph might start off with :

Picnics, camping parties and home luncheons suggest a good many tasty dishes that make many of the following especially interesting.

When you publish a list of goods with prices try and include some kind of an excuse for publishing such a list. It's sure to make the list more interesting and attract attention to it.

I would pay more attention to the display of these ads., too.

WEST INDIAN CONDITIONS.

MR. T. RUSSELL-MURRAY, Canadian representative in Montreal of the Imperial Agricultural Department of the West Indies, reports the West Indian market firm. No shipments of cocoa from Trinidad may be expected before January. Bahia cocoa advanced 1/4c. per pound. Mr. Murray reports that the recent arrival of Canadian flour, No. 2, Canadian extras, have sold readily, and it seems a pity that millers in the Dominion are so indifferent about retaining a share of this trade. A large volume of business, in his opinion, could be done with the Islands if the Canadian millers and exporters would study the conditions in the same careful manner that the American millers and exporters do.

Venezuela is making Amucuro, Carupano and La Guayra transshipping points for the Orinoco, which means that the export trade for Trinidad is at an absolute standstill.

CAPITAL STOCK INCREASED.

His Honor the Lieutenant-Governor-in-Council has by supplementary letters patent been pleased to confirm a by-law of The New York Lake Erie Oil and Gas Co., Limited, providing for the increase of capital stock of the company from the sum of one million dollars to the sum of two million dollars by the issue of one million shares of new stock of one dollar each.

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.

Our bids are good ones.
Write or wire for prices.

M. G. STAGG & CO.

Phone Standard Stock Ex. Bldg.,
Main 5219. Grain and Hay Merchants. TORONTO.

CALGARY.

HULL & SHARPE.

Manufacturers' and Commission
Agents,

CALGARY, - ALBERTA.

QUEBEC, P.Q.

J. P. THOMAS

GENERAL AGENT AND
COMMISSION MERCHANT,

QUEBEC.

DETROIT.

Carload Lots.

We offer in carload lots or less, delivered at your station, any grade or growth of Coffees, including Maracaibos, Mochas, Javas, Bogotas, Santos and Rios.

We now have in Canada liberal selections of the above grades imported from country of growth, without duty, which we would sell in quantities to suit. Samples and prices on application. Write us to-day.

MILFORD SIPES & CO.,

COFFEE BROKERS,
48 Shelby Street, Detroit, Mich.

To Manufacturers' A

THE CANADIAN G
quiries from time to
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sentatives in
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MONTREAL.

I want—Onions,
Potatoes, Beans,
Peas, Lard,
Poultry, Dressed Meat,
Pork, Apples, Flour,
etc.

I PAY BEST PRICES—WRITE ME.

Arthur Saucier,
11-13 JACQUES CARTIER SQUARE,
MONTREAL.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of ...
Skinner's Queensland Turtle Soup
Dealers in ...

Fraser River Canned Salmon
British Columbia Herrings

IN SEASON CAN SUPPLY YOU WITH FINEST
FISH, ALL KINDS.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,
VICTORIA, B. C.

Represented in the Orient by **Mr. A. R. Tufts,**
with headquarters at Kobe.

Manufacturers and shippers requiring representation in
the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE
CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

M. B. STEELE

Wholesale Comm's



You know all about the quality of

Keen's Mustard and Keen's Oxford Blue

Ever handle our

ROBINSON'S PATENT BARLEY?

It is a perfect food for infants and invalids, put up in 1-lb. and 1/2-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited
LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

December 3, 1903.
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Found tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	\$2 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

BAKING POWDER.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal—Dime	\$ 1 00
" 1 lb.	1 60
" 6 oz.	2 25
" 1 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

Cleveland's—

Sizes.	Per Doz.
Dime	\$ 1 00
1 lb.	1 50
6 oz.	2 20
1 lb.	2 80
12 oz.	4 25
1 lb.	5 50
3 lb.	15 00
5 lb.	25 00

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	\$4 70
" " " B, 4 "	4 40
" " " C, 3 strings	4 10
" " " D, 3 "	3 85
" " " E, 3 "	3 55
" " " G, 3 "	3 20
" " " I, 3 "	2 85

CANADIAN BROOM CO. Doz. Net.

Warehouse, 4 strands	\$3 15
Special, 4 " "	3 15
Crown, 4 " "	2 75
Maple Leaf, 4 " "	2 40
Electric, 4 " "	2 25
Queen, 3 " "	1 90
Crescent, 2 " "	1 60

Canned Goods.

HENRI JONAS & CO.

Mushrooms, Rionel	\$15 50
" 1st choice Dutheil	18 50
" Lenoir	19 50
" extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—	
Moyen's No. 2	\$9 00
No. 1	10 50
1/2 Fins	12 50
Fins	14 00
Tres fins	15 00
tra fins	16 50
xtra fins	18 00
Sardines—	
" "	9 50
" "	10 00
" "	10 50
" "	2 50

Cereals.

" per pkg	0 08
bags, per bag	0 18 1/2
per case	3 00
er case	3 00

Cocoas.

doz.	\$6 75
3 50	
2 00	
0 85	
50	
0	

WALTER BAKER & CO., LIMITED.

Chocolate—

Queen's Dessert, 1/2's and 1/4's	per lb
" " " 6's	\$0 40
Mexican Vanilla, 1/2's and 1/4's	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

FRY'S.

Chocolate—

Caracas, 1/2's, 6-lb. boxes	per lb
Vanilla, 1/2's	\$0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 39
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa—

Concentrated, 1/2's, 1 doz. in box	Per doz.
" " " 1/2's	2 40
" " " 1-lb.	4 50
" " " 1-lb.	8 25
Homosopathic, 1/2's, 14-lb. boxes	0 25
" " " 1/2's, 12-lb. boxes	0 25
Epp's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

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

Mott's Broma.

Mott's Broma	Per lb.
Mott's Prepared Cocoa, 1/2's and 1/4-boxes	\$0 30
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2's in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb.
Vanilla chocolate, 6-lb. boxes	\$0 38
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda)	
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

—haven't you noticed how your
Syrup trade has increased, and your
Molasses trade dropt off?

The reason is easily given:—

Syrups are cleanly packed, cleanly
made — they are healthy, pure and
nourishing—

The Premier Syrup of Canada

18
"Crown" brand  Table Syrup

Look for the "Crown" on the package.

Put up in 2-lb., 5-lb., 10-lb. and 20-lb. tins,
also bbls., 1/2 bbls. and kegs.

MANUFACTURED BY . . .

The EDWARDSBURG STARCH CO'Y, Limited
ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

Condensed Milk.

Anchor" brand, cases 4 doz., per case \$5 00
evap. cream, op. 4d. " 4 65



Borden's Condensed Milk Co.
Eagle" brand..... \$1 65
Gold Seal" brand..... 1 30
Peerless" brand evaporated cream. 1 02

Canadian Condensed Milk Co.



"Dominion"
brand,
cases 4
doz. (48
lb. net)
..... 5 50



"Reindeer" Brand
Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins 9 00
2 lb. tins, cases, 15 tins 8 70

THE EBY, BLAIN CO., LIMITED.

	Per lb.
In bulk—	
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha.....	0 31
Nectar.....	0 30
Empress.....	0 28
Duchess.....	0 26
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 30
English Breakfast, ground only 1-lb. tins.....	0 18

JAMES TURNER & CO.

	Per lb.
Mecca.....	\$0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java.....	\$0 22 1/2
"Mocha.....	0 22 1/2
"Condor" Java.....	0 27 1/2
"Mocha.....	0 27 1/2
15-year-old Mandehing 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
2-lb. tins.....	0 30
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 11

Cheese.

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

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- num bered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books.....	3 1/2c.	4c.
100 to 1,000 books.....	3c.	3 1/2c.
Allison's Coupon Pass Book.		
5 00 books.....	4	"
10 00 ".....	5 1/2	"
15 00 ".....	6 1/2	"
20 00 ".....	7 1/2	"
25 00 ".....	8	"
50 00 ".....	12	"

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case..... \$0 62
4 doz. packages (12 to a case)..... 0 75
6 doz. packages (12 to a case)..... 0 95

Cleaner.

	Per doz.
4-oz. cans \$ 0.90	
6-oz. " 1.35	
10-oz. " 1.85	
Quart " 3.75	
Gallon " 10.00	

Wholesale Agents:
The Davidson & Hay, Limited, Toronto.

Extracts.

HENRI JONAS & CO. Per gross.

1-oz. London extracts.....	\$ 6 00
2-oz. " (no corkscrews).....	5 50
2-oz. ".....	9 00
2-oz. Spruce essence.....	6 00
2-oz. ".....	9 00
2-oz. Anchor extracts.....	12 00
4-oz. ".....	21 00
1-oz. ".....	36 00
1-lb. ".....	70 00
1-oz. flat ".....	9 00
2-oz. flat bottle extracts.....	18 00
2-oz. square bottle ".....	21 00
4-oz. " (corked).....	36 00
8-oz. ".....	72 00
8-oz. " glass stop extracts.....	\$3 50
8-oz. ".....	7 00
2 1/2-oz. round quint essence extracts.....	2 00
4-oz. jockey decanters.....	3 50

Food.

	Per doz.
Robinson's patent barley 1-lb. tins.....	\$1 25
" " 1-lb. tins.....	2 25
" " groats 1-lb. tins.....	1 25
" " 1-lb. tins.....	2 25

Jams and Jellies.

	Per doz.
Frank Magor & Co., Agents.	
Orange marmalade.....	\$1 50
Clear jelly marmalade.....	1 80
Strawberry W. F. jam.....	2 00
Raspberry ".....	2 00
Apricot ".....	1 75
Black currant ".....	1 55
Other jams.....	\$1 55
Red currant jelly.....	2 75

T. UPTON & CO.

Pure Fruit Jams—
1-lb. glass jars, 2 doz. in case, per doz. \$0 95
2 1/2-lb. tin pail, 2 doz. in crate, per box 0 06 1/2
5 and 7-lb. tin pails, 8 and 9 pails to crate.....per lb. 0 06
7, 14 and 30-lb. wood pails,.....per lb. 0 06
Pure Fruit Jellies—
1-lb. glass jars, 2 doz. in case, per doz. 0 95
7, 14 and 30-lb. wood pails,.....per lb. 0 06
Home Made Jams—
1-lb. glass jars (16-oz. gem.) 1 doz. in case.....per doz. 1 50
5 and 7-lb. tin pails.....per lb. 0 09
7, 14 and 30-lb. wood pails..... 0 09

BRAND & CO.

Brand's calf's foot..... \$3 50
Real turtle jelly..... 7 75

Licorice.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper.....per lb. \$0 40
Fancy boxes (36 or 50 sticks).....per box 1 25
" Ringed " 5-lb. boxes.....per lb. 0 40
" Acme " pellets, 5-lb. cans.....per can 2 00
" (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
Dulce large cent sticks, 100 in box.....
Lye (Concentrated).
GILLET'S PERFUMED. Per case
1 case of 4 doz..... \$3 60
3 cases..... 3 50
5 cases or more..... 3 40

RECKITT'S BLUE and BLACK LEAD { Always give your
Customers Satisfaction.

