

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY PROVINCE

THE CANADIAN GROCER

AND
GENERAL
STOREKEEPER

QUALITY..

When a salesman talks price to you
Ask him about **QUALITY**
When he talks quantity . . .
Ask him about **QUALITY**
When he talks merit to you . . .
Ask him about **QUALITY**

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

Christie's "Elite"

CHRISTIE

CHRISTIE

Here's the newest thing, and you'll go a long way before you find a better one. A sweet, crisp little biscuit, of novel shape.

Fancy we hear your customer say: "How cute," when you show it to her.

Anyway, it's out of the ordinary—a new thing and a good one, and she'll buy at once.

Probably you'll be asked for other kinds to "mix in," so this biscuit novelty will promote the sales of others.

ARE YOU READY FOR A SHIPMENT ?

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

We find this brand of Table and Dairy



Because

1. It is PURE.
2. It is Fine and White.
3. It is put up in neatly sewn, attractively printed packages.
4. There is no fault to be found with it.

R. & J. RANSFORD,

Established
1868

Clinton, Ont.



LICORICE . . .

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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.



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.

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

British West Indies

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

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

Pickford & Black - Halifax.

*Codou's
French Macaroni,
Vermicelli and Pastes.*

The glutinous, nutty-flavored Wheat grown on the borders of the Black Sea has given a world-wide reputation to Codou's Macaroni and Vermicelli. No other wheat can possibly produce such white, tender, delicate Macaroni. Codou's is the standard. Its high quality has never been jeopardized by an inferior product. *It never will be.*

*Stephens'
Malt Vinegar.*

Genuine English Malt Vinegar, whose quality never varies from year to year. Brewed by Messrs. Stephens in one of the model breweries of the world, where all the piping is of vulcanite. You won't find a brew here and there that is better or worse than the one that preceded it, because each particular brew must reach the one high standard that has made it famous. You can depend upon the quality **always**, when you buy Stephens' Malt Vinegar.

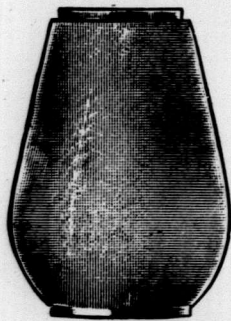
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A. P. TIPPET & CO, Agts.,

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20½ Front Street E.,
TORONTO.

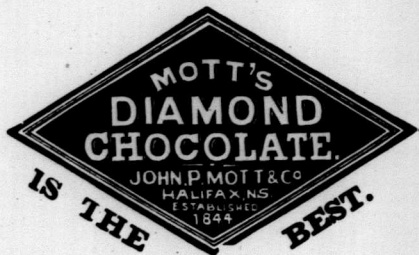
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Cold Blast
or Jubilee
Globes

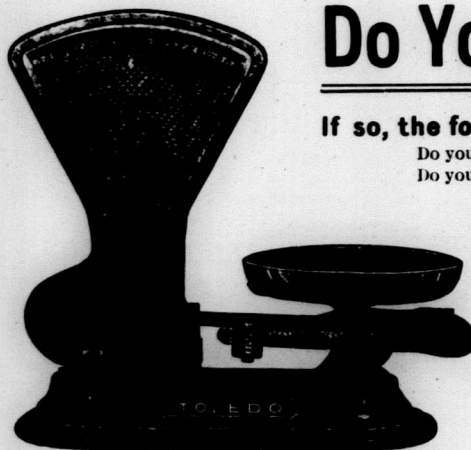
Aetna or
Quaker Flint
Chimneys?

Give them a Trial.
THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited



For Sale Everywhere.

ASK FOR
MOTT'S.



Do You Use Scales?

If so, the following facts should interest you:

Do you desire to discontinue giving down weight?
Do you desire your bulk packages to hold out weight?

If so, the **TOLEDO SPRINGLESS, AUTOMATIC COMPUTING SCALE** will enable you to accomplish this result, as it is the only Scale that gives 16 ozs. to the lb. **no more, no less**, and there is absolutely no such thing as down weight on the Toledo Scale. No springs, no weights to lift on and off, no poises to shift, no human aid necessary.

MADE IN CANADA.

For Descriptive Catalogue and all information write to
DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

James Ewart

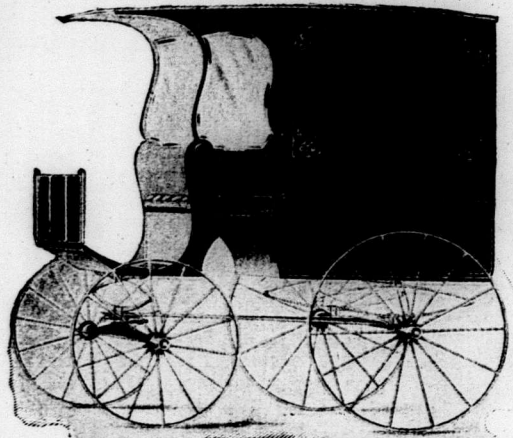
MANUFACTURER OF

High-Grade Delivery
WAGONS

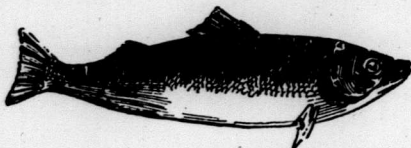
Grocer, Baker, Confectionery, Laundry
Wagons of every description.

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 1188.



British Columbia Salmon



We have on hand the following reliable brands:

Red Sockeyes

Cohoos

"Nimpkish" "Griffin"
"Sunset"

"Golden Net" "Empress"
"Harlock"

The British Columbia Packers' Association

VANCOUVER, B.C.

Why Not Get in Line

and investigate

The "Perfection" Canister?

It is the Cheapest
Because it is the Best.

Write for sample and have a
look at it.

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

"STERLING" BRAND PICKLES

Please the most exacting customer. A Grocer who sells high-grade articles should be well stocked with "Sterling" Brand Pickles. Customers always remember where they get these and will come again.

T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.

Hundreds of dealers

who "shied" at **Tillson's Oats**, in packages, before they knew them, are now the most enthusiastic patrons.

Cautious "samplers" have become liberal buyers.

Our widespread advertising publicity brought us inquiries from far and wide for trial orders on "suspicion," and once there—

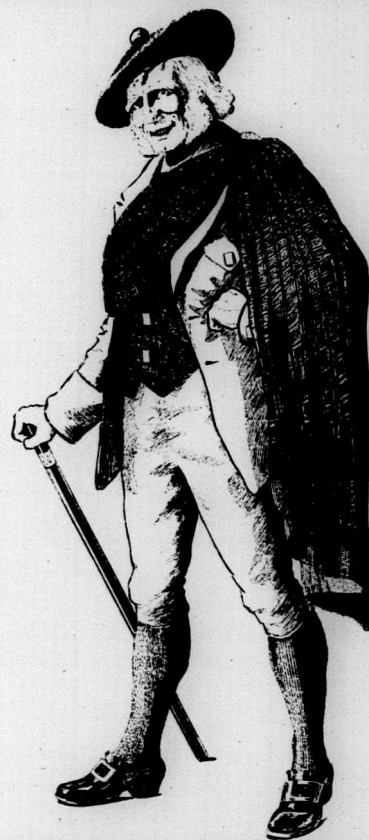
Tillson's Oats soon turned incredulity into enthusiasm.

Are you outside the ring yet?

We'd like to feel that you are on the side of quality and cleanliness. Send in your order for a couple of cases and then we'll know you are with us.

THE TILLSON COMPANY, Limited,

Tillsonburg, Ont.



THE SUPERIORITY OF JAPAN TEA

cannot but help appeal to your good sense when you take into consideration

That no natural boquet and vital essence of the Tea is changed in the process of fermentation, as with other teas--hence--it is strictly pure.

That the beautiful climate and rich loamy soil of Japan are the special causes of the delicious flavor and strength of Japan Tea.

That it is known to be the best and purest Tea imported into Canada.

That its culture is attended to with unremitting care by intelligent growers.

Beware of Inferior Teas.

JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.

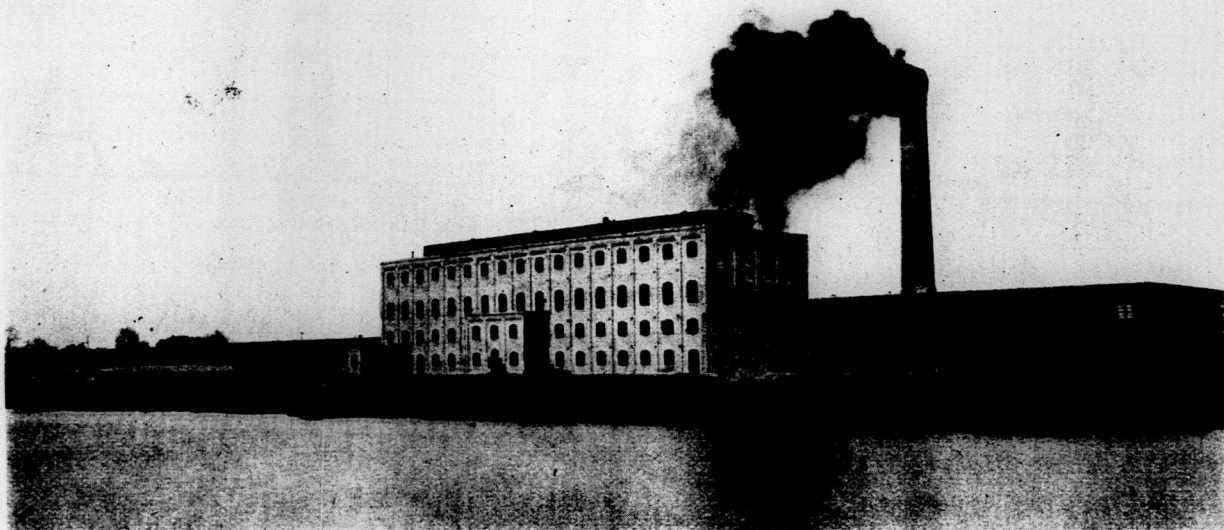
Trafalgar Chambers, Sun Life
Building Annex.

Tel. Main 4142. MONTREAL, CANADA.

THE CANADIAN GROCER

STANDARD GRANULATED SUGAR.

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



New 700-ton Beet Sugar Factory of the

WALLACEBURG SUGAR CO., LIMITED
at WALLACEBURG, ONT.

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

“An Imperial Triumph”

A writer in “Home and Colonial Mail,” referring to the tea trade in Ceylon, says the tea planters there have won “an Imperial triumph which will not be disputed by anyone who understands the importance of Ceylon to the British Empire.”

CEYLON TEA

(BLACK AND GREEN)

is an Imperial triumph, and a world-wide luxury. In point of flavor, cup quality, and purity, it stands pre-eminent over all other teas, and sales in both hemispheres are increasing rapidly. Substitutes and imitations are many, but strange as it may seem, they help in the end, to promote appreciation of the real, pure, Ceylon Tea.

"Tea Rose Drips."

Pure Sugar Syrup for table use. It is very sweet and of superior flavor, and it always satisfies the consumer. Every new buyer makes a customer.

Dealers should remember that buyers of syrup, like buyers of butter, want good flavored goods. "Tea Rose Drips" is warranted to please your customer.

Rose & LaFlamme

Selling Agents,

MONTREAL.

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

Ivory Gloss Starch

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

Brands also manufactured for kitchen purposes.

THE ST. LAWRENCE STARCH CO.,
LIMITED

PORT CREDIT, ONT.

The Auer Gas Lamp.

"TURNS NIGHT-TIME
INTO DAY-TIME."

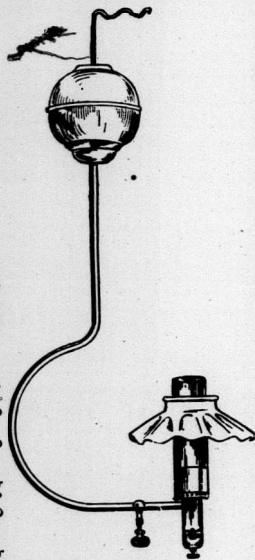
New Styles. Lower Prices.

Are you interested in a lamp which gives 100 candle power?

Are you interested in lighting your store brilliantly? You know it draws trade?

Are you interested in saving half of your bill for coal oil?

Are you interested in having the agency for a lamp which does this?



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

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

MOLASSES

We would ask all intending purchasers of **MOLASSES** to send for samples of our goods before buying elsewhere and receive the best reply to adverse criticisms made by those who cannot offer such

FINE QUALITY

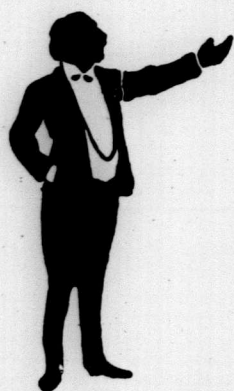
The Dominion Molasses Co.,

Limited

HALIFAX

NOVA SCOTIA.

THE CANADIAN GROCER



TEAS That will show you GRAND VALUE

That you can sell to a good profit and delight your customers at the same time.

Package Teas, with handsome labels, something different from the ordinary. Our travellers will be able to show you some specially attractive lines.

It will pay you to investigate this.

W. H. GILLARD & CO.,

WHOLESALE GROCERS,
TEA AND COFFEE IMPORTERS,

HAMILTON.

BOTH WILL BE SATISFIED

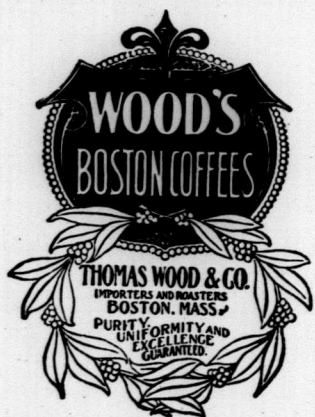
It is said that "no profit grows where no pleasure is taken." This is especially the case with the grocer. If he doesn't please his customers his profits are apt to be nil. We can assure every grocer that in selling our famous

WOOD'S COFFEES

he will give pleasure to his patrons and delight himself; for there is substantial profit in handling these popular coffees.

They are standards to go by; leaders to follow; sure magnets to attract.

THOMAS WOOD & CO., No. 428 St. Paul St., MONTREAL.



PRUNES BOXES each 50 lbs. $3\frac{3}{4}$ NET F.O.B.

These are Strictly First-Class California Goods, Full Assortments, All Sizes, Prunes, Also

PEACHES and APRICOTS

COFFEE Green, 6½c. upwards.
Roasted, 9½ to 32c.



If you have not yet asked for samples, strain off your sentiments, and write at once.

Grocers' Wholesale Company, Limited, Hamilton.

WE ARE FREE SELLERS
AND DESIRE CORRESPONDENCE
WITH INDEPENDENT BUYERS

COMMENT ON CURRENT TOPICS

DOCTORS in Toronto are prescribing anthracite coal for some of their patients, claiming that bituminous is injurious to their health. This is surely a new departure in medical practice.

The British flag was hauled down the other day by the Board of Governors of the Cork Lunatic Asylum. It is to be hoped the act will not be taken seriously by the British Government. One can never tell what impulse will lead people in asylums to do.

Toronto is still wrestling with the smoke nuisance question, and a few days ago the Board of Control passed over to the tender mercies of the Legislation and Reception Committee the by-law which is designed to govern the nuisance. Whether it will, like its predecessors, go up in smoke, remains to be seen.

It beats everything the way ambitious towns in Ontario are scrambling after beet-sugar factories.

Toronto's new City Council is still inflated with the gas-ownership idea.

In New York beans are being used as fuel and in Toronto as a substitute for potatoes. Varied, evidently, is the utility of the white bean.

Coal is King and millions of people on this democratic continent are elbowing each other to make obeisance to him.

In coal we have a subject for reciprocity, as well as an article for fuel.

The public have not yet been enticed back to the speculative stock market. It is fortunate. He who ventures into the speculative market is always in danger of being tossed by the "bulls" or squeezed by the "bears."

Canada's trade is growing by leaps and bounds, and the leaps and bounds do not appear to be overstrained, either.

At the annual banquet of the Brantford Board of Trade the other night, Hon. J. I. Tarte declared that Canada had reached a solemn stage in her history. She has, and Mr. Tarte is a living example. The Premier took his speeches

seriously and compelled him to resign his portfolio in the Cabinet.

Hon. Joseph Chamberlain, whose presence in South Africa is creating so much interest, was once in the screw-manufacturing business, which possibly accounts for the fact that he is able to "screw up" so much courage.

Marconi would save a great deal of time in crossing and recrossing the Atlantic if he could utilize his wireless system for transportation purposes.

The duty on lead is naturally a weighty subject.

The physical health of Alfred Beit, the South African millionaire, appears to be the very antithesis of his financial condition. Possibly he would be glad to exchange with those of us with whom the conditions are the reverse.

The two political parties in Ontario have lately so effectually painted each other black that the independent spectator must have arrived at the conclusion that there are two of a kind. There is one thing, however, for the good name of the country: Neither of them are as black as they are painted.

A letter to The London Times, says that the movement for taking settlers from Great Britain to Canada is assuming national proportions. This is a matter for congratulation. Hitherto the "national proportions" have been of the opposite description.

Lord Charles Beresford, who is now on a visit to this continent, has established his reputation as a good fighter; but he talks too much to be considered a good talker.

Sweden is to have a match combination, a syndicate of five companies having purchased the majority of the shares in The Vulcan Company, the output of which has amounted to about one-fourth of the total production of matches in Sweden. We may now confidently look for less friction, and, consequently, greater safety.

One of the immigration commissioners is of the opinion that the export of bar-

ley to Great Britain will prove profitable. Ten or twelve years ago the whole country thought that. The United States had put a prohibitory duty on Canadian barley, and our export trade to that country shrank from important to insignificant proportions. We were to be recompensed by growing two rowed barley and selling it in Great Britain. But our attempts proved abortive, and to some extent, at least, on account of the penchant of too many shippers to mix the two rowed with other descriptions of barley. And to day our export barley trade is 95 per cent. smaller than it was when the McKinley tariff was raised up against it. We are not, however, scarcely as bad as those without hope, for last year we sent 345,936 bushels of barley to Great Britain, whereas 11 years ago the quantity was only 27,132 bushels. But, then, 11 years ago we sent nearly 10,000,000 bushels to the United States, while the sum total of last year was but 17,461 bushels.

Another Conservative Senator has passed away. Five years ago the Government supporters in the Senate were in what appeared to be a hopeless minority; now they have a substantial "working majority." Death seems to be more partial to the Liberal Government at Ottawa than the electors are to the Conservative Opposition in Ontario.

With coal extraordinarily high in price, and with the temperature unpleasantly low, one has good reason for believing that King Coal and Jack Frost are working in harmony to the discomfort of consumers.

The price of gas has been reduced 10c. per 1,000 feet in Toronto. But ways and means have yet to be devised to reduce the cost of aldermanic gas in the "Queen City."

The Monroe Doctrine, interest in which is again being revived on account of the Venezuelan difficulty, was 79 years old last month. Like nearly all doctrines, political as well as religious, it has undergone some fundamental changes as a result of the machinations of heterodox politicians. "With the existing colonies or dependencies of any European Power, we have not interfered and shall not interfere," declared one of the clauses in

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **CAKES** and **TINS**
WELL KNOWN AND RELIABLE. **DURABLE AND ECONOMICAL**
3000 TONS SOLD YEARLY. **DUSTLESS, LABOR SAVING,**
BEST IN THE WORLD. **GUARANTEED TO THE TRADE**

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

President Monroe's message enunciating the Doctrine. The clauses which were designed to restrain the United States are no longer allowed to do duty; it is only those clauses that were designed to keep a restraint on the nations of Europe that are now considered orthodox.

Canning's name has often been associated with the Monroe Doctrine. It is true that he suggested to the United States Ambassador the principles which were afterwards laid down in the famous message of President Monroe. But his expressed idea was that Great Britain and the United States should jointly promulgate the Doctrine that any attempt of the four European continental Powers, composing the "Holy Alliance," to destroy the independence of the new South American Republics, would be considered a cause for united action on the part of the two countries. In President Monroe's Cabinet there was at first a decided disposition to fall in with the views of Canning. The views of Jefferson and Madison, both of whom had previously occupied the presidential chair, were equally favorable. But John Quincy Adams, Secretary of State in Monroe's Cabinet, was strongly opposed to co-operation with Great Britain and finally persuaded a majority of his confederates to adopt his view. And the message, which Monroe afterwards submitted to Congress was actually drawn up by Mr. Adams.

There is nothing surprising in the good results shown in the last report of E. W. Gillett Co., Limited. Baking powder and yeast ought to raise a good business.

EUROPEAN SUGAR PRODUCTION.

By H. W. Diederich, U.S. Consul of Bremen.

Since my reports on this year's estimates of the European sugar production,* many of the beet-growing countries were afflicted by severe weather, which created havoc among the beets in the fields and

retarded work at the factories. Besides, it was found that the beets brought to the factories were rather undersized. It is not a matter of surprise, therefore, that recent factory estimates show a considerable reduction.

The International Union for Sugar Statistics, comprising all the sugar factories of the various countries, reports the following December estimates for 1902-1903:

Country.	Sugar. Tons.	Compared with last year's crop.	
		Loss. Per cent.	Gain. Per cent.
Germany.....	1,793,815	25.7	....
Austria Hungary..	1,000,800	17.9	....
France.....	818,590	26.1	....
Belgium.....	198,000	39.1	....
Holland.....	97,700	51.8	....
Russia.....	1,184,240	....	10
Sweden.....	73,098	42.6	....
Denmark.....	38,500	37	....
Total.....	5,174,743	....	....

These figures will be probably increased 230,000 or 250,000 tons by reports from a few less important countries. The sugar in the beets turned out better than was expected; nevertheless, the total decrease in production from last year is striking.

AMUSEMENT STAMPS IN WINDSOR.

THE Windsor, Ont., branch of the Retail Merchants' Association of Canada, held their regular monthly meeting in their rooms, 16 Opera Block, on January 15. There was a large attendance, every line of business in the "Frontier City" being represented.

The principal topic of discussion was the failure of the efforts of the Association to have the by-law regarding the use of trading stamps enforced. The by-law, which is a verbatim copy of the Toronto by-law, was passed by the city council in June last, at which time The Dominion Trading Stamp Company was doing a rushing business in Windsor. Although the by-law did not come into force until three months after the date of its passage, the above-named company pulled

stakes and was out of the city within a week.

Soon after The Trading Stamp Company quit here, a concern, which flourishes in Detroit, called The Amusement Stamp Company, introduced their business in Windsor. This scheme is worked on precisely the same lines as the trading stamps, with the addition of the privilege of buying ferryboat tickets and admission to the theatres and cheap shows in Detroit with the stamps.

A firm of grocers were induced to handle these stamps and resigned from membership in the Association for that purpose. War has been waged for the last three months against this firm, but through the apathy and opposition of the police department, the Association, up till now, have been unable to have the by-law enforced against this firm. It came out at the meeting that the city solicitor had given an opinion that the by-law was defective and would not reach the firm, they having resorted to a subterfuge in the shape of a stamped announcement on the books containing the stamps that they would redeem them in cash at their store.

Some of the members at the meeting wanted to let the matter drop, but Secretary Davis, of the Windsor branch, who is 2nd vice-president of the Association, said "No. I am a Briton and consequently a fighter, and this thing is going to be fought out if it takes all summer," and so the merry war goes on.

The committee appointed at the December meeting to arrange for the annual At-Home, asked for further time to report, which was granted.

Hon. President Geo. H. Nairn, president of the Grocers' Section, called for a short session of the grocers after the adjournment of the general meeting, which was held, and some important business transacted.

The plumbers and hardware dealers expect to have a section formed during the present month, and the druggists will likely follow in the near future.

BARGAIN IN ~~FRUIT~~

**PEACHES, EVAPORATED APPLES,
"CALA" DRIED FRUIT.**

Get Prices in Canned Vegetables and Tapioca.

Don't forget our Nutmeg Prices.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

GREAT SCOTT!—\$8,000 and not the value of a pin for it.

SPRING IS COMING—WE SING OF BROOMS.

Union Made Brooms,	to sell at 15c.	} All first-class, hand-made Brooms. Made on our own premises at Hamilton.
" "	to sell at 20c.	
" "	to sell at 25c.	
" "	to sell at 30c.	

Send for a sample lot—You will be pleased—Your customers will be pleased—We prepay freight on 6 doz. lots.

LUMSDEN BROS.

HAMILTON and TORONTO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—
JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—
JERSEY CREAM.

**Stop Looking for Trouble
and Happiness will get after you**

Every Grocer should teach his customers to anticipate pleasure. Here are a few directions—if followed closely life's cares will become comforts.

In the Morning— A Cup of Mecca Coffee (the finest the world produces), will put anyone in good humor.

At Noon— A Cup of Bendsorp's Cocoa (none better), will be found beneficial and strengthening.

At Night— A Cup of Ram Lal's Tea (the finest grown), will be found delicious and enjoyable.

Something pleasant to look forward to three times a day. Get your customers interested and be sure you have the goods in stock.

JAMES TURNER & CO., Wholesale Grocers, Hamilton, Ont.

DO YOU KNOW

THAT JEM JARS will advance in price February 1st? In order to get them at lowest price you should order **now**. Our prices are the lowest.

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COM PROMISES.

A MEETING of the creditors of Joseph W. Jones, cheese and butter-maker, Frankville, Ont., has been held.

Wm. Bell, grocer, Sault Ste. Marie, is asking for an extension.

Parker & Co., general merchants, of Hawkesbury, have assigned to A. Hagar.

J. A. Cloutier, grocer, Ottawa, has assigned; a meeting of creditors will be held.

A meeting of the creditors of W. H. Millar, grocer, Woodstock, Ont., was held on January 29.

A. Jasmin, grocer, Montreal, has assigned to Alex. Desmarteau; the assets have been sold.

A meeting of the creditors of W. H. M. Williams, grocer, Woodstock, Ont., was held on January 29.

J. U. St. Armand, general merchant, of St. Genevieve de Batiscan, Que., has assigned to P. P. Martin.

N. D. MacLeod, grocer, of Ottawa, has assigned; a meeting of the creditors will be held on January 22.

Telesphore Pelletier, general merchant, Cape Chatte, Que., is offering to compromise at 15c. on the dollar.

A meeting of the creditors of C. G. Folkes, general merchant, of Shanotick, Ont., will be held on January 22.

James A. Graham, butcher, Hamilton, has assigned to C. S. Hillman; a meet-

ing of creditors will be held on January 22.

A meeting of the creditors of Oscar Prieur, tailor and grocer, of Coteau Landing, Que., will be held on January 23.

James Ward, grocer and liquor merchant, London, Ont., has assigned to Alfred Robinson; a meeting of creditors will be held on January 22.

The Algoma Supply Company, general merchants, Sault Ste. Marie, has assigned to D. E. Millar; a meeting of creditors will be held on January 22.

PARTNERSHIPS FORMED AND DISSOLVED.

Robb & Livingstone, butchers, of Portage la Prairie, have dissolved partnership.

Legault & Legault, butchers, of Montreal, have assigned.

Johnson & Besette, general merchants, Village Richelieu, Que., have dissolved partnership; a new partnership has been registered.

SALES MADE AND PENDING.

George Rennie, grocer, of Montreal, has sold out.

C. W. Donovan & Co., liquor merchants, Ottawa, have sold out.

O. Lacroix, grocer, Quebec, is advertising his business for sale.

D. W. Flack, general merchant, Swan Lake, N.W.T., has sold out.

Stephen Smith, general merchant, of Maryland, Que., has sold out.

H. Noller, fruit merchant, Newmarket, Ont., is advertising his business for sale.

The assets of Bedingfield & McCusker, wholesale grocers, Ottawa, have been sold.

An offer has been received for the assets of The Pure Crystal Confection Co., of Ottawa.

The stock of Willey Sylvestre, grocer, St. Cuthbert, Que., is to be sold by bailiff's sale.

Herman Goski, general merchant, Coppercliff, Ont., has sold out to John R. McKinnon.

The stock of J. A. Beaudette, grocer, Quebec, has been sold at 7½c. on the dollar to C. H. Fletcher.

G. Grondin, general merchant and hotel-keeper, of Notre Dame du Portage, Que., advertises his hotel for sale.

A bailiff's sale of the stock of John McBride, baker and confectioner, of Toronto, is advertised for January 21.

NEW FIRMS AND CHANGES.

A. & L. Strachan, of Montreal, have registered as bakers.

The Ocean Blend Tea Company, Limited, Toronto, has obtained a charter.

C. D. Fontaine & Co., St. Cyrille de Wendover, have registered as general merchants.

G. E. Hodgins, general merchant, of Shawville, Que., is opening a branch at Maryland.

M. J. Lavigne, grocer and shoe merchant, Hull, Que., has disposed of his branch store.



Cheese.



Cheese.

We have a large stock of finest

COLORED, WHITE, FLATS, TWINS, and STILTONS.

The quality and prices are right. --- Quotations on application.

A. F. MacLAREN IMPERIAL CHEESE GO., Limited, TORONTO

A CLEAN SWEEP.

We are offering special values in BROOMS for a week or two. You can buy the very best makes from us cheaper than anywhere else. : : :

As an extra inducement we will pay all freight charges on orders for six-dozen lots. Lay in a few for house-cleaning time. You won't get a better opportunity.

ASK OUR TRAVELLERS OR DROP US A POST CARD.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers. TORONTO.

Merritt Bros. Co., Limited, wholesale grocers, St. John, N.B., are applying for incorporation.

Hamelin Bros. & Co., general merchants, of Melita, Man., are applying for incorporation.

The Mooney Biscuit and Candy Company, Limited, Stratford, Ont., has obtained a charter.

Mrs. Alex. Therrien has registered the firm of A. Therrien & Co., liquor merchants, St. Remi, Que.

The G. T. Baird Co., Limited, lumber and general store merchants, of Perth, N.B., are applying for incorporation.

FIRES.

The Delhi Fruit and Vegetable Canning Co., Limited, of Delhi, Ont., were burned out.

J. D. Frier, general merchant, Waterford, N.B., has been burned out; partially insured.

The stock of Leeder & Parsons, general merchants, Quyon, Que., has been slightly damaged by fire; insured.

DEATHS.

J. W. Jones, cheesemaker, Frankhill, Ont., is dead.

J. U. Ireland, general merchant, Gourcock, Ont., is dead.

J. Melven, grocer and provision merchant, Toronto, is dead.

An advance averaging about 2c. per lb. has been made in the price of meat by local retail dealers.

AN APPRECIATION.

W. H. Albrecht, president of the Retail Grocers' Association of Iowa, U. S., has had the following to say in regard to the trade newspapers: "We cannot measure the value that our trade journals have been to us. They are a power in molding our ideas to the proper position that we occupy in the ranks of merchants. They are workers in our interests; they keep us posted on the changes in the markets and tell us of many good things that are of so much value to us. They never fail to champion any effort that we make to further our own interests, and they do it in a fearless manner. Their influence is great and it is the duty of every grocer, no matter how large or small, to subscribe for at least one good trade journal, and make it a point to read the same regularly; and if he does this he will receive benefits and an education in his business that will make him feel proud he has a grocery."

PROMPT SHIPMENT FOR SPRING TRADE.

Boeckh's Toronto brushes and brooms and Cane's Newmarket woodenware, are widely known throughout Canada both by dealer and consumer. Never before have

United Factories been in a better position to fill orders. Prompt shipment can be assured now for the spring trade. When the rush of trade comes on a little later this may be more difficult. Wise dealers, therefore, should consider the question of placing orders early for these ready sellers.

UNAUTHORIZED USE OF NAMES.

EDITOR CANADIAN GROCER.—We are informed that a certain association bearing the name of "Wholesale Grocers' Travelers' Association, of Montreal," is sending out a circular, soliciting subscriptions for a banquet to be held during January.

It appears that our names are used in the heading as being respectively the secretary and treasurer of said association.

We wish to advise the public in general, and the trade and manufacturers in particular, that we have nothing to do with the above organization, we are not members of it and our names have been used without our knowledge or our authority.

You would oblige us very much by publishing this letter in your first issue and believe us, Dear Sir,

Yours truly,

W. E. SULLIVAN,

Representing Laporte, Martin & Cie.

W. F. LECLERC,

Representing The Imperial Oil Co.
Montreal, January 15th, 1903.



The up-to-date grocer—the grocer, who, in looking well after the interests of his customers, looks also after his own—always carries a line of **JAMS, JELLIES and MARMALADE** which his customers appreciate.

UPTON'S are the best goods in this line on the market, and are found, with the up-to-date grocer, always in stock.

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

THE PROVISION TRADE

AND COLD STORAGE NEWS.

WESTERN ONTARIO DAIRYMEN.

THIS week we have to report the 36th convention of the Western Ontario Dairymen's Association, which opened in the Opera House, at Brantford, January 13.

Mayor M. K. Halloran, in cordially welcoming the convention on Tuesday evening, expressed pleasure that this was his first public function since his election. He spoke of the importance of the dairy industry, and reminded the delegates that as that industry had advanced, so, too, had Brantford, which had increased materially in its commerce and manufactures since the dairymen last met there.

D. Derbyshire voiced the gratification of the delegates in meeting in the Telephone City, and thanked the Mayor for his cordial welcome.

A. C. Welland, of Montreal, quoted statistics to show that within 18 years Canada had taken the place of the United States, and now exported 2,200,000 boxes of cheese, while the exports from New York, including some of the Canadian article, only amounted to 204,000 boxes. He regretted that Canada did not hold the same position in regard to butter in the British market.

CHEESE AND SOIL FERTILITY.

Mayor Henry E. Alvord, chief of the dairy division of the United States Department of Agriculture, bore the greetings of the United States Secretary of Agriculture. He suggested that the butter industry was equally as promising as the cheese industry, and pointed out that while butter could be exported without loss to the farm, every pound of cheese exported diminished the fertility of the soil. As a further argument, he quoted that the cheese-eating habit of the English people is rapidly giving way to frozen mutton, which is steadily advancing in popularity. The cheese industry of the United States catered to the home market, the surplus going for export; and he regretted to say the article furnished the home market, at an increased price, was inferior in quality.

The convention was opened by the president, Aaron Wenger, at 1.30 o'clock in the afternoon. Mr. Wenger congratulated the society that at last the Canadian cheese industry supplied 68 per cent. of the total imports of Great Britain, but he suggested that the standard in all production had not yet been attained. He approved the experiment, which appointed an instructor for a small district in Lambton county, and was pleased that the system was to be extended this year.

IMPORTANCE OF QUALITY.

The director's report, read by the president, congratulated all who aided the industry. Success was due, in part, to the climatic conditions, but the great efforts of the makers must also be considered. Facts bore out the case that consumption depends more on the qual-

ity of the goods than on any other conditions. The work of the five instructors in the district was commended. After full and free discussion between the eastern and western dairymen, and Hon. John Dryden, the directors were of the opinion that the system of instruction could be further protected by co-operation with the Ontario Minister of Agriculture.

Local conventions, for the discussion with the patrons of improvements in connection with dairying, were held in the beginning of March, at Waterford, Victoria, Aylmer, Wallaceburg, Arkona, St. Marys, Ripley, Pinkerton, Harriston and Molesworth. The directors urged that these meetings be repeated over a wider field.

Further, the board recommended that the directors for the Association for 1903 make it compulsory for all instructors employed by the Association to attend the special course at the Guelph Dairy School, to insure uniform methods of teaching.

With the object of furthering fancy dairy goods, the directors offered

MORE VALUABLE PRIZES

for the winter dairy exhibition, and were pleased at the number of entries. The entries of butter, especially, were much in excess of last year. Fifty-nine makers had made 94 entries of cheese and 965 entries of butter. In this connection they had to thank Western Ontario cheese buyers for the handsome challenge cup which they presented for cheese exhibitors.

The directors had again made grants to the Industrial and Western Fairs. The directors desired to congratulate the Toronto Industrial Exhibition on their magnificent dairy building. The directors of the Western Fair had been urged to make similar improvements in their dairy department.

Last year the association reverted to the dollar fee, which provided for bound copies of the annual reports, instead of the unbound copies. The dollar fee was not arbitrary, but almost all the members paid for bound copies of the reports.

THE ALKALINE TEST.

A paper was read on the benefits of the alkaline test and other new methods in cheesemaking by A. P. Brown. Mr. Brown described the alkaline test as the most beneficial auxiliary that had been discovered in connection with cheesemaking, and expressed the hope that every cheesemaker would become acquainted with it.

G. G. Publow and G. H. Barr read papers on cheesemaking, and they also urged the advantages of the alkaline test. They regarded uncleanness in the factory and the bad collection of milk as the chief causes of bad cheese.

Professor Harrison, of the Department of Bacteriology at the Agricultural College at Guelph, read a paper on the injurious flavors of cheese. The flinty

flavor, he attributed, as the result of experiments, to the exposure of milk to the fruit yeast, and thought that the contamination occurred whilst the milk was standing in cans and subjected to the influences of the atmosphere, which bore these spores from the trees. The rancid flavor was caused by a bacillus, which he had succeeded in isolating and cultivating, and he pointed out that the growth and spread of the bacillus is prevented by acids. Its presence in cheese was largely attributed to the fact that the acids were washed out of the curd. He, too, spoke of the value of the alkaline test.

The three inspectors reported that a few patrons are still tampering with milk, although severe penalties have been imposed in the effort to stop it.

(To be Continued.)

GREAT BRITAIN'S BEEF SUPPLIES.

By Frank W. Mahin, U.S. Consul at Nottingham.

THE news that the foot-and-mouth disease has broken out in the New England States and that exports of cattle therefrom have been prohibited by our Department of Agriculture, together with the simultaneous action of the English authorities in forbidding imports of cattle from the infected localities, has caused some apprehension touching the beef supply of this country, and led to inquiry into the sources thereof. The results of the inquiry are somewhat unexpected to many people, and are calculated to dissipate the rather widespread impression that the "roast beef of Old England" is supplied by the prairies of our West and the shambles of Chicago.

Previous to 1860, all imports of beef into the United Kingdom were live cattle. Since then, thanks to the refrigerator system, those imports have become mostly dressed beef. Taking each head of cattle as of six cwts.—the usual assumption in this country—the statistics of imports (taking five-year averages) are:

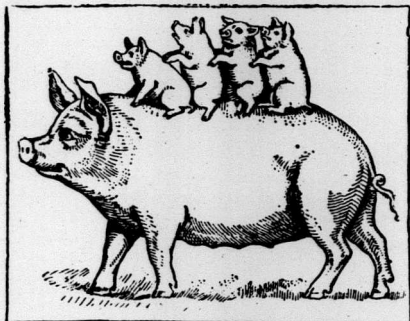
Years.	Annual beef imports.		
	Fresh beef. Cwts.	Live cattle. Cwts.	Total. Cwts.
1861-1865.....	15,772	1,055,075	1,070,847
1866-1870.....	27,289	1,160,683	1,195,563
1871-1875.....	34,421	1,295,940	1,339,361
1876-1880.....	48,223	1,646,570	2,135,793
1881-1885.....	773,460	2,324,632	3,098,159
1886-1890.....	1,108,013	2,628,588	3,735,501
1891-1895.....	2,029,668	2,688,834	4,709,502
1896-1900.....	3,340,386	3,298,008	6,639,294
1901.....	4,508,746	2,973,804	7,482,550

Of the 2,973,804 cwts. which came to Great Britain in 1901 in the form of live cattle, 2,434,318 cwts. were from the United States and 539,486 cwts. from Canada.

No absolutely accurate figures of beef production in the United Kingdom are obtainable, though they are now being prepared; but practically correct statistics show that 19,110,302 cwts. of beef were obtained from domestic cattle slaughtered in this country in 1901. This

LARD that is PURE IS LARD THAT SELLS.

And the progressive grocer will handle nothing else



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

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

From 3-lb. Tins Up.

Write for Price Lists.

Pure Lard

"STAR BRAND" Kettled Lard is the finest Lard that good hogs and first-class equipment can produce. There is no better Lard made and we guarantee every package to contain absolutely pure Lard. If you want "LARD COMPOUND," we can sell you that and as fine goods as any on the market. Packages in stock: Tierces, Barrels, Tubs, Pails and Tins, 3 lb., 5 lb., and 10-lb. Also 1-lb. Cartons in pure Lard only.

F. W. FEARMAN CO.

(Limited)

HAMILTON, ONT.

When you have any

BUTTER OR EGGS

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

Our English Brawn

**Twelve 5-lb. Tins
in a Case.**

**Cooked and Ready
for Slicing.**

Are you selling this line ?

If not, you are losing business.

It is positively a trade-winner and holder.

Do not delay ordering Sample Case.

The Park, Blackwell Co.,

PORK PACKERS,

LIMITED

TORONTO, ONT.

THE PROVISION TRADE

is believed to be below the mark, if anything. The following table results:

Description.	Quantity.	Per cent.
Imported—	Cwts.	
Fresh beef.....	4,508,749	18.3
Live cattle as beef.....	2,973,804	11.1
Total imports.....	7,482,550	29.4
Home produced.....	19,140,302	70.6
Total supply.....	26,622,852	100

Thus it appears that 700 out of every 1,000 lb. of beef consumed in Great Britain are home produced, and that of the remaining 300 lb. 183 lb. come to the British Isles as refrigerated beef and 117 lb. as live cattle.

In the aggregate, these sources of supply are important; but an especially significant consideration is that the live-cattle supply from abroad—wherein alone danger to the home stock lurks—is quite small in comparison not only with the British home production, but also with the oversea supply as a whole. Furthermore, the imports of live cattle can presumably be readily replaced by refrigerated stock, thus obviating all discomfort to the population of the British Isles, if prohibition of live-cattle import were absolute and permanent.

An outbreak of the foot and mouth disease in this country would, it is obvious, be peculiarly disastrous, not only greatly enhancing the price of beef and milk, but causing enormous loss to industrial and commercial interests. Such was the experience during the last epidemic of the disease in Great Britain, which lasted from 1880 to 1881. The prospect of the recurrence of that calamity would cause dismay from the Orkneys to Land's End.

MR. SANDERSON'S NEW VENTURE.

Mr. W. J. Sanderson, who for a number of years carried on a very successful business as a grocer at 230 Wellesley street, Toronto, has sold his business to Mr. A. W. Cooper, to go into partnership with Mr. H. M. Mulholland, in the wholesale fruit and commission business, they having taken over the business of Husband Bros. & Co. Mr. Sanderson's experience in the retail trade should prove valuable to him in his new enterprise, as he will have a good knowledge of what the retailer's requirements are, and therefore will be better able to cater to their wants. Great things should be expected of the firm of Husband Bros. & Co., with two such good business men as Messrs. Mulholland and Sanderson at the head of affairs. They will continue to do business at the old stand, 82 Colborne street, and the firm's name will not be changed.

AGAINST CATTLE EMBARGO.

At a meeting of cattle exporters and representatives of steamship lines in Montreal on Saturday, a strong resolution against the English embargo on Canadian cattle was adopted. Andrew A. Allan presided at the meeting. The resolutions were as follows:

Whereas, at the time the embargo was placed on Canadian Cattle by Great Britain, a definite promise was made by the Imperial authorities, that as soon as it was proved that pleura-pneumonia did not exist in Canadian cattle the restrictions would be removed.

Whereas, since that time (1892), notwithstanding the most strenuous efforts on the part of the British Board of Agriculture to discover the disease and the most careful scrutiny on the part of the Canadian Government, not a single case of pleuro-pneumonia, or other contagious disease, has been found either in the hundreds of thousands of cattle

imported into Great Britain from Canada, or among Canadian herds.

Whereas, the Canadian Government, after having made a most thorough inspection of all the Canadian herds, has submitted indisputable and conclusive evidence that no contagious disease existed or had ever existed.

And whereas, the British Government have been requested to send British experts to Canada to inspect the herds and satisfy themselves that no contagious disease existed;

Be it resolved, that in view of the promise made by the British Government, and of the undeniable proofs submitted to them by the Canadian Government that no pleuro-pneumonia or other contagious disease ever existed or does now exist in the Canadian herds.

That the live stock exporters and members of the shipping interest of Montreal ask that the Canadian Government take immediate action and protest against the alleged reason for continuance of the British regulations, and urgently press upon the British Government the justice of removing the stigma and the regulations placed by them upon the cattle of the Dominion of Canada.

That a copy of this resolution be forwarded to Hon. Sir Wilfrid Laurier, Premier of Canada, and that a deputation be appointed to wait upon the Cabinet in regard to the matter.

A copy of the resolution was also sent to Hon. Sydney Fisher, Minister of Agriculture, and he was afterwards waited upon by a deputation of the cattle exporters and cattle shippers. Mr. Fisher was fully in sympathy with their views, but did not believe that the British Government could be induced to make any change in their policy.

THE PROVISION MARKETS.

TORONTO.

Deliveries were not as free last week. Shippers are asking higher prices for dressed hogs, but buyers are not apt to pay them, as advices indicate that there are a large number now being fed with the intention of being shipped in early spring. Our quotations are as follows: Dressed hogs, \$7.75 to \$8.00 per 100 lb.; beef, hind quarters, \$8.00 to \$9.50; fore quarters, \$5.00 to \$6.00; choice carcasses, \$6.50 to \$7.00; medium, \$6.00 to \$6.50; common, \$5.00 to \$5.50; mutton, \$5.50 to \$7.00; lamb, \$7.50 to \$9.00; veal, \$7.50 to \$9.00.

In provisions the trade has been steady. The market has been somewhat firmer. No large orders have been taken. There appears to be an upward tendency. Our quotations are as follows: Long clear bacon, 10½ to 10¾c.; smoked breakfast bacon, 14 to 15c.; roll, 11½ to 12c.; medium hams, 13 to 13½c.; large hams, 12½c.; shoulder hams, 11 to 11½c., and backs 14½ to 15c.; heavy mess pork, \$21.25 to \$21.50; short cut, \$23.00 to \$23.50; clear mess pork, \$19; lard, in tierces, 10¾ to 11c. per lb.; tubs, 11 to 11¼c., and pails, 11¼ to 11½c.; compounds, 8¾ to 10c.; plate beef, \$15 per 200-lb. bbl.

MONTREAL.

The decline of 50c. per bbl. in American pork was not only regained during the week, but the price went 50c. higher. Jobbing lots of American fat back pork sold at \$26. Apart from this there has been no quotable change in the market for provisions. The market rules firm under a fair demand for all lines. We quote: Heavy Canadian short cut mess pork, \$24.50 to \$25; light Canadian short cut

clear pork, \$23.50 to \$24; Canadian short cut back pork, \$23.50 to \$24; American short cut clear pork, \$24; American fat back pork, \$24.50; hams, 12 to 14c.; bacon, 14 to 15c. per lb.; extra plate beef, \$14.50 to \$15 per bbl.; pure Canadian lard, \$2.27½ to \$2.30 per pail; Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ¾c.; 3-lb. tins, 1c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11¾c. for 20-lb. pails, and 11½c. for 60-lb. tubs, for Quebec and Ontario.

The market for dressed hogs has retained all its strength, and this week higher prices are quoted. Fresh killed abattoir stock sells at \$9, and is firmly held. Jobbing lots of frozen stock are in good demand. They are quoted at \$8.50 per 100 lb., with carlots at \$8.25. This is an advance of 10c.

There is only a fair trade doing, but prices are firm, and choice beef, hind quarters and fore quarters, are ½c. higher. There has been a slight advance in mutton also. Our quotations are: No. 1 beef, hind quarters, 9 to 9¼c. per lb.; fore quarters, 5½c. Lower grades, hind quarters, 7 to 8c.; fore quarters, 4 to 4½c.; veal, 6 to 8c.; lamb, 7 to 8c.; mutton, 5½ to 6c.

WINNIPEG.

BEEF—The present indications are that stocks in the country are light and prices will be higher. At present 6 to 7½c., according to dressing, is quoted.

MUTTON—There is not much demand, and the supply is now entirely from stocks in cold storage. The price is unchanged at 8 to 9c.; lambs, 11½c.

DRESSED HOGS—There have been good deliveries of dressed hogs this week, and the price is now \$7 per cwt.

CURED MEATS—There is a slight decline to note this week. Hams are now quoted at 14c. per lb.; breakfast bacon, 14c.½.; backs, 14c.; shoulders, 10½c.; smoked ong clear, 11½c.; dry salt shoulders, 10c.

LARD—Is without change, and the price is based on \$2.40 for the 20-lb. pail.

PROVISION NOTES.

The Brantford Winter Dairy Exhibition opened at Victoria Hall January 14.

Alfred Dean, of St. John, N.B., is about to start a sausage and canned meat factory at Sydney, Cape Breton.

Colin Mosher, of Merrickville, is engaged in buying pork for The George Matthews Co., of Ottawa.

At the beginning of the year J. L. Denholm was in Vancouver arranging to sell 280 hogs which he had bought at Edmonton.

It is expected that a large pork-packing industry, with abattoir attached, will be established at Toronto Junction at an early date.

J. W. Jones, of Brockville, for many years a prominent cheese manufacturer, died at his home at Frankville on January 15 after a lengthy illness. Mr. Jones was

The most artistic package ever sent to Canada. Sealed in Ceylon. No contamination possible. Black or Green—Pounds and Halves.



QUAKER "CEYLON" TEA

TRY A
SAMPLE ORDER.

J. A. Mathewson
& Co.

MONTREAL

Wholesale Agents
for Canada.

"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.

LARD



Orders can be filled by any of the leading packing houses or jobbers in Canada or direct.

We have had frequent complaints from various parts of Canada that some retailers were removing the imprint from our "**Boar's Head**" brand of **Refined Lard Compound** and selling it as hog lard. Our "**Boar's Head**" brand of **Refined Lard Compound** is superior to any hog lard that ever went over the counter, and we positively will not permit any retailer to offer it in pails unless plainly marked **Fairbank's "Boar's Head"** brand, and if sold as anything else we will prosecute the offender.

Tierces	-	400 lbs.	Pails, tin	-	10 lbs.
Tubs	-	60 lbs.	" "	-	5 lbs.
Pails, wood	-	20 lbs.	" "	-	3 lbs.
" tin	-	20 lbs.			

THE N. K. FAIRBANK COMPANY.

Wellington and Ann Sts., MONTREAL, QUE.

Chicago. New York. St. Louis. New Orleans. San Francisco. Baltimore. Boston. Philadelphia. London, Eng. Hamburg, Ger.

THE CANADIAN GROCER

45 years of age, a progressive dairyman, and a man who took a leading part in the affairs of the county.

The annual meeting of the Winnipeg Grain and Produce Exchange was held on Wednesday afternoon, Jan 14, at the exchange building.

The Dominion Cattle Breeders' Association will meet on January 29; the sheep breeders and the swine breeders on January 30. The board of the Provincial Winter Fair will also meet in the evening of January 30.

Word comes from Littleton, Mass., Nova Scotia, that 17 of a herd of 40 cattle owned by C. V. T. Flagg, of the above named town, were slaughtered by order of the authorities upon the discovery of "symptoms of a reactionary nature."

The Eastern Ontario Live Stock and Poultry Show takes place at Ottawa on February 10 to 13. This is to be the first annual exhibition of this kind, and an important feature will be an auction sale of stock under Provincial auspices on February 11.

The business of the Southampton Cold Storage & Carriage Co. will probably be taken over by a powerful Anglo-American syndicate, comprising the Morgan shipping combine, the London and South Western Railway Company and the American Cold Storage Co.

The Siberian butter industry has increased so rapidly within the last 5 years, that it now promises to rival that of Denmark. In 1898 there were 140 butter factories; in 1902 there were 2,500 factories. Last year the total output of butter was over 90,000,000 lb.

During the first eight month of the current year the "Green Isle" supplied England and Scotland with 492,771 cattle, an increase of 180,099 over the corresponding period of last year; 720,878 sheep, an increase of 136,764; 384,634 pigs, an increase of 38,926, and 17,946 horses, an increase of 597.

Thirty-two cars loaded with cattle arrived from the west at Halifax, January 13, for shipment on the Donaldson Line steamer Tritonia. The shipment, which included two trains of 15 and 17 cars respectively, was stopped at Moncton, where the cattle were watered and fed. This is the first big shipment of cattle from Halifax this season.

A despatch from New Westminster says that C. B. Shaw, a well known stock dealer from the Yukon, was in the city January 8, and went down to Ladner in search of beef cattle, sheep and hogs, to take in as soon as navigation opens in the spring. Mr. Shaw says he may possibly take in a small herd of beef cattle over the trail, as the supply is going to be decidedly short in Dawson before spring.

During the past year Great Britain's importations of butter from the colonies were: Australia, 153,378 cwt.; New Zealand, 146,137 cwt., and Canada, 130,879 cwt. Australasian butter sold for an average of 109s. 6d. per cwt., while Canadian butter only averaged 104s. 10d. The Times points out that Canadian butter loses its value because it is improperly packed, and because it is carried on steamers the temperature of which is much too high.

THE MAKING OF WORCESTER SAUCE.

STRETTON & CO., LIMITED, the famous Worcestershire sauce manufacturers of Worcester, England, who are now making a bid for the Canadian trade, have for a very long time enjoyed a high reputation for the excellence of their products, and the large and daily increasing output is ample evidence of the wide appreciation in which their goods are held.

While it is impossible to give a detailed account of the actual process of the manufacture of the sauces, a brief reference to this important industry may not be without interest to our readers. The factory, which is very conveniently situated, is admirably adapted to the purpose to which it is put. The premises include capacious vaults, beneath the packing warehouses, which afford room for the storing of a large quantity of sauce during the period allowed for maturing.

The first process, and a most important one, is the selection of ingredients. In this respect the greatest care is observed, only the best and purest materials obtainable being used. These are blended after a secret formulae, and with such precision and accuracy that the high quality of the sauce is never lessened. The factory is equipped with all the latest appliances for filling, labelling, and wrapping the bottles, and a large staff of girls is constantly employed on this work. The



actual making of the sauce requires months for completion, after which it is stored in the vaults for maturing.

In order to give the sauce that fine body and delicate flavor, for which it is noted, it is kept in the cellars for not less than two years. The casks are arranged in the order of age, the date of each being recorded, so that no sauce is drawn until it is thoroughly matured. A sufficient quantity is kept on hand at all times to meet the demand. When orders are filled, the bottles are so packed as to insure their reaching their destination in perfect condition, and the consumer may rely on getting an article of the highest quality and excellence.

At the Foods' Exhibition, held in London in 1893, Stretton's Worcestershire Sauce received the only medal and diploma of merit awarded, and it is constantly receiving from all quarters testimonials certifying to its exceptional quality.

The company have agents in nearly all the leading towns throughout the Dominion, and their export trade, which shows a steady increase, forms a very important branch in the industry.

This widespread appreciation is the most convincing of all testimonials, and has been gained through merit alone and without the aid of extravagant advertising, the first aim of the firm being to

maintain the quality of their productions rather than jeopardize their well-earned reputation, for the sake of temporary gain, and their adherence to this principle accounts for the continuous growth of their business.

In conjunction with their high-grade sauces, they have a special cheap line, known as the "Pure." This brand may be had in Worcester, Reading, Yorkshire, and Harvey sauces, and for quality and price cannot be equalled.

Stretton & Co.'s agents in Canada are as follows: S. H. Ewing & Sons, Montreal; John Fisher, manufacturers' agent, Toronto; Mackerrow & Mattice, Ottawa; Clawson & Co., St. John, N.B.; William Tufts & Son, Vancouver, B.C.; H. H. Stimpson, Halifax, N.S.

FOREST CITY GOSSIP.

RETAIL grocers in Western Ontario, have over and over again told your representative here, while out on his travels, that there are very few items in the entire catalogue of groceries, unobtainable in this city, at prices and terms as right as in any city in the Dominion.

* * *

The word "groceries" means a lot; it's the notion of many that it includes provisions, such as hams and bacon, biscuits and bread, domestic and foreign fruits, as well as sugars, teas, currants, Californian and Mediterranean goods, spices, canned goods, and even wooden ware, and anything else usually handled by general stores in every part of Canada. Of the wholesale grocers, whose business is detached from provisions, there are a half-dozen good houses represented on the road by some 35 commercial travellers, who are loyal to the core, proud of the houses at their back, enthusiastic and loud in upholding the growing city to which they belong.

* * *

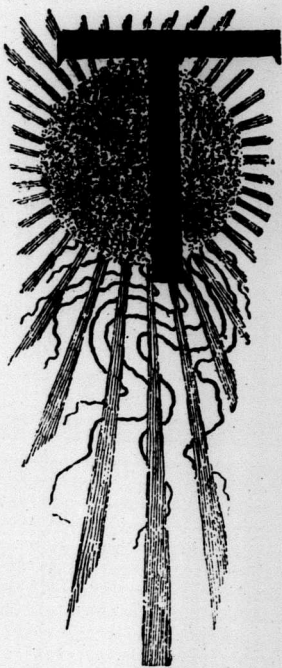
Last year's wholesale trade among the grocers was exceptionally good. The Christmas season was a record-breaker, and losses for the year were quite light, retail grocers having been making very prompt payments; a larger number than usual, are taking their discounts. What a grand thing it undoubtedly would be all around, if every retail man could so get his business into shape, that he could discount every invoice; then, indeed, there would be no fear from one very serious pitfall of the grocery trade—that of lapping accounts.

* * *

Wholesale grocers of the city say there is not very much rush; business, in fact, been somewhat slow; greater a tivity is seldom seen in January. Sugars, teas, and general groceries remain unchanged. Owing to rough weather and irregular trains, few buyers from outside have been in the city during the past week.

Friends of "The Canadian Grocer" in Western Ontario, will be glad to learn that an office of The MacLean Publishing Company has been opened at 365 Richmond street, this city, under the management of W. H. Lindsay, a grocer of 20 years experience. Grocers and general merchants, when in London, can depend on a cordial shake if they call there.

W. H. W.



he Woman!

There's no question about it, **a woman can make or mar your success.** Here and there you will find a woman who does not criticise the cooking of another woman friend—but such cases are rare. And a woman is very quick to ask her women friends for information if there is some little thing that particularly pleases her palate.

You look to the women for your orders—why take chances on quality then? Why, too, be “a penny wise and pound foolish” by recommending substitutes for originals—the imitation for the real? Do not forget the harm that a woman's tongue can do you.

For thirty years the most persistent users of Jonas' Flavoring Extracts have been the best cooks in all Canada. One woman has told another of their great richness, purity and strength, and each woman was a link in the chain that has been forged from the one word “confidence.” Do not forget the woman when you send in your next order for Flavoring Extracts. Be safe and order—

Jonas' Flavoring Extracts.

Henri Jonas & Co, M'rs.,
Montreal.

CYCLONE SYRUP

Same as December 12th, 1902

Bordeaux Shelled Walnuts,	55-lb. cases,	25c.	per lb.
California Choice DRY LIMA BEANS,	80-lb. pockets,	4c.	"
California Seeded Raisins, "CARNATION PINK,"	45—12-oz. packages,	7½c.	per package.
California Three-Crown Loose Muscatels,	50-lb. boxes,	7½c.	per lb.
California Choice Evaporated Apricots:			
"VICTOR,"	50-lb. boxes,	9½c.	"
"RED RIBBON,"	25-lb. "	10c.	"
"GRIFFIN ROYAL,"	25-lb. "	10½c.	"
California Choice Evaporated Peaches:			
"VICTOR,"	50-lb. boxes,	8½c.	"
"RED RIBBON,"	25-lb. "	9c.	"
"GRIFFIN ROYAL,"	25-lb. "	9½c.	"
"PHEASANT" Brand Fancy Evaporated Oregon Italian Prunes:			
	25-lb. boxes, 40/50's,	7½c.	per lb. ; 50/60's, 7c. per lb.
"PHEASANT" Brand Fancy Evaporated Oregon French Prunes:			
	0-lb. boxes, 60/70's,	6¼c.	per lb. ; 90/100's, 4½c. per lb. ; 100/120's, 4½c. per lb.

Hudon, Hebert & Cie,
MONTREAL.

JAPAN TEAS

TO RETAIL AT

25c. GOOD VALUE — **COLORS GREEN CEYLON TEAS**

JAPAN—HYSON—YOUNG HYSON STYLES THAT DRAW EQUAL TO A JAPAN GOSTING YOU 25 CENTS.
OUR STOCK IS COMPLETE. LET US SEND YOU SAMPLES AND QUOTATIONS.

THE EBY, BLAIN CO., LIMITED GROCERS AND TEA IMPORTERS, TORONTO.

WHILE TEAS OF THIS CHARACTER ARE SCARCE, YET WE ARE SHOWING SEVERAL LINES, WHICH AT OUR QUOTATIONS ARE REALLY BELOW MARKET VALUES.

WE CAN OFFER YOU SOMETHING BETTER—BETTER PROFITS—

CHAT

IN Stony Creek, on the 14th instant, the large basket factory, owned by Millen & Piott, was entirely destroyed by fire, with the exception of a small storehouse.

The Traders' Bank has opened a branch at Prescott, Ont.

E. Caseley has taken a position in Mr. White's grocery, Regina.

The Merchants' Bank has opened a branch in Lancaster, Ont.

Norman McLeod, grocer, Bank street, Ottawa, has retired from business.

Miron & Lalonde, general storekeepers, The Brook, Ont., are removing to Hammond.

Oscar Prieur, tailor and grocer, Coteau Landing, Que., has assigned to Chartrand & Turgeon.

J. J. Smeaton, of The Dominion Elevator Co., has shipped 15 cars of wheat to Australia via Seattle.

A new wholesale grocery firm, The Baker-Leeson Co., started business in Vancouver on January 1.

The St. Thomas Journal reports that George Giles, grocer, is recovering from his severe illness with appendicitis.

The Leader, Regina, says that 100 cars of wheat and 100,000 bushels of oats have been shipped this season from Manitoba to Australia.

Arthur S. Ward, grocer, Arnprior, Ont., and Miss Lila Mary Yuill, Calabogie, were united in marriage on Wednesday, the 14th inst.

James C. Jamieson, of The Pure Gold Co., Toronto, left last week for Vancouver, B.C., where he will assume the management of a branch of that company.

The Algoma Supply Co., doing a general store business in Sault Ste. Marie, Ont., have assigned to D. I. Miller, of the "Soo." A number of Toronto firms are interested.

The Great Northern Cannery Company will build a cannery, with a capacity of 10,000 cases, on Observation Inlet; they will commence building in February, to be ready for the season's catch.

The price of Canadian pears has gone up lately in the British markets, but it is not expected that it will remain so when the usual amount of dessert pears from California appear on the market.

Thedford, Ont., is becoming one of the largest celery-producing communities on the continent. The trade of Toronto, Hamilton, London, and many smaller places, are supplied from that district.

The Force Food Co., of Buffalo, N.Y., are thinking of establishing a branch factory in St. Catharines. They expect a bonus from the city to assist them, and a by-law will be submitted to the people.

The proper packing and grading of Canadian fruit, provided for by Hon. Sidney Fisher's Fruit Marks' Act, together with the improved steamship facilities, is greatly increasing the demand in British markets.

NOVA SCOTIA MARKETS.

Halifax, January 19, 1903.

THE usual after-holiday dullness in the grocery trade has not been so marked this year as in previous ones. Since the new year opened there has been a fairly large volume of business, and wholesalers are more than satisfied with the way in which stocks are moving. The outlook for a heavy spring opening of business remains extremely good. January payments were fairly well met, which indicates that the country generally did a good holiday business.

In the retail business the same conditions prevail. Work is plentiful with the laboring classes, and though they spent generously at the holiday season, they have still money to spend, and the general retail trade has but slightly diminished from that of December. Bills are paid with unusual promptness, and a generally healthy condition of trade is evident.

Breadstuffs are still firm, but with no change in prices from those ruling in December. A good volume of business is being done. The produce market also remains firm, and with but few material changes. Hay is quoted at \$11 for No. 1, and \$10.75 for No. 2. Some Quebec No. 2 has been offered at lower quotations, but very little extra Quebec is coming this way, as there seems to be a better market in New York and Boston. The indications are that hay will rule quite as high this winter as last.

Butter for table use is coming in very slowly; in fact there is not near so much of it made now as in the summer and

autumn months. Prices are firm and advancing. Considerable western butter is being imported. Stocks of cheese are small, and are moving slowly into consumption at about 13c. for the finest grades, while fair cheese is selling somewhat less. The demand for Canadian cheese in England has cut down stocks considerably, and prices are not likely to be less than at present.

Pork and beef are now in good supply, considerable quantities having been imported from Ontario, and also some from P. E. Island, though the quantity from the latter is not so great as usual. The beef lately imported from Ontario is considered by the dealers to be of excellent quality. Turkeys are in small supply, and are quoted at 12 to 14c., according to quality. Dealers state that they are unable to get the usual quantities from Ontario, as the western supply has been lighter this season.

There is no change in the sugar markets. Molasses is firm, and considerable business is being done, with prices for best grades fully up to quotations.

The fish markets are still dull. Fresh fish is in good supply for the local market, and includes also lobsters and smelts. Dry fish are a drug on the market. The wholesalers are not anxious to buy, and only small quantities are changing hands. The southern markets are still dull and unprofitable to shippers.

R. C. H.

SALMON IN PORCELAIN JARS.

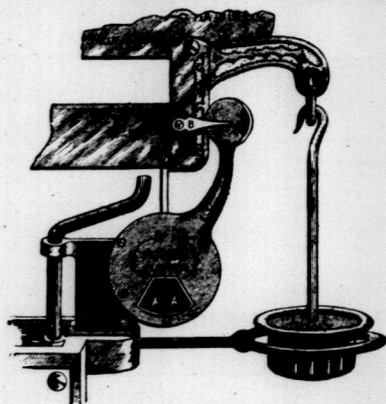
Some time ago THE GROCER had an article on the new method of packing salmon in porcelain jars, which had just been invented. The sanitary value of the process was favorably commented on at that time. Now, the Eby, Blain Co., Limited, Toronto, announce that they are handling salmon in porcelain jars, and are the sole agents for Ontario for these goods.

PERSONAL MENTION.

Mr. McKenzie, wholesale grocer, of Winnipeg, was in Toronto this week, and paid a pleasant visit to some of the local wholesale houses.

Mr. G. F. Galt, of G. F. & J. Galt, Winnipeg, owners of "Blue Ribbon" tea, is now in Europe, and he is expected to arrive in Toronto the first week in February.

THE DANGER SIGNAL



to the engineer of the fast express train is no more conspicuous than this new device, called the "NEAR WEIGHT DETECTOR," is to the trained clerk after a short acquaintance with it. It is used on our

MAJESTIC COMPUTING SCALE, No. 40

our latest production, and is so arranged that it will indicate the approach to the weight at which scale is set, acting as a stop to over weight, and the necessity of taking out some of the goods.

With this device on our Scale there is absolutely no excuse for loss from down weight.

The "NEAR WEIGHT DETECTOR" is only another illustration of our ability to keep a little ahead of date on everything pertaining to the prevention of those little fractional losses which have ruined more grocers than are doing business to-day.

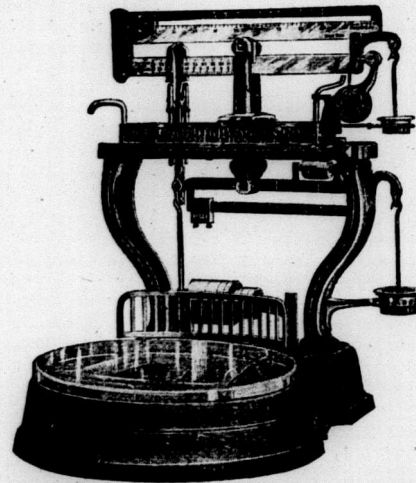
Send for some of our literature, describing this, and our entire line of Computing Scales.

**THE COMPUTING SCALE COMPANY,
OF CANADA, LIMITED**

MANUFACTURERS OF . . .
DAYTON COMPUTING SCALES. MONEYWEIGHT SCALES.

663 Notre Dame St., Montreal, Que.
844 Pender St., Vancouver, B.C.

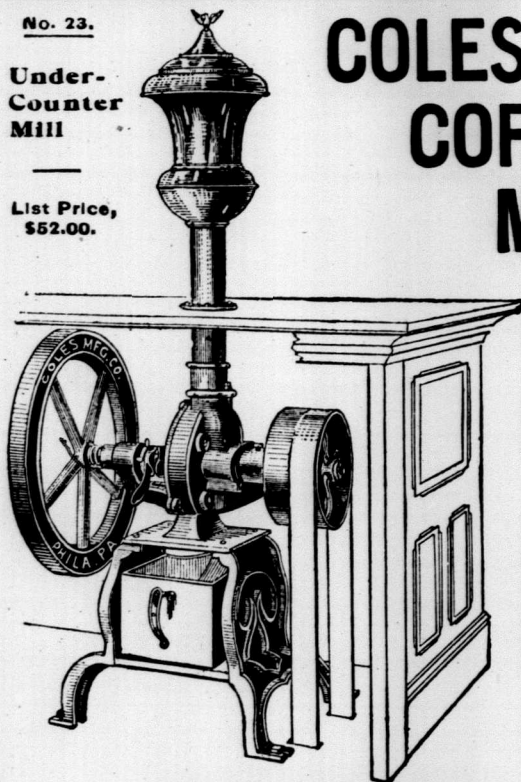
164 KING ST. WEST, TORONTO, ONT.



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.**
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A

A successful grocer said to us the other day:



"Yes, we always keep well stocked with

PATERSON'S CAMP COFFEE ESSENCE

as we find it sells well, gives entire satisfaction and we get a good profit out of it."

ROSE & LAFLAMME,
Agents, Montreal.



Further comment is quite unnecessary.

THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

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TORONTO	- - -	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	- - -	109 Fleet Street, E.C. W. H. Miln.
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WINNIPEG	- - -	Western Canada Block. J. J. Roberts.
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ST. JOHN, N.B.	- - -	No. 3 Market Wharf. J. Hunter White.
NEW YORK	- - -	Room 802 New York Life Bldg. W. T. Robson.

Subscription, Canada and United States, \$2.00.
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OYSTER SCARCITY AND THE REMEDY.

IN his report to the Department of Marine and Fisheries, Mr. Kemp, the Government oyster expert, estimates that the output will not likely exceed 30,000 barrels, as against 42,000 in 1900. He urges that the size limit of oysters be changed from two inches in diameter to three inches, and that private oyster culture be more encouraged.

There is little to induce private persons to take up oyster beds at present on account of the difficulty between the Dominion and Provincial Governments in regard to jurisdiction in the matter.

While agreeing with Mr. Kemp in some of his views, well-informed dealers are not sanguine about the size limit suggestions he makes. This was tried before in Canada and was a failure, for the reason that the first step to bring about good results is to inaugurate private oyster culture. This must be done before any size limit can be increased.

At present the fishermen take all they can get and sell to shippers, who pick out the largest oysters and sell the remainder

EDITORIAL

The
Canadian Grocer

as a second grade. When the private oyster beds are in existence, the owner picks out the smaller oysters and throws them back, knowing that, in a year or so, they will be all the more valuable to him.

The opinion of one wholesale oyster dealer, who at one time was a private producer, is, that the Government should survey all the oyster-growing districts, sell them in 10 or 15-acre lots, and let the owners take care of them, each with a view to his own welfare. As it would be to the advantage of each owner to place on the market the best-sized oysters, he would take care to allow the smaller time to grow. Sometimes only one year would make a big difference.

Dealers do not speak in very flattering terms of Mr. Kemp's abilities as an "oyster expert." The Government first tried to get his father, who is well known in the oyster business, to take the position, and, failing in this, they gave it to his son, the present inspector.

SUPPLANTING EUROPEAN PRUNES.

An importer notices that the growing demand and export business in Californian raisins and prunes may have a material effect on this market. While having nothing to say against the excellence and high quality of French and Bosnia prunes as compared with Californian prunes, he yet stated his belief that, on account of the superior way in which they are boxed, they would in time take the place of the European fruit to a great extent in both Canada and the United States.

Last year, on account of the short crop in France, a good quantity was exported to that country from California, where they were received with favor, and, according to our informant, obtained a foothold there which they will not easily lose.

The Californian fruit is certainly put up in much better style than the other, and this goes a long way with those who have to display them to good advantage in their stores in order to sell them. And, in spite of this, they do not cost more.

When there is a miss in advertising it is usually the fault of the marksman.

TO ADVANCE BREAD PRICES.

THE French bakers of Montreal will advance the price of bread about 2c. per loaf, the advance to take place February 1, or, perhaps, before that. This decision was arrived at on Saturday evening last at a meeting of the French Master Bakers, although the vote was by no means unanimous.

As in many other lines of business the advance of fuel prices has had a serious effect on the baking business. In addition to this flour has advanced, and the bakers' former margin of profit has come down materially. The stricter by-laws of the city in regard to the making, sale and delivery of bread have also in some cases added to the cost.

The advance in price is likely to be extended to all lines produced in a bakery. Lard and eggs, used so largely in cakes, have gone up in price, and other necessary ingredients have advanced so that the baker's products must command a higher price if he is to get along.

The English bakers of Montreal have not, as yet, taken any steps in the matter, nor does it seem probable at present that they will consent to ask for higher prices also.

BANK BRANCH WANTED.

"THE CANADIAN GROCER would do a good turn to many business men," said a wide-awake traveller the other day, "if it would suggest to some of those new banks the advisability of establishing a branch bank at Cardinal, Ont. The chartered bank nearest to that town is at Prescott, 12 miles away to the west. The nearest on the east is Morrisburg, 15 miles distant, though there is a private bank at Iroquois. On the north there is none nearer than Kemptville, too far away to be considered. You can readily see that as Cardinal is a progressive village, as The Edwardsburg Starch Co. has a large pay-roll, and as there is an excellent farming country about the place, that there is abundant room for a branch bank there."

A study of these conditions will readily convince one that there is much truth in the arguments advanced by the "Knight of the Grip." In any case the matter is worthy of the attention of some of our progressive financial institutions.

BUSINESS MEN IN UNIVERSITY AFFAIRS.

- | | |
|-------------------------------------|---|
| M'GILL UNIVERSITY. | TORONTO UNIVERSITY. |
| Lord Strathcona and Mount Royal | Sir W. R. Meredith. |
| John Molson. | The Minister of Education. |
| Sir W. C. Macdonald, Knt. | Hon. Chas. Moss. |
| George Hague. | James Loudon, M.A. |
| Ed. B. Greenshields, B.A. | Maurice Hutton, M.A. |
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| | J. Mills, M.A. |
| | J. B. Willmott, D.D.S., M.D.S. |
| | W. H. Ellis, M.A., M.B. |
| | F. H. Torrington, Mus. Doc. |
| | C. S. Heebner, Phn. B. |
| | A. Smith, F.R.C.V.S. |
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| | J. Henderson, M.A. |
| | H. I. Strange, B.A. |

THERE is a storm gathering in Ontario, chiefly among business men, over Provincial University affairs. It is growing slowly, but it is coming.

The Province has contributed liberally to the financial support of the apex of its much-vaunted educational system, and it has sent from every county the young men—no country in the world has ever produced better raw material—to be moulded

into great citizens. Instead, it has turned out indifferent lawyers, doctors and clergymen by the dozen.

The results have been most disappointing; and it is the fault of the system, and the system is due to the inferior administration.

On the other hand, McGill, the leading Quebec university, is doing such good, practical work for the students handed over to her charge that Toronto citizens—some of them identified with Toronto University—are actually sending their sons to Montreal to be trained. Graduates of Toronto University often have difficulty in getting a start in life: recently, every engineering student in McGill University

FOREIGN ORDERS FOR CANNED GOODS.

Editor of THE CANADIAN GROCER:

Thinking the following might interest you we take pleasure in forwarding it. Last season we took a two-page advertisement in THE CANADIAN GROCER, four insertions, for the purpose of bringing "Quaker" Canned Goods before the grocers of the Dominion. This was as far as we expected to reach. Judge of our surprise at already having orders solely on the strength of this "ad." as in each case parties ordering mention having seen the "ad." in THE GROCER from Buenos Ayres, South Africa and England. We also received an order from Jamaica, which we were unable to execute through being sold out of the line inquired for.

BLOOMFIELD PACKING Co.

Bloomfield, Ont., January 17.

had an offer of a place long before he graduated.

Compare the governing bodies of both institutions in the parallel columns above. This is the direct explanation. A similar comparison of the teaching staffs is the indirect, for they are selected by the governors. One is a committee of giants—most of them men with world-wide reputations; great men; men who have accomplished great things. The other has a few men who are undoubtedly leaders in their special fields, but the majority have never made mark enough in anything to be entrusted with a scheme for training the greatest asset Canada has, and there is not one business man in the whole body.

Toronto University is run by clergymen, doctors, lawyers and musicians. The whole aim is to lay out a course to train men for these professions and the country is overrun with them.

Canada has developed in the last few years from a colony to a nation—to be reckoned with in the commercial affairs of the world. We must not only hold a place, but we must aim to lead. We can only lead by thoroughly educating our young men in the most practical way. We are now far behind many other countries in this respect, and it is only by the natural intelligence of our people that we have progressed so far.

While a comparison is made with McGill College, it is not for the purpose of exciting unfriendly rivalry, but to show Ontario, from an example at her doors, what progress is being made. McGill is far in advance of Toronto, but she has still much to do in some respects before she comes into the company of some of the United States and European colleges. But with her great resources and her broad-minded, able Principal she should soon hold her own with any college in the world.

The time will come before long when the interests of Canada will demand an understanding between all our colleges to prevent a certain amount of overlapping and for doing more effective work.

HAVE ATTENDED TO BUSINESS.

SPECULATION is altogether too rife among business men, especially in the cities, throughout Canada to-day. It is, therefore, refreshing to read the following statement from Mr. Wm. Murray, Vancouver, manager of the Canadian Bank of Commerce:

Vancouver to-day possesses an air of solidity it never had before. Men of sound business principles are at the head of the business institutions of the city. The wholesale as well as the retail trade of the city is in exceptionally fine shape. Business men during the past twelve months have been attending strictly to the management of their various enterprises, and leaving outside speculation severely alone, with a result which has been greatly beneficial to them individually, and also to the community. Real estate shows a healthy condition, and while many turnovers have been made within the past eight months, it is most gratifying to note that property purchasers have proved builders, and not much land is moving for the purposes of speculation.

Vancouver is to be congratulated, in the first place that its business men have realized that they will make the best permanent progress by concentrating their energies on their own business enterprises; and in the second place that the land of the city is going into the hands of progressive business men rather than into the grip of those who would hold it for the rise in values due to the improvement of adjacent properties.

THE CANADIAN GROCER

ANNUAL MEETING OF THE WHOLESALE GROCERS' GUILD.

NEVER has there been held such a well-attended and enthusiastic meeting of the Wholesale Grocers' Guild of Canada as that which opened at 10 o'clock on Wednesday morning in the Board of Trade building, Toronto. Representatives from all parts of Canada were present who evinced a warm interest in the welfare of their Association, and who discussed business matters seriously and to good purpose.

H. Laporte, of Montreal, was in the chair, and others present included :

A. I. Teed,	St. Stephen, N.B.
F. B. Schofield,	St. John, N.B.
W. C. Cross,	
J. Scott Chisholm,	Halifax.
H. G. Bauld,	"
M. Dwyer,	"
A. M. Smith,	London.
E. W. Bristol,	Hamilton.
W. Turnbull,	London.
J. F. Smyth,	Windsor.
John I. Davidson,	Toronto.
J. H. Gilmour,	Brockville.
John Marr,	London.
Free Kerrigan,	"
John Turner,	Hamilton.
Richard Turner,	Quebec.
C. A. Langlois,	"
P. E. Dubuc,	"
L. E. Geoffrion,	Montreal.
John Garvey,	London.
T. B. Escott,	"
W. Georgeson,	Winnipeg.
K. McKenzie,	"
Hugh Blain,	Toronto.
J. F. Eby,	"
William Ince, jr.	"
John Sloan,	"
R. J. Carson,	Kingston.
W. G. Craig,	"
H. C. Beckett,	Hamilton.
S. J. Carter,	Montreal.
T. W. Humphrey,	Toronto.
Thomas Kinnear,	"
A. G. Oliver,	Brantford.

DAY SESSIONS.

At the morning session matters affecting the interests of the Guild and of the wholesale grocers of Canada were under discussion, but no business of great moment was put through.

At the afternoon session the officers were elected and an important debate took place on the Insolvency Act. A resolution was passed after considerable discussion and by a large majority urging the Government to bring in legislation to alter the existing laws affecting insolvents so that they may be better suited to the needs of the country.

A deputation of retail grocers from Hamilton and Toronto waited upon the Guild with a proposition whereby a certain minimum profit might be secured on the sale of sugar. The event of which the retailers would agree to handle nothing but the Canadian product. The matter will be further considered, and in the meantime the retail associations throughout the country will be communicated with.

THE BANQUET.

During the evening the Toronto wholesale grocers entertained the visiting delegates at a banquet in the luxurious rooms of the Toronto Club. About forty persons sat down at the dinner. Colonel John I. Davidson, of Toronto, occupied the chair, having Hugh Blain, Esq., as vice-chairman.

After the usual toast to the King, Colonel Davidson in a felicitous speech proposed the health of the president of the Wholesale Grocers' Guild, H. Laporte, Esq. In replying Mr. Laporte expressed his pleasure at the appreciation that had been expressed by the chairman for the work he had done for the Guild. He wished also to convey his thanks to the two vice-presidents, who had so ably assisted him during the year. He urged business men, and especially the wholesale grocers, to enter into politics as much as possible. He believed they could accomplish useful and good work in the civic arena. This advice coming from the chairman of the finance committee in the Montreal Council was well received.

Colonel Davidson next proposed the toast to "The Fathers of the Trade," coupling with it the names of Messrs. Ince, of Toronto, Alexander Turner, of Hamilton, and R. Turner, of Quebec.

Mr. Ince, who was the first president of the Guild, waxed quite reminiscent over the old days in the Association. He detailed the steps taken in its organization and the objects its promoters had in view.

Mr. Turner, of Hamilton, complimented the Guild on its progress since the days of its formation. He explained that he had always taken a deep interest in its welfare and had been present at almost every meeting.

Mr. Turner, of Quebec, disclaimed being one of the old men and maintained that he was still "one of the boys." He contrasted the life led by commercial men 45 years ago with that of to-day, pointing out the numerous disadvantages travellers had to put up with then which were never experienced to-day.

Mr. Craig, of Kingston, at this juncture favored the guests with a Scotch song, which was well received.

Mr. Blain, the vice-chairman, then rose to propose a toast of "Our Guests," extending a hearty welcome to all the delegates present. He expressed the satisfaction of the Toronto members at having the opportunity to entertain so many of their fellow members of the Guild. This

toast was replied to by eight or ten of the delegates from the different cities of the Dominion, all of whom expressed themselves as highly pleased with their entertainment in Toronto.

Mr. Georgeson, of Winnipeg, was in fine fettle and spoke enthusiastically about the present position and prospects of Manitoba. He made a long and interesting speech, dilating on what Manitoba was bound to be in a short time. His remarks were listened to very attentively by those present.

The meeting closed with the hearty singing of "Auld Lang Syne" and "God Save the King."

SUPPLIES FOR SOUTH AFRICA.

A number of tenders for supplies to the Government railways in South Africa have been received at the Department of Trade and Commerce, and, as usual, arrived far too late for Canadian firms to compete, the tenders having been called in December to close on January 8. J. G. Jardine, trade commissioner at Cape Town, has written Sir Percy Girouard asking that the length of the tenders be extended to the 1st of March in order to give Canada a chance to compete; and he thinks that it is likely that Sir Percy will grant the request.

The tenders call for 406,250 hardwood sleepers, 7 to 13 ft. long, and 10 by 5 in. in thickness; 23,000 deals; 50,000 cub. ft. of scantlings; 7,000,000 ft. of ceiling and flooring boards; 9,500 doors; 4,900 windows; 1,750 mantels, and 1,000,000 ft. of moulding.

A HANDSOME SOUVENIR.

THE GROCER begs to acknowledge the receipt of copies of the engravings which Hudon, Hebert & Cie have been sending to their friends throughout the country. These are handsome photographs of the King and Queen in state robes, and they are among the best pictures of their Majesties which have appeared. Some 10,000 copies of these are being sent out, and from all over the country Hudon, Hebert & Cie are receiving the thanks of the recipients. The paper on which they are printed is heavy, and can be placed in a frame. Everyone who has been on the company's list of customers, are being remembered by them in this way. The pictures are mailed in tubes, and carefully protected from rough usage. This is one of the handsomest holiday gifts of the season, and is well in keeping with the statement that Hudon, Hebert & Cie are "one of the most liberally-managed firms in Canada."

PROFITABLE

FACTS

“Doubting misses opportunity,” therefore, the quicker you set about ordering

“SALADA” Natural Ceylon Green

in place of Japans, the quicker you'll enjoy the fruits of a satisfied and profitable trade. That's all we have to say.

Imports of Japan Tea to Canada have declined 5,931,262 lbs. since SALADA Ceylon Green Tea was first introduced.

Save that, we shall be glad to get into correspondence with you. **“SALADA,”** Toronto or Montreal.

American offices at New York, Boston, Chicago, Buffalo, Detroit, Pittsburgh, Washington.

40 Gold Medals

and other awards in sixteen short years! Nearly three per annum! The International Committee of the Paris Exposition made this long list of successes prominent by awarding Lever Brothers Limited

3 Grands Prix and 5 Medals

QUALITY TELLS.

Lever Brothers Limited

TORONTO.

Sunlight Soap, Lifebuoy Soap, “Y.Z.”, Monkey Brand.

1 B.

LILY WHITE GLOSS STARCH



Our New 6-lb. Tin is a Beauty

Add a case to your next 10-box Order.

The Brantford Starch Works,

LIMITED,

Brantford, Ont.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, January 22, 1903.

GROCERIES.

BUSINESS continues at approximately the same level as last week. There are no startling features to report. The sugar situation appears to be weakening. The demand for tea continues brisk. The coffee situation is largely unchanged. In the provision department there has been some cutting in the egg department, but the larger dealers are holding stocks, awaiting higher prices.

CANNED GOODS.

Very little change is to be noted in the canned goods situation. We quote:

Apples, 3s.	0 90	1 00
gallons	2 20	2 25
Asparagus	2 75	3 00
Beets	0 70	0 95
Blackberries, 2s.	1 50	1 70
Blueberries, 2s.	1 00	1 25
Beans, 2s.	0 85	0 85
Corn, 2s.	0 90	1 00
Cherries, red, pitted, 2s.	2 00	2 10
white	2 30	2 50
Peas, 2s.	0 90	1 00
sifted	1 00	1 10
extra sifted	1 25	1 30
Pears, Bartlett's, 2s.	1 25	1 50
3s.	1 75	3 00
Pineapples, 2s.	2 25	2 50
3s.	2 25	2 60
Peaches, 2s.	1 05	1 90
3s.	2 50	2 75
Plums, green gages, 2s.	1 10	1 25
Lombard	1 00	1 10
Danson, blue	1 00	1 00
Pumpkins, 3s.	0 95	0 95
gallon	2 65	2 65
Rhubarb	2 10	2 25
Raspberries, 2s.	1 40	1 65
Strawberries, 2s.	1 50	1 75
Succotash, 2s.	0 90	1 00
Tomatoes, 3s.	1 65	1 65
Lobster, tails	3 25	3 25
1 lb. flats	3 50	3 70
1 lb. flats	1 75	1 80
Mackerel	1 00	1 25
Salmon, sockeye, Fraser	1 50	1 80
Northern	1 40	1 45
Horseshoe	1 50	1 80
Cohoos	1 05	1 15
Chums	0 95	1 00
Sardines, Albert, 1s.	0 14	0 16
Sportsman, 1s.	0 14	0 23
key opener	0 13	0 13
P. & C., 1s.	0 20	0 25
Domestic, 1s.	0 25	0 27
Domestic, 1s.	0 35	0 38
Mustard, 1 size, cases 50 tins, per 100	0 04	0 41
Mustard, 1 size, cases 50 tins, per 100	0 09	0 11
Haddies	8 00	9 00
Kipperd herrings	1 00	1 10
Herrings in tomato sauce	1 00	1 55
Herrings in tomato sauce	1 00	1 70

CANNED MEATS.

Comp. corn beef, 1 lb. cans	1 50	1 65
2 lb.	2 75	3 00
6 lb.	8 25	8 25
14 lb.	19 50	19 50
Mixed callops, 2 lb. can	2 60	2 60
Lunch tongue, 1 lb.	3 00	3 00
2 lb.	7 00	7 00
English brawn, 2 lb.	2 45	2 45
Camp sausage, 1 lb.	2 50	2 50
2 lb.	4 00	4 00
Soups, assorted, 1 lb.	1 50	1 50
2 lb.	2 20	2 20
Soups and Boull, 2 lb.	1 80	1 80
6 lb.	4 50	4 50
Sliced smoked beef, 1 s.	1 60	1 70
1 s.	2 80	2 95

COFFEES.

If anything, the local market is a trifle quieter. Advices from New York state that actual coffee is firmer and slightly higher. Importers not being able to buy in Brazilian markets on a parity with spot prices, have been obliged to replenish their stocks from spot supplies. Holders in Brazil are not disposed to make further concessions. Stylish grocery coffees

are exceedingly scarce, and are quickly picked up whenever offered. We quote:

	Per lb.
Green Rios, No. 7	0 08
No. 6	0 08
No. 5	0 08
No. 4	0 09
No. 3	0 10
Mocha	0 23
Old Government Java	0 22
Santos	0 09
Plantation Ceylon	0 26
Porto Rico	0 22
Gautemala	0 22
Jamaica	0 15
Mara aibo	0 13

RICE AND TAPIOCA.

The local market continues firm. We quote:

	Per lb.	Per lb.
Rice, stand. B.	0 03	0 03
Patna	0 04	0 05
Japan	0 05	0 06
Sago	0 05	0 04
Tapioca	0 03	0 03

SODA.

Bi-carb, stand. d. 112 lb. keg	2 00	2 25
Sal soda, per bbl.	0 80	0 90
per keg	1 00	1 00

SPICES.

The demand continues fairly good for this time of year. There are no changes in prices. We quote:

	Per lb.	Per lb.
Peppers, blk	0 18	0 19
white	0 23	0 27
Ginger	0 22	0 25
Cloves, whole	0 14	0 35
Cream of tartar	0 24	0 30
Allspice	0 13	0 16

CANDIED PEELS.

	Per lb.	Per lb.
Lemon	0 10	0 12
Orange	0 11	0 13
Citron	0 15	0 18

SYRUPS AND MOLASSES.

Syrups and molasses continue to move out with a somewhat greater degree of freedom. Offerings are coming forward more freely. We quote:

Syrups		
Dark	0 30	0 32
Medium	0 35	0 37
Bright	0 45	0 45
Corn syrup, bbl., per lb.	0 03	0 03
1 bbl.	1 40	1 40
3 gal. pails, each	1 10	1 10
2 gal.	1 10	1 10
Honey	0 40	0 40
25 lb. pails	1 10	1 10
38 lb. pails	1 40	1 40
Molasses		
New Orleans, medium	0 25	0 30
open kettle	0 40	0 50
Barbados	0 32	0 32
Porto Rico	0 38	0 42

SUGAR.

Since last week's report the sugar situation has developed a weakness, which has resulted thus far in a decline of 1 3/4c. in quotations for raw sugar. Sales have been made of 96 deg. centrifugal at 3 27 3/4c., duty paid, New York, with sellers continuing offers on this basis, while buyers are holding off with the expectation that prices will be still lower, when the ratification of the Cuban Reciprocity Treaty takes effect. This is looked for almost any moment.

Quotations for raw beet sugars have declined 1/4d. for the week, and are now 8s., f.o.b. Hamburg, for January-February shipment. The opinion seems to be general that the weakness will only be temporary, as the general position is in good shape.

Receipts at the United States four ports for the past week were 19,763 tons, with meltings at the former figure of 31,000 tons. Stocks are thus reduced by

over 11,000 tons and are now 121,023 tons, as compared with 123,180 tons at the same time last year. Of this stock, only 4,385 tons remain in importers' hands unsold.

Grinding in Cuba continues to make progress, and latest advices show that there are 99 estates working, as against 110 at the same time last year, whilst stocks stand at 71,000 tons, as against 51,000 tons a year ago. The feeling on the Island is in favor of higher prices, and planters will only sell small parcels at the present time.

In refined, the situation remains unchanged, both locally and in the United States markets, but latest advices from New York indicate a weakening tendency and a decline in American refined would not be surprising. This would not necessarily affect prices in Canada, which have been almost stationary for some time, in spite of advances in outside markets, and the present laid-down net cost of American granulated would be fully 30c. over the wholesale selling price of Canadian makes. The local demand continues slow at the moment, and there is no disposition to anticipate requirements. We quote:

Paris lumps, in 50 lb. boxes	4 50
in 100 lb.	4 45
Redpath's granulated	3 88
St. Lawrence granulated	3 88
Acadia granulated	3 83
Maple Leaf granulated (Berlin)	3 88
Crystal (Wallaceburg)	3 88
Beaver	3 88
Imperial	3 88
Phoenix	3 78
Cream	3 63
Bright coffee	3 63
Bright yellow	3 58
No. 3 yellow	3 53
No. 2	3 33
No. 1	3 23
Extra ground icing (bbls)	3 23
Powdered (bbls)	3 23

TEAS.

There is an increasing inquiry from jobbers for Indian and Ceylon greens, with considerable buying. The demand is caused by the improvement in prices in Calcutta and Colombo. The London market continues very strong for all blacks. China greens and Japans are scarce. Flavoring Ceylons are difficult to obtain and command high prices in London in comparison with two months ago. Some large orders have been sent to Ceylon for faced green Ceylon teas to take the place of Japans. The latter are so high as to be practically unavailable for sale at 25c. retail. We quote:

Congou half chests, Kaisow, Moning, Paking	0 12	0 61
caddies, Paking, Kaisow	0 19	0 50
Indian Darjeelings	0 35	0 35
Assam Pekoes	0 20	0 40
Pekoe Souchongs	0 19	0 25
Ceylon Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens Gunpowder, cases, extra first	0 42	0 50
half chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
cases, small leaf, firsts	0 35	0 40
half chests, ordinary firsts	0 28	0 38
seconds	0 23	0 23
thirds	0 16	0 18
common	0 15	0 15
Pingsueys Young Hyson, 1/2 chests, firsts	0 28	0 32
seconds	0 18	0 19
half boxes, firsts	0 28	0 32
Japan 1/2 chests, finest May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 20	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	0 20	0 20
Common	0 19	0 19

THE MARKETS

FOREIGN DRIED FRUITS.

CURRENTS.—The market is a little weaker, if anything, but there is no decline in prices. We quote:

Fine Filiatras	Per lb. 0 95	up	Vostizzas	Per lb. 0 97	0 98
Patras	0 95	0 96			

VALENCIA RAISINS.—Prices are quite firm and there have been several inquiries from the east. We quote:

Fine off stalk	Per lb. 0 97	0 98	Selected layers	0 99	0 10
	0 98	0 99			

SULTANA RAISINS.—Prices remain steady at 9 to 13c., with a fair demand.

DATES.—Dates are moving freely at a slightly lower price. We quote:

Hallowees	Per lb. 0 04	0 05	Fards	0 07	0 08
Saus	0 01	0 04			

PRUNES.—There are no changes to be reported in this market. The various lines continue to sell fairly well. We quote:

100-110s	Per lb. 0 04	0 04	60-70s	0 07	0 07
90-100s	0 04	0 05	50-60s	0 08	0 08
80-90s	0 06	0 06	40-50s	0 08	0 10
70-80s	0 06	0 07			

FIGS.—There is little demand for figs just now, with the exception of tapnets. We quote:

Tapnets	Per lb. 0 04	0 04	Elmes	0 10	0 15
Naturals	0 06	0 09	Mats	0 04	0 04

CALIFORNIAN SEEDED RAISINS.—The market is very quiet. We quote:

12 oz. packages	Per lb. 0 08	0 09	1 lb. boxes, in pkg	0 10	0 11
2 crown	0 07		4 crown	0 09	0 10
3 crown	0 08	0 08			

CALIFORNIAN EVAPORATED FRUITS.—We quote:

Apricots	Per lb. 0 08	0 12	Peaches	0 08	0 12
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NUTS.

Advices regarding shelled walnuts show that stocks are almost exhausted in the primary markets. We quote:

Brazil	Per lb. 0 15	0 17
Valencia shelled almonds	0 30	0 35
Tarragona almonds	0 12	0 15
Californian almonds	0 19	0 20
soft shell walnuts	0 19	0 11
Formegetta almonds	0 49	0 52
Jordan shelled almonds	0 09	0 10
Peanuts (roasted)	0 08	0 10
(green)	3 75	0 60
Cocanuts, per sack	0 13	0 14
per doz	0 11	0 12
Greenish walnuts	0 11	0 12
Marbet walnuts	0 11	0 12
Bordeaux walnuts	0 11	0 11
Sicily filberts	0 09	0 19
Naples filberts	0 13	0 15
Peanuts	0 27	0 28
shelled walnuts		

GREEN FRUITS.

The condition of the local market continues practically unchanged. Supplies are plentiful. We quote:

Californian navel oranges, per box	2 75	3 50
Florida oranges	3 00	3 15
Mexicans	2 00	2 25
Jamaicas, in boxes	2 25	2 50
Valencia oranges, per box (according to size)	4 00	4 50
Pineapples, per crate	3 50	4 50
Grape fruit, per box	5 50	6 50
Malaga grapes, per barrel	1 50	2 50
Winter apples	11 00	
Fancy Jersey cranberries, per bid	9 50	
Cape Cod	5 50	
Sweet potatoes, per bid	1 25	1 75
Bananas, per bunch for ordinary	2 25	2 50
large bunches	3 00	3 75
Californian lemons, per case	2 50	3 25
Messina per box	2 50	3 25
Cucumbers, per doz.	2 75	

VEGETABLES.

Business is fairly brisk for this time of the year. Celery is scarce at high prices, and potatoes remain firm. We quote:

Cabbage, per doz.	0 40
Cabbage (red), per doz.	0 50
Celery, Californian	0 35
Carrots, per bag	0 40
Farsnips	0 50
Turnips	0 25
Onions	0 75
Beets	0 50
Lettuce, per doz.	0 35
Mint and parsley, per doz.	0 20
Artichokes, per peck	0 25
Potatoes, per bag	1 40

COUNTRY PRODUCE.

EGGS.—There has been a slight panic on the egg market, and some dealers have been cutting prices. The larger dealers are, however, holding stocks and looking for better times. Receipts of new laid eggs, while small, have shown signs of increasing. The weather has been favorable to a good market. We quote:

New laid	Per doz. 0 20	0 25	Lined	0 15	0 18
Fresh adhered	0 16	0 18	Seconds	0 12	0 13
Cold stored	0 16	0 17	Checks	0 10	0 12

BEANS.—The situation in beans is unchanged and trade continues quiet. We quote:

Handpicked	Per bush. 1 85	2 25	Prime	1 65	2 00
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DRIED AND EVAPORATED APPLES.—There is little or no business being done in these lines. We quote:

Dried apples	Per lb. 0 04	0 04	Evaporated	0 06	0 06
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HONEY.—The condition remains unchanged, with prices stationary. We quote:

Extracted clover, per lb.	0 08	0 08
Comb, per doz.	1 25	1 75
Honey in glass jars, per doz.	1 50	2 00

POTATOES.—The market continues firm with the prices advancing. We quote:

Eastern stock, on track, per bag	1 10	1 12
Best Ontario stock, on track, per bag	1 12	1 15

BUTTER AND CHEESE.

BUTTER.—The market for butter shows little or no improvement. Offerings are quite free, and butter is coming in plentifully. We quote:

Creamery prints	Per lb. 0 22	0 23
Creamery solids (fresh made)	0 22	0 22
Old creamery	0 19	0 21
Dairy rolls, large	0 17	0 18
Prints	0 18	0 19
Tubs, selected	0 16	0 18

CHEESE.—Stocks are very light. The prices remain firm at 13 to 13½c. per lb. The Old Country could take more if it could get it. Dealers have had to refuse some good offers.

FISH.

Conditions remain practically unchanged since last week. There is a fair demand and prices are firm. We quote:

Trout, per lb.	0 07	0 08
Perch	0 04	0 05
Pike	0 13	0 15
British-Columbian salmon, per lb.	0 07	0 07
Whitefish, per lb.	0 15	0 20
Mackerel	0 06	0 08
No 1 Smelts	0 13	0 15
Extra smelts	0 10	0 12
Halibut	0 19	0 25
Blue pike	4 05	4 80
Live lobsters	6 75	7 50
Oysters, in small pails (3 wine gals.)	1 25	0 65
Smoked ciscoes, per basket	0 07	0 08
Digby herring, per bundle	4 50	
Finnan haddies, in 15 lb. boxes	1 80	
Codfish, 25-lb. boxes	0 05	
2 doz. box	0 04	
Quail on toast, per lb., in boxes	0 04	
Boneless cod	4 00	
Kipper herring, per case of 4 doz. tins	3 00	
Labrador herring, in 1/4 lbs.	4 00	
Lake herring	8 00	10
Salt sea salmon, per 100 lb.	2 00	
mackerel, per kit	4 00	
Lake herring, frozen	1 50	2 00
Sea	2 00	2 50
Bloaters, Yarmouth, per 100		

SOLE AGENTS REQUIRED FOR CANADA.
Reciprocity European agencies entertained.
Landor, Shutes & Co., ^{Sauce} Mfrs., London.

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

Agents for Canada:
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D. MASSON & CO., Montreal.
ARTHUR P. TIPPET & CO.
Toronto, St. John, N.B., and Montreal

FRESH FRUIT and FISH....

We are quoting special prices on Fruit and Fish this week. We have to hand a car of Fine Fresh Herrings in bbls. and casks—if in need of anything in above lines drop us a line, or send a trial order.

Satisfaction and Quality Guaranteed.
Consignments Solicited.

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO.
Phones, Main 54, Main 8428.

WANTED.

DRIED APPLES

Highest Prices Paid.

THE W. A. GIBB CO.

7 Market St., HAMILTON.

McWilliam & Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer. Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.
Warehouse Phone Main 8394.

Frozen Sea Herrings

FINE, BRIGHT, LARGE FISH.
EASY TO BUY—EASIER TO SELL.

Try Our Oysters

"LONG ISLAND NATIVES"

@ \$1.50 per Imperial Gallon. The quality tells. Let us send you our Price List.

WHITE & CO.

TORONTO.

THE MARKETS

The Canadian Grocer

Established 1869.
A. GIBB & CO.
 BUTTER, CHEESE, EGGS, HAMS,
 BACON, LARD, JAMS, ETC.

Consignments solicited. Prompt returns.
 83 COLBORNE ST., TORONTO

ORANGES. California Navels.
 126 and 150's. Good brands, bright stock—
 \$3.00 Case.

Jamaicas, 150, 176, 200's, \$2.25 Case. Mexican, 126 and 150's, \$2.25 Case. Valencia, ordinary 420's, \$4.00; ordinary 714's, \$4.50.

LEMONS—Messina 300's, \$3.00; 5-case lots, \$2.75. Malaga Grapes, per keg, \$4.50 and \$5.00.

Consignments of Produce Wanted.
SMITH & CARMICHAEL
 70 COLBORNE ST., TORONTO.

Butter Cheese
 Eggs Poultry

Consignments Solicited.
 Highest Prices. Prompt Returns.

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.

The
DAWSON Commission
 Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
 Colborne Streets, TORONTO

January Staples!

PRUNES,
APRICOTS,
PEACHES,

We have them. The Best only.
 Get Samples and Prices.

CLEMES BROS.,
 TORONTO.

POULTRY.

Poultry is pretty well cleared out of the market. There is a good demand for turkeys, and, in fact, for all kinds of fowl. Turkeys will bring from 13 to 15c. We quote:

Turkeys, per lb.	0 12 0 15
Geese, per lb.	0 08 0 09
Ducks, per pair	0 70 0 90
Chickens, per pair	0 40 0 60

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—There is a fairly good demand for grain; in fact, better than for some weeks. The feature to be noted is an advance in oats from 32 to 35. We quote prices on track, Toronto:

Red wheat, per bushel	0 70 0 72
White wheat	0 70 0 72
Barley	0 40 0 45
Oats	0 35
Peas	0 76
Buckwheat	0 52
Rye, per bushel, (on track, Toronto)	0 50

FLOUR.—The demand continues good, and business is brisk. This condition is directly due to the prevalence of good sleighing in the country districts. The export demand is fairly lively. We quote:

Ontario patents, in bags	3 35 3 65
Hungarian patents	4 10 4 20
Manitoba bakers	3 75 3 90
Straight roller, per bbl	3 40 3 50

BREAKFAST FOODS.—Business in all cereals is pretty well over for this season. Prices remain steady, with a tendency upwards in the bulk of foods. We quote:

Oatmeal, standard and granulated, carlots, on track	4 30
Rolled oats, standard, carlots, per bbl, in bags	4 10
" " " " " " " " " " " "	4 25
" " " " " " " " " " " "	4 35
for broken lots	4 35
Rolled wheat, per 100-lb. bbl.	2 25
Cornmeal	4 00
Split peas	4 75
Pot barley, in bags	4 00
" " " " " " " " " " " "	4 15
in wood	4 15
Swiss food, per case	2 88

HIDES, SKINS AND WOOL.

HIDES.—There is a plentiful supply, and the market continues weak. We quote:

No. 1 green, per lb.	0 07 1/2
" 2 " " "	0 06 1/2
" 1 " steers, per lb.	0 08
" 2 " " "	0 07
Cured, per lb.	0 08 1/2 0 08 3/4

CALF SKINS.—Business continues dull. We quote:

Veal skins, No. 1, 6 to 14 lb. inclusive	0 10
" " " " " " " " " " " "	0 08
" " " " " " " " " " " "	0 09
" " " " " " " " " " " "	0 07
Deacons (dairies), each	0 60 0 70

SHEEPSKINS.—There is still a good demand for these, and the price for better grades has advanced 5c. We quote 80 to 90c.

WOOL.—Fleece wool is pretty well marketed. There is a fair demand for pulled wools and various grades of foreign wools. We quote:

Unwashed wool, per lb.	0 08 0 08 1/2
Fleece wool	0 15
Pulled wools, super, per lb.	0 15 0 16
" " extra	0 19 0 20

TALLOW.—The market continues unchanged. We quote:

Tallow, per lb. (on track, Toronto)	0 05 1/2 0 06
" " " " (out of store)	0 06 1/2 0 06 1/2

SEEDS.

The market for seeds remains quiet. We quote:

Alsike, prepaid aboard at outside points, per bsh.	6 00 7 25
Red clover	6 50 7 00
Timothy	1 60 2 00

Prominent Pittsburg capitalists are the chief factors in a consolidation of the important cigarette factories of Mexico, which, combined, have a daily output of 17,000,000 cigarettes.

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.

St. Arnaud & Clement,

Wholesale Provision Merchants,

BUTTER, CHEESE, EGGS,
 POULTRY and DRESSED HOGS.

10 Place d'Youville, - MONTREAL.

H. J. ASH

WHOLESALE FRUIT and PRODUCE
 COMMISSION MERCHANT.

BANANAS, ORANGES, LEMONS,
 MALAGA GRAPES, NUTS, ETC.

66 Colborne Street, - TORONTO.

WILLARD & CO.

Wholesale Produce and Commission Merchants.

Consignments Solicited of

BUTTER, EGGS, POULTRY

and all kinds of Produce. Prompt returns.

86 Front St. E., - TORONTO.

Winnipeg Brokers.

M. B. STEELE

Wholesale Commission Merchant
 and Broker.

Correspondence and Agencies Solicited.

Stovel Building - WINNIPEG, CANADA
 P.O. Box 731.

E. NICHOLSON

Wholesale

Commission Merchant

and Broker.

Correspondence Solicited from
 Manufacturers and Shippers.

WINNIPEG, MAN.

THE CANADIAN GROCER

RESULTS TELL THE TALE.

JAMES' DOME LEAD

is the best black lead in the world, and consumers who once use it come back again.

W. G. A. LAMBE & CO.

CANADIAN AGENTS.



Goods well advertised are half sold. We give your customers free books of recipes, etc., explaining the use of Dwight's Soda. These books are much sought for by housekeepers and have made

Dwight's "Cow Brand" Soda

most popular. Let us know how many you want, either in French or English.

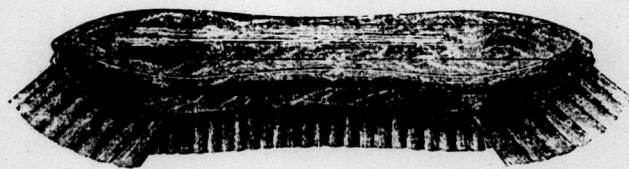
JOHN DWIGHT & CO.

34 Yonge Street,

Toronto, Ont.

BE WISE IN SEASON.

Let us get to work on your Spring Order for



BOECKH'S BRUSHES AND BROOMS.

Now is the time before the great rush is on. We are busy now, but nothing to compare with what it will be a little later on.

OPERATING:
Boeckh's Toronto Factories.
Bryan's London Factories.
Cane's Newmarket Factories.

UNITED FACTORIES,

Head Office: TORONTO.

LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

THE MARKETS

Holland herring, per keg	0 35
No. 1 green codfish, per keg	0 70 0 80
mackerel, per bbl.	5 75 6 00
Boneless cod, 1 and 2 lb. blocks, per lb.	20 00
Loose boneless cod, per lb. in 40 lb. boxes	0 05
Dried codfish, per 100 lb. bundles	4 00 4 50
British Columbia salmon, per bbl.	12 50
Standard bulk oysters, per gal.	1 45
Marshall kippered herring, per doz.	1 45
Canadian kippered, per doz.	0 90
Canadian sardines, per 100	3 50 3 75
Canned oysters, No. 1 size, per doz.	1 30
Canned oysters, No. 2 size, per doz.	2 20
Malpeque shell oysters, per bbl.	6 00 7 50
Tommy cods, per bbl.	1 85
Smelts, No. 1, per lb.	0 07 1 08
Smelts, No. 2, per lb.	0 04 1 04

BUTTER AND CHEESE.

BUTTER. The market is dull and likely to stay so until stocks work off a little. There are no goods going forward for English account, owing to the fact that dealers will not pay the price asked here. Butter is quoted at about 1c. lower than last week. We quote: Finest creamery, 21½ to 22c; dairy, 16 to 18c.

CHEESE.—Cheese is about ¼c. higher this week. Stocks in Montreal are small, and largely in the hands of two men, who are very firm holders, asking more than can be realized at present. The market is quiet, but steady, but not much business is passing. Probably the high price is affecting the consumption in England. We quote: 13 to 13½c. for finest.

COUNTRY PRODUCE.

EGGS.—The market is weak, owing to the large stocks on hand. The demand is light, and there has been quite a drop in the price. We quote:

Selected, per doz.	0 21 0 22
Candled stock, per doz.	0 20 0 21
Montreal lined, in a jobbing way, per doz.	0 18 0 17
Cold storage stock, per doz.	0 15 0 16
Western lined, per doz.	0 16

POULTRY. There has been no change whatever in the market, which is dull, with little demand, as is always the case at this time of the year. We quote:

Choice turkeys, 14 to 15, ordinary	0 08 0 11
Ordinary, 12 to 13, duck	0 10 0 13
Choice chickens, 11 to 12, geese	0 07 0 09

POTATOES.—The market is firm under a good demand. Prices still keep on advancing. Choice stock is selling at 87 to 90c., and ordinary at 80 to 85c. per bag, and jobbing lots at 81 to 81.95.

PEAS.—There is no change to note in the local market, but there is a tendency toward higher prices in the West. This is accounted for by the fact that beans have advanced 10c. in Detroit. The market is quiet here. We quote: \$1.90 to \$1.95 for primes, in small lots, and \$1.85 in carlots.

Primes, in small lots	1 90 1 95
Primes, in carlots	1 85

HONEY.—The market for honey remains quiet, owing to there being such small offerings of buckwheat honey. We quote:

White clover, in comb	0 12 0 13
White strained, in 50 to 70 lb. tins	0 08 0 09
Buckwheat strained, per lb.	0 06 0 07

MAPLE PRODUCTS.—There is very little doing, and no quotable change has occurred. We quote:

Syrups, in large tins	0 70 0 80
Syrups, in small tins	0 50 0 60
Syrups, wood, per lb.	0 05 0 05 1/2
Sugar, per lb.	0 08 1/2 0 10

ASHES. These remain quiet and are steady. We quote:

First pots	4 40 4 45
Seconds	3 75 3 80
Pearls, per 100 lb.	6 25

FLOUR AND GRAIN.

FLOUR. The flour market is very firm. Choice Manitoba and seconds have advanced 15c. There has been a little improvement in the demand, which would indicate that buyers are anticipating still higher prices. We quote:

Choice Manitoba spring patents	4 35
Seconds	4 05
Strong bakers	3 50
Straight rollers	3 60 3 70
Winter wheat patents	3 75 4 00

GRAIN.—There has been no change to note. The market is quiet. We quote:

Rye, east	0 49 1/2 0 50
Peas	0 72 1/2
Corn, new	0 61
Buckwheat, east	0 50 1/2
Barley	0 54
Oats, ex-store	0 35 1/2

FEED.—The demand for mill feed continues good, and the market is fairly active with a firm undertone. We quote:

Manitoba bran, in bags	18 00
shorts	20 00
Ontario bran	17 50 18 00
shorts	19 50 20 00
Meal, as to quality	23 00 28 00

ROLLED OATS.—This market remains quiet, with no change, but prices are expected to advance shortly. We quote:

Rolled oats, in carlots, per bbl.	4 20 4 25
per bag	1 95 2 05
in jobbing lots, per bbl.	4 60
per bag	2 25

BALED HAY.—This market is firm under a very good demand. We quote:

Timothy, No. 1, in carlots, per ton	9 00 10 00
No. 2	8 00 8 75
Clover	6 50 7 00

RAW FURS.

The London sales take place this week, and Canadian prices will probably be regulated accordingly, toward the end of the week or a little later. At present there is no change. Good prices prevail all around on this market and offerings are increasing, including coon skins, which are not so scarce as it was thought they would be. With the increased receipts there is also a noticeable improvement in the quality of the skins offering. A Montreal dealer is said to have paid \$90 recently for the skin of a black fox. We quote:

BEAVER	Labrador and choice Eastern	Large	Medium	Small	Kitts	Full Beaver	Spring Box	
	Territory Rocky Mountains and Western	\$6.00	\$5.00	\$2.75	\$1-1.50	\$2.00 to \$2.50	\$2.25 to \$2.50	
	Strictly Prime, or, No. 1	6.00	4.00	2.00	50-75			
	Partly Prime, or, No. 2	4.00	3.00	2.00	50			
	Uprims, or, No. 3	3.00	2.00	1.75	40			
	Flat, weak, or poor, or, No. 4	2.50	2.00	1.25	25			
		Large	Medium	Small	2	3	4	
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	.50	
	Brown	12.00	7.00	5.00			1.00 to 5.00	
		1	2	3	4			
		.50	.25	.10	.05			
BADGER	Of all sections							
		Dark	Brown	Pale	2	3	4	
FISHER	Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
	Territory and Western	5.00	5.00	3.50	2.00	1.00	.50	
		Large	Small	2	3	4		
FOX	Red North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	75	20		
	Territory and Western	4.00	2.75	1.40	50	20		
		Dark	Fair	Pale	2	3	4	
		10.00	7.00	4.00	2.50	1.50	.50	
	Cross Value principally as to beauty, also size & richness	75.00	50.00	25.00	20.00	9.00	4.50	
	Silver Eastern and far Northern	50.00-60	35.00	20.00	15.00	5.00	2.50	
	Pacific Coast, Territory and Western	Large	Medium	Small	2	3		
LYNX	Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25	
	Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20	
		Dark	Brown	Pale	2	3	4	
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25	
	Territory and Western	3.50	2.25	1.50	1.00	.60	.20	
	Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
		Large	Medium	Small	2	Large	2 Small	
MINK	Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	
	Territory and Western	1.50-2.00	1.50	1.00	.75		.25	
		Spring	Winter	Fall	Kitts			
MUSKRAT	Eastern, best large	10 to 13	8 to 10	2 to 5				
	Territory and Western	5 to 10	.07	2 to 4				
		Large	Small	2	3	4		
OTTER	Labrador and far North-Eastern	\$10-\$14	7.00-10	5.00	2.50	2.00	\$1.00 to \$2.00	
	Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50	
		Large	Small	2	3	4		
RACCOON	Black Value according to darkness, size and beauty	75-125	60-75	33-50	25	15		
		2.25	2.00	1.00	.50	.25		
		Black	Shrt	St	Long	St	White	
SKUNK		75-125	75	40-50	05-15			
		Dark	Brown	Pale	2	3	4	
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM		\$5.00 to \$6.00 per pound.						

MONTREAL NOTES.

No. 1 green cod is higher. Barbados molasses is 1c. higher. Canadian macaroni and vermicelli have advanced about 10 per cent. Patna rice has gone up on the primary market, and an advance is looked for here.

MANITOBA MARKETS.

Winnipeg, January 19, 1903.

THINGS in Winnipeg are moving very quietly but steadily, and the volume of business is decidedly good for the season. There is the usual absence of news which always characterizes an after-holiday period, and jobbing houses and retailers alike are taking stock. In the retail trade a good deal of attention is being devoted to sales of the balance of winter stocks. The weather is seasonable, all classes of labor being well employed, and the situation may, perhaps, best be described by the word "satisfactory."

A noticeable feature of the jobbing trade is the fact that spring stocks are being shipped earlier than usual; in fact, a fair proportion are already underway.

EVAPORATED AND DRIED FRUITS.—A fair demand in all lines. Apples, 7 to 7½c. for evaporated, and 6½c. for dried. Apricots, standards, 9 to 9½c.; choice, 9½ to 10c.; peaches, standards, 8c.; choice, 8½ to 9c.; "Silver" prunes, 8½ to 9c.; black-pitted plums, 8½ to 9c. Raisins, new Valencia, fine off-stalk, \$2.35; layers, \$2.60; Sultanas, 9½c.; Malagas, \$1.70; loose muscatels, 2 crown, 7½ to 7¾c.; 3-crown, 8c.; 4-crown, 8¼ to 8½c. Currants are firm at 5 to 5½c. per lb., and 1c. additional for cleaned. Prune prices are unchanged from last week.

SUGAR.—Granulated, \$4.45; bright yellow, \$3.85; lumps, in barrels, or 100-lb. cases, \$5.

CANNED GOODS.—Tomatoes, \$3.55 to \$3.75, according to pack. The lines being sold at \$3.55 are mostly American goods; corn, \$2.10; peas, \$2 to \$2.10; beans, \$1.75 to \$1.80. In canned fruits there is

BEAVER	Labrador and choice Eastern	Large	Medium	Small	Kitts	Full Beaver	Spring Box	
	Territory Rocky Mountains and Western	\$6.00	\$5.00	\$2.75	\$1-1.50	\$2.00 to \$2.50	\$2.25 to \$2.50	
	Strictly Prime, or, No. 1	6.00	4.00	2.00	50-75			
	Partly Prime, or, No. 2	4.00	3.00	2.00	50			
	Uprims, or, No. 3	3.00	2.00	1.75	40			
	Flat, weak, or poor, or, No. 4	2.50	2.00	1.25	25			
		Large	Medium	Small	2	3	4	
BEAR	Black Choice only	15.00	10.00	7.50	6.00	3.00	.50	
	Brown	12.00	7.00	5.00			1.00 to 5.00	
		1	2	3	4			
		.50	.25	.10	.05			
BADGER	Of all sections							
		Dark	Brown	Pale	2	3	4	
FISHER	Eastern and far North-Eastern	6.50	5.00	5.00	3.00	1.75	.50	
	Territory and Western	5.00	5.00	3.50	2.00	1.00	.50	
		Large	Small	2	3	4		
FOX	Red North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	75	20		
	Territory and Western	4.00	2.75	1.40	50	20		
		Dark	Fair	Pale	2	3	4	
		10.00	7.00	4.00	2.50	1.50	.50	
	Cross Value principally as to beauty, also size & richness	75.00	50.00	25.00	20.00	9.00	4.50	
	Silver Eastern and far Northern	50.00-60	35.00	20.00	15.00	5.00	2.50	
	Pacific Coast, Territory and Western	Large	Medium	Small	2	3		
LYNX	Far North-Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25	
	Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20	
		Dark	Brown	Pale	2	3	4	
MARTEN	British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25	
	Territory and Western	3.50	2.25	1.50	1.00	.60	.20	
	Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25	
		Large	Medium	Small	2	Large	2 Small	
MINK	Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40	
	Territory and Western	1.50-2.00	1.50	1.00	.75		.25	
		Spring	Winter	Fall	Kitts			
MUSKRAT	Eastern, best large	10 to 13	8 to 10	2 to 5				
	Territory and Western	5 to 10	.07	2 to 4				
		Large	Small	2	3	4		
OTTER	Labrador and far North-Eastern	\$10-\$14	7.00-10	5.00	2.50	2.00	\$1.00 to \$2.00	
	Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50	
		Large	Small	2	3	4		
RACCOON	Black Value according to darkness, size and beauty	75-125	60-75	33-50	25	15		
		2.25	2.00	1.00	.50	.25		
		Black	Shrt	St	Long	St	White	
SKUNK		75-125	75	40-50	05-15			
		Dark	Brown	Pale	2	3	4	
WOLVERINE	Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25	
CASTOREUM		\$5.00 to \$6.00 per pound.						

a steady trade, but no change of price has taken place since early in the season.

CEREALS.—A very even demand in all lines. Rolled oats, \$1.75 to \$1.80, for the 80 lb. sack; granulated and standard oatmeal, \$2.40 for 98 lb.; cornmeal, \$1.75 to \$1.80; rolled wheat, \$2.25; wheat



20 lbs., 3 in case.



10 lbs., 6 in case.



5 lbs., 12 in case.



2 lbs., 24 in case.



THE CANADIAN GROCER

"CROWN" BRAND

PERFECTION SYRUP

EDWARDSBURG STARCH CO., LIMITED,

53 Front St. East,
TORONTO.

ESTABLISHED 1858
Works: CARDINAL, ONT.

164 St. James St.,
MONTREAL.

IF advertising in The Grocer never did more than build up and maintain for you the good-will of the trade, and put you and your goods on a familiar footing with probable customers, wouldn't it make your selling problems easier?—wouldn't it be well worth the money?

If properly handled, advertising in The Grocer will do that—as it did for The Upton Co.—and more. However, we are satisfied just now to rest our case on this one point—a very important one, you must admit.

Edwardsburg Starch Co.,

Limited

—Manufacturers of—

Corn, Rice, Wheat and Potato
Starch, Glucose and Corn Syrup.

Works : CARDINAL, ONT.

W. T. BENSON & CO.
Montreal
General Selling Agents.

THE MARKETS

The
Canadian Grocer

granules, \$2; white beans, \$2.35 to \$2.40; split peas, \$2.70; pearl barley, \$3; pot barley, \$2.20.

FLOUR.—Steady domestic trade and a fair amount of export. The base price is still \$2 for Hungarian patent.

POULTRY.—Very little fresh-killed is coming in. Prices quoted are: 9 to 10c. for chickens, dressed; and 9½ to 10c. for geese; and 15c. for turkeys.

DAIRY PRODUCE.—There is very little doing. Receipts of the past three weeks hardly amount to a decent line for one week, and there is no very immediate prospect of improvement. Dairy separator bricks are worth 21c., and fresh tubs and rolls, 14 to 17½c., according to quality. The city creameries quote 26c. for bricks. Their output is very small.

CHEESE.—There has been a slight advance in cheese, and quotations are now 13½ to 14c. All stocks now offering are Ontario.

NEW BRUNSWICK MARKETS.

St. John, N.B., January 19, 1903.

THERE was an interesting meeting of the Board of Trade this week. Matters relating to transcontinental railways were freely discussed. While there was some difference of opinion, it was generally agreed that, at least, we felt the Grand Trunk should not receive a subsidy. The Government having lately withdrawn subsidies from the steamers, making Portland, Maine, their winter port, why should they turn around and give a subsidy to a railway which would, in winter, exclusively use the port to do Canadian business. It was further felt that no subsidies should be given, particularly land, and no franchise should be given, except where Canadian ports were used both in summer and winter. There was further, quite a general opinion favoring the Government building the road. The markets show little change; business, while quiet, shows little improvement.

OIL.—In burning oil the high prices continue and the market is very firm; sales are large, though the largest business for the season is over. In lubricating oils, the sales are still largely confined to future deliveries. Paint oils are firmer and higher figures are expected. Dealers who have bought their spring supply of linseeds are fortunate, as futures are now higher. Turpentine is very strong. Cod oil is firm.

SALT.—There are continued regular receipts of Liverpool coarse salt. The Manchester boats, in particular, bring large quantities. Prices are firm. There is but light business in fine salt. We quote as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1.50 per bag; cheese and butter salt, \$2.25 to \$2.35 per bbl.; 5-lb. bags, \$3.10 per bbl.; 10-lb. bags, \$2.85 per bbl.; 20-lb. wood boxes, 25c. each; 10-lb. wood boxes, 15c. each; cartons, \$1.90 to \$2 per case; English bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—Some Californian canned tomatoes have been received. The sale for tomatoes is small, people not being willing to pay the big prices. Corn and peas are firmly held. Pork and beans are free sellers. String beans have a light sale. In fruits, there is nothing new. Dealers hold quite large stocks of gallon apples bought right. Peaches and other lines sell in fair quantities. Salmon

are in good supply. The market is firm. In meats many dealers are waiting till further packers quote. Some, of course, are placing orders. Sardines, domestic, are not a large stock. In finnan haddies, particularly round tins, the supply is not large. Kippered herring are only a fair stock. Prices in these lines are unchanged.

GREEN FRUITS.—Business is quite active, though the lines offered are not numerous. In oranges, the prices are low. While Valencias have the largest business, Jamaicas are the nicest fruit. It is still early for best Californians. In lemons, there is a good sale. Prices keep very low. Apples are higher. Little first-class stock is offered, except Ontario Northern Spies. American Baldwins are not keeping. There are few Nova-Scotian goods seen, except cheap goods. A few bananas only are seen. Malaga grapes have a fair sale.

DRIED FRUITS.—Business is quiet. Californian prunes have a good sale at low prices, but the market is higher. The small sizes are chiefly sold here. Apricots and peaches are slow sellers. In raisins, seeded have the demand, the prices being firmly held. Fancy have a better sale than ever before. Valencias are dull, with fair stocks. In loose muscatels, the dealers are not cutting prices. While currants are low the market is tending higher. There are little sold except cleaned. Dates are firmer, and should show a further advance. Figs are dull. Evaporated apples are firmer. Onions are dull.

DAIRY PRODUCE.—In eggs, some western stock have been received, and they have had a good sale. Prices show little change, but extra fresh are held at high figures. Butter is rather easier, but for the best stock there is a good demand at full prices. Cheese is rather higher.

SUGAR.—While the outside market is rather higher, the local prices have not changed. There is quite a full stock held. Quite a little foreign granulated has arrived during the past week.

MOLASSES.—There is a steady sale at rather firmer prices. Stocks are not large. Little, except Porto Rico, is offered. New Orleans and other American molasses are not at all seen this season.

FISH.—Fresh fish are still scarce. Some nice pollock were received this week and a few herring. Full prices obtain. In dry cod and pollock, a fair business at even prices is being done. Pickled herring are dull. In smoked, the high prices continue, and dealers cannot get the fish to fill orders. Finnan haddies are scarce. We quote: Haddies, 4½ to 5c.; smoked herring, 11 to 12c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, \$1.70 to \$1.75 per 100 lb.; pickled herring, \$2 to \$2.15 per half-barrel; dry cod, \$3.50 to \$3.65; pickled shad, per half-barrel, \$6.00.

FLOUR, FEED AND MEAL.—In flour, Manitoba grades are firmer. Ontario grades are unchanged since the slightly lower prices were quoted. Feed is still very high. Oats and oatmeal show little change; they have a fair sale. Cornmeal, while a little lower, is still high. Beans are rather firmer. Peas are scarce. Our quotations follow: Manitoba flour, \$1.80 to \$1.90; best Ontario, \$1.20 to \$1.25; medium, \$3.95 to \$4; oatmeal, \$1.50 to \$1.60; cornmeal, \$2.90 to \$3.00; middlings, in small lots, \$26 to \$28; oats, 40c. to 44c.; handpicked beans, \$2.30 to \$2.40; prime, \$2.20 to \$2.30; yellow eye beans, \$2.80 to \$3; split peas, \$5.00 to

\$5.25; barley, \$4.25 to \$4.40; hay, \$9 to \$10.

PROVISIONS.—There is not an active sale for barrelled pork and beef, though, particularly in pork, western prices have been shaded. They are, however, still high. Local prices of lard have not changed though the western figures are somewhat lower. It is generally thought that high figures will rule. Standard Compound is selling freely. Fresh beef is quite plentiful, particularly light domestic stock. The prices are quite firm. Veal is not offered freely, and full figures obtain. Mutton and lamb keep low. In pork, the prices are, at least, no higher, and are well below western prices, delivered here. Poultry keep high. Prices are as follows: Mess pork, \$21.50 to \$23.50; clear pork, \$22 to \$26; plate beef, \$15 to \$16; mess beef, \$12.50 to \$13; domestic beef, 5 to 7c.; Western beef, 8 to 9c.; lamb, 6 to 7c.; mutton, 6c.; veal, 9 to 10c.; pork, 7½ to 8c.; pure lard, tubs, 12c.; pails, 12½c.; compound, tubs, 9½c.; pails, 9½c.; Fairbank's refined, tubs, 10c.; pails, 10½c. per lb.

NOTES

P. S. White & Co. are offering Californian tomatoes.

Cream of tartar is very scarce here and full prices are asked.

Percy B. Evans landed some fancy Singapore pineapples this week.

Rice is rather higher. Prices which have hitherto ruled, have been very low.

Fred Lane, lately travelling for The Sun Oil Co., is now manager of the Halifax office.

John Sealy is finding it very difficult to fill his orders for fresh fish. The catch is very light.

Two cars of "Red Rose" tea were shipped west last week. One to Winnipeg and one to Toronto.

A VISITOR FROM JAPAN.

Mr. H. R. Barnard, of Yokohama, representing the well-known firm of Bernard & Co., Japan tea merchants, has been in Montreal for the past few days calling on the tea trade in connection with next season's business. Mr. Barnard says that the present position of teas in the United States will undoubtedly cause higher prices at the opening of the season, but more reasonable values will be looked for later on. As the quality of the crop is likely to be improved, unless affected by unforeseen weather conditions a material increase in the Japan tea business with Canada in the ensuing season may be expected. The firm of Bernard & Co. is represented by Mr. R. W. Forester, 33 St. Nicholas street, Montreal.

AGENCIES WANTED.

THE undersigned are open to accept agencies for good lines of Commission goods in Manitoba and N.W.T. The Imperial Fruit & Produce Co., Ltd., Winnipeg, Man. (4)

TOMATO

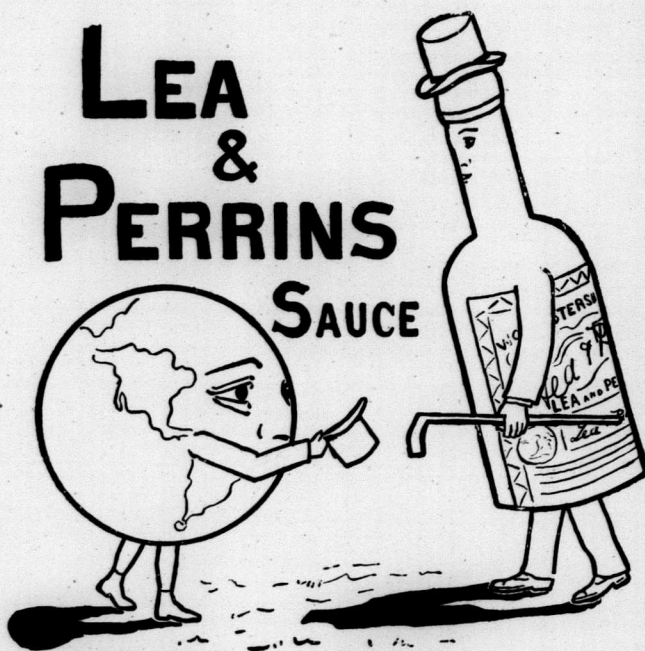
PULP FOR SALE

5 000 gallons in quantities to suit. All Stock.

Address "TOMATO,"
Care of CANADIAN GROCER, Montreal.

TO
THE
TRADE.

**LEA
&
PERRINS
SAUCE**



"All the world knows me"

If your stock of . . .

Lea & Perrins' Sauce

is running low, write us for quotations.

WE HAVE HALF-PINTS AND PINTS IN STOCK.

J. M. Douglas & Co.
MONTREAL.

Canadian Agents and only direct correspondents in Canada with Messrs. LEA & PERRINS.

THE CANADIAN GROCER

THE BEST FLOUR.

CALLA LILY CHOICE MANITOBA PATENT.
GOB EXTRA " " "

Manitoba and Winter Wheat, blended grades, cheaper, but of excellent quality.
LANARKO CHOICE WINTER WHEAT FLOUR.

All kinds of FEED, etc., etc.
We believe we have the choicest grades of flour to offer for the least possible money. Special attention to mixed cars. Write or wire at our expense for quotation.

MODEL ROLLER MILLS, Perth, Ont.

The wrapping paper to use is the paper that saves you money. Our brown and manilla

Wrapping Papers

do this, because they do not tear easily, thus preventing waste. Every order is up to the mark in quality, quantity and weight.

CANADA PAPER CO, Limited
TORONTO and MONTREAL.

BUY

Star Brand

COTTON
CLOTHES
LINES

- AND -

COTTON
TWINE

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

For sale by all Wholesale Dealers
See that you get them.

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s
PURE, HIGH GRADE
Cocoas and Chocolates.



TRADE-MARK.

Breakfast Cocoa.—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Premium No. 1 Chocolate.—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

German Sweet Chocolate.—Good to eat and good to drink; palatable, nutritious, and healthful.

WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

To Your Advantage.

At this season of the year, merchants usually find trade a little on the quiet side, and, in order to keep the ball rolling, we have made some interesting prices on a number of lines which we think will be to your interest to take advantage of while the snaps are being offered. They will not last long. Our travellers will post you. Ask for samples of our Japan Tea at 19c. and Gunpowder in Cads at 18c.

The R. & J. H. Simpson Co.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Telephone No. 275.

Guelph, Ont.

NOW, THIS
GROCER LAUGHS

When he sees a customer enter the door with an oil can.

The reason for his merriment is obvious. His store is equipped with the

BOWSER 3 MEASURE SELF-MEASURING OIL TANK

He simply hangs the can upon the pump and turns the crank. This act measures and delivers the oil into the can without labor or trouble on his part. Neither is there any waste, dirt or slop.

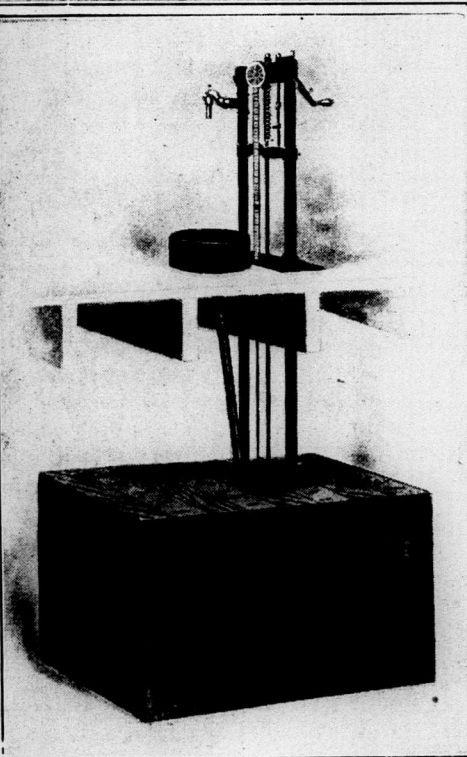
But let him tell his own story.

OFFICE OF
E. A. SCOTT,
CASH GROCER.

Cambridge, O., Aug. 6, 1900.
S. F. BOWSER & CO., Ft. Wayne, Ind.

Dear Sirs.—Please find enclosed herewith check in payment in full of my account. The oil tank is Strictly All Right. I used to feel badly inwardly when I saw an oil can in a customer's hand, but now—it makes me laugh.

Yours truly, E. A. SCOTT.
Is it any wonder that he laughs?



BASEMENT OUTFIT.

BOWSER OIL TANKS ARE A POSITIVE ECONOMY.

They save Oil, Money, Time and Labor. They pump Gallons, Half-Gallons and Quarts at a stroke. They are Neat, Clean, Handy, and enforce Economy, whether you will or no. And will make selling oil such a pleasure that you, too, will laugh when a customer comes in with an oil can.

Let us tell you more . . . S. F. BOWSER & CO., Factory: FORT WAYNE, IND. 65 Front St. E., TORONTO.

COFFEE

We are making a specialty of our celebrated "**CLUB**" BRAND **COFFEE**, and are prepared to fill all orders promptly.

BEWARE OF IMITATIONS.



S. H. EWING & SONS
96 KING ST., MONTREAL.

Toronto Branch, 87 YORK ST.

TELEPHONE MAIN 204.

Telephone Bell Main 65
Merchants 522.

Telephone orders receive prompt attention.

Good judgment is the mother of good luck. If you want to win good luck, handle Blue Ribbon Tea. It is the best and most profitable Tea on the market.

NEWFOUNDLAND PROSPEROUS.

"A WAVE of prosperity is sweeping over the Island of Newfoundland," said Mr. F. J. Hunter, manager of the Bank of Montreal, at St. John's, Nfld., to a Halifax Chronicle reporter on Saturday.

"The business of the Island is in a very healthy condition," he said, "but the price of codfish, the chief staple product of the country, is lower than it has been for many years previous, which, of course, has the effect of curtailing circulation to a very large extent. Prices, also, of this staple in the foreign markets have been extremely depressed, necessitating the holding of fish by the leading exporters for higher prices, both in the markets of the Brazil and the Mediterranean.

THE HERRING FISHERY.

"The herring fishery on the West Coast has been a good one, and it is estimated that American buyers have left \$200,000 in gold with the people along the Coast for these fish.

"The lobster fishery is up to the standard, and the prices are exceptionally good. Cod and seal oils have averaged good prices, as well as seal skins."

Mr. Hunter said the feature of the latter was the export to the United States of these skins, instead of only to Eng-

land, as formerly. Good prices are obtained for these skins, which are used for patent leather, bicycle saddles, etc.

Speaking of the local manufacturing business, Mr. Hunter said they are all doing exceptionally well, and paying handsome dividends. He referred particularly to the manufacturing of boots and shoes, and to the Cordage Company.

THE HAY-BOND TREATY.

Asked as to the feeling regarding the Hay-Bond treaty, Mr. Hunter said: "The feeling of the people of the Island is undoubtedly for the treaty, and the merchants are, without exception, apparently in favor of it. Though the people are in favor of the treaty, they are among the most loyal in the British Empire." He referred to the Newfoundland naval contingent as a splendid body of men, and said that they were now serving under Commodore Montgomerie, on H.M.S. Charybdis, in Venezuelan waters.

"The revenue of the colony during the past year has been the largest on record," said Mr. Hunter. "It is interesting to note that the total value of the imports and exports for the past year had reached the handsome sum of \$17,000,000.

THE LUMBER INDUSTRY.

"The lumber business is growing in importance, and forging ahead by leaps

and bounds. American capitalists, as well as Canadians, seeing the large area of virgin forests, are purchasing lands and developing on every quarter. So far, the leading lumber interests are owned by The Louis Miller Co., Limited, of Crieff, Scotland. This company expects to have an almost immediate output from its various mills of 40,000,000 feet per annum."

Mr. Hunter said the mineral wealth of the colony was very great, and that the mining of iron, pyrites, and copper, was being pushed in all directions. The iron mines at Bell Island and The Cape Copper Company's properties are being extensively developed. Slate mining, he said, is also being largely developed. This slate is of as good quality as can be found in Wales, and in the course of time will be a valuable adjunct to the exports of the Island.

THE REID SYSTEM.

"The Reid Newfoundland Company are gradually perfecting their vast system of enterprises, and by degrees are getting their system into the same unexcelled shape as the C.P.R. The company's very handsome stone passenger station, for the west end of St. John's, is completed, and their large staff will move in next month.

The sealing fleet is being prepared for the fishing in March, and it is expected

THE CANADIAN GROCER

that the usual large catch will be brought in."

Mr. Hunter has been stationed at St. John's for seven years, and he says the people of the Island are of an exceeding kindly disposition, and welcome strangers to their shores, to whom they are in every respect most hospitable. Mr. Hunter is now on his vacation, and this morning he will leave on a trip to the Southern States.

OFFICERS OF NEW YORK MERCHANTS' ASSOCIATION.

A meeting of the board of directors of The Merchants' Association of New York was held on January 16 at the office of the Association to elect officers and organize for the ensuing year. The personnel of the board was somewhat changed at the annual meeting of the members held on the 13th inst. It is now constituted as follows: Wm. F. King, John C. Eames, W. A. Marble, Gustav H. Schwab, D. Le Roy Dresser, Geo. F. Crane, Adolph Openhym, Geo. L. Duval, Geo. Fredk. Victor, Herbert L. Satterlee, Henry R. Towne, Frank Squier, J. Hampden Dougherty, Clarence Whitman, and Clarence W. Seamans.

D. Le Roy Dresser, the president of the Association, tendered his resignation as president, being unable to devote his time to the work of the Association owing to pressure of other business. The following officers were elected for the ensuing year:

- Clarence Whitman, of Clarence Whitman & Co., president.
- Gustav H. Schwab, of the North German Lloyd S.S. Co., first vice-president.
- John C. Eames, of The H. B. Clafin Co., second vice-president.
- W. A. Marble, of the R & G. Corset Co., secretary.
- Geo. L. Duval, of Beeche, Duval & Co., treasurer.

AROMA OF FRENCH COFFEE.

"The delicious flavor which all travellers in France discovered in the coffee of that country is got, it is said, by the addition of a little butter and sugar during the roasting process," says Harper's Bazaar. "To every three pounds of roasting berries a tablespoonful each of butter and powdered sugar is added. These, in melting, spread over the beans in a thin coating, which holds the aroma and contributes a caramel flavor that is delicious and distinctive."

Fancy Canadian turkeys retailed as high as 40 to 42c. per lb. in the London, Eng., market for the Christmas dinner table.

THE C. G. YOUNG CO.
RUBBER STAMPS
 AND SUPPLIES
 No. 1 Adelaide Street East - Toronto

Printing by Mail.

We pay special attention to orders received by mail, giving them prompt and careful treatment.

1,000 Good White Business Envelopes, \$1.00, any printing. Dodgers, \$1.00 per M.; Noteheads, Statements, Billheads, \$1.50 per M.; Letterheads, \$2.00 per M.

WEESE & CO., Jobbers,
 54 Yonge St., TORONTO.



"Sarnia" OIL
 LAMP

Equal to best American Oil.

GROCGERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

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 STRONG POINT IS

Capstan Brand Pure D. S. F. Mustard,

MANUFACTURED FROM CHOICE ENGLISH SEED.

Put up in Tins to retail at 10c.

Ask your grocers for it, or see our travellers.

The Capstan Manufacturing Co.,
 TORONTO, ONTARIO, CANADA.



NEW GOODS
 JUST ARRIVED.

Fancy Cape Cod Cranberries
 Fancy Malaga Grapes
 Fancy Jamaica Oranges
 PRICES RIGHT.

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



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

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

Correspond with

SCOTT, ASHTON & COMPANY, MORRISBURG,
 ONTARIO

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

Window and Interior Displays

Timely Hints
and Suggestions.

WE WANT YOUR ASSISTANCE.

In order to make this department a decided success and to enable us to give the greatest assistance, we want you to send us photographs of any design you have adopted in your windows or interior which you think worthy of notice. These we will publish and criticize. If the design is of special construction, state how it was built, the foundation used, etc.

For some time at least we are prepared, where desired, to pay the necessary expenses incurred by the merchant in the taking of any picture which we think suitable for publication.

By the use of illustrations in this department every merchant will be benefitted, and suggestions and photographs of window dressing or store interiors will be credited to the sender.

Lend us your assistance, and not only yourselves but your brother merchants all over Canada will appreciate your trouble.

TO PHOTOGRAPH THE WINDOW.

Perhaps many of our readers do not know how to photograph a window, and, having tried, have not obtained a picture worth sending. In taking photographs it is well to remember that it is extremely difficult to take a picture by day, as the light being better outside than in the window causes reflections on the glass. Night is the best time. If you must have the picture by day you will probably have to obtain the services of a couple of boys to hold a screen behind the camera in order to shut out the buildings across the street. This is not so difficult as it would appear. The camera will not be more than the width of the sidewalk, or 8 or 10 ft. away from the window and a screen 8 or 10 ft. in height held close behind the camera should obscure the buildings on the opposite side

of the street. This screen can be made of dark bunting or cheap cloth of any kind, fastened to two rods. The early morning just before sunrise is the best time for daylight pictures, as the light is clear and the annoyance of people walking on the street is avoided. Remember that in any case the window must be lighter than the exterior.

In taking pictures by night have your window as well lit as possible, but have the lights themselves concealed from the street. If you have a good lens, a half a minute's exposure may be sufficient, but the length of exposure depends entirely on the light and the quality of lens. The size of the diaphragm also counts, as the

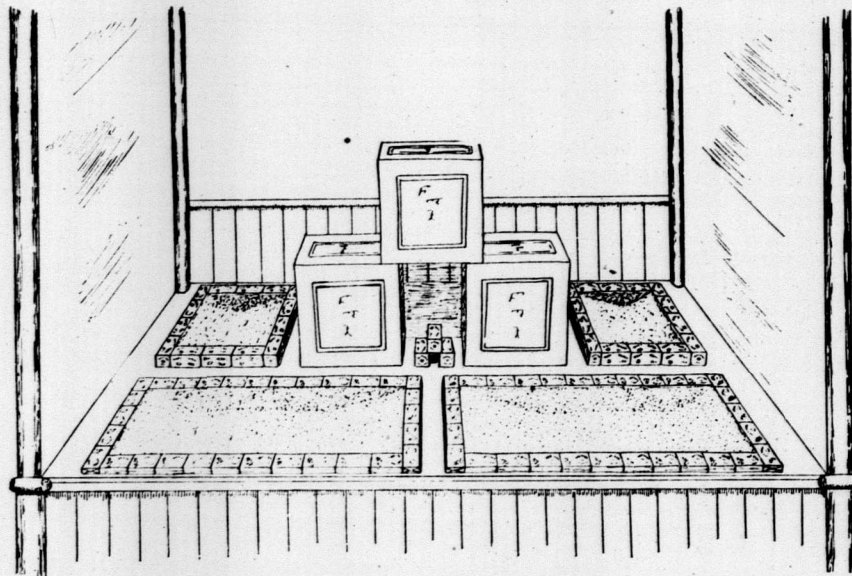
will be given to anyone desiring them. If a merchant is not clear on any point in photographing windows or interiors, we will be pleased to supply him with any information he desires.

With photographs send a short description of the window or interior to assist us in determining how the display was constructed or the effect aimed at.

THIS WEEK'S ILLUSTRATION.

This display is very simple and yet effective. In the front of the window squares are made of raisin packages. Inside the left-hand square bulk raisins are piled, rising in the centre to about 4 in. above the packages. In the right-hand square are currants. In the back the same plan is adopted with tea packages and bulk tea. The centre of the back is taken up with tea chests.

The chief point to be observed in this decoration is that an empty space is left around each square in order to draw attention to each one separately and avoid crowding. Place a paper under the bulk goods to protect them and to facilitate their removal. In this window the floor has a slight incline, but the display is just



Suggestion for a Tea and Dried Fruit Display.

larger it is the more light is admitted and the shorter the exposure necessary, but a smaller diaphragm gives sharpness to the picture. In a photo by night the passing of people between the camera and the window does not interfere with the picture.

In photographing interiors, all that is necessary to remember is that you must not face a window if it can be avoided, as the halation blurs the surrounding space. It is far more satisfactory to use flash lights for this purpose. There are flashes on the market that cost only 25c. for seven, and a failure with them has seldom been seen. Instructions for flash-light pictures

as good on a horizontal flooring.

A GOOD SIGN.

The M. S. Benson Co., Canadian representatives of Rawlings' Royal Tab Water, are making great improvements in their centrally-located premises, 34 Church street, Toronto. While expressing themselves as being highly satisfied with their general output, they are more than pleased with the growing demand for "Brunnen" and "Imperial" ginger ale, these two lines especially showing steadily increasing popularity.

WELFORD BROS.,
LONDON, ONT.

MANUFACTURERS OF
Brooms AND Whisks
ROPE, LEATHER AND WEB **Halters**

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction.

UNION LABEL on all our Brooms.

Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List.**

NONE BETTER THAN THE
Raspberry, Strawberry
and Peach Jam,

MANUFACTURED BY
J. Hungerford Smith Co.,
Limited

15 TO 25 ALICE STREET
12 TO 18 TRINITY SQUARE

TORONTO

Perkins, Ince & Co.

Wholesale
Grocers

FRONT STREET EAST,
Toronto.

No 197

SYRUP PUMP

SELF PRIMING and
MEASURING.

Saves time, money and syrup

WALTER WOODS & CO.
HAMILTON and WINNIPEG.

THE CANADIAN GROCER

Grocers and Confectioners can rely upon the purity and excellence of

COWAN'S Cocoa, Chocolate
and
Famous Blend Coffee.

Cowan's Cake
Icings,

Cowan's Pure
Confections.

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

CHOCOLATE CREAM BARS.

COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited

TORONTO.



Canadian Maple Syrup

We are putting up what we call the "**EMPRESS BRAND**" Maple Syrup, put up in nice, showy, lithographed cans, and every grocer should have some of it. The article is good and pure and will please your customers. Money refunded if not all we claim for it.

Canadian Maple Syrup Co., TORONTO,
Canada.

"ACME"
TABLE SALT

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

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

FISH AND OYSTERS
WHOLESALE.

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

Some
Merchants'
Experience.

Solomon said in his haste: "**ALL MEN ARE LIARS!**" He didn't mean it. He was simply so mad with one man that he included all the rest.



Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it AND STOP RIGHT THERE!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. BUT SHE WILL NEVER SIT DOWN ON A COLD ONE, EITHER.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon PASS Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Want Ads.

In this paper cost 2 cents per word each insertion, payable strictly cash with order. 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. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto

Established 1860.

Geo. Wells & Matthews

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

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

Head Office:

Corporation Buildings, Sussex St.,

Cable address: "Wells" } SYDNEY, N.S.W.
Code: A B C.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

A SLIGHT IMPROVEMENT.

WE have for some time past earnestly urged our grocery friends to devote a little more attention to their tobacco and cigar display, and we are glad to note in several stores some little improvement in this direction. We are fully convinced that a department of this nature, no matter how small, neatly conducted, and with a carefully selected stock would materially help the grocer to regain an important part of his business, which for several years past, he has allowed to drift away through his own negligence.

The trade will recollect that a few years ago a smoker's wants were included in the usual grocery order. Of late, they are, as a rule, purchased from the tobacconist, whose business has been entirely built up by the grocer's neglect of what was formerly a very profitable branch of his business. Our grocery friends across the line make their tobacco department both profitable and ornamental, and as the additional expense is very slight, there is no reason why our own people should not show an equal amount of enterprise.

HITS TOBACCO MEN.

A despatch from Washington says that Secretary of the Treasury Shaw has sent a report to the Ways and Means Committee of the House, recommending the passage of a Bill to forbid the putting of coupons in packages of tobacco, where the purpose was that a given number of coupons could be exchanged with the manufacturer for prizes.

The Tobacco Trust, it is claimed, has been using coupons effectively to injure independent dealers.

ANGLO-AMERICAN TOBACCO TRUST.

The Anglo-American Tobacco Trust will introduce in Germany a system of rebates and premiums to the small dealers. The Trust owns only one factory in Germany, the Jasmatzi, at Dresden, which it has greatly enlarged and filled with new cigarette machinery of American make. It has not accepted so far other factories which were offered by timid proprietors, but has negotiated without success for two or three of the large businesses in Germany.

The leading tobacco manufacturers of Berlin profess indifference as to the invasion of The Anglo-American Tobacco Trust. They do not intend to combine for defence. They say that so long as

they are able to secure their regular supply of Turkish tobacco and provide the public with goods to which it has been accustomed, they do not care how many presents the Trust distributes. One of the Trust's avowed objects is to eventually monopolize the Turkish crops for the purpose of killing competition.

BIG TOBACCO SEIZURE.

The largest Customs seizure of tobacco ever made in Vancouver was gathered in last Saturday on the arrival of the ss. Empress of Japan.

The baggage of the Chinese passengers was carefully searched at the Chinese shed, and tobacco was found in a dozen different places. In all fully half-a-ton of cigars and tobacco were found secreted in baskets and the clothing of the Chinese arrivals.

RETAIL TOBACCO DEALERS A UNIT.

The Chicago branch of the Retail Tobacco Dealers' Association, which was chiefly instrumental in organizing the national body of that name, has signified its willingness to agree to any changes in the constitution of the larger Association which the New York local Association considers desirable. This signifies that the movement will be united throughout the United States.

205,000 LB. OF TOBACCO.

A Hamilton, Ont., paper says: "A parade of The Hendrie Company's big lorries took place yesterday, when The Hendrie Company, Hamilton, began to transfer from railway to warehouse an immense shipment of Havana-grown tobacco to the manufacturing establishment of The George E. Tuckett & Sons Company, Limited. Each of the lorries carried a banner stating that it was the largest shipment of the kind ever imported into Canada. The shipment consisted of 1,543 bales of the popular Vuelta Abajo leaf, weighing slightly more than 93 tons, or about 205,000 lb., and was so great that The Hendrie Company, with a score of lorries, could only handle half

The following Brands manufactured by

The AMERICAN TOBACCO CO.
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:
CUT TOBACCO

OLD OHUM,
SEAL OF NORTH CAROLINA,
OLD GOLD.

CIGARETTES

RICHMOND STRAIGHT OUT,
SWEET CAPORAL,
ATHLETE, DERBY.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

**BOBS is A BIG PLUG FOR
LITTLE MONEY**

Made by

THE EMPIRE TOBACCO CO.,
LIMITED
MONTREAL, QUE.



**You
Will
Smile!**

You will certainly "smile" at the increased sales in your Cigar Department if you stock up with my Cigars. And the smile won't vanish—it *will be a perpetual one!*

To retail for 10 cents, my leader, "The Pharaoh" can't be beaten—to retail for 5 cents, my "Pebble" stands at the head and has for years. Send in to-day for a "trial order"—an assortment of a thousand or more. *The "smile" goes with the order!*

**Payne's
Cigars.**

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

We are now prepared
to ship the trade....

Tonka

Beaver

AND **Apricot**

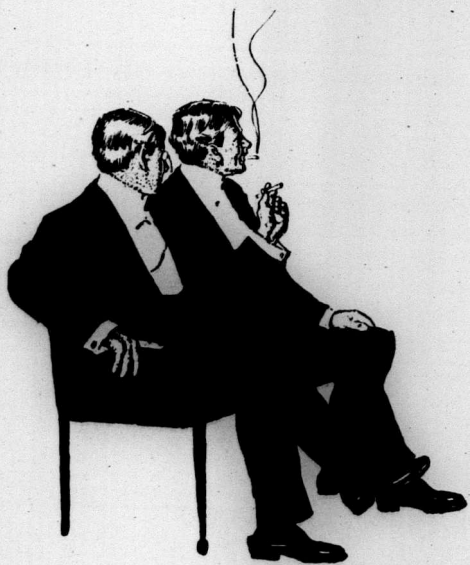
**McAlpin Consumers
Tobacco Company,**

Head Office: TORONTO.

Limited

Factories: Leamington and Toronto.

The finest piece of Smoking Tobacco ever
offered to the Canadian Public:



**T. & B.
Myrtle
Navy
10c. Plug**



Big profit to the retailer.

For sale by all wholesalers.

of it. Just to give a clearer idea of the importance of the shipment, it might be mentioned that its value, laid down at the local railway station, amounts to \$95,000. The duty exacted by the Canadian Government will amount to \$28,700, while the excise officers will reap a harvest of about \$60,000 more, bringing up the total value of the shipment, so far as The Tuckett Company is concerned, to \$183,700. The entire shipment will be employed in the manufacture of 'Margarite' cigars."

CAUSING UNFAVORABLE COMMENT.

A CIRCULAR sent out by a prominent official of the Inland Revenue Department to all the cigar manufacturers in the country is causing a good deal of unfavorable comment in departmental circles, where it is held that the "demand" it conveys is open to serious interpretation. Copies of the circular have been returned to the Department, which, as everybody knows, is the Department of Government with which the cigar and tobacco manufacturers do business. The circular is as follows:

Ottawa, January 1903.—Fifteen years ago I availed myself of my title of assistant accountant of the Inland Revenue Department, to beg from the various cigar and tobacco manufacturers of the Dominion samples of their products in favor of a bazaar held for the benefit of the orphanage of which I was president.

I hope you will not consider it an imposition on my part if after such a long interval I use my title of chief accountant to enlist your sympathy and make a similar demand in favor of a tombola which is to be held in this city for the benefit of our church fund.

My wife will have charge of the tobacco advertising booth, and I would be very grateful to you if, besides the products of your manufacture, you would send some fancy cards or pictures which, while serving to advertise your business, would be used for decorating purposes.

Yours, very respectfully,

F. R. E. CAMPEAU.

BASUTOS AND CIGARS.

The manner in which the natives of South Africa worship "My lady Nicotine" when that virtuous goddess is embodied in an ordinary cigar is something marvelous. We Canadians would stand aghast were we to meet a man enjoying a cigar in the same peculiar manner.

TOBACCOS AND CIGARS

The new mode of smoking, undoubtedly old mode with the dusky Africans, is in direct opposition to our idea of the correct procedure.

It is true, upon proceeding to enjoy an after-dinner weed, they go about it in the conventional way, that is, by biting off the small end and lighting it—but there the similiarity ceases. Immediately a glowing end is produced the cigar is reversed and the burning end placed in the mouth. In this manner the cigar is smoked, it being occasionally removed to knock off the ashes.

Although the natives claim that this is the only way in which to thoroughly enjoy a cigar, we do not feel inclined to adopt their method. We would rather take their word for it and enjoy our smoke at "the other end."

PROBABLE TOBACCO WAR.

Herr Kaphun, president of The German Tobacco Manufacturers' Association, says that the Government is prepared to nationalize the tobacco industry, as is the case in France, for the purpose of thwarting the plans of the Anglo-American trust. The Government has hitherto refused to monopolize the tobacco trade, fearing that such action would result in the ruin of the small tradesmen, but as this now will be probably effected by the trust, the Reichstag will be asked to pass the legislation necessary to make the trade a Government monopoly.

T. A. Corley, the representative of the "Creme de la Creme" Cigar Co., Montreal, is a guest at the Clarendon, Winnipeg.

NOTES OF THE TOBACCO TRADE.

D. J. MONAHAN, a well-known Brantford cigar traveller, died somewhat suddenly at the Campbell House, Arnprior, Ont., on Wednesday of last week. Deceased arrived in town the previous evening, and was apparently quite well when he retired.

B. Cohen, tobacconist, of Toronto, is advertising his business for sale.

The firm of Jobin & Fleury, tobacco and pipe dealers, of Quebec, have dissolved partnership, and the business will now be conducted by J. Napoleon Fleury.

The remains of D. J. Monahan, the Brantford cigar traveller, who died recently at Arnprior, Ont., were removed to Brantford for interment.

T. J. Horrocks, the tobacco jobber, reports largely increased sales of his "T J H" cigar, and we note that this brand is rapidly becoming quite a favorite with the grocers of Toronto and Western Ontario.

George Nicholson, formerly of Hamilton, Ont., has been appointed general Western agent of The Havana Cigar Co., Toronto, and assigned to the territory lying west of North Bay, and extending to the Pacific Coast.

Another smuggling scheme was unearthed in New York a few days ago. On the arrival of the ss. Finland, a donkey-engineman, named Van Sternberger, was found to be wrapped in tobacco, which was cleverly concealed under his clothing. He was liberally swarthed in leaf, done up in bundles about one foot long, seven inches wide and half-an-inch thick. Several similar seizures have been made of late, and all vessels arriving from Antwerp are viewed by the authorities with great suspicion.

The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

Reopened Dec. 1st, 1902, and now ready for business.

Our travelers are out again, and all orders will receive prompt attention.

J. M. FORTIER, Limited,

Manufacturers of
all kinds of

CIGARS, Ranging from \$13.00 to \$125.00 per 1,000.

Cigarettes and Cut Tobaccos.

Special Brands a Specialty.

Office: 1982 Notre Dame St.

Factory: 151 to 161 St. Maurice St.

MONTREAL.

Japan Import Orders a Thing of the Past.

Bad for the Jobber of Japs---but good for
the retailer.

No more big stocks to carry. Buy as it
is wanted, and get the tea that is grown the
year around.

Always fresh--not a year old and flat and stale.

In Bulk or Packets.

EX WAREHOUSE AT
ST. JOHN, TORONTO, or WINNIPEG.

T. H. ESTABROOKS,
Tea Importer and Blender.

THE CANADIAN GROCER

Established 1845

IMITATION IS THE SINCEREST FORM OF FLATTERY.

Established 1845

Why has the name of S. H. & A. S. EWING been closely imitated?
Because of the high standard of merit attained by



1 and 2-lb. Tins.

S. H. & A. S. EWING'S
COFFEE and SPICES

The perfected products of the old reliable firm. You want the best. Why handle inferior goods when you can obtain S. H. & A. S. EWING'S at the same, and very often at better figures?

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



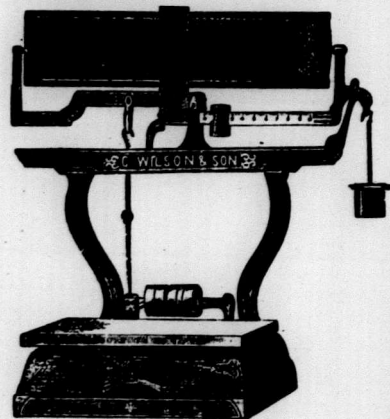
THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated
WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND
IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



Honesty Goes Hand in Hand With Prosperity.

If you are not honest you may prosper for a short time, but your fall will be swift and sure.

If you are honest and find that you do not prosper your case will stand investigation, and in nine cases out of ten the reason the honest grocer does not prosper is because he uses old and infirm scales in his business, and when he thinks he is selling a pound of sugar or rice, or anything else, he really is parting with about a pound and a quarter for the price of a pound.

Are you prospering as you should?

If not, it might be a good thing to look into the scale question. We have a Ball-Bearing Computing Scale which is HONEST. We guarantee this scale and sell it on easy terms.

Wilson's Scales
are
"MADE IN CANADA"

C. WILSON & SON
69 ESPLANADE ST. E. TORONTO

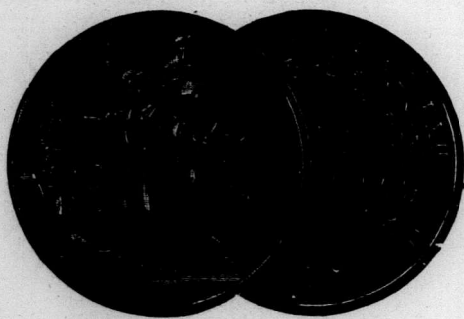
90%

There are six manufacturers of Maple Syrup in Montreal, and we have ninety per cent. of the local trade—**Why?** Place a trial order with your jobber and you will understand the reason. Our goods are trade-winners. Send for price list.

The Grocers' Mfg. & Trading Co., Limited

MONTREAL.

THE CANADIAN GROCER



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

Worcestershire

SAUCE

PURE, DELICIOUS, BEST.

STRETTON'S IMPERIAL RELISH—A splendid selling line.

STRETTON'S MUSHROOM KETCHUP—The best on the market.

CANADIAN AGENTS:

Messrs. S. H. Ewing & Sons, Montreal.

Mr. John Fisher, Manufacturers' Agent, Toronto.

Messrs. Mackerrow & Mattice, Ottawa.

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.**

THE SPASMODIC ADVERTISER.

By J. Troy.

PROBABLY there is no class of business man so trying to the advertising man and publisher as the spasmodic advertiser. He is trying to the advertising man because he is always expecting to get him to do something permanent, and he is trying to the publisher because he does not give his publication a fair trial. You invariably find him an individual who knows it all. He talks learnedly about advertising, he will tell you that he tried several advertisements in such a publication and could trace but very little benefits therefrom. After quizzing him a while you will learn that he placed some half dozen advertisements in the publication referred to and scattered them over a period of three years or more.

He will tell you that his uncle or his father, or some person else, retired from business a quarter of a century ago worth in the neighborhood of \$150,000, and he never spent one dollar in advertising. He appears to forget that things on this mundane sphere have been moving pretty quickly within the past 25 years.

The merchant who was a success in business 25 years ago would be lost in the race for public favor to day, unless he adopted modern methods. The merchant whom he referred to as having accumulated a competence a quarter of a century ago and retired from business without spending a dollar in advertising, would undoubtedly be a back number in this age.

The spasmodic advertiser of to day is a cross, in a business sense, between the merchant of 25 years ago and the up-to-date advertiser of the present. Just so long as he is holding his own in the business world, even if he be only making a fair living, he is satisfied.

You will find that when he has a large stock of goods on hand, with business dull and bank drafts coming due in the near future, he will resort to the use of printer's ink to help him through.

Just so soon as he gets sailing in open water again, and no breakers appearing immediately in front of his business ship, he stops advertising, just when he should inaugurate an intelligent and well planned campaign and forge right ahead. If he be a wholesale merchant and his traveller, when on a business trip call on and fail to sell to a certain retail house, will he, upon the return of his representative, request him not to call there again? No! Not much. He will command his

traveller to call on the buyer of said retail house when on his next trip and keep on calling until such time as he gets an order. The business man should treat advertising in the same manner as he treats his traveller and his business. It necessitated several calls from his representative to make a sale to the retail merchant.

If a first advertisement fails to do the work, try a second; if the advertising matter is carefully prepared, profitable results will be forthcoming in the very near future.

Every business can be brought prominently before the people you desire to reach if you are wise in the selection of the proper medium. If you be a retailer, you are after the patronage of the consumer, then your best medium is the daily newspaper of widest circulation. If you are a manufacturer, wholesaler or jobber, you are after the retail merchant, then the best medium for you to employ to carry your message is the reliable trade newspaper.

Don't do your advertising in fits and starts; if you have something to sell all the time you should be on the lookout for buyers all the time. Select the best mediums in which to place your advertisements, see that your advertisements are properly constructed; if this be done intelligently and correctly, success will surely crown your efforts.

KEEP THEM AWAKE.

By A. H. B.

Grocers, do you ever realize that your customers and those who should be making their purchases at your store, sometimes go to sleep, that is, they are allowed to go to sleep as to the advantages to be derived from trading at your store? To keep them awake to the fact that you can be relied upon to supply them with the class of groceries they seek can best be done by judicious and continuous advertising. Some grocers rely upon their advertising to do the whole business. Others have a more correct idea of the mission of publicity. They realize that its chief burden is to influence the mind and induce consideration, providing a reliable, wide awake sales department see that the favorable impression created by advertising is turned to profitable account.

A well-known advertising specialist has said: "Advertising is the salesman's auxiliary, augmenting his sales, keeping

his territory awake." Undoubtedly, advertising frequently is the direct agent that makes a sale, but, as a rule, it is only influential in creating the demand. If it does this alone, is it not well worth its price?


Remember, new readers of advertising are being constantly "born." What a person does not need on Wednesday she may require on Thursday, and it is, therefore, advisable and profitable to have your announcement before the prospective buyer every day of the week. Keep the people in your community and outside of your community constantly awake by bright advertising in the newspapers of your town, for, undoubtedly, the daily press is the most economical and effective channel through which to reach the public.

THE CALENDAR OF THE YEAR.

One of the handsomest things in the way of a calendar it has ever been our good fortune to see has been issued by the advertising department of the Intercolonial Railway and Prince Edward Island Railway of Canada. It is a unique specimen of the lithographer's art, being an imitation of burnt leather or wood engraving, with the familiar moose head of the road as the central idea. The calendar bears the stamp of The Toronto Lithographing Company, Limited, and reflects credit on the work of that institution. We understand that copies of the calendar will be mailed to all those applying for them. A mention of "The Canadian Grocer" would confer a favor.

A GOOD YEAR'S BUSINESS.

The "Salada" Tea Co.'s last year's business was by far the most successful in the history of the business. In the Province of Ontario, where they have now been established 11 years, they have had a most extraordinary increase, viz., 26 per cent. At the Montreal branch and in the older United States branches the percentage of increase is larger, but this they expected, because these branches have not been as long established as the Toronto one, but a growth of 26 per cent. in the eleventh year of their business should certainly be most satisfactory. During the past year branches have been established in New York City, Chicago, Washington, Cleveland and Canton, Ohio; Wilmington, Baltimore and Norfolk, Virginia. This certainly looks like good Canadian enterprise.

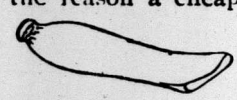
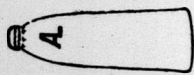


The Value of Annealing.

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—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 Sundries.
AUER LIGHT CO., MONTREAL.

When you get right
down to the fine
point you'll
find that



"EMPIRE" SODA

BEST FOR BAKING

is the most profitable for you to handle, and the best, purest and surest Super Carb. Soda you can give your customers. Made and put up in handsome packets by

BRUNNER, MOND & CO., Limited,
Norwich, England.

WINN & HOLLAND, Montreal

SOLE AGENTS FOR CANADA.

The American Coffee Co.
IMPORTERS AND JOBBERS,
TORONTO:

Special Blends:
"GOLDEN EAGLE," "MANHATTAN,"
"MONTERY."
Correspondence Solicited.

THE PEOPLE OF **JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON

"GLENER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

BUSINESS NEWS

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

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

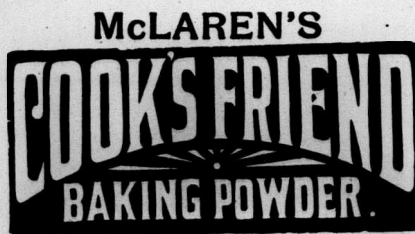
"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.

10 Front St. E., Toronto. Telephone Main 2701.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.

A BAD YEAR FOR TEAS.

IN the annual report on the tea market for 1902, Gow, Wilson & Stanton, of London, England, say:

The tea industry has been passing through a series of years showing unsatisfactory results to producers, and 1902 proved, perhaps, worse than any of its predecessors.

The year opened with the most gloomy forebodings, the market being over-weighted through surplus production, while it was generally anticipated that the output in 1902 would be even larger, and that prices in consequence would show a further fall.

This cloud hanging over the market not only prevented a rise in prices throughout almost the whole year, but resulted in the lowest average ever recorded, that for Indian tea being for many months about a penny below the excessively poor rates of 1901—perhaps lower than would have been warranted even had the anticipated increase in production taken place.

But, during the later months of the year, it became evident that crops would not be as large as was originally expected. Even this created no impression upon the market until too late to materially affect the average price. Although the last few weeks showed a considerable advance, so much of the crop had already been sold that the benefit to producers will probably be counterbalanced by the expected shortage in supply.

Nevertheless, the outlook is at length decidedly more cheerful than for many years past; the certainty of moderate supplies gives time to work off the world's accumulated stock caused by recent over-production, while the fact that very little tea has been planted in either India or Ceylon for some few years back, obviates the probability of largely increased crops for some time to come, the planting of former years being mostly in bearing.

It is now an ascertained fact that consumption at home has been but very little interfered with by the late increase in the duty, and that the normal rate of progress has been about maintained, while the lower prices of recent years have considerably increased the use of British grown tea in foreign and colonial markets.

Consequently, with a crop almost stationary and every probability of a continued increase in consumption, the conditions so long prevailing in the trade are likely to be entirely reversed. The natural result of over-production has been a continued fall in price, and conversely the outstripping of production by expanding consumption should be accompanied by a corresponding rise in value.

Hence the industry looks now in a more healthy condition, and there is every

reason to believe that for five or six years to come, i.e., until any new lands which may be brought into cultivation commence to yield heavily, prices will be on a scale more remunerative to producers; while should there be a decrease in the rate of duty the industry would, to some extent, be relieved of a very pressing burden, with the probable result of a further improvement in price.

Green Tea.—The quantity of green tea made in Ceylon has been gradually increasing and is finding favor in North America; India has this year also made some green tea which is being well taken and there is every probability that both countries will next year manufacture increased quantities, by which means the black tea market should be still further relieved.

Indian Tea Cess.—The Viceroy has decided to legislate for the purpose of raising a tax of $\frac{1}{4}$ of a pie per lb. on the exports of Indian tea, for raising money to exploit new markets. Planters should, therefore, soon have larger funds at their command for promoting the use of Indian tea, both in India itself and in other markets.

Foreign markets continue to expand satisfactorily, about 105,000,000 lb. being taken against 95,000,000 lb. last year.

Production.—It is expected that the total crops of India and Ceylon will be about the same as last season.

Indian Tea.—The quality of the crop, as a whole, was hardly equal to that of last season, although Darjeeling showed a considerable improvement. The average price of tea sold on garden account was 7 35d., against 7 50d. in 1901, and from June 1 to end of December 7 21d., against 8 01d., for the same period last season.

Ceylon tea.—There is not much change to notice in the quality, which, on the whole, was very fair and about up to the average. The average of tea sold on garden account was 6 81d., against 6 86d. in 1901, and from June 1 to end of December 6 66d., against 7 05d. for the same period last season.

Java Tea.—Production in Java has lately increased and imports were in consequence somewhat heavier, previous quality being maintained.

SUGAR FACTORY AT WHITBY.

A committee of Whitby, Ont., citizens has in hand a proposition to erect a beet-root sugar factory in that town. Mr. J. Howard Annes has just returned from New York, where he has secured the interest of British capitalists in the project, and it now depends on whether the local conditions can be fulfilled.

The new factory will, it is estimated, cost about \$725,000, of which local cap-

italists will supply \$100,000. A factory situated at Whitby could, it is thought, supply not only part of Ontario county, immediately tributary, but also part of Victoria county and Lindsay.

In order to interest the people of the district in the project an excursion will be held from Lindsay via Whitby to Toronto, and thence by special train to Berlin on January 23, to visit the factory of The Ontario Sugar Co. It is expected that Hon. John Dryden, Minister of Agriculture, will be present.

The Whitby Committee in charge of the negotiations regarding the factory are: Ex-Mayor James Routledge, chairman; Mr. John Bell Dow, president of the Board of Trade; Postmaster Howden, Chas. King, a manufacturer, and Mr. F. Howard Annes, secretary.

A PROSPEROUS BUSINESS.

THE second annual meeting of E. W. Gillett Company, Limited, Toronto, was held in the company's offices, 32-34 Front street west, on Thursday, the 15th instant, at 11 a.m. A large number of shareholders were present. Owing to illness, Mr. E. W. Gillett, the president of the company, was unable to be present, and in his absence Mr. Wm. Dobie, general manager and treasurer, was appointed chairman. The minutes of the last meeting were read by the secretary, Mr. George Hepburn, and adopted. The financial statement of the year was presented and proved entirely satisfactory to the stockholders. The treasurer reported having paid two dividends, amounting to \$12,000, for the eight months from May 1 to December 31, and, besides, the sum of \$10,000 was placed to the credit of the reserve account, and after doing so, a substantial balance remains to the credit of loss and gain account. All this was done in addition to putting in a lot of new machinery and making many improvements to the plant. The prospects of the company are of the brightest, and owing to the thorough and efficient manner in which the business is managed, shareholders are assured of most satisfactory returns. The meeting at its close passed a vote of thanks to the president, Mr. Gillett, the general manager and treasurer, Mr. Dobie, and the secretary, Mr. George Hepburn, for the very efficient manner in which they had conducted the affairs of the company. Last year's Board of Directors, consisting of Mr. E. W. Gillett, of Chicago; and Mr. William Dobie, Mr. John Firstbrook, Mr. H. C. Barker and Mr. M. A. Thomas, of Toronto, was re-elected.

A meeting of the directors was held immediately after the shareholders' meeting, at which the following officers for 1903 were elected:

Mr. E. W. Gillett, president.
Mr. William Dobie, general manager and treasurer.
Mr. George Hepburn, secretary.



The Sort of Goods to Push

are those that give the best satisfaction and a legitimate profit.

That's why you see

CLARK'S MEATS

Everywhere.

BERLIN BRUSH CO.



WATERLOO.

Manufacturers of

Fine Whisks, Brooms, and Brushes.

We want your trade, and if your name is not on our travellers' list, let us know and we will send our quotations or have a man call at earliest opportunity.

TEA.

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

"COMMISSIONER,"

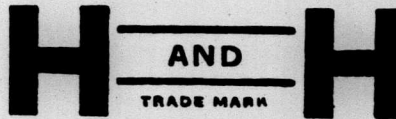
CANADIAN GROCER,

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

ASSISTANT WANTED.

Bright young man with thorough knowledge of grocery and general store trade, and full of bright up-to-date ideas to assist in the editorial department of THE CANADIAN GROCER. State experience and present salary. Address Editor THE CANADIAN GROCER, Toronto or Montreal.

SEND YOUR NAME if you have, or will get,



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

FLOUR **MAGOR'S DELICIOUS PATENT FLOUR.**

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

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

Sovereign Molasses Candy

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

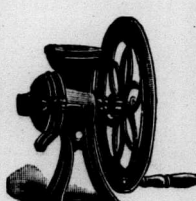
100% PROFIT FOR THE GROCER.

Free Sample.

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

ENTERPRISE on an article is a Guarantee of QUALITY

Bone, Shell & Corn Mill



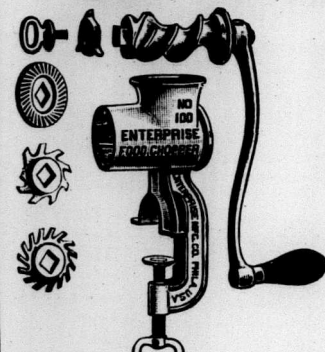
No. 750, \$7.50

Meat Juice Extractor



No. 21, \$2.50

ENTERPRISE



FOOD CHOPPERS

Four Knives with each Machine

No. 100, chops 2 lbs. per minute, \$1.50
No. 300, chops 3 lbs. per minute, \$2.25

Sell every Day in Year GUARANTEED TO CHOP RAW MEAT

Illustrated Catalogue FREE Order through your Jobber

Cherry Stoners
5 Sizes & Styles



No. 1, \$7.50 doz.

Rapid Grinding & Pulverizing Mills

45 Sizes & Styles for Hand & Power, \$1.25 to 300.00



No. 2 1/2, \$4.75

New York Branch, 10 Warren Street

The Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

San Francisco Branch, 105 Front Street

SYRUP IN TINS

"CROWN" BRAND.

EDWARDSBURG QUALITY.

20-lb. Tins, 3 in case, \$2.55

10-lb. TINS, 6 in case, \$2.65

5-lb TINS, 12 in case, \$2.70

2-lb. TINS, 24 in case, \$2.15.

Freight paid on 5-case lots.

The best seller we have had!!!

EDWARDSBURG STARCH CO'Y, Limited
Established 1858.

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St James St.,
MONTREAL, QUE.

COFFEE.
JAMES TURNER & CO. per lb.

Mecca	0 39
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 19 1/2
S. D. MARCHEAU, Montreal. per lb.	
"Old Crow" Java	0 25
"Condor" Java	0 25
"Mocha"	0 30
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
100 lb. delivered in Ontario and Quebec.	0 30



Borden's Condensed Milk Co.
"Eagle" Brand 1 15
"Gold Seal" Brand 1 30
"Peerless" Brand Evaporated Cream 1 20

CLOTHES PINS.
UNITED FACTORIES LIMITED.
Clothes Pins (full count), 5 gross in case, per case 0 57
4 doz. packages (12 to a case) 0 12
6 doz. packages (12 to a case) 0 22

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

\$1, \$2, \$3, \$5, \$10 and \$30 books.
Un-Covers and num Coupons Lered numbered.
In lots of less than 100 books, 1 kind assorted 4c. 4 1/2c.
101 to 501 books 3 1/2c. 4c.
100 to 1,000 books 3c. 3 1/2c.

Allison's Coupon Pass Book

1 00 to 3 00 books	3 cents each
5 00 books	4 cents each
10 00 books	5 1/2 cents each
15 00 books	6 1/2 cents each
20 00 books	7 1/2 cents each
25 00 books	8 cents each
50 00 books	12 cents each

EXTRACTS.
HENRI JONAS & Co. Per gross.

8 oz. London Extracts	\$5 00
2 oz. " (no corkscrews)	5 50
2 oz. " "	9 00
2 oz. Spruce essence	6 00
2 oz. " "	9 00
2 oz. Anchoer extracts	12 00
4 oz. " "	21 00
1 oz. " "	38 00
1 lb. " "	70 00
1 oz. Flat bottle extracts	18 00
2 oz. Square " "	21 00
4 oz. " " corked	36 00
8 oz. " " "	72 00

Per doz.
8 oz. " glass stop extracts 3 50
8 oz. " " 7 00
3 1/2 oz. Round quintessence extracts 3 50
4 oz. Jockey decanters 3 50

FOOD.
Per doz.
Robinson's Patent Barley 1/2 lb. tins 1 25
" " 1 lb. tins 2 25
" " Groats, 1/2 lb. tins 1 25
" " 1 lb. tins 2 25

GINGER ALE & SODA WATER
per doz.
Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water... \$1 40

JAMS AND JELLIES.
SOUTHWELL'S GOODS. per doz
Frank Magor & Co., Agents.

Orange Marmalade	1 50
Clear Jelly Marmalade	1 00
Strawberry W. F. Jam	3 00
Raspberry " "	3 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75

Pure Fruit Jams—T. USTON & CO.
1 lb. glass jars 2 doz. in case, per doz 0 95
2 1/2-lb. tin pail, 2 doz. in case, per lb. 0 06 1/2
5 a d 7-lb. tin pails, 8 and 9 pails to crate 0 16
7, 14 and 30-lb. wood pails, per lb 0 06

Pure Fruit Jellies—
1-lb. glass jars, 2 doz. in case, per doz \$ 95
7, 14 and 30-lb. wood pails, per lb 0 06

Hrme Made Jams—
1-lb. glass jars (1-oz. gem.) 1-doz. in case, per doz 1 50
5 a d 7-lb. tin pails per lb 0 19
7, 14 and 30-lb. wood pails, per lb. 0 19

LICORICE.
YOUNG & SMYTHE'S LIQ.
1-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks) per box 1 5
" Ringed" 5 lb. boxes, per lb. 0 40
" Acme" Pellets, 5 lb. cans, per can 2 00
" Acme" Pellets, fancy boxes 40) per box 1 50

Tar, Licorice and Tolu Wafers, 5 lb. cans, per can 2 00
Licorice Losanges, 5 lb. glass jars 1 75
" " 30 5 lb. cans 1 50
" Purity" Licorice 10 sticks 1 15
100 sticks 0 3

Dulce large oert sticks, 100 in box

LIQUORS.
CHAS. CONTURIER.
Ph. Richard.

S.O. Quarts, 12's	\$22 50
F.C. 1-15 bottles, 180's	15 00
V.R.O.P. " "	12 00
V.S.O.P. pints, 21's	13 00
V.S.O.P. 1/2-pints, 48's	14 00
V.S.O.P. 1-15 bottles, 180's	20 00
V.S.O. quarts, 12's	10 00
V.R.O. 1-15 bottles, 180's	18 00
V.O. quarts, 12's	8 50
V.O. pints, 21's	9 50
V.O. 1/2-pints, 48's	10 50
V.O. 1-15 bottles, 180's	14 00
V.O. decanters, 12's	0 50
V.O. " pints, 20's	13 00
V.O. flasks, Imp. pints, with thumb-lers	9 75
V.O. " Reputed " 21's	10 50
V.O. " " 24's	9 50

Chas. Conturier.
Quarts, 12's 7 00
1/2 bottles, 24's 8 00
" 48's 9 00
1-15 bottles, 180's 13 50
Flasks, 24's 8 00
1/2 Flasks, 48's 9 00
Flasks Imperial pints, Copsule, 16's 8 00

F. Marion & Cie.
Quarts, 12's 6 00
1/2 bottles, 24's 7 00
" 48's 8 00
Flasks, reputed 24's 7 10
Flasks, 1/2-pints, 48's 8 00
1-15 bottles, 180's 12 50
Flasks, Imp. pints with thumb-lers, 16's 8 00

Cognac in Wood.
Ph. Richard.

Gals. Oct's	Oct's	Bbls. Hhds
Conturier	\$4 00 \$3 95	\$3 85 \$3 80
Marion	3 75 3 60	3 50 3 40
Ph. Richard		
V.S.O.P. 5 50	5 35	5 25 5 00
Richard		
V.O. proof. 4 75	10 4 00	3 90 3 80
Richard 5 up.		
proof V.O. 4 00	3 80	3 70 3 50 3 40
Richard Fine		
champagne 6 00	5 90	

Gin—Pollen & Zoon, in Cases.
Red, 15's \$10 00
Green, 12's 5 00
Poney, 12's 2 50

Gin—Pollen & Zoon, in Wood.
Gals. Oct's Oct's Bbls. Hhds.
Gin, P. & Z... \$3 15 \$3 05 \$3 05 \$3 00 \$2 95

Mitchell Bros. Limited Scotch.
1 case. 5 cases.

Heather Dew, ordinary qts. \$ 7 00 \$ 6 75
12's
Heather Dew, stone jars, Imperial, 12's 12 50 12 25
Heather Dew, oval flasks, quart, 12's 11 25 11 00
Special Reserve, oval, pta. 24's. 11 75 11 50
" " ordinary qts., 12's 9 00 8 75
Special Reserve, 1/2 bottles, pints, 14's 10 00 9 75
Extra Special Liqueur, flagon, 12's 9 50 9 25
Extra Special Liqueur, ordinary bottles, 12's 9 50 9 25
Heather Dew, flasks, 48's 12 00 11 75
" " 1/2 flasks, 60's 9 00 8 75
Mullmore, Imperial oval quart flasks, 12's 10 00 9 75
Mullmore, fl. sks., Imperial pints, 21's 10 50 10 25
Mullmore, flasks, ordinary pints, 24's 7 75 7 50
Mullmore, 1/2 flasks, ordinary, 48's 9 00 8 75
Mullmore, ordinary quarts, 12's 6 50 6 25
Mullmore ordinary pints 24's 7 50 7 25
Scotch Whisky in Wood.
Gals. Oct's Oct's Bbls. Hhds.
9gals. 17gals. 40gals.
Special Reserve... \$4 51 \$4 25 \$4 15 \$3 90
Heather Dew "A" 4 00 5 3 65

THE CANADIAN GROCER

Extra Special	Liqueur	5 00	4 90	4 80	4 75
Old Scotch		3 35	3 70	3 65	3 50

Whiskey in Cases.

Mitchell Bros., Limited—Irish.

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

Irish Whiskey in Wood.

Gal. 1/2-Oct. Oct. Bbl.

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

Champagne Wine in Cases.

Duc de Pierland, quarts, 12's	\$14 00
pints, 24's	5 00
Cardinal, quarts, 12's	12 50
pints, 24's	13 50
Vve. Amiot Carte d'Or, quarts, 12's	16 00
pints, 24's	17 00
d'Argent, quarts, 12's	0 50
pints, 24's	11 50

Blandy Bros Wine.

Blandy's Madeira Wine, in cases.

Very Superior, quarts, 12's	8 50
Special Selected, quarts, 12's	10 00
London Particular, quarts, 12's	13 00

Blandy's Malaga, in cases.

Pale Sweet Blue Label, quarts, 12's	7 50
White Label, quarts, 12's	10 00

Blandy's Sherry, in cases.

Manzanilla, quarts, 12's	8 50
Morosa, quarts, 12's	11 00

Blandy's Port Wine, in cases.

Good Fruity, quarts, 12's	7 50
Invalid Special, quarts, 12's	12 00

Blandy Bros. Wine in Wood.

Gal. Octave.

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

Canadian Whiskeys. In barrels.

Gooderham & Worts, 65 O.P.	\$ 4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O.P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09

per gallon.

Hiram Walker & Sons	2 20
J. P. Wiser & Son	1 19
J. E. Seagram	2 19
H. Corby	2 19
Imperial, Walker & Sons	2 90
Canadian Club, Walker & Sons	3 60

Less than one bbl. per gallon.

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

LYE (CONCENTRATED).

GILLET'S PERFUMED.

1 case of 4 doz.	Per case.	\$ 3 60
3 cases		3 50
5		3 40

MINCE MEAT.

Wetley's Condensed, per gross net \$12 00

per case of doz. net. 3 00

MUSTARD.

COOLMAN'S OR KEEN'S.

D. S. F., 1/4 lb. tins, per doz.	\$1 40
1/2 lb. tins,	2 50
1 lb. tins,	5 00
Durham 4 lb. jar, per jar	0 75
1 lb.	0 35
F. D., 1/4 lb. tins, per doz.	0 85
1/2 lb. tins,	1 45

HENRI JONAS & Co. Per gross

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	13 00
Tumblers	13 00

Per gross

Mugs	13 30
Pint jars	18 00
Quart jars	4 00

E. D. MARCEAU, Montreal.

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

OLIVE OIL

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

pints..... 9 00

ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass jars, 3 doz. case, per doz \$0 95

Home made, in 1-lb. glass jars " 1 50

In 5 and 7-lb. tins and 7-lb. pails, per lb 0 06

PICKLES.

STEPHENS'.

A. P. Tippet & Co., Agents.

Pa ent stoppers (pints) per doz. 2 30

Corked (pints), " " " 1 90

SODA.—COW BRAND.

DWIGHT'S

Case of 1 lb. containing 60 pkgs. per box, \$3.00

Case of 1/2 lbs. (containing 120 pkgs. per box, \$3.00)

Case of lbs. and 1/2 lbs. (containing 30 lbs. and 60 1/2 lb. packages) per box, \$5.00.

Case of 50. pkgs (containing 96 pkgs) per box, \$3.00.

EMPIRE BRAND.

Brunner, Mond & Co.

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

Case 96 10-oz. pkts. (60 lb.) per case \$2 89.

"MAGIC" BRAND.

per case

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

SOAP

A. P. TIPPET & CO., AGENTS.

Maypole Soap, colors per gross..... 10 20

Maypole Soap, black, per gross..... 15 30

Oriole Soap, per gross..... 10 20

Gloriosa Soap, per gross..... 12 00

Straw Hat Polish, per gross..... 10 20

STARCH.

HOWARDEBURG STARCH CO., LTD.

Laundry Starches— per lb.

No. 1 White or Blue, 4-lb carton	0 06 1/2
No. 1 " 3-lb.	0 06 1/2
Canada Laundry	0 05 1/2
Silver Gloss, 6-lb. drawlid boxes	0 08
Silver Gloss, 4-lb. tin canisters	0 08
Edwards' Silver Gloss, 1-lb. pkg.	0 08
Kegs Silver Gloss, large crystal	0 07
Benson's Satin, 1-lb. cartons	0 08 1/2
No. 1 White, bbls. and kegs	0 05 1/2
Benson's Enamel, per box, \$1 50 to 3 00	

Culinary Starch—

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

REE STARCH.

Cases, 64 pkgs. 48's	\$5.00
1/2 Cases, 32 pkgs. 24's	2.50
Packages 10c. each.	

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—

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

Lily White Gloss—

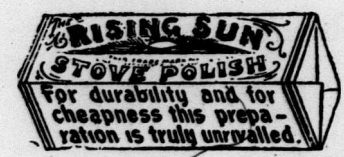
1-lb. fancy cartons cases 30 lbs.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lbs	0 07

Brantford Gloss—

1-lb. fancy boxes, cases 36 lbs.	0 08 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs. per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 10

Culinary Starches—

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



Per gross

Rising Sun 6-oz. cakes, 1/2-gross boxes	8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste 10c. size, 1/2 gross boxes	10 00
Sun Paste, 5c. size, 1/2 gross boxes	5 01

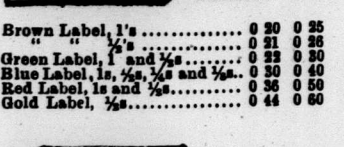


TEAS.

SALADA CEYLON.

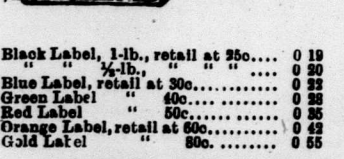
Wholesale Retail

Brown Label, 1's	0 30	0 25
" 1/2's	0 21	0 28
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's, 1/2's and 3/4's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1/2's	0 44	0 60



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

Black Label, 1-lb., retail at 25c.	0 19
" 1/2-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label " 40c.	0 28
Red Label " 50c.	0 35
Orange Label, retail at 60c.	0 42
Gold Label " 80c.	0 55



Cases each 60 1-lb.

" 60 1-lb.	0 35
" 30 1-lb.	0 36
" 150 1-lb.	0 38



Blue Label, s..... 0 18 1/2 0 28

Blue Label, 1/2's..... 0 19 0 25

Orange Label, 1's and 1/2's... 0 21 0 30

Brown Label, 1's and 1/2's... 0 28 0 40

Brown Label, 1/2's..... 0 30 0 40

Green Label, 1's and 1/2's... 0 35 0 50

Red Label, 1/2's..... 0 40 0 60

TETLEY'S INDIAN AND CEYLON TEAS.

"Elephant" Brand.

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

These teas are packed in cases containing either 6 1-lb. packets, or 120 1/2-lb. packets, or assorted. No 3 is also packed in cases containing 210 1/2-lb. packets.

Ceylon Greens—

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

Packed same as blacks.

ROSS' TEAS.

This trade mark is on each package.

5c. 2-oz. packets, per doz.	0 48
10c. 4-oz. " "	0 96
25c. 10-oz. " "	2 40

W. J. NICHOL & Co., Wholesale Agents, 11 and 13 Front St. E., Toronto.

Also agents Cuda y Pa King C., beef extract and pepains.

CROWN BRAND

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

E. D. MARCEAU, Montreal.

Japan Teas

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

LX lead packets

Assorted cases (1 and 1/2 lb.) to retail at 40c.	0 2 1/2
L lead packet	
Assorted cases (1 and 1/2 lb.) to retail at 25c.	0 19 1/2

Black Teas—"Nectar," in lead packets

Green label	retails 0 26 at 0 20
Chocolate label	" 0 25 " 0 25
Blue label	" 0 50 " 0 36
Maroon label	" 0 60 " 0 45
Fancy tins—Chocolate, 1-lb.	0 32 1/2
" Blue, 1-lb.	0 42 1/2
" Maroon, 1-lb.	0 50
" Maroon, 1-lb.	1 50

Black Teas—"Old Crow" Blend—

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

LIPTON'S TEA (in packages).

No. 1, cases 50 lb. (50 1/2-lb. pkgs.)	\$0 35
No. 1, cases 50 lb. (25 1-lb. pkgs.)	34
No. 1, cases 50 lb. in 5-lb. tins	35
No. 2, cases 50 lb. (50 1/2-lb. pkgs.)	29
No. 2, cases 50 lb. (25 1-lb. pkgs.)	28
No. 2, cases 50 lb. in 5-lb. tins	29
No. 3, cases 50 lb., (50 1/2-lb. pkgs.)	23
No. 3, cases 50 lb., in 5-lb. tins	23
Green Ceylon, No. 1, (25 1-lb. pkgs.)	35
Green Ceylon, No. 1, (25 1-lb. pkgs.)	34
Green Ceylon, No. 2, (50 1/2-lb. pkgs.)	29
Green Ceylon, No. 2, (25 1-lb. pkgs.)	29

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/8's, 5's and 10's	0 39
Amber, 8's and 3's	0 56
Chewing—Star, bars, 1/2 oz.	0 35
Bolts, 5's and 10's	0 36
Currency, 13 1/2 oz. bars, spaced 9's	0 39
Currency, 6's and 10's	0 39
Old Fox, narrow 10's	0 39
Snowshoe, 1-lb. bars, spaced 6's	0 43
Pay Roll, 6's	0 44

VINEGARS.

E. D. MARCEAU, Montreal. Per gal.

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

Special prices to buyers of large quantities.

JOHN HOPK & Co., MONTREAL.

Sir Robert Burnett & Co.'s English Malt Vinegar 0 60

WOODENWARE

UNITED FACTORIES, LIMITED.

Washboards, Leader Globe	1 45
" Improved Globe	1 55
" Standard Globe	1 75
" Solid Back Globe	1 90
" Jubilee (perforated)	1 30
" Crown	1 30
No. 1 2-hoop pails	Per doz. 1 55
" 3 " "	1 70
" 1 " "	7 1
" 2 " "	6 0c
" " "	5 25

YEAST.

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

NIXEY'S REFINED BLACK LEAD H.M. the KING of the British Empire.

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

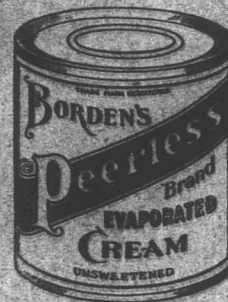
W. G. NIXEY, 12 Soho Square, LONDON, ENG.

Canadian Representative: MR. H.

Borden's Brands of Condensed Milk and Evaporated Cream at Canadian Prices.



We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk and Peerless Brand Evaporated Cream, unsweetened, can be obtained through our local representatives.



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

Selling representatives in Canada: F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Dawson & Co., St. John, N.B., also Shallcross, Macculay & Co., Victoria and Vancouver, B.C.

WE HAVE RECEIVED INTO STORE THIS WEEK:

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

F. J. CASTLE - OTTAWA.

1903

FINDS US RIGHT AT THE FRONT IN THE

PAPER BUSINESS.

**Paper
Bags,
Twine,
Etc.**

ALL
KINDS.

**Our
Hobby:**

QUALITY
AND
BEST
ATTENTION.

LET US SERVE YOU.

DOUGLAS & RATCLIFF

50 WEST MARKET STREET
TORONTO, ONT.
Warehouse: 25-27 COLBORNE STREET.

Maple Syrup

Ask our Travellers about Maple Syrup.
We have an excellent article.

✘

The Canada Biscuit Co., Limited

King and Bathurst Streets,
TORONTO.

King Street West and
Bathurst Street Cars Pass Our Works.

et...
0 54
0 49
0 15
0 25
0 25

0 40
0 37 1/2
0 36
0 35
0 32 1/2
0 30
0 30
0 29 1/2
0 25
0 26
0 22 1/2
0 23 1/2
0 10

0 24 1/2

0 19 1/2
0 20
0 25
0 36
0 45
0 32 1/2
0 42 1/2
0 50
1 50

0 35
0 30
0 25
0 20
0 17 1/2

per lb.
\$0 35
34
35
29
28
29
23
29
23
35
34
29
28

ITED.
0 39
0 56
0 35
0 36
0 39
0 39
0 43
0 44

Per gal.
y. 0 30
0 25
0 20
quantities.
SAT.
ish 0 60

TED.
1 45
1 55
1 75
1 90
1 90
1 30
1 55
1 70
5 50
6 00
5 25

se... 1 00
1 00
5c... 1 00
5c... 1 00
1c... 1 80

ING
re.
KER.



Don't use this kind of a light

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.



For Lime Flint.

LAMP CHIMNEYS

WITH THESE LABELS

ARE THE BEST.



For Lead Flint.

GOWANS, KENT & CO.

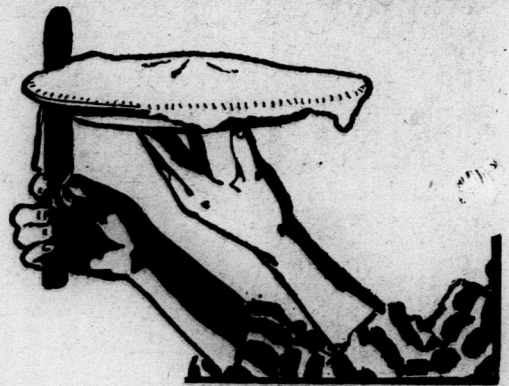
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