

**PAGES
MISSING**



"Many happy returns" in a two-fold sense—best wishes for your present and future happiness and, as well—your future profits. May they be as you would have them—right.

A few suggestions that will contribute to a quick return of your money—and a profitable return.

"Thistle Brand"

The delicate flavor—the cleanliness—the real Finnan Haddies, all this distinguishes the trade mark, "Thistle Brand." A luxury for your most particular customers.

Finnan Haddies

Maple Syrup

Nothing better can be had than
Thistle Brand

guaranteed pure. **Maple Sugar**

Fry's

Enough said—the word "Fry" stops all argument when the purity of Chocolate or Cocoa is mentioned.

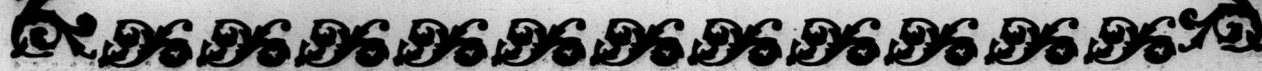
Chocolates. Cocoa.

Sold by Wholesale Grocers Everywhere.

--- AGENTS ---

A. P. TIPPET & CO.
Montreal and Toronto.

F. H. TIPPET & CO.
St. John, N.B.



You can promote the health of your customers by encouraging them to eat fish.

You can promote the health of your our exchequer by encouraging them to buy...

HALIFAX, ACADIA, BLUENOSE

BRANDS of prepared codfish. These are put up at our factory in Laham, N. S., and are the cleanest and most inviting fish product that has ever been shown on the Canadian market.

They are a new thing.

You can make money on them.

It will pay you to get interested.

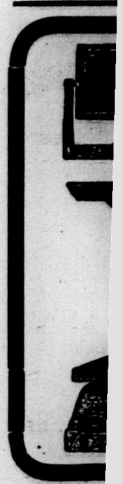
You ought to write for prices.

BLACK BROS. & CO., Limited,
HALIFAX, N. S.

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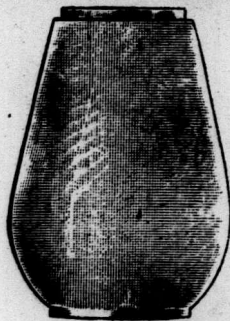
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ARE YOU USING OUR

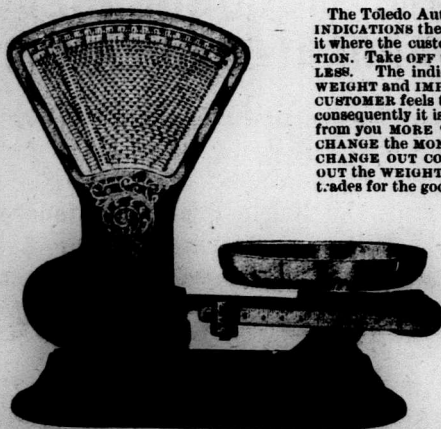
Cold Blast
or Jubilee
Globes



Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.



MERCHANTS.

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

MADE IN CANADA.

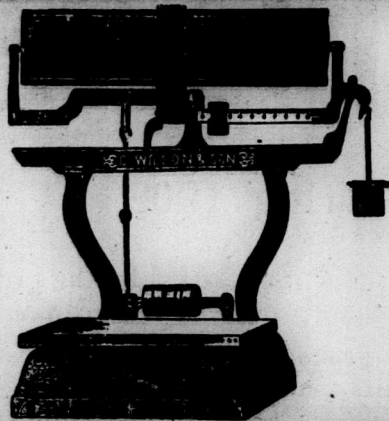
Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

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



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO.

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

I have used your BALL-BEARING COMPUTING SCALE for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly,

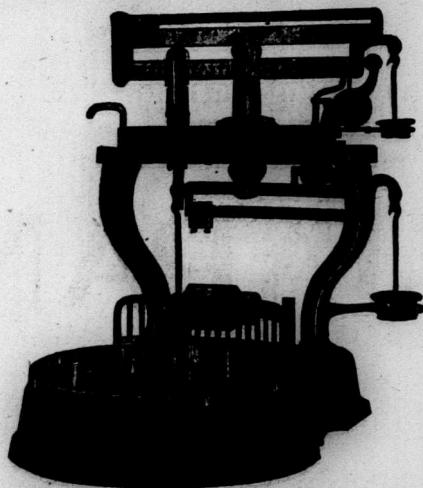
One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



The Computing Scale Co.
of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

ADOLPHE E. SMYLIE President
HENRY ROWLEY Vice-Pres't
H. W. PETHERBRIDGE Sec'y and Treasurer

NATIONAL LICORICE CO.



Successors to
YOUNG & SMYLIE
BROOKLYN, N. Y.
S. V. & F. P. SOUDDER
BROOKLYN, N. Y.
MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.
H. W. PETHERBRIDGE
BROOKLYN, N. Y.
DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

Y. & S., SOUDDER, and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

OFFICE—108 JOHN ST.

106-116 John St., } Brooklyn, N.Y.
227-237 Plymouth St., }

Illustrated Catalogue on request.

Borden's Brands of CONDENSED MILK and EVAPORATED CREAM—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. Clawson & Co., St. John, N.B. Scott, Bathgate & Co., Winnipeg, also Shalloress, Macaulay & Co., Victoria and Vancouver, B.C.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1902

SOLD ONLY IN AIR-TIGHT CANS, NEVER IN LEAD PACKETS.

LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

AGENTS IN MONTREAL—Laporte, Martin & Co., and all wholesale grocers.

AGENTS IN TORONTO—Canada Grocers, Limited, and all wholesale grocers.

THOMAS J. LIPTON, 39 Pearl Street, New York City.

—satisfactory business

always results
when selling
the pure, healthy, invigorating
teas of

JAPAN

Quality always tells—

JAPAN TEAS

are teas of quality.
Stick to what has always pleased
your customers—

JAPAN TEAS.

THE CANADIAN GROCER

YOU KNOW WHAT YOU WANT

but allow us to suggest that you can improve your reputation
for keeping fine goods by selling

JAMES' DOME LEAD

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

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

is Cold
Water

STARCH IVORINE

ASK
TRAVELLERS
THE PRICE

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

TEA ROSE DRIPS

A PURE CANE-SUGAR SYRUP

of unsurpassed excellence, which
sells well and gives uniform satis-
faction—enough said.

ROSE & LAFLAMME, Agents,

MONTREAL.



IN
QUEST
OF
GOLD ?

—then sell

Paterson's Camp Coffee Essence

Please your trade and
bank your profits.

ROSE & LAFLAMME,
Agents, Montreal.

"MERRY CHRISTMAS,

Mr. Grocer, and
maw wants another pound of

Ceylon Tea."



This is a healthy-looking boy. He and his maw drink Ceylon Tea. The grocer is healthy, too, because he sells Ceylon Tea and doesn't have to worry.

He doesn't have to worry, because Ceylon Tea is bringing him new customers every day and cements the friendship of the old ones.

The Grocer can sell a better tea at a lower price and make a bigger profit with Ceylons than with any other tea.

To insure a

HAPPY NEW YEAR

resolve to make **Ceylon Tea**
your specialty for 1904.

Ceylon Tea

Black and Green

Ceylon Tea

Black and Green

Some Salmon Sellers.

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



**Maple Leaf
Salmon**

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



**Lowe Inlet
Salmon**

The British Columbia Packers' Association

VANCOUVER, B.C.



"And we had Cerebos Salt—that good kind, you know;—and Chylong Ginger,—I had three servings; and Glace Fruits,—Apricots, Green Gages, Pears and Cherries,—they're fine; and Christmas Crackers,—my! didn't we have fun over them?"

=====
WE SUPPLIED THESE GOOD THINGS.
=====

We wish all our friends a Happy Christmas and a Prosperous New Year.

W. G. PATRICK & CO., Agents and Importers, 29 Melinda St., TORONTO

Best
by
Test

LEES & LANGLEY'S
WORCESTERSHIRE
SAUCE

PURITY

EXCELLENCE

Sole Proprietors
AMERICAN COFFEE &
SPICE CO., Toronto.

Lytle's
Mince
Meat

FOR HOLIDAY
COOKS.

Mince Pies are a very necessary part of Holiday cooking. The grocer who supplies our Mince Meat can be sure that the customer will appreciate its excellent quality. It builds up the right kind of trade.

Done up in 6, 12, 28 and 80 lb. fibre and wooden pails.

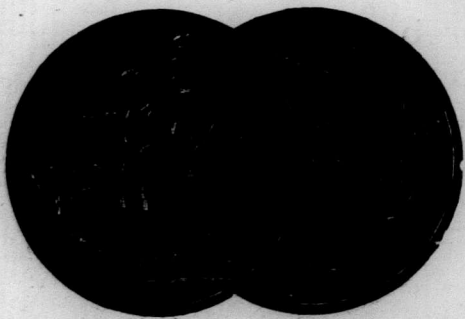
The **T. A. LYTLE COMPANY, Limited**
124-128 Richmond St. West, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe . .



HIGHEST AWARD, LONDON, 1893.

STRETTON'S
(PRIZE MEDAL)
Worcestershire
SAUCE

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

CANADIAN AGENTS:

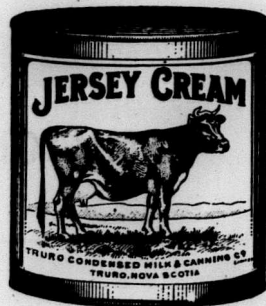
Messrs. S. H. Ewing & Sons, Montreal.
Mr. John Fisher, Manufacturers' Agent, Toronto.
E. Nicholson, Winnipeg. L. H. Millen, Hamilton.

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

Sole Manufacturers

Stretton & Co., Limited, **WORCESTER,**
ENGLAND.

NOW AND THEN.



A word now and then to your customers that they can get Condensed Milk unsweetened will not be bad business on your part ; it won't take up much of your time to mention the fact.

Many consumers are using fresh milk only because they are not aware they can get Condensed Milk unsweetened. Where this fact is properly advertised there is an immense business done with consumers in unsweetened Condensed Milk, otherwise known as Evaporated Cream.

“JERSEY BRAND”

Evaporated Cream is reliable. Every tin is guaranteed.

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

“KKOVAH”

RECP

SUPERIOR TO ALL

Jellies

FLAVORED WITH RIPE FRUIT JUICES ONLY.

“KKOVAH”

Jellies (all flavors)

“KKOVAH”

Custard Powders

“KKOVAH”

Blanc Mange Powders

Etc., Etc.

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

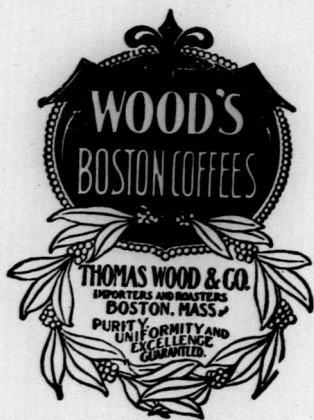
THE GREIG MANUFACTURING CO.

MONTREAL.

LIMITED

We wish you all
A Very Merry Christmas.

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

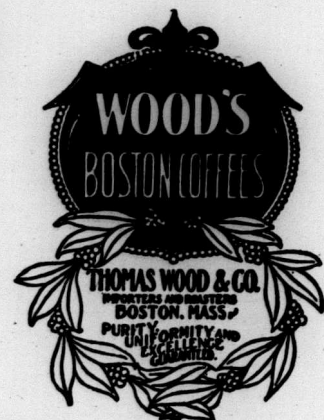


WHAT THE PEOPLE CHOOSE

Most people know the poor from the good, but do not stop to examine causes of difference. They do not even ask them, but buy the good. Therefore it behooves the Grocer to keep the good only. In **WOOD'S COFFEES** the winnowing and rejecting process is carried to the limit. Pure, honest, high-grade Coffees only bear the mark of

WOOD'S

And that is a shield of protection to Grocer and Consumer.



To All Our Customers and Friends
We Wish

The Compliments of the Season
AND
A Prosperous New Year.

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

The New Laundry Blue
—MADE IN CANADA.—



"Blues Linen as White as White Can Be."

We Would Like the Trade to Understand That "Blueol" has Been manufactured to compete with the best imported blue to be had on this market, and we claim it to be superior both in strength and working qualities. It is "Canada's Best" and "Canada's Best" is the "World's Best."

WRITE FOR SAMPLE AND PRICES.

J. M. DOUGLAS & CO.,
Manufacturers, **MONTREAL.**

Established 1857.



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IMPRESSIONS OF THE GREAT WEST

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

By W. L. E.

IN a former article I referred to certain obstacles set up by Nature which the C.P.R. had surmounted. There was another of these upon which I did not touch. That was in regard to the water supply. The iron horse, like man, cannot exist without an



Tunnel on the C.P.R. above Yale.

abundant supply of water, and good water at that. When one gets well into the Great West, a great deal of the water supply is impregnated with alkali. The veriest tyro in engineering science knows very well that alkali is by no means helpful for steam producing, on account of the effect it has upon the machinery of the locomotive. When high pressure of steam is needed a great deal of difficulty is sometimes experienced in obtaining it on account of the presence of alkali in the water. The C.P.R. has spent, so one of the officials of the road informed me, a great deal of money in trying to overcome this difficulty. Although something has been accomplished there is a great deal yet to be done, and the company are still experimenting and at considerable expense. The fuel, too, is not always the best for steam producing purposes, and we had more than one experience of this, when, on account of our heavy train, the locomotives were taxed to a greater extent than usual, for it will be remembered that ours was the largest passenger train that ever went through the Canadian Rockies.

* * *

The trouble with the coal is that it sometimes clinkers a great deal. The same difficulty in regard to fuel is also experienced by the steamers plying on the Kootenay and Arrowhead Lakes. Talking about fuel reminds me that in the coal, obtained in some mines in British Columbia, is to be found a flinty

stone of unusual hardness. When going down the Kootenay lakes the engineer of our steamer picked out two or three of those stones. But while they are useless as fuel, they present a pretty appearance when polished, looking like ebony after being rubbed a few minutes. The edge of one of these flinty stones will cut glass with as much ease as an ordinary diamond. The engineer of our steamer informed us that he always used them for cutting the steam gauges.

* * *

Besides seeing much and learning much about the beauty and great possibilities of the Great West and British Columbia, the members of our party gained a great deal of knowledge in regard to business matters. With an excursion party made



One of the Avenues in Stanley Park, Vancouver.

up almost altogether of practical business men, it was natural that even the vastness and the beauty of the West and of British Columbia could not keep them from turning their minds now and then to matters more utilitarian. Almost in spite of themselves, when we stopped at a city or town, for either a day or an hour, quite a few in our party visited customers or possible customers located thereat. Many of them came back with substantial orders in their note books, but all came back with a great deal of knowledge gained as to the requirements of their respective trades in the different parts of the Great West. They learned in some instances that the kind of goods that were made for the east were lacking in one or more

essentials for the requirements of the West. And what struck me as most commendable indeed, was that where an eastern manufacturer found that some little change was required in the article he manufactured, in order to make it more acceptable to the business men and consumers in the West, he was quite ready to try and do so. I do not remember one eastern manufacturer objecting to making any changes along the desired lines. "Well," said one man, "We do not make our goods in that particular way, but we shall have to do so if we are to get a share of the trade in the West." This was in substance what every man seemed prepared to do. As long as Canadians exhibit this progressive spirit, we need not have any fear for the industrial future of this country. It is only when conservatism breeds stubbornness that there is any need of fear; and manufacturers as well as business men of all classes in Canada are gradually becoming more and more persuaded of this fact.

* * *

One subject that my newspaper curiosity induced me to investigate was the attitude of the business men of the Great West and British Columbia toward the tariff. My opportunities were not as numerous as they would have been had we had three months instead of a little over three weeks to cover the 7,000 miles of our journey to and from the Coast; but still I had opportunities. In Winnipeg I called upon a number of wholesale



A View from The C.P.R. Station at Kootenay Landing.

houses engaged in different branches of trade, and tried, in every instance, to ascertain their opinion in regard to this most important question. Not in one instance, as far as my memory serves me,

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN
CAKES **IN**
TINS
 WELL KNOWN AND RELIABLE. **DURABLE** **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.

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

were any of the wholesalers of Winnipeg in favor of an increase in the duty. Some of them, it is true, were free traders from whom no other view could, of course, have been expected; but those who were avowed protectionists held similar views. This viewpoint I found to obtain among wholesalers and retailers in practically every city and town in Manitoba and the Territories at which we stopped long enough to be afforded opportunity to call

owners of the lumber mills, who feel strongly on the fact that while the lumber mills of the United States have easy access to the Canadian market, the Canadian lumbermen are practically shut out from the market to the south of them. From what I could gather on my journey to the Coast and back, I would say that the people in the West are, as a rule, moderate protectionists, for while I heard so many objections to any in-

ern Canada, on account of the fact that the latter have simply not been able to supply the demand. I found the feeling among a good many merchants in Manitoba and the Northwest Territories very strong on this point. They felt very much annoyed, because in many instances, orders placed months before had not up to that time been delivered. Said one wholesaler, pointing to a line of goods on the floor of his warehouse: "There is a line of goods, which, under ordinary circumstances, I should have had seven carloads of, but would you believe me, all I have so far been able to get since the first of January last, is one carload." I feel, therefore, that I am quite within the bounds of reason when I say that a great deal of the antipathy of the merchants of the West to a higher tariff is born of the fact that the home manufacturers, on account of the excessive demand which has been made upon them in the past year or two, have not been able to supply the demand. I am perfectly aware that in the United States the manufacturers have also been overtaxed, but it seems to me that seeing the great future of the Canadian Great West they have been particularly aggressive in getting business there, and particularly zealous about keeping it. They are certainly sparing no pains, and, much as we dislike to see the trade going from our own manufacturers, one cannot help but admire the enterprise of our neighbors to the south. But while admiring their enterprise, we should be stimulated to greater effort on our part.



A Scene in Beacon Hill Park, Victoria, B.C.

on a few of the business men. "Why, a higher tariff," said one Winnipeg wholesaler, "would almost lead to a revolution in the West." Of course, this was an exaggeration, but still it shows that a strong feeling against an increase in the tariff exists among the business men in Manitoba and the Great West. In British Columbia, on the other hand, the movement for a higher tariff found much more favor, particularly among the

crease in the tariff I failed to hear few, if any, as far as my memory serves me, in favor of a reduction in the tariff.

* * *

One thing that no doubt tends to make business men and retailers in the Great West opponents of a higher tariff, is the fact that during the last year or two, they have experienced no little difficulty in getting promptly filled orders they have placed with manufacturers in East-

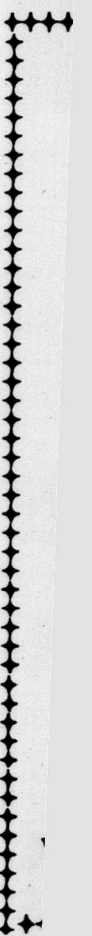
WANTS CANADIAN AGENT.

A meeting of the Bristol delegates to the Montreal Congress of Chambers of Commerce decided to ask the Canadian Government to appoint a commercial agent at Bristol, as the delegates claim Bristol supplies a large tract of country, including many counties and important cities and towns.

To

LUC

Or



To Our Friends ~

May success always travel in the direction
you are going; it cannot be met, but must
always be overtaken.

LUCAS, STEELE & BRISTOL, Wholesale Grocers and Importers, **Hamilton.**

Our Staff join us in wishing you the

COMPLIMENTS of the SEASON

LUMSDEN BROS.

Hamilton

and

Toronto.

WE ARE RECOGNIZED AS THE



Quick Shippers
OF ONTARIO

So when needing **CHRISTMAS GOODS** in a hurry, send along your orders by
'Phone, Wire or Letter.

Our stock is splendidly assorted, our prices are right, and we will give you every satisfaction.

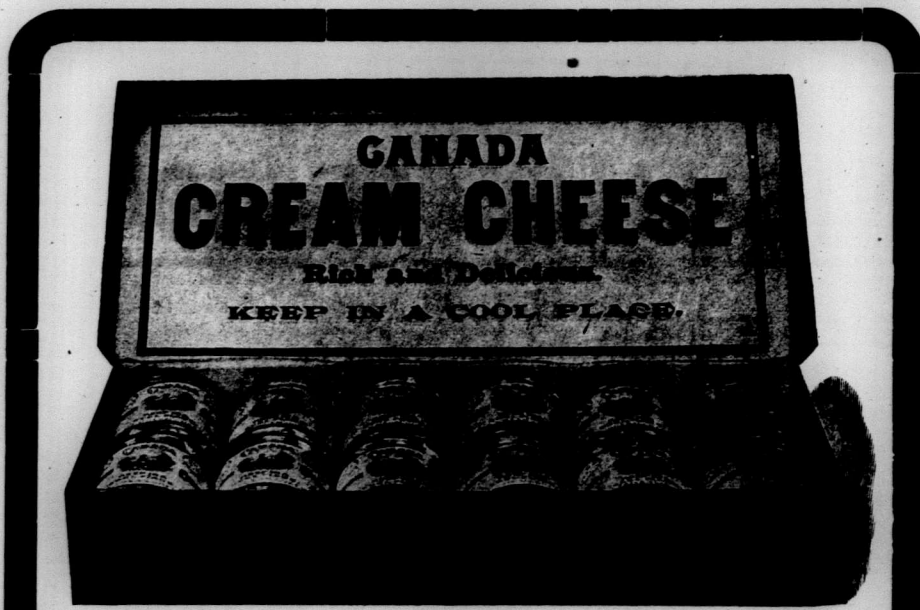
JAMES TURNER & CO.

Wholesale Grocers, - - - HAMILTON, ONT.

T. KINNEAR & CO.

Wish their many Customers and Friends

A Merry Christmas and a Happy and Prosperous New Year.



One of the
Daintiest
of
Table Delicacies.

CREAM CHEESE must be of the highest quality in order to give satisfaction.

CANADA CREAM CHEESE

is superior in flavor, texture and richness to any other cream or package cheese on the market. In furnishing it to your customer you are sure of pleasing. It is never anything but perfect.

A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED,
Manufacturers and Agents,
TORONTO.

Imitations of our package are numerous. Watch for our trade mark (Indian paddling canoe).

Business Changes

ONTARIO.

THE stock of the estate of Blanchard Bros., grocers, London, was advertised to be sold by auction, December 19.

A. Aubichou, grocer and liquor dealer, Ottawa, is dead.

The Dominion Salt Co., Sarnia, have obtained a charter.

Libbitt & Co., grocers, Carleton Place, are retiring from business.

E. Lanone, general merchant, St. Onge, is offering to compromise.

The assets of The Canadian Broom Co., Ottawa, are to be sold.

T. W. Pollock, hardware and grocery dealer, Ruthven, has sold out.

C. M. Wilson & Co., general merchants, Vienna, have sold out to J. Burgess.

The stock of the estate of The Lynch Trading Co., Hagersville, has been sold.

J. W. Watson, general merchant, Minden, has advertised his business for sale.

The Peterboro Cold Storage & Provision Co., Peterboro, have obtained a charter.

MacLean & Hood, general merchants, Underwood, have assigned to O. Wade, Toronto.

D. M. Macpherson, trader, Lancaster, has assigned to F. T. Costello, Alexandria. A meeting of creditors is announced for 26th inst.

QUEBEC.

A. C. Galbraith, grocer, St. Louis, has sold out.

J. A. Lacerte & Cie., general merchants, Ste. Severe, have registered.

H. Girard, general merchant, St. Paul's Bay, has effected a compromise.

Lansregret & Landry, grocers, Montreal, have dissolved partnership.

Bedard,
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D. Gag
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THE CANADIAN GROCER

Bedard, Nap & Co., tobacco and cigar dealers, Montreal, have registered.

O. S. Bissonnette, general merchant and liquor dealer, Coteau du Lac, is dead.

D. Gagne & Co., grocers, St. Henri de Montreal, have dissolved partnership.

J. O. Lemire & Co., general merchants, St. Guillaume D'Upton, have assigned.

E. Morrissette, grocer and liquor dealer, Montreal, has assigned to Chartrand & Turgeon.

N. H. Turcotte, general merchant, Ste. Eulalie, Nicolet County, has assigned to V. E. Paradis.

The assets of Charbonneau et Fils,

grocers, Magog, were advertised to be sold 22nd inst.

J. E. Paradis is preparing a statement of the business of the estate of J. B. M. Dion, grocer, Quebec.

J. A. Bisson has been appointed provisional liquidator for La Compagnie de Cigares Havana, Montreal.

The assets of J. C. Lessard, general merchant, St. Remi de Tingwick, were advertised to be sold 21st inst.

T. S. Williamson, wholesale produce dealer, Montreal, has assigned; meeting of creditors announced for 23rd inst.

J. C. Kennedy, Sr., tea merchant, Granby, has made an assignment. A meeting of creditors was announced for 17th inst.

J. Belisle & Frere, general merchants, St. Stanislaus de Champlain, has made an assignment. The assets are advertised to be sold 24th inst.

NEW BRUNSWICK.

H. M. Kent, grocer, shoes and hardware merchant, Bathurst, has been burned out. Loss covered by insurance.

Mrs. E. McLean, general merchant, Bathurst, and H. Meahan & Co., grocers and millinery merchants, Bathurst, have been burned out. Loss covered by insurance.

NOVA SCOTIA.

J. C. McDonald, grocer, Mabou, has made an assignment.

The consent for M. O. Kirkpatrick, general merchant, Diligent River, to do business in her own name has been registered.

MANITOBA AND N.W.T.

Bell Bros., general merchants, Regina, have been succeeded by A. Bell.

J. Smale, grocer and shoe merchant, Neepawa, is closing up business.

BRITISH COLUMBIA.

Wilmot & Godwin, meat dealers, Vernon, have dissolved partnership.

J. Lewis, fruit dealer and confectioner, Nelson, has gone out of business.

A. G. Smith & Co., commission merchants, Vancouver, have been succeeded by G. W. Dunlap & Co.

CANADIAN TRADE IN SOUTH AFRICA.

Mr. Jardine, Canadian Trade Commissioner, now in London, said in a recent interview, that South Africa would soon recover if the white settlers work as hard as the Canadian farmers. Manitoba hard wheat flour had proved itself the best in all competition. Canada was doing a large trade in agricultural implements and carriages. The Imperial sentiment offset hundreds of American agents.

Cattle disease had prevented Rhodesia from being a splendid agricultural district.

LIKES "THE GROCER."

"I like 'The Grocer' very much, and would not think of doing without it," writes Mr. Joseph Malkin, general merchant, Sprucedale, Ontario, in renewing his subscription to this paper. It is gratifying to be so kindly referred to. "The Grocer" aims to serve the interests of the trade in every possible way, and suggestions from our readers are always appreciated.

**A Merry
CHRISTMAS
AND
Prosperous
NEW YEAR
TO ALL.**

**THE
Davidson & Hay,
LIMITED,
Wholesale Grocers,
TORONTO.**



If you want the best value in

**JAMS
JELLIES
AND
ORANGE
MARMALADE**

insist on getting

UPTON'S

We find that giving good value gets us the business, and that is what we want.



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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Danish Cold Stored Eggs.

THE handling of eggs for cold storage has reached a high stage of perfection in Denmark. An association has been formed in that country which, it is said, numbers 25,000 members, who raise poultry. Their object is to obtain the highest price for their products. They have their own collectors, who go from farm to farm, take the eggs and deliver them to the packing houses. Each farmer must stamp his eggs with his initial, and he is fined for every bad egg. When the eggs reach the packing houses they are carefully examined. They are placed on a frame holding 60 eggs over a powerful electric light. Every dark egg is taken out, and the sender, known by his initial, is fined an amount equal to \$1.25 in Canadian currency. This penalty has greatly contributed to the high reputation now enjoyed by the Danish products. The eggs are sold by weight, and so many ounces a dozen are guaranteed.

It is a foolish policy which allows bad eggs to get into the coolers. The whole trade suffers from this carelessness. Producers and dealers in this country need a more careful education on this subject. If eggs are received in good condition, three-fourths of the risk of deterioration is safeguarded.

The general experience seems to be that the only thing the producer cares for is to get his price. After that the responsibility ceases. The buyer places the eggs in the refrigerators, and, in many instances, it is a gamble as to the condition in which they will come out. The grading should be more carefully attended to in the initiation of the movement from the producer to the consumer. Each grade has its value, and an absolute certainty of the proper classification would be more than compensated for in the final result. The producer and consumer would be benefitted, and the middleman could more readily estimate his profits in the transaction. The cold store egg can, and does compete in the market with the fresh product for general consumption, and there would be little difference in the competition if proper care was used in selection and inspection before the eggs are placed in cold storage.

The Danish method has proved most efficient, and there is little doubt but that if the farmers would associate themselves together, and be held individually responsible for the quality of the eggs they sell, that a mutual benefit would accrue which would raise the standard of the Canadian egg and nullify the prevalent objection to the refrigerator egg.

Provision Trade Figures For Thirty Years.

THE following tables give number of hogs packed in the Western United States in Winter and Summer seasons and yearly, with average prices thereof, together with quotations for corn at Chicago, and yearly exports of hog product for a period of thirty years, ending October 31, as compiled from The Cincinnati Price Current:

	WESTERN HOG PACKING.		
	Winter	Summer	12 Months
1874.....	5 466 000	1 200 000	6 666 000
1875.....	5 566 000	1 262 000	6 828 000
1876.....	4 880 000	2 308 000	7 188 000
1877.....	5 101 000	2 543 000	7 644 000
1878.....	6 505 000	3 378 000	9 883 000
1879.....	7 481 000	4 051 000	11 532 000
1880.....	6 950 000	5 324 000	12 274 000
1881.....	6 919 000	4 804 000	11 723 000
1882.....	5 748 000	3 211 000	8 959 000
1883.....	6 132 000	3 781 000	9 913 000
1884.....	5 402 000	4 059 000	9 461 000
1885.....	6 460 000	4 965 000	11 425 000
1886.....	6 299 000	5 614 000	11 913 000
1887.....	6 439 000	5 611 000	12 050 000
1888.....	5 821 000	5 815 000	11 236 000
1889.....	5 484 000	6 881 000	12 365 000
1890.....	6 664 000	9 540 000	16 004 000
1891.....	8 173 000	6 696 000	14 869 000
1892.....	7 761 000	7 757 000	15 518 000
1893.....	4 633 000	6 721 000	11 354 000
1894.....	4 884 000	8 812 000	13 696 000
1895.....	7 191 000	8 195 000	15 386 000
1896.....	6 816 000	9 980 000	16 796 000
1897.....	6 949 000	11 700 000	18 709 000
1898.....	8 441 000	13 931 000	22 072 000
1899.....	9 720 000	13 525 000	23 245 000
1900.....	8 676 000	14 323 000	22 999 000
1901.....	9 278 000	15 071 000	24 349 000
1902.....	10 340 000	12 147 000	22 487 000
1903.....	8 460 000	12 915 000	21 375 000

	Average price of hogs.		Aver. Exps. Millions Lbs.				
	Winter	Summer	12 Months	Corn	Meats	Lard Total	
1874.....	\$4 34	\$6 75	\$4 66	60	385	177	562
1875.....	6 66	7 40	6 80	67	326	168	494
1876.....	7 05	5 40	6 50	45	446	198	644
1877.....	3 74	4 80	4 10	44	513	238	751
1878.....	3 99	3 50	3 89	39	712	345	1,057
1879.....	2 85	3 65	3 15	34	867	343	1,210
1880.....	4 18	4 20	4 19	37	873	405	1,278
1881.....	1 64	5 65	5 15	46	794	335	1,129
1882.....	6 06	7 20	6 47	67	444	240	684
1883.....	6 28	5 60	6 02	54	480	273	753
1884.....	5 18	5 35	5 25	54	414	228	642
1885.....	4 29	3 90	4 12	42	495	301	796
1886.....	3 66	4 10	3 86	38	525	298	823
1887.....	4 19	4 75	4 45	38	490	324	814
1888.....	5 04	5 58	5 30	48	410	276	686
1889.....	4 99	4 30	4 60	38	553	368	921
1890.....	3 66	3 91	3 80	36	700	511	1,211
1891.....	3 54	4 48	3 96	57	642	442	1,084
1892.....	3 91	5 03	4 48	46	698	478	1,176
1893.....	6 54	6 33	6 40	40	490	360	850
1894.....	5 26	4 98	5 08	41	589	451	1,040
1895.....	4 28	4 41	4 35	43	600	459	1,059
1896.....	3 68	3 30	3 45	26	659	534	1,193
1897.....	3 30	3 70	3 55	25	794	600	1,394
1898.....	3 53	3 65	3 73	30	970	715	1,685
1899.....	3 52	4 00	3 80	34	976	713	1,689
1900.....	4 29	5 12	4 80	40	832	639	1,471
1901.....	5 02	5 92	5 56	48	851	594	1,445
1902.....	5 97	7 06	6 55	61	665	506	1,171
1903.....	6 44	6 20	6 30	47	550	520	1,070

Lard Competition in Europe.

A LEADING German lard distributor writes of the situation abroad: "There has been a very good demand for lard, and we have the impression most of the enormous receipts of September-October have been absorbed. There is some lard left here, but not much. The American holders have kept on underselling everybody and are generally $\frac{1}{2}$ to 1 mark below Chicago in order to make it impossible for us or others to import. But still we have managed to put some trade through. The question is, will Chicago continue to monopolize the lard business, and will the big people there be able to buy such quantities on your side as to exclude us and other smaller dealers, or are the outside packers and the exchange and the commission houses strong enough to support us and similar houses in such a way we can compete there? It has been a hard time for us, looking on while one Chicago interest has been doing almost all the business."

The American Invasion.

According to The London Daily Mail, initial steps have been taken by an American syndicate to capture the retail grocery and provision trades in the English provinces. The principal member of the trust is said to be a Chicago firm that exports to this country enormous quantities of American beef, bacon, ham, lard, and canned goods. In several large cities, including London, "distributing centres" for the wholesale supply of these commodities have been established.

Ship Took Tons of Meat.

The supply ship Culgoa, of the United States Navy, loaded at New York City, left the Brooklyn Navy Yard on Sunday for Panama and neighboring stations of the navy with 300,000 pounds of beef, 20,000 pounds of mutton and 10,000 pounds of turkey for our sailors and marines now in Southern waters. That will not make a bad feed for the men who are now making history for this country. The navy feeds its men well and get fighting service of a high order in return.

Telegraphic Address "DOMINO, Charlott"

We hand in a modern establishment on a farm.

WR

NOTHING

Beech-Brand

We l genu Last ket lot is We pick shall

F. V

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

Codes Used
A.B.C.
LIEBERS
PRIVATE.

LIMITED.

Charlottetown, P.E.I. Canada



We handle everything manufactured in a modern pork and beef packing establishment, also everything produced on a farm.

WRITE OR WIRE FOR
PRICE LISTS.

NOTHING FINER CAN BE PRODUCED
THAN OUR

Beech-Nut Hams and Bacon

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

We are offering attractive prices on

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

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

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

Beans.

We have just received a fine lot of genuine California Lima Beans. Last year these were out of the market owing to the short crop. This lot is a good one and price is low. We have also a good stock of hand-picked and prime white Beans, and shall be pleased to have your orders.

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

Our English Brawn

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

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

Order Sample Case.

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

LIMITED

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—This is not a particularly active season in the provision trade. Provision houses are more busy looking after the curing end of their business than their selling end. There is nevertheless a very fair active demand considering the circumstances, particularly of hams. Dressed hogs are a little stronger and this has given a firmer tone to prices generally. The advent of Christmas beef has given a rather higher price to dressed beef than is likely to prevail after the holiday season. We quote:

Long clear bacon, per lb.	\$ 0 08½	\$0 09
Smoked breakfast bacon, per lb.	0 13	0 13½
Roll bacon, per lb.	0 10	0 10½
Medium hams, per lb.	0 12	0 12½
Large hams, per lb.	0 11	0 11½
Shoulder hams, per lb.	0 09½	0 10
Backs, per lb.	0 14	0 14½
Heavy mess pork, per bbl.	16 50	17 00
Short cut, per bbl.	19 00	19 50
Shoulder mess pork, per bbl.	15 00	15 50
Lard, tierces, per lb.	0 08	0 08½
" tubs	0 08½	0 08½
" pails	0 08½	0 08½
" compounds, per lb.	0 07½	0 08
Dressed hogs, light weights, per 100 lb.	6 50	6 40
heavy		10 50
Plate beef, per 200-lb. bbl.	6 50	9 50
Beef, hind quarters	4 00	6 50
front quarters	6 50	7 62½
choice carcasses	5 00	5 75
medium	4 50	5 50
common	5 00	6 00
Mutton	7 00	8 00
Lamb	6 00	9 00
Veal		

Butter—Receipts consist principally of large rolls and pound prints. Commission men complain that all qualities are packed in together and as a consequence consignors are not receiving the price they should get as the value of a package is set by the worst lot in it. There is an A1 demand for strictly first-class straight stuff and a fair demand for ordinary. We quote:

	Per lb.
Creamery prints	0 21 0 22
solids, fresh	0 20½ 0 21
Dairy rolls, large	0 17 0 17½
prints	0 17 0 19
in tubs, best	0 16 0 17
Under qualities	0 14 0 15

Cheese—There is no change of importance to report in cheese. There is no export demand although some is going forward to fill orders placed earlier. We quote:

	Per lb.
Cheese, large	0 10½ 0 11
twins	0 11½ 0 11½

Montreal.

Provisions—There is a steadier feeling in hog products generally and the volume of business is said to be very fair. Canadian short cut mess pork is selling at easy prices. Smoked meats are in good demand. Lard is steady. We quote:

Canadian short cut mess pork	\$18 50	\$19 00
American short cut clear	17 50	18 00
American fat back	18 00	18 50
Bacon, Wiltshire, per lb.	0 13	0 13½
Extra plate beef, per bbl.	11 50	12 00
Lard "Boar's Head" brand, tierce basis		0 07½
Carloads, less		0 00½
20-lb. tin pails, tierce basis		0 00½
Half-bbls., over tierce	0 00½	0 00½
50-lb. tubs	0 00½	0 00½
20-lb. wood pails	0 00½	0 00½
10-lb. tins	0 00½	0 00½
5-lb. tins	0 00½	0 00½
3-lb. tins	0 01	0 01
Wood net, tin gross weight		
1 to 25 pails	1 68	1 58
26 to 49 pails	1 66	1 56
50 pails and over	1 62½	1 52½

Butter—As was noted last week the late Fall butter now arriving is not of satisfactory quality, and the demand centres for the most part around the October creameries. As this line is not in particularly good supply it is evident that prices will remain firm. We quote as follows: Fresh Winter made creameries, 21 to 22c.; finest October and November, 22c.; creamery prints, 22 to 23c.; dairy rolls, 17 to 17½c.; dairy tubs, selected, 16 to 17c.; medium, 14½ to 16c.

Cheese—The market is now very quiet. Many holders of September goods are holding until the beginning of the year when they hope to secure better prices. English advices report the market dull. The mild, fresh make is selling at 11 to 11½c.; Summer strong cheese, 12 to 12½c.

St. John, N.B.

Provisions—In barrelled pork there is a light business and market easy. Local packers are putting up a good deal of stuff. Beef is dull but fairly firm. In pure lard lower prices are again quoted. Fair stocks held. Hams and bacon still command quite full figures. In fresh meats quite low prices rule in beef, lamb, mutton and pork. Veal is quite firm. The Christmas display is fine. Poultry, particularly turkeys, are high and scarce.

Butter has a fair sale only. While best grade stock is scarce it is difficult to move freely at full figures except it is fancy.

Cheese has but a light sale. The stocks are not large. Prices are at least no higher.

Eggs are in fair supply at rather higher prices. Quality needs watching.

French Tariff.

The party in defence of agricultural interests in the French Chamber of Deputies yesterday decided to communicate a protest to the Minister of Agriculture against applying the minimum tariff to Canadian salted meats.

Canada's Produce in Britain.

Quotations for butter and cheese on the London market, says a press cable, are as follows: Butter, choicest, 98s. to 100s.; finest, 94s. to 96s.; cheese, finest, 52s. to 53s.; fair, 50s. to 51s.

Canadian turkeys, says an importer, are distinctly inferior to the English-grown fowl. This is due to their being fed on maize, making them very yellow in the fat.

Provision Exports.

The U.S. official report of provision exports from the United States for the month of November was: Bacon, 19,195,951 pounds, against 16,851,694 pounds last year; hams, 15,185,007 pounds, against 17,260,529 pounds last year; pork, 6,938,314 barrels, against 6,387,728 barrels last year; lard, 52,200,416 pounds, against 38,697,481 pounds last year.

Cheese Statistics.

The value of cheese made in Canada this year is estimated at \$25,000,000 to \$30,000,000. It is figured out that this represents a make for the season of 3,000,000 boxes, estimated at equal to 6,000 carloads of 20 tons each; making a train 37½ miles in length; piled up one over the other it would make a stack 852 miles in height.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

REFRIGERATORS.

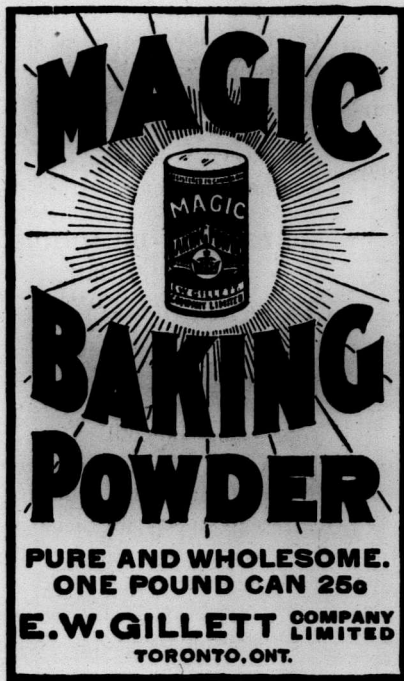
Rooms
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Butter Ware
Butter Paper
Butter Paper

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Walter
Woods
& Co.

Hamilton and Winnipeg.



We are buyers of

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

Toronto.

SAVE 25% on your HOUSE PAINTING.

If the grocers who intend painting their residences next Spring will follow the directions given below and wash the buildings with a solution of **GOLD DUST** Washing Powder, they will use one-third less paint than if they merely attempted to brush the dust off the house without washing it.

DIRECTIONS.

Dissolve one-quarter pound of **GOLD DUST** in a pint of water, then add the solution to 4 gallons of hot water; apply with a stiff brush, and follow with use of a hose. The stronger the hose is turned on the quicker and more effectual the work will be.

The use of less paint can be accounted for by the fact that after washing the house with **GOLD DUST** it leaves a smooth surface, so that the same quantity of paint will go fully one-fourth further. Furthermore, it leaves no layer of dirt between the paint and the woodwork, and, as a consequence, the paint will wear longer.

We have letters from several of our customers who used this method, and after washing their houses with **GOLD DUST** they were so well pleased with the appearance of them that they concluded not to paint them at all.

Retail grocers will do well to call this matter to the attention of their customers, as \$3.00 worth of **GOLD DUST** Washing Powder will make the house look as well as the expenditure of \$100.00 in re-painting it would.

Any grocer may experiment with a 5c. package of **GOLD DUST** by emptying the contents into 8 gallons of hot water, which should convince him that it will pay him to continue.

GOLD DUST can be used for any kind of outdoor work that needs renovating

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.

Right....

That all grocers should know that there are no goods on the market that

Sell at Sight

and yield such handsome profits as those of the

Crown Mfg. Co.

WRITE FOR QUOTATIONS ON:

- Crown (H.B.) Fruit Candies
- Crown Unfermented Wines
- Crown Cordials
- Crown Jelly Powders
- Crown Catsups
- Crown Spices
- Crown Chewing Gum, etc.

Crown Mfg. Co.
TORONTO.

BACK FROM ST. LOUIS.

WL. CRIGHTON, advertising agent of the Intercolonial Railway, was in the city yesterday on his return from St. Louis, where he has been on business for the Government railways. It is the intention of the railway if suitable space can be secured, to make a big display of the attractions of the Maritime Provinces to Summer tourists, fishermen looking for salmon, trout and bass, and hunters in search of big game, such as the moose, bear, caribou and deer, which will be done by means of large photographs and actual specimens of fish and game. Electrical effects will also be introduced. The demand for space in all the buildings far exceeds the supply and this despite the tremendous area at the directorate's disposal. A comparison with the World's Fair at Chicago and the Pan-American at Buffalo is largely in favor of the St. Louis Exposition. The Transportation Building, for instance, has a floor space of 525 feet by 1,300 feet, and the total area under roof of the main exposition buildings is 131 acres or nearly 50 acres larger than the Columbian Exposition at Chicago, and just as the buildings are as colossal in size so will the exhibition be in scope. Several of the important buildings are completed and the advanced condition of the other main buildings assures the opening of the Exposition April 30th, 1904. The buildings are bewildering in their beauty, the designers having been given a free hand, the results, therefore, being unique in architectural originality. It would appear, therefore, to be a safe statement to make that it will be impossible to see again their like or equal. The question of accommodation has been dealt with in an intelligent manner by the directorate, most of the principal hotels being under contract not to exceed their rates in vogue at the present time and which are normal. Numerous hotels are in the course of erection. A new feature in World's Fairs is the erection of an hotel of two thousand rooms at moderate prices in the actual exposition. Over 500 restaurants will cater to the hungry. A list of hotels, boarding houses and private accommodations has been compiled and will shortly be in the hands of the principal railway agents. Canada's "Famous Train" "The Maritime Express," running between Montreal, Quebec, St. John, Halifax and the Sydneys compares more than favorably

with the much advertised trains in the States, and particularly so with regard to dining car service, the full course meals at a uniform price of 75 cents being a marvel of cheapness. Mr. Crighton adds he must pay tribute to the courtesy of the St. Louis people in general to visitors to their beautiful city, their willingness to direct strangers carrying out the best traditions of Southern customs.

PRESIDENT DOMINION TRAVELLERS.

J. S. N. DOUGALL, of McCaskill, Dougall & Co., has been elected president of the Dominion Commercial Travellers' Association, the vote being Dougall 1273 and George Mann 811. In addition to the election of president, the following directors were chosen: W. Beauchamp, T. S. Currie, W. J. Egan, W. B. Mathews and J. F. Dubreuil.

The applications for membership show a considerable increase over that of any previous year; the number of new members enrolled was 737, their average age being 30 years; 367 failed to renew their subscriptions, making present membership 4,434, a gain of 370 over last year. Death claims in comparison with the increasing membership may be considered very few, numbering 33, as against 32 for each of the three preceeding years. The claims arising therefrom amount to \$30,900, being \$1,400 less than last year.

The treasurer's statement shows that the sum of \$19,000 has been invested. This amount is secured by first mortgage on real estate bearing 5 per cent. Five thousand five hundred dollars have been realized on matured loans. The net surplus for the year carried to capital account was \$19,942.77, which now reaches the handsome sum of \$222,947.30.

The annual dinner will be held at the St. Lawrence Hall, Montreal, Dec. 30.

APPOINTED AGENTS.

The Greig Mfg. Co., Ltd., Montreal, desire to call the attention of the trade to their appointment as sole Canadian agents for the Terezol Mfg. Co., Manchester, Eng., "Terezol" boot and shoe polish. This polish is preferred by scientific methods and most experienced leather experts, and is claimed to be a leather preservative as well as a polish. It is put up in very attractive packages, and the first shipment was sold out rapidly. Another consignment is expected shortly.



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We extend our heartiest good wishes
 for a very
MERRY XMAS
 and a **HAPPY** and
PROSPEROUS NEW YEAR.

THE EBY, BLAIN CO., LIMITED
 WHOLESALE IMPORTING
 AND
TORONTO.
 MANUFACTURING GROCERS



BRITISH CREAMERY REGULATIONS.

AN order has been issued by the Secretary of State granting special exceptions to creameries under the Factory and Workshops Act, 1901, says The Scottish Trader. One provides that during May to October inclusive women and young persons may be employed during a period of employment which shall on Saturdays or any day substituted for Saturday begin at six o'clock in the morning and end at two o'clock in the afternoon, and on the other week days begin at six o'clock in the morning and end at nine o'clock in the evening, and shall on Sundays and holidays be a period of three consecutive hours to be fixed between six o'clock in the morning and seven o'clock in the evening, subject to the conditions: (1) A woman or young person shall not be employed continuously for more than five hours without an interval of at least half an hour for a meal; (2) there shall be allowed for intervals on Saturdays, or the day substituted for Saturday, not less than one hour, and on the other week days not less than five hours, including the whole time from twelve noon to four o'clock in the afternoon, and (3) no overtime shall be worked in the creamery in pursuance of any other exception. In creameries where this exception is not used women and young persons may be employed during these months on Sundays and holidays during a period of three consecutive hours to be fixed between six o'clock in the morning and seven o'clock in the evening, subject to the conditions: (1) An interval of not less than half an hour shall be allowed within the period of employment on each week day, in addition to those required by the Act, and (2) no overtime shall be worked in the creamery in pursuance of any other exception.

The CONTENTED GROCER

IS
THE
ONE
USING
A

**"NATIONAL"
COFFEE
MILL**

It has so many points of superiority over other mills that we should like to tell you about them.

Drop Us a Line or—See Our Travellers.

THE EBY, BLAIN Co. LIMITED

IMPORTERS AND WHOLESALE GROCERS, TORONTO.



*20 Eby Blain
to see
6000 14 page*

A Business Man on The University Question.

THE affairs of the University of Toronto were the subject of an address by Mr. W. T. White, B.A., manager of The National Trust Co., before the Canadian Club of Toronto, Monday noon last. The University question is one of great importance and growing interest to the business men not alone of Ontario but of Canada at large, and while Mr. White's address had particular reference to The University of Toronto it cannot fail to be read with interest by our Maritime friends who find their universities handicapped by the same lack of funds which has long been a drag to Ontario's provincial university, and who are even now grappling with the problem of University Federation, a problem which Toronto has just solved by the admission of Trinity to the sisterhood of educational institutions centered in Queen's Park.

The Canadian Club were happy in their choice of a man to speak to business men on the University question. Mr. White is at once an honored Alumnus of The University of Toronto, a graduate in arts and law, and a business man of prominence and experience, who is thus fortunately able to treat his subject from the point of view of the practical man of business, and at the same time appreciate the situation as a non-university man might not be able to do.

For some years after graduation Mr. White was a successful newspaper man—a line of work where experience is more readily acquired than wealth. From newspaper work, in which he did City Hall assignments, he entered the Assessment Commissioner's office, which he left to become manager of The National Trust Company, where his success has been marked, and where he has built up a reputation as a particularly broad-minded and far-seeing business man.

With Mr. White's plea for more liberal treatment for our Universities no business man can but sympathize. A parsimonious policy is poor economy, whether applied to a pork factory or a university, a fact which the government is recognizing all too slowly. The suggestion that the advantages of the university be made more widely available is also worthy of the very best consideration, while, perhaps, most important and underlying all was his call for men—men of intellect, character, individuality, and wide sympathies; for important as money is in the modern university it is, in the last analysis, the intellect, character, individuality, and wide sympathy, in a word, the culture, of the staff that raises the university above a mere degree factory

Mr. White, whose address was heard by several hundred members of the club, assumed that the scientific and technical side of the university training needed no defence, as all realized the great service it has done to manufacturing interests and the importance of present investigations to an industrial progress. The arts department, however, might need a defence before a gathering of business men.

The fact that many men without any attendance at college had possessed themselves of a fair share of the knowledge imparted in a university course was no argument that such a course was of no advantage. For men of great natural capacity and sincere love of learning no course of training yet devised by man was quite the equal of a university course in arts. It enlightened his mind, strengthened its faculties, and developed its powers. It gave him precision of thought and developed the power of concentration and right methods of thought. The knowledge obtained broadened and refined the man.

EVENING CLASSES.

"And when we develop proper ideals at our university, and it stands with open doors with late afternoon and evening classes for our younger men in offices, and when leaders among the business men here begin to recognize, as they have long since recognized in the United States, what a mass of trained intelligence lies ready to their hand, with the publication of each annual class list, then we shall certainly, from the graduates of our universities, get great business men as well as great preachers, lawyers, and doctors."

INFLUENCE OF UNIVERSITY.

The influence of the university on the teaching, in legal and medical professions was admitted. When the strain of living became less intense men would be able to give more careful thought to the affairs of the State, and our politicians and orators would also be drawn from the ranks of the college graduates.

The moral benefit of a university training was incalculable. It developed all that was best and noblest in thought and character. The philosopher and student, attached solely to his books, were both of service to mankind in helping to lift us above mere worship of Mammon.

DUTY TO UNIVERSITY.

Our duty to the Provincial University was to maintain it, as we should any other great national asset, at its highest possible efficiency, and not suffer it to lapse into decay. Our duty was to supply proper buildings and equipment, adequate revenues, and the best teachers that could be obtained. This duty has been badly performed.

AT A STANDSTILL.

"University education is at a standstill. We have not kept pace with the times," said Mr. White. "We are being outranked and outclassed by the least important of our neighboring States, and have lost that supremacy which we used to be taught was enjoyed by Ontario. Toronto University needs money for new buildings, for equipment, for staff, and unless her wants are supplied, she must sink to third or fourth rank."

MONETARY NEEDS.

A \$200,000 laboratory was needed for the department of physics. A botanical

plant and laboratory, an astronomical observatory, an extension to the library, a central heating and lighting plant were a few of the things needed. These alone would require \$500,000.

Mr. White then compared the revenue of the university with those of similar institutions. The total contribution of the Government, he said, was about \$100,000. Michigan State University received in the last fiscal year \$559,000, of which \$100,000 was revenue and the balance for buildings and repairs. Minnesota, less populous and less wealthy than Ontario, gave \$200,000 this year to her university, which also received \$100,000 from the Federal Government. It was absolutely necessary that the revenue of Toronto University should be doubled, and why should the province not resort to direct taxation for the purpose of the university, so that everybody's son might be benefitted?

"One-tenth of a mill upon the general assessment of Ontario, collected through the municipalities, and rendered to the Provincial Treasurer, will just about solve the problem of additional revenue and interest upon the capital expenditure, which could be easily and readily financed upon the credit of the province by the issue of debentures."

To increase the fees of the university would mean the exclusion of perhaps the most desirable class of students, those of humbler means.

This money might be raised in other ways, by taxes on railways, or franchise-holding corporations.

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Thy **New Year** will be
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MONTREAL, P.Q.

MEN ALSO NEEDED.

Men were needed also, men of intellect, character, individuality, and wide sympathies. Political influence should not be allowed to enter into the all-important matter of appointment. The power should be vested in a board of trustees, responsible to the public, who should be given sufficient money to employ and retain the best men. Advancement should come through merit and character alone.

It is only fair to the Government to say that they have been doing much better lately, and the new School of Practical Science and the grant to convocation hall were the first fruits of a change of heart. Personally he felt that Mr. Ross realized fully the importance of university work, but was fearful of out-running public opinion. Mr. Whitney, leader of the Opposition, took a very sympathetic view of university affairs and would assist and not obstruct the Government in connection with any increased grant. He was satisfied that there are enough men in the hall, always including the omnipresent press, to bring it about that neither Government nor Opposition dare refuse to oppose the adequate maintenance of higher education in this province. He believed there is an undue apprehension as to the farmers opposing grants for higher education. The sons of farmers had gone higher in education than the sons of any other class in Ontario, and all that was needed was a statesman full of his subject presenting the facts fairly to the House and to the country.

WHAT ENGLISHMEN EAT.

THE Royal Statistical Society held their first ordinary meeting of the session the other evening, under the presidency of Major Patrick George Craigie of the Board of Agriculture and Fisheries. In his address the president said that he had already shown that since 1830 the British Empire had grown from 4 per cent. to 24 per cent. of the surface of the earth. In the "thirties" the population outside the British Isles was 100,000,000; the figure for 1900 was three and a half times that number. No less striking was the increase in the supply of food, the consumption of meat being 13 times as great now as it was about 70 years ago. The increased supply came largely from abroad. The people of 1857-59 consumed only 5 pounds per head of sea-borne meat, whereas today the figure was 53½ pounds for each person. The quota of the United States was still vastly ahead of that which any individual country supplied, but the proportion of the whole from this quarter was not maintaining the ratio of 20 years ago. There still remained for the British

farmers a region which might be all their own, and in turning attention more closely to meat production and dairy business they stood no such risk as in the case of cereals. There was room in the demands of our rising population for all that our farmers could raise. But the history of our food imports made it plain that the competition of meat of very distant origin with native meat had grown by relatively greater strides than those of the simpler and more bulky cereals.

Turning to other products, Major Craigie pointed out that tea had also become more and more popular. The quantity sold per head in the year 1852 was two pounds, by 1859 it had increased to 2.67 pounds, in 1885 to 5 pounds, and now the country took 6 pounds per head. As much as 98 per cent. came from China 50 years ago, but now practically all came from India and Ceylon. More food and better food was obtainable in the United Kingdom to-day than at any earlier date. That was not apparently, in the view of the lecturer, an unmixed benefit, and he suggested that their scientific colleagues should resolve their doubts as to the bearing on the health and vigor of the people of many of the changes which the last half-century had wrought in the character and distribution of the food consumed in this land. Prominent among these changes, though not by any means alone, one was tempted to ask whether the physique of the nation has been bettered or deteriorated by the much larger and sometimes wasteful use of meat, of tea, or of tobacco, which the figures quoted could not but suggest. It was a question whether the increased consumption had been wisest for the health of the population. Major Craigie closed by saying: "Last of all, it does occur to me to ask whether we are quite certain it is the wisest economy to make such efforts to bring the food to the men, and not rather to send the men to the food, so long as the wide areas of food-bearing soil in our vast empire cry out for labor, and offer to the masses of our labor centres at home—as a not impracticable alternative to the struggles of the mine, or the factory, or the workshop—obedience of the old command, to go forth and replenish the earth and subdue it."

The report of the society's committee on the production and consumption of meat, presented by R. Henry Rew, of the Board of Agriculture, was submitted. It developed the point about meat consumption, showing that in the United Kingdom the average annual production of meat was 67.52 pounds per head, while the average quantity imported was 54.24 pounds, giving a total annual consumption for each person of 121.76 pounds.

The yearly consumption was roughly shown by the following figures:

	Pounds per annum.	Per head per week.
Artisans, mechanics and laborers...	107	\$2 06
Lower middle class.....	122	2 35
Middle class.....	182	3 50
Upper class.....	300	5 77

In the course of the evening the chairman presented M. Yves Guyot with the Guy silver medal for his paper on the "Sugar Industry on the Continent."—London Telegraph.

NORTHWEST TRAVELLERS.

THE twenty-first annual meeting of the Northwest Commercial Travellers' Association was held Saturday night last, in Board of Trade rooms, Winnipeg. A very large attendance was present. The reports showed a total membership of 1,241, an increase for the year of 267. The Winnipeg membership reaches 881. Receipts for year amounted to \$13,669, and the total funds to credit of Association aggregate \$51,713. Of this \$38,692 constitutes the Mortuary Benefit Fund. The officers elected for the ensuing year were:

President—F. H. Agnew.
Vice-President—F. C. Fahey.
Treasurer—L. C. McIntyre.
Secretary—F. C. Cox.

Directors—R. McGowan, F. M. Morgan, T. A. Anderson, F. W. Drewry, G. F. Bryan, John Horne, W. W. Bole, J. A. McTaggart, D. J. Dyson.

Officers for British Columbia:—
Vancouver—Vice-President—James Beveridge.
Directors—T. Parkinson and A. H. Walbridge.
Victoria—Vice-President—H. G. Wilson.
Director—J. C. Devlin.
New Westminster—Vice-President—J. C. Cunningham.
Kootenay—Vice-President—Jos. Lawrence.

POTATOES.

THE fact that in Germany the average annual consumption of potatoes is some twenty-seven or twenty-eight bushels a head, while in the United States it is only three, shows that the Americans are more carnivorous, says Everybody's Magazine, or at least more able to spend money for meat, than their cousins over the water. It explains in part, why Hans raises about six times as many "Irish Bananas" as Jonathan raises. Hans gives three times as much space to potato-fields. But Hans also gets twice as many potatoes out of the same area. The German crop yields about 200 bushels to the acre. The American average runs from 80 to 100, say 95 or 96. Why is this? Why can't the Yankee farmers coax as many potatoes out of the hill as their brethren in Deutschland?

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the first can be secured by following directions noted on our tins—
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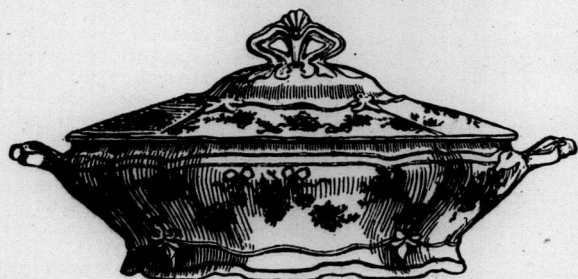
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Items of Interest

Look these over carefully!

Molasses

The stock of pure Barbadoes Molasses received in Canada this year is the smallest for many years past. We have a full stock of Pure Barbadoes. Write us for samples, or see our travellers.

Tea

Our stock of Teas is the largest and best assortment, grade for grade, in Canada. If you are open for any particular line, write us. We defy competition, and will let you be the judge.

Speaking of Teas, the demand for Lipton's Teas has increased during the past few months at a phenomenal rate; in fact, over 100 per cent. The Teas are right, the packages the best, and the prices satisfactory.

Coffee

Lipton's world-renowned, high-grade Coffees, in sealed tins, 1-lb., ground or whole, are bound to be leaders. They have quality, flavor, aroma and strength. Write for particulars.

Tapioca

Market stronger and prices advancing. Write for our prices; they will astonish you.

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Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.
Nicholson & Brock, Toronto.

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Browne & Wells, Toronto.
Canada Biscuit Co., Toronto.
Christie, Brown & Co., Toronto.
Crown Mfg. Co., Toronto.
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Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
British Columbia Packers' Ass'n, Vancouver, B.C.
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American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Erie Tobacco Co., Windsor, Ont.
Fortier, J. M., Montreal.
Horrocks, T. J., Toronto.
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Hamilton Cotton Co., Hamilton.

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Greig, Robt., Co., Toronto.

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Baker, Walter, & Co., Dorchester, Mass.
Cowan Co., Toronto.
Epps, James, Co., London, Eng.
Tippett, A. P., & Co., Montreal.

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

Commission Merchants and Brokers.
Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Duck, Geo. H., Toronto.
Hull & Sharpe, Calgary, Alberta.

Nicholson, E., Winnipeg.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Stagg, M. G., & Co., Toronto.
Thomas, J. P., Quebec, P.Q.

Computing Scales.
Computing Scale Co. of Canada, Toronto.
Toledo Computing Scale Co., Toledo.
Wilson, C., & Son, Toronto.

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Borden's Condensed Milk Co., New York.
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Fearman, F. W., Co., Hamilton.
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McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.

Delivery Wagons.
Ewart, James, Toronto.

Educational.
Central Business College, Stratford.

Financial Institutions.
Bradstreet Co.

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

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Greig Mfg. Co., Montreal.

Flours and Cereals.
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Castle, F. J., Co., Ottawa.
MacKay, John, Bowmanville, Ont.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Tilson Co., Tillsonburg, Ont.

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Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Lafamme, Montreal.
Hudson, Hebert & Cie., Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, G. & J.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.

Hudson, Hebert & Cie., Montreal.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Simpson, R. & J. H., Co., Guelph.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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Coles Mfg. Co., Philadelphia, Pa.
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Southwell's—Frank Magar & Co., Montreal.
Upton's—A. F. MacLaren Imperial Cheese Co., Toronto.

Macaroni.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Napoli Macaroni Co., Toronto.

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Mince Meat.
Capetan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Lytte, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

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

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Ewing, S. H., & Sons, Montreal.
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Hudson, Hebert & Cie., Montreal.
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Lees & Langley, Toronto.
Patterson's—Rose & Lafamme, Montreal.
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Oakley, John, & Sons, Montreal.

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

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Foster Pottery Co., Hamilton, Ont.

Poultry Food.
Greig, Robert, Co., Toronto.

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

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Toronto Salt Works, Toronto.

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Winn & Holland, Montreal.

Soda—Baking.
Dwight, John, & Co., Toronto.

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Edwardsburg Starch Co., Cardinal, Ont.
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St. Lawrence Starch Co., Port Credit.

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Japan Tea Traders' Ass'n.
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Lumsden Bros., Hamilton and Toronto.
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"Sovereign" and "Lynx" Salmon 32
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Steele, W. H., Co. 61
Stretton & Co. 8
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Sydenham Glass Co. 3
Tea Rose Drips 5
Thomas, J. P. 63
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Wilson, G., & Son 3
Winn & Holland inside front cover
Wood, Thomas, & Co. 10
Woods, Walter & Co. 18

We import our tea direct from the hill or interior district of Ceylon. It is selected from the best; therefore,

Blue Ribbon Ceylon Tea

is the purest tea on the Canadian market. It is not "waste" tea that has been dumped into Canada because of there being no duty, like the ordinary run of packet teas. It is just pure tea.

Push the Red Label Brand.

Every Grocer our Agent.

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.

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

COLES MANUFACTURING CO., PHILADELPHIA
P. O. BOX 1000



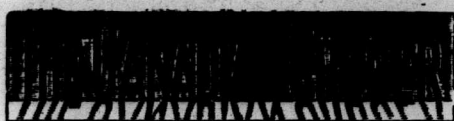
How is your starch business? Selling much? You would if you sold

Celluloid Starch

Never Sticks Requires no Cooking.

Comes in handy packets. Looks well on the shelves and is easily handled. Pays you a good profit. Better put in a stock.

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BRANTFORD, CANADA.



President:

JOHN BAYNE MACLEAN,

Montreal.

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COMPLIMENTS OF THE SEASON.

MERRY Christmas and a Prosperous New Year! How pleasant is the old phrase to the ear! Pass it on to your neighbor. Let the world see that the trials and disappointments of life, the losses and vexations of business have still left to you that modicum of kindly feeling which contributes so much to a better spirit in all the relationships of life.

Be an optimist. There is need of optimism in Canada, as in other countries, to-day. There has been too much talk of the depression which is to come but which by every kind of reckoning is as far distant as ever. With heavy immigration and unprecedented railway construction anticipated during the coming year, with our retail stores, our workshops and our factories—everything, save our goals—busier than ever, what reason have Canadians for pessimism? Why should they give serious heed to prophecies of depression and disaster?

Has your business fallen off during the last year? Or have you not secured the proportion of profit which is necessary to make business "worth while"? Then do not blame the result on the conditions of trade in the country. The wholesale houses say that business has been of larger volume than ever during the year—this in spite of the depression prevailing in the United States; the larger retailers in such luxuries as diamonds, furs, pianos, etc., say that buying has been exceptionally generous.

So, if things have not been coming your way do not go around kicking about depression, about dull times. Spruce up! Brighten up your store! Nine chances to one you will discover that the depression has been restricted in a large measure to yourself, that your neighbors are buoyant with the good cheer and warmth of optimism.

So join the optimists! Hide your worries behind the glad smile of friendly greeting and mayhap in adding to the general spirit of pleasantness your old troubles may be materially reduced if not altogether effaced.

MUNICIPAL ELECTIONS.

THIS is the open season for candidates, aspirants for municipal honors. How some of the aspirants have the assurance to aspire is beyond the ken of most of us, but nevertheless they are out year after year and often are elected because the voters get tired of turning them down or because of the dearth of good men in the field.

The curse of our political system, Federal, Provincial and municipal is the difficulty of getting good business men to take upon them the burden and honor of public service. Our successful business men are often too busy getting rich to interest themselves in how our public affairs are managed unless the consequent mismanagement affects them personally in a pecuniary manner. This may be due to selfishness or to mere carelessness or again it may be due to a feeling of distaste at the prospect of entering a field which has often

been made uninviting by the class of men who have arrogated to themselves its direction. In any event men who have proved their capacity by success in their own business are under a moral and civic obligation to lend their services to the community in which they have won their success for the common interest.

It is indeed true that a man of business may not be able to spare the time necessary to enter the Provincial or Dominion Parliament, but he certainly can take his part in the municipal government where the effects of wise and unwise administration are more immediately felt, where question of abstract policy are largely eliminated and where the business to be transacted is just that sort of business which a man of affairs meets with every day in his own sphere.

Nominations are now at hand and our business men should turn out in full force and if called upon to enter the field they should be prepared to make some sacrifice of personal comfort and accept.

Again in the selection of men from the list of would-be's, Canada is fortunately free from the system across the border where every man from a State judge to a poundkeeper is elected on party grounds and not on grounds of personal worth. We have still something to look forward to in the line of improvement, however, and that is in making business ability rather than mere jolly-good-fellowship the standard to which our municipal fathers must conform. Business men owe it to themselves to see that a fair proportion of our councillors aldermen, reeves and mayors in 1904 be chosen from their ranks.

TERMS ON WRAPPING PAPER.

MANUFACTURERS of and wholesale dealers in wrapping paper have, possibly as a result of the successful shortening of terms by jobbers in other lines, decided to shorten their terms of credit. The terms now are 60 days, net; 30 days 2 per cent., whereas formerly they were 90 days, net; 30 days, 3 per cent.

EGGS ARE NO JOKE.

EGGs, fresh or alleged to be, new laid, or ancient, have been, time out of mind, the jest of the funny man. They have been associated with boarding-houses, tragedians, and politicians, with more or less malodorous effect. But just at the present moment eggs are no joke.

In the words of the philosopher "eggs is eggs" these days. From 30 to 35 cents is our quotation for strictly new laid, but there are callous doubters who will defy you to get strictly new laid eggs for 50 cents, but the doubter is always with us.

Be that as it may, there are no eggs coming in; the demand is large; the stocks are light and daily growing lighter. What eggs are held in cold storage or in pickle are in a few hands. What then will be the result? The "biddies" will not begin to lay to any great extent till the first of February, and before that time there will, in all probability, be a pinch. In conversation, however, a dealer who was fortunate enough to have a considerable stock on hand, expressed the opinion that prices would not soar very much higher, as any further increase would check consumption. He thought, however, that there would be a serious shortage before the new crop began to come in in any quantity. In the meantime the humorous paragraphers are requested to treat the egg with the respect due it present exalted position.

MR. CHAMBERLAIN'S COMMISSION.

MR. CHAMBERLAIN'S commission to enquire into the condition of British industries and to report upon the whole question of fiscal reform is an innovation which is meeting with a mixed reception by the hard-headed and stiff-necked British electors. The admirers of the man from Birmingham commend the commission as the idea of a master mind, a triumphant stroke of

statesmanship; while his opponents ridicule the whole project and criticise the personnel of the commission and its right to any claim to represent in any way the British people.

The appeal from the hustings to the board meeting from the heat of political passion and rancor to the keen foresight and insight which characterizes the industrial and commercial world is a move which must be approved by all thinking men. "The Grocer" has again and again advocated the removal of the tariff question from the political fray and the appointment of a commission of business men representing all interests with whom the Ministry of the day could consult on questions affecting the tariff.

Mr. Chamberlain's move is along these lines. It is somewhat unfortunate, however, that although in a manner semi-official, Mr. Chamberlain although a free lance, being undoubtedly hand in glove with Mr. Balfour, the commission has no actual official standing. It is therefore fairly a mark for the jibes of the Opposition, who feel themselves under no obligation for restraint. The commission is thus open for attack in a way it would not be, had it the official stamp of Government appointment. In the course of their investigations they will be handicapped and their report, however comprehensive and valuable, will still be open to the taunt of being a private member's commission appointed for the purpose of arriving at a certain conclusion and it will be argued that the fact that they had reached such a conclusion should have no bearing on the matter before the British people at all.

This will no doubt be the position taken by the opponents of fiscal reform.

Despite its faults, however, the commission should elicit much valuable information, and it is to be hoped that its success may be such as to encourage similar but official commissions in the future.

TEA VALUES.

ONE of the striking features of the market at the close of the year nineteen hundred and three is the high range of values which prevail in the great commodity, tea. It is estimated by an authority that on the all-round average Ceylon and Indian teas are fully two cents per pound higher than this time last year, while Japans and Chinas are also much higher than a year ago.

There has been suggested as a cause of these high values, the fact that a considerable quantity of the output of Ceylon and India has been made into green, thus relieving the pressure on the market for black. In this way the market is relieved of from 12,000,000 to 15,000,000 pounds, which would otherwise have entered the black market, as it is the market for black is by no means affected by the green which attaches an entirely different market almost as much as if it were being used as a substitute for coffee or cocoa. The scarcity of Japan has been another feature which has helped the new green tea industry. The planters have reaped an enormous benefit from the rise, especially in India where the production of tea this year is much greater than it was last year.

The consumer, of course, feels to some extent the effect of the present prices, but the package tea men are hardest hit. They have a certain blend of tea for which they have established a taste and a demand at a certain price. They can not raise the price and they must keep up their standard or they will lose their grip on the trade. A leading package tea man remarked the other day that high prices were making a difference in his profits of from \$1,200 to \$1,500 per week in his Canadian and American trade. He had, however, to give exactly the same quality or go out of business. A solution might be to raise the price to the retailer, but this was one of the last things he said he would think of doing. In the meanwhile the tea market remains firm.

INQUIRIES FOR CANADIAN TRADE

THE following were among the inquiries relating to Canadian trade, recently received at the Canadian Government office in London :

1. A London firm desire to open up business relations with manufacturers of the following classes of goods, either as sole consignees or sole agents : picture frame mouldings, pastry boards, knife and scrubbing boards, broom handles, clothes pegs, enamel'd ware.
 2. Inquiry is made respecting the market in Canada for imported salt by a gentleman who is interested in the West Indian product.
 3. A North of England firm of iron and steel merchants and ship breakers ask to be furnished with names of some good Canadian houses who import old iron and steel in the shape of rails, ship plates, angles, etc.
 4. Inquiry is made by a London exporter in the soft goods trade respecting the opportunities for making business connections with Canada.
 5. Application is made by a city engineer for samples of different Canadian woods, size 9 x 5 x 3.
 6. Inquiry has been made as to the chances of success of a small wool-combing plant in Canada, and as to a suitable location for the same.
 7. A person proposing to establish himself in Canada next year as a hardware merchant and agent, is endeavoring to obtain some British agencies in addition to those already secured.
 8. An inquiry has been received from a fruit importer at Sheffield, who is in a position to import about 200 barrels of apples a week, and requires fresh sources of supply in Canada.
 9. A manufacturing firm in London using a quantity of pig iron in their business, have made inquiry respecting Canadian supplies of this article.
 10. Application has been received from a maker of dog and poultry foods, for names of Canadian tallow merchants and refiners, tallow and fat melters, soap manufacturers and canned meat packers, the object being to arrange for a regular supply of the by-product known as "greaves."
 11. A firm in the "last" manufacturing trade, in a position to purchase large quantities of hard maple wood blocks, are desirous of getting into touch with Canadian exporters able to meet their requirements.
 12. Inquiry has been received for names of wholesale grocers and drysaltory establishments in Canada who would be likely to open up business arrangements with an English maker of blacklead, laundry blues, etc.
 13. The same parties would be prepared to undertake the grinding and packing in tins or packets of any goods shipped by a Canadian house requiring such treatment in England.
- Inquiries received by the Canadian section of the Imperial Institute :
14. A box manufacturing company at Cardiff asks to be placed in touch with Canadian makers of box shooks, who are advantageously located for shipping direct to Cardiff.
 15. A firm in Brussels, Belgium, wishes to represent Canadian packers of canned salmon, and also a packer of lobsters.
 16. A London house would be pleased to hear from Canadian manufacturers of vinegar.
 17. An inquiry has been made for the names of Canadian merchants and agents handling yarns.
 18. The manufacturers of a special "damp course" wish to place same in Canadian market, and ask to be placed in touch with a few responsible firms in principal cities in touch with architects and builders.

PERSONAL MENTION.

Mr. J. M. Fortier, of J. M. Fortier & Co., Montreal, leaves on Friday for Havana on his annual purchasing tour. Mr. Fortier's trip will last until January 17.

Mr. A. P. Tippet, of A. P. Tippet & Co., Montreal, left last week on his annual trip to the English and continental markets. He will be gone a month or six weeks.

Mr. Wm. Harrison, representing "Salada" tea, has just returned from a trip to the Maritime Provinces. He reports most satisfactory sales and the demand for "Salada" teas increasing.

Mr. F. Oberndorffer, cigar manufacturer, of Kingston, Ont., passed through Montreal last week on his return from the Maritime Provinces. Mr. Oberndorffer reports very good business. He says he is busy up to the limit.

Mr. Eugene Rosedale, of New York, manager of coffee department of Thos. Lipton, New York branch, was a visitor to Montreal this week. In an interview with a "Grocer" representative Mr. Rosedale stated that business in Canada was developing most satisfactorily, and the campaign they were now pursuing was one that must interest the trade throughout the country.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, have secured the services of Chas. Laing, of Hamilton, who has been representing The Hamilton Biscuit & Confectionery Co. for the last couple of years and is an experienced grocery man. Mr. Laing is an energetic salesman and has a large connection on the road, which he expects to retain, and will commence his duties for the new firm the beginning of the new year.

HINTS TO BUYERS.

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

Balfour & Co. report the year 1903 one of the largest turnovers in their history.

The Eby, Blain Co. are quoting Eleme figs and Malaga raisins at clearing prices.

Lucas, Steele & Bristol have still a few boxes each of Rideau, Choice and Dessert cluster raisins for sale.

The offices and warehouse of H. P. Eckardt & Co. will be closed on Saturday, December 26.

Balfour & Co. say that they will have to procure larger premises if trade continues to increase.

The Eby, Blain Co. have a car of New Orleans molasses arriving this week, which includes some very fine values in

fancy open kettle molasses in half barrels.

Marbot walnuts, whole and shelled, also Jordan shelled almonds, may be procured from Lucas, Steele & Bristol.

In Scotch and Irish whiskies, Malaga and Madeira wines (Blandy Bros.' Madeira brands), and Richard's brandies, Laporte, Martin & Cie. are showing unprecedented values.

Lucas, Steele & Bristol give personal care to mail orders. They will be shipped same day as order is received.

The trade is requested to wire or telephone at expense of Laporte, Martin & Cie., Montreal, for any of their rush-order requirements of table raisins, figs, dates, nuts, etc. A well-assorted stock of the best brands is on hand and prompt shipment is assured to buyers.

McWilliam & Everist report a strong demand again this year for "Rose" brand Southern California oranges.

Laporte, Martin & Cie., Montreal, are offering shelled walnuts and shelled almonds at interesting prices. These lines have both advanced lately, but their prices are guaranteed to please buyers.

McWilliam & Everist have arriving this week two cars of Mexican oranges and one car of navels.

CUSTOMS RULING ON MOLASSES.

The Customs Department at Ottawa have issued the following order :

"In view of the frequent importation of molasses found to contain an admixture of glucose, it is ordered that 4c. per pound duty be collected on molasses entered at the customs of Canada and claimed to test not less than 35, vending the test by polariscope at Customs in Ottawa, subject, however, to refund of duty if the molasses be subsequently found entitled to entry under tariff item 441. In case, however, of molasses imported direct to a Canadian port from the West Indies or Guiana, collector must allow delivery on payment of duty, under tariff item 441, upon importer's undertaking to amend entry, when so required, if the collector deems it advisable to do so, after examination of importation."

LOOKING FOR AN AGENT.

A firm manufacturing a certain article allied to the grocery and provision trade is looking for a broker or commission agent who can take charge of their business in Toronto. It will be necessary for the agent to have a warehouse and carry a stock of the particular line. The editor of "The Canadian Grocer" will be glad to place any one in communication with the firm in question.

**—TO OUR—
—FRIENDS—**

A Merry Christmas to you
Be Future Good or Ill
Accept our Best of Wishes
This Season of Good Will
We Hope you Will Remember
We Are, yours Truly, still

"Salada" Tea Co.

1903

**There are Plenty of Ideas
for Grocery Ads.**

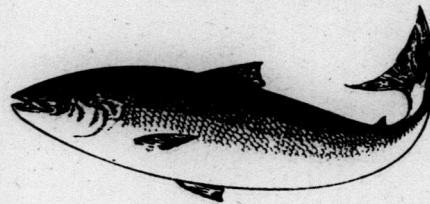
in the book on grocery advertising by W. Arthur Lydiatt entitled "100 Goods Ads. for a Grocery Store."

It contains the copy for 100 different ads.—some examples of effective display—nearly a hundred short, snappy sayings for headlines, show cards, etc.—and a good chapter on the how, when and where of grocery advertising.

All it costs is \$1 a copy. Sent postpaid on receipt of the dollar.

**MacLEAN PUBLISHING CO.,
Toronto.**

SOCKEYE SALMON



**"Sovereign" and "Lynx"
Brands**

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

MARKET AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Dec. 23, 1903.

Groceries.

THE business of the year has been practically finished. The past week has been largely of the sorting order, but nevertheless aggregated a considerable amount. The year, taken altogether, must be considered a fairly prosperous and satisfactory one. The volume of trade was larger than the previous year, although it is generally doubted that profits will be correspondingly increased, owing to the competition and the depreciation in the values of some lines after being purchased. Money has been quite free throughout, and payments on the whole are regarded as satisfactory. A large number of the more enlightened and up-to-date retailers are learning the advantage of paying cash and saving discounts. Discounts although small in the grocery business amount to a considerable sum at the end of the year, on account of the frequent turnover. One thing enabling the grocer to pay cash is the distribution of chartered banks throughout Ontario, with which the grocers obtain small lines of credit and thus save their discounts. So far as can be seen, prospects for the new year are bright. The canned goods situation is still strong, and higher prices are not unlikely for vegetables after the new year. Coffee is still high and strong despite a slump and recovery at New York since last writing. Spices are firm with an upward tendency. Syrup is in good demand and molasses firm owing to the short crop at New Orleans. Rice and tapioca are nominal at present. Tea is rather featureless, though prices were about maintained at last London markets. Dried fruits and nuts have been meeting a good sorting demand. Features of the week in these lines have been the rise in shelled almonds and currants. The most interesting feature to report as regards sugar this week has been the passage of the Cuban Reciprocity Treaty by the United States Senate giving Cuba a preference of .337c. on 96 test sugars. The treaty goes into effect Monday next. Locally there has been a drop of 5c. in granulated.

CANNED GOODS

The canned goods situation is still strong, although business has been light the past week, and pretty well over for the year. It is anticipated that after the new year higher prices will rule for vegetables than at present prevail. Fruits are plentiful, and meats, except canned poultry, are not attracting much attention. We quote:

Apples, 3's.....	0 80
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2's.....	0 80
Beets, 3's.....	1 00
Blackberries, 2's.....	1 50 1 70
Benns, 2's.....	0 82 0 85
Corn, 2's.....	1 00 1 10

Cherries, red, pitted, 2's.....	2 20
" white.....	2 40
Peas, 2's.....	0 87 1 40
Pears, 2's.....	1 45 1 60
" 3's.....	1 90 2 10
Pineapples, 1 1/2's.....	1 50 1 60
" 2's.....	1 80 2 00
" 3's.....	2 25 2 40
Peaches, 2's.....	1 55 1 70
" 3's.....	2 45 2 60
Plums, green gages, 2's.....	1 10 1 40
" Lombard.....	1 00 1 30
" Damson, blue.....	0 95 1 25
Pumpkins, 3's.....	0 95
" gallon.....	2 50
Rhubarb, 3's.....	1 80
Raspberries, 2's.....	1 40 1 60
Strawberries, 2's.....	1 40 1 60
Succotash, 2's.....	1 00
Tomatoes, 3's.....	1 05
Lobster, tails.....	3 50 3 70
" 1-lb. flats.....	1 90 2 90
Mackerel.....	1 00 1 25
Salmon, sockeye, Fraser.....	1 65 1 75
" Northern.....	1 65 1 75
" Horseshoe.....	1 65 1 75
" Cohoes.....	1 15
Chums.....	1 25 1 35
Sardines, Albert, 1/2's.....	0 15
" Sportsman 1/2's.....	0 23 0 14
" Portugese 1/2's.....	0 08 0 10
" P. & C., 1/2's.....	0 25 0 27
" P. & C., 1/2's.....	0 35 0 38
" Domestic, 1/2's.....	0 03 0 04
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00 9 00
Haddies.....	1 00
Kipperd herrings, domestic.....	1 45 1 55
" imported.....	1 00 1 10
Herrings in tomato sauce, domestic.....	1 45 1 55
" imported.....	1 45 1 55

COFFEES.

The coffee market is still high and feverish. Since last writing the market in New York slumped but recovered again, and at last writing was again in an excitable state. Prices are still, however, on a very high range compared with quite recent values. A London advice says new crop mild coffee will open extremely high. Local trade is not particularly interesting just at the holiday season, but coffee men report a fair average trade doing. We quote:

Green Rios, No. 7.....	Per lb. 0 08
" No. 6.....	0 08
" No. 5.....	0 09
" No. 4.....	0 09
" No. 3.....	0 10 0 11
Mocha.....	0 21 0 25
Java.....	0 22 0 35
Santos.....	0 11 0 14
Plantation Ceylon.....	0 26 0 35
Porto Rico.....	0 22 0 25
Guatemala.....	0 22 0 25
Jamaica.....	0 15 0 20
Maracaibo.....	0 15 0 23

SUGAR.

With the passage of the Cuban Reciprocity Bill on December 16, the market has assumed a firmer tone, which confirms previous predictions that any possible adverse effect of the Treaty had been fully discounted. The vote in the United States Senate was 57 for, to 18 against. It has since been decided that the Treaty shall practically take effect on the morning of Monday next, 28th inst. As previously advised, it provides for the reduction of 20 per cent. of the duty at present assessed under the Dingley Tariff. This will be equivalent to .337c. on 96 test sugars, and will make the duty on that grade \$1.348, whilst sugars from other countries not receiving favorable treatment under the tariff will pay the full duty of \$1.68 1/2. At same time there are other producing countries whose sugars enjoy special privileges on importation into the United States, viz., from

the Hawaiian Islands and Porto Rico, which are free, and from the Philippine Islands, which pay 75 per cent. of regular duties. The probable quantity to be exported from these countries (including Cuba) for coming year, will be 1,650,000 tons, whilst the probable requirements for import to the United States will be, say, 2,050,000 tons, leaving a deficiency of 400,000 tons to be supplied by sugars paying full duties, which should help to keep prices to a level that will allow Cuba a good share of the preferential, unless the Cubans should forfeit this by trying to market their sugar too rapidly. From present indications they are evidently satisfied with sales made for January shipment, and are holding for 1-32c. advance, or, say, 2-3-16c. C. & F., equal to 3.53c., duty paid. Sales have been made of other sugars at 3-9-16c., duty paid, and these quotations remain nominal at the close. We also hear of a sale of 22,000 bags of Cubans held in bond New York for delivery to refiners on December 28 on basis equal to about 3.57 1/2c., duty paid. For week ending December 16 receipts at United States four ports were 27,259 tons, with meltings for the week increased by 2,000 tons to 26,000 tons, leaving total stocks of 100,033 tons, against 153,952 tons last year. Combined stocks of Europe and America at latest uneven dates were 3,329,533 tons, being 179,951 tons over last year. Grinding of new Cuban crop is getting well under way, and there were, at latest advices, 18 central factories working. Europe has fluctuated only slightly for the week, between 9s. 5 1/2d. to 9s. 4 1/2d. for 88 per cent. beet, and remains nominal at the last quotation. Mr. Licht has increased his estimate for all Europe by 50,000 tons to 5,900,000 tons, against a total crop last year of 5,556,869 tons. He has since cabled that the weather is unfavorable for crop work. There are no changes to report in United States refined, and the situation there is exceedingly firm, with well-informed members of the trade holding to the opinion that, after the turn of the year, prices will likely be higher. Here we have to record a decline of .05c. per 100 pounds on Saturday, 19th inst., same applying only to white sugars. No reason is given for the change, and there is still a fair business doing for actual requirements, without any speculative trading. We quote:

Paris lumps, in 50-lb. boxes.....	4 78
" in 100-lb. boxes.....	4 68
St. Lawrence granulated.....	4 8
Redpath's granulated.....	4 08
Acadia granulated.....	4 98
Berlin granulated.....	4 98
Standard granulated (Wallaceburg).....	4 98
Crystal granulated (Wallaceburg), 1902.....	3 85
Imperial (Dresden).....	3 93
Beaver " (Wiarnton).....	3 93
Phoenix.....	3 93
Bright coffee.....	3 83
Bright yellow.....	3 78
No. 3 yellow.....	3 73
No. 2 ".....	3 53
No. 1 ".....	3 43
No. 1 " (Wallaceburg).....	3 43
No. 1 " (Berlin).....	3 43
Granulated and yellow, 100-lb. bags, 5c. less than bbls.....	

SPICES

No change in spices is reported locally. A good active demand has been met for

the Christmas trade. Prices are very firm with an upward tendency. Advices from Zanzibar reporting a severe hurricane, which it is feared injured the clove trees and damaged the crop of chillies, has hardened the New York market. Pepper was quiet and steady. We quote:

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

SYRUPS AND MOLASSES.

A good demand is reported for these lines with holders maintaining prices firm. Receipts of molasses at New Orleans continue small, and the yield there is conceded to be 50 per cent. short. Tendency is consequently higher. Syrups are being well called for. We quote:

Syrups—			
Dark	0 30	0 32	
Medium	0 30	0 37	
Bright	0 35	0 37	
Corn syrup, bbl., per lb.	0 02	0 02	
" 1/2 bbls.	0 03		
" kegs	1 30		
" 3 gal. pails, each	0 90		
" 2 gal.	1 90		
" 2-lb. tins (in 2 doz. case) per case	2 35		
" 5-lb. " (in 1 " ")	2 25		
" 10-lb. " (in 1/2 " ")	2 10		
" 20-lb. " (in 1/4 " ")	2 10		
Molasses—			
New Orleans, medium	0 23 0 30		
" 1 bbls.	0 25 0 32		
" open kettle	0 45 0 50		
Barbadoes	0 47 0 50		
Porto Rico	0 38 0 42		
Maple syrup—			
Imperial qts.	0 27 1/2		
1-gal. cans	0 95 1 00		
5-gal. cans, per gal.	1 00		
Barrels, per gal.	0 75		
5-gal. Imp. brand, per can.	4 50		
1-gal. " per case	5 10		
1/2-gal. " "	5 60		
Qts. " "	6 00		

RICE AND TAPIOCA.

There is little doing in rice or tapioca at this time of year generally, but, considering the season, a fair trade is being done. A slight hardening of tapioca on primal markets is announced but no change has occurred locally. We quote:

Per lb.		Per lb.	
Rice, stand. B.	0 03 1/2	Sago	0 03 1/2
Patna	0 05	Tapioca	0 03 1/2
Japan	0 07	Carolina rice	0 10

TEAS.

Teas are being to some extent neglected owing to the pressure of the holiday trade in other lines. Stocks, however, are very short in this country, and no doubt business will be resumed with activity after the holidays. The London market closed on the 17th, and will not reopen till the 4th. The latest advices, however, would indicate that prices were being maintained. The offerings have not been large, and Indian is showing improved quality. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
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 18	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 30	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

Foreign Dried Fruits.

The trade in dried fruits this last week has been confined largely to sorting

orders. There has been a general shortage of all Christmas goods on the spot, and considerable buying between houses in almonds, walnuts and table raisins. A late cable advances shelled almonds 1c. per pound, and business has been done on the advance. An advance 0-9d. per cwt. on currants at Patras is another feature of the week's events. California fruits are at a standstill, but a local broker learns that with the stocks in Eastern hands light, and with the light crops on the coast closely concentrated in a few hands, an advance is likely after the turn of the year. Advices from Smyrna re Sultana raisins report that the present low level of prices is attracting the attention of both consumers and speculators. It is not unlikely that by the end of the year, if the vines do not show indications of a large production for next season, we may have a sharp upward movement. After the large crop of last year it is almost a foregone conclusion that next year's crop will be a short one. The vines commence to show indications on which the production can be pretty well estimated by January. A cable of Monday advises higher prices next month. Walnuts of all kinds, shelled and unshelled, are firm at the advance. First tide dates via London arrived at Halifax last week. We quote:

CURRENTS.

Per lb.		Per lb.	
Fine Filiatras	0 04 1/2 up	Vostizzas	0 07 0 08
Patras	0 06 0 06 1/2		

RAISINS.

Per lb.		Per lb.	
Valencia, fine off-stalk	0 06 1/2	0 07	
" selected	0 07	0 09	
" selected layers	0 08	0 09 1/2	
Sultana	0 06 1/2	0 10	
Californian seeded, 12-oz.	0 08 1/2	0 09	
" 1-lb. boxes	0 10	0 11	
" unseeded, 2-crown	0 07 1/2		
" 3-crown	0 08	0 08 1/2	
" 4-crown	0 09	0 10	

DATES.

Per lb.		Per lb.	
Hallowees	0 04 1/2	0 05	
Sairs	0 04 1/2	0 04 1/2	
	0 07 1/2	0 09 1/2	

PRUNES.

Per lb.		Per lb.	
100-110s	0 04	60-70s	0 07 0 07 1/2
90-100s	0 04 1/2	50-60s	0 08 0 08 1/2
80-90s	0 06 0 06 1/2	40-50s	0 08 1/2 10
70-80s	0 06 1/2	0 07	

CANDIED PEELS.

Per lb.		Per lb.	
Lemon	0 10 0 12 1/2	Citron	0 15 0 18
Orange	0 11 0 13		

FIGS.

Per lb.		Per lb.	
Tapnets	0 03 1/2	Elemes	0 09 0 20
Naturals	0 06 1/2 0 09 1/2		

APRICOTS.

Per lb.		Per lb.	
Californian evaporated	0 10 1/2	0 15	

PEACHES.

Per lb.		Per lb.	
Californian evaporated	0 08	0 12	

NUTS.

Walnuts, Grenoble, per lb.	0 12		
" Marbot	0 10		
" Bordeau	0 09		
" shelled, new	0 25	0 27	
Almonds	0 11 1/2		
" shelled, new, per lb.	0 25	0 27	
Filberts	0 09 1/2	0 10	
Brazils	0 14		
Pecans	0 14		
Peanuts	0 09	0 10	
Hickory nuts, per basket	0 65	0 75	
Cocoanuts, per sack	4 00		
Jumbo hickory nuts, per lb.	0 08		
Italian chestnuts, per lb.	0 10		

Country Produce.

EGGS.

The threatened egg shortage is becoming every day more imminent. Receipts show no improvement and the demand

keeps up firmly, so that the cold-storage and pickled are becoming depleted. Toronto seems better supplied than most Canadian centres, and here what eggs are in store are controlled by a few parties. One of these, however, remarked that he did not think prices would go much higher, for while there might be a pinch toward the end of January, higher prices would result in a lessening demand. Strictly new laid are as hard to get as ever and pickled have advanced a cent. We quote:

Eggs, strictly new laid, per doz.	0 30	0 35
" selected, per doz.	0 26	0 27
" cold storage, per doz.	0 22	0 23
" pickled, per doz.	0 21	0 22

WHITE BEANS.

There is a fair demand in this line, but nothing of especial note. Prices continue unchanged. We quote:

Beans, mixed, per bush.	1 25	1 50
" prime	1 60	1 75
" handpicked, per bush.	1 80	1 85

HONEY.

The Christmas season has stimulated the demand for honey, and a more lively trade is being done with prices on present basis. We quote:

Honey, extracted clover, per lb.	0 07	0 08
sections, per doz.	1 50	1 75

DRIED APPLES.

There is little to record in these lines. On account of the low price of evaporated, dried are in little demand. We quote:

Apples, dried, per lb.	0 03 1/2	0 04
evaporated	0 06	0 06 1/2

POULTRY.

There has been a particularly lively demand for all kinds of poultry the last ten days. Receipts have been on the increase, but despite this high values have ruled for all lines. Sixteen to 17c. were the prices asked wholesale for turkeys, and 19 to 20c. the retail price. Geese were very scarce and ducks also very short. We quote:

Chickens, live per lb.	0 07	0 08
Old hens	0 05	
Ducks	0 08	0 09
Turkeys	0 11	0 12
Chickens, dressed, per lb.	0 10	0 11
Old hens	0 08	0 07
Turkeys	0 16	0 17
Geese	0 10	0 12
Ducks	0 10	0 12

Fish.

The fish market has been quite brisk this last week, oysters especially being in good demand. Supplies have been adequate in most lines. We quote:

Whitefish, frozen, per lb.	0 09
Trout, frozen, per lb.	0 09
Herrings, fresh, per lb.	0 07
British-Columbian salmon, frozen, per lb.	0 12
Halibut, frozen, per lb.	0 12
Perch, per lb.	0 05
Mackerel, frozen, per lb.	0 10
Haddock, per lb.	0 06
Cod, per lb.	0 08
Tullibeas, per lb.	0 06
Gold eyes	0 04 1/2 0 05
Finnan haddies, per lb.	0 08 0 09
Bloaters, per box	1 25
Oysters, standard, per small pail.	4 05
selects	4 80
Fresh-water herring, frozen, per lb.	0 04 1/2

Green Fruits.

The fruit houses have been kept particularly busy getting out their final holiday orders. The general consensus of opinion is to the effect that a very satisfactory season has been met. California oranges, Mexican oranges and bananas have had the largest call. Japanese oranges are an attractive line, small but of fine flavor. Southern California fruit is of fine quality. Prices are

little changed from last writing. We quote:

Jamaica oranges, per bbl.	4 25
Florida " per box	2 50
California navels, per box	3 00
Mexican oranges, "	2 35
Tangerines, per bundle (2 boxes)	1 25
Messina lemons, new, per box	2 75
Florida grape fruit, per box	5 25
Florida pineapples, per crate	4 00
Bananas, large bunches	1 75
" small bunches	1 25
Apples, per bbl.	2 00
Almeria grapes, per keg	5 50
California grapes (Emperor), per crate	3 50
Florida tomatoes, per crate	4 50
Cranberries, Jersey, per bbl	9 25
" Budd's longkeepers, Cape Cod, per bbl	10 50
Limes, per case	1 25
Holly, per case	4 00

Vegetables.

The vegetable market has now reached a stage which shows few changes from week to week. Potatoes are the largest sellers and by single bags have gone up to \$1, although in round lots 90c. still rules. Onions are also strong at an advance of 10c. per bag. We quote:

Cabbage, per doz.	0 40
" red, per doz.	0 40
Potatoes, per bag	0 90
Potatoes, per bag, car lots	0 75
Sweet potatoes, per bbl.	4 25
Onions, per basket	0 30
Onions, per bag	1 25
Spanish onions, per crate	1 00
Spanish onions, large casks	2 50
Bunch lettuce, per doz. bunches	0 30
Radishes, per doz. bunches	0 50
Brussels sprouts, per bush	1 00
Mushrooms, per lb.	0 60
Mint, per doz. bunches	0 20
Paraley, "	0 20
Beets, per bush	0 40
Carrots, per bag	0 50
Parsnips, per bag	0 60
Vegetable marrow, per doz.	0 40
Celery, per doz.	0 25
Butter squash, per doz	0 75
Hubbard squash, per doz	0 75
Pumpkins, per doz.	0 75
Yellow turnips, per bag	0 35
White turnips, per bag	0 50
Oyster plants, per doz.	0 30
Leeks, per doz.	0 30
Sage, per doz.	0 10
Savoury, per doz.	0 10
California celery, large case	5 00
" small case	2 75
Artichokes, per bush.	0 75

Seeds.

The usual holiday let-up is being felt by the seed merchants. Markets are dull. Prices range as below with higher prices for strictly fancy seed. This is particularly so as regards first-class samples of red clover. We quote:

Red clover, per bush	5 25
Alsike	4 50
Timothy, per "	1 10

Grain, Flour and Breakfast Foods.

GRAIN.

The grain market is dull this week, with Manitoba wheat higher. Manitoba No. 1 hard is 1c. firmer; No. 1 northern is 3/4c. firmer, and No. 2 is 3/4c. firmer. Red and white wheat are 1c. firmer respectively. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto	0 93
" Northern No. 1 "	0 88
Manitoba wheat, No. 2 "	0 86
Red, per bushel, on track Toronto	0 79
White "	0 80
Barley "	0 44
Oats "	0 30
Peas "	0 65
Buckwheat "	0 47
Rye, per bushel, "	0 56

FLOUR.

The market continues steady but quiet. We quote:

Ontario patents, per bbl.	3 80
Hungarian patents "	4 30
Manitoba bakers "	4 00
Straight roller,	3 50

BREAKFAST FOODS.

The Christmas trade in breakfast foods is quiet. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 25
Rolled oats, standard, carlots, per bbl., in bags	3 50
" " " in wood	3 90
" " " for broken lots	4 00
Rolled wheat, per 100-lb. bbl.	2 50

Cornmeal	4 00
Split peas	4 75
Pot barley, in bags	4 00
" " in wood	4 25
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

Hides, Skins and Wool.

The prospects are a little brighter for the hide market this week, dealers claiming a fair demand. Skins also are in better demand, with lamb and sheepskins 5c. higher in price. Wool continues on a low basis with prices unchanged. We quote:

HIDES.

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

CALEFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 09
" " " 2 " 15 to 20 lb "	0 07
" " " 1 " 15 to 20 lb "	0 08
" " " 2 " "	0 06
Deacons (dairies), each	0 60
Lamb and sheep skins	0 85

WOOL.

Unwashed wool, per lb.	0 09
Fleece wool,	0 16
Pulled wools, super, per lb.	0 17
" " extra	0 20
Tallow, per lb.	0 04 1/2

QUEBEC MARKETS.

Montreal, Dec. 23, 1903.

Groceries.

THIS, the last active business week of the year, shows trade among the jobbers in a quiet state, orders are being received but they are mostly for goods suited for the holiday trade, such as fruits, raisins, figs, dates and table luxuries, which possibly had been ordered in insufficient quantities. Stock taking time, too, is approaching and preparations are under way in sorting and arranging goods for this event. This week, comparing it with last year's business, is if anything somewhat better. Retailers in the city state that it is more than usually busy, shopping being of a better volume, and this year commenced earlier. Collections and remittances are reported fairly satisfactory. In the grocery line sugars declined 5c. per 100 lb. last Friday, though only in granulated and hard grades, yellows unchanged. Business is only fair. In teas the stagnation that has prevailed for some weeks still holds sway, very little local trading is done. Brokers report strong situation in London, one offering 1,000 packages. Green Ceylons being declined on a fraction of a farthing this week. This position of the market does not tend to encourage active business at the present. The cabled advices that the Ceylon Government had decided to allow the rebate to planters until 5,000,000 lb. green Ceylon had been produced will probably be welcome news in some quarters. Japans are very quiet and little doing. China and Ceylon blacks unchanged. Syrups and molasses are only fairly interesting. An order issued by the Customs authorities at Ottawa with reference to mixed molasses, was evidently brought about in consequence of a considerable mixture of glucose having been discovered in several importations of New Orleans molasses received here lately.

What effect this order will have on the trade can be discovered by every dealer. One feature of this molasses situation that will be unpleasant, was referred to by one of our prominent wholesale grocers, it is that in cases of suspected molasses that has been bought on good faith, the samples will have to be sent to Ottawa for test; this causes a delay of sometimes weeks, with a consequent handicap to prompt business transactions. Even after the examination is made it might develop that the molasses had the proper polanscope test. It is claimed that this port which does one-third of the Dominion's entire business, should be considered important enough to warrant the Government appointing a resident analyst, or examiner, so that no time be lost when entries are put through. Several instances were cited where suspected molasses were held for examination for weeks, and finally found all right and passed by Customs. The outcome and effect of the new order is awaited with interest by the trade. Canned goods are unchanged and very little doing. Canned poultry is high and prices are 50 per cent. higher than former years. These high prices must undoubtedly restrict the sale as consumers will not pay them. The coffee situation is unchanged, with the market firm. London advices to hand to-day show Santos 50 per cent. higher than last August, or actually 12s 6d. per cwt. Spices are firmly held, though trade locally is quiet. Some grinders and dealers have advanced their prices, and as holders in New York and London are stiff new stocks will undoubtedly have to be put out at an advance.

Foreign dried fruits are uninteresting from the brokers' point of view. The season's business is closed as far as they are concerned. First tide dates, ex ss. Evangeline, are at hand. Currants are unchanged, raisins also. In green fruits, lemons are lower again, 50c. per case since last report. Florida oranges advanced 50c. per box. Malaga grapes are scarce and high. California cauliflower, cucumbers lettuce and spinach arrived this week in time for Christmas trade. Apple shipments are lighter this week. Fish business is quiet in all lines. Cold weather now prevailing will tend to bring in orders more freely from country points. Tapioca is reported higher. Rice unchanged, thought an advance is looked for early in the new year. The vegetable trade is quiet.

There is now no doubt that stocks of eggs are very low and an actual famine is predicted after the holiday season. Strictly new laid eggs are commanding

SITUATIONS VACANT.

TRAVELLING SALESMAN wanted to represent us in the Counties of Wellington, Huron, Grey, and Bruce. Must know grocery business and have established connection. The Davidson & Hay, Limited, Toronto. (1)

WANTED—a thoroughly experienced Counter Hand for retail grocery in Brandon, Man.; must be experienced; no other need apply. Apply with testimonials, age, and salary expected, when could start work, to Box 89, CANADIAN GROCER, Toronto. (52)

SO MANY

big and little, young and old, are enjoying Xmas with a box of our

CHOCOLATES

We Wish the Grocery Trade the Compliments of the Season.

McGregor - Harris Co., Limited
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TOBLER'S SWISS MILK CHOCOLATE
is delicious. Try it.
BROWNE & WELLS, Limited, TORONTO
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The F. T. JAMES CO., Limited
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CORRESPONDENCE SOLICITED.
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BUTTER and EGGS
— WE ARE —
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
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TORONTO.

fancy prices. Prices throughout are very firmly held. The bean market seems at last to have found its level. It is now reported steady. There is nothing new in the evaporated apple situation. Owing to large supplies, prices on feed have been reduced 50c. There are very light offerings of rolled oats and an advance is now freely predicted.

SUGAR.

The decline of 5c. per 100 lb. which went into effect last Friday applies only on hard sugars, yellows being unchanged. Business is quiet.

Granulated, bags and bbls.	4 15
" " 1-bbls.	3 95
Paris lump, boxes and bbls.	4 55
" " 1-boxes and 1 1/2-bbls.	4 65
Extra ground, bbls.	4 40
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls.	4 20
" " 50-lb. boxes	4 40
Domino lumps, boxes and bbls.	4 45
" " 1-boxes and 1 1/2-bbls.	3 90
Phoenix	3 75
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2	3 45
No. 1 " bags and bbls.	3 30
Raw Trinidad	3 10
Trinidad crystals	3 15

SYRUPS AND MOLASSES.

A fair amount of trade has been done lately. In molasses the Customs Department at Ottawa have issued the order found in another column. Referring to this regulation, we understand that it has been brought about in consequence of a considerable mixture of glucose having been discovered in several importations of New Orleans molasses. We quote:

Barbadoes, in puncheons, old.	0 39
" " new.	0 42 0 43
" " in barrels	0 42 0 44
" " in half-barrels	0 43 0 45
New Orleans	0 22 0 35
Antigua	0 37
Porto Rico	0 45 0 48
Corn syrups, bbls.	0 02 0 03
" " 1-bbls.	0 02 0 03
" " 3 1/2-lb. pails.	1 30
" " 25-lb. pails.	0 90
Bbls., per 100 lb.	2 75
1-bbls.	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" " 5-lb. " 1 doz. "	2 35
" " 10-lb. " 1 doz. "	2 25
" " 20-lb. " 1 doz. "	2 10

TEAS.

Business during the past week has been very quiet, little trading being done. The market in Ceylon greens keeps strong. One broker submitted an offer for 1,000 packages this week but the offer was not accepted, although only a fraction of a farthing under the sample. It is reported that the bounty offered by the Ceylon Government on green Ceylons will continue until 5,000,000 lbs. are prepared, when it will cease. Business in Japan teas is practically at a standstill on the moment. China and Ceylon blacks are unchanged. We quote:

Good to medium Japans.	0 17 0 20
Fine to choice Japans.	0 23 0 26
Ceylon greens.	0 14 0 18
Indian greens.	0 16 0 19
Japan style China congoes.	0 08 0 10
Pealeaf Gunpowder.	0 21 0 23
Common	0 12 0 15
Ceylon blacks.	0 14 0 18
Indian	0 11 0 20

COFFEE.

Situation is unchanged from last week's report, market continues strong and indications still point to likely advances in the near future. Advices from London say strong market. Since

last August Santos have advanced in that market 12s. 6d. per cwt. or exactly 50 per cent. A broker for London house this week received samples with instructions to submit no offers at absolutely anything under figures given.

Good cucutas	0 09 0 09
Choice "	0 11 0 12
Jamaica coffee.	0 06 0 10
Java.	0 17 0 22

SPICES.

The firm tone still prevails. Trade is quiet locally, few inquiries being had. Grinders have in a number of lines advanced prices though as a general thing the tendency has been to hold back.

Nutmegs, per lb., as to size	0 40 0 60
Penang mace, per lb., as to quality.	0 70 1 00
Pimento, ground.	0 18 0 20
Cloves	0 30 0 25
Pepper, ground, black (according to grade)	0 18 0 24
" " white.	0 27 0 29
Ginger, whole Cochinchina	0 17 0 19
" " Japan	0 13 0 14
" " Jamaica	0 12 0 18
" " African	0 12 0 13
Ginger, ground Japan	0 10 0 15
" " Cochinchina	0 19 0 20
" " Jamaica	0 18 0 20
" " African	0 13 0 14
Cassia	0 14 0 16

RICE AND TAPIOCA.

Business quiet and no changes to report. "Never is much doing these days in these lines," said one jobber, "the consumer seems to use these goods in an even sort of demand, it's not like fruits, sugars or other staples where certain seasons of the year require an extra demand." Tapioca is reported higher. It is expected that rice prices will be advanced with the new year.

B rice, in bags	3 40
" " 1-bags	3 40
" " pockets	3 50
" " In 10-lb. bag lots an allowance of 10c. is made.	3 50
CC rice, in bags	3 30
" " 1-bags	3 30
" " 1-bags	3 40
" " pockets	3 40
Imported Patna rice, in bags.	4 62
" " in 1-bags	4 75
" " in 1-bags	4 87
In the open territory prices are about 10c. less	
" MOUNT ROYAL FANCY RICES.	
Mandarin Patna	4 25
Japan Glace	4 50
mp. Glace Patna	4 50
Crystal Japan	4 75
Polished Patna	3 87
Indian Bright	3 60
Java Caroline	3 75
Lustre	4 87
Snow Japan	5 25
Japan Ice Drops	5 25
Tapioca, medium pearl.	0 02 0 03
" seed pearl.	0 03 0 03
" flake.	4 00
Imported Italian	0 09
Fancy Head Carolina	0 10

CANNED GOODS.

Canned goods are unchanged and little business doing. Canned poultry is very scarce and the packers' prices are so high as to restrict the sale very materially. We quote:

Tomatoes	1 05
Corn	1 00
Peas	0 87 0 40
String beans	0 82 0 85
Strawberries, preserved	1 40
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lawtenberries, 2s.	1 50
Raspberries, black.	1 35
Gooseberries	1 55
Pears, 2s.	1 40
" 3s.	2 10
Peaches, 2s.	1 55
" 3s.	2 40
Plums, Lombard 2s.	1 30
" Green Gage, 2s.	1 40
Cherries, red pitted, 2s.	2 20
Baked beans, 3s.	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz.	1 00
Spinach	1 40
Sugar beets	0 90
Salmon, pink	0 90
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 70

THE MARKETS

The Canadian Grocer

Table listing Lobsters (talls, 1-lb. flats, 2-lb. flats) and Canadian Sardines with prices.

Foreign Dried Fruits.

In foreign dried fruits very little information is obtainable. Brokers are practically through with the year's business. The jobbing trade are busy getting out their holiday fruits, some late orders for nuts and dates being still undelivered.

Table for CURRANTS listing Fine Filiatras, Finest Vostizas, and Amalias with prices.

SULTANA RAISINS.

Table for Sultana raisins listing Sultana raisins per lb.

VALENCIA RAISINS.

Table for Valencia raisins listing Finest off-stalk, New, finest off-stalk, Selected, and Layers.

FIGS.

Table for Figs listing Comadres and Elemes.

DATES.

Table for Dates listing Dates and Halloweas.

CALIFORNIAN EVAPORATED FRUITS.

Table for California evaporated fruits listing Apricots, Peaches, and Pears.

MALAGA RAISINS.

Table for Malaga raisins listing London Layers, Connoisseur Clusters, Royal Buckingham Clusters, and Excelsior Windsor Clusters.

CALIFORNIAN RAISINS.

Table for California raisins listing Loose muscatels, seeded, and in 12-oz. packages.

PRUNES.

Table for Prunes listing various sizes (30-40s, 40-50s, 50-60s, 60-70s, 70-80s, 80-90s, 90-100s) and Oregon Prunes (Italian style and French style).

Green Fruits.

A quiet trade is being reported in green fruits this week. Lemons are a little lower again, having dropped about 50c. since last quotation. Malaga grapes are very scarce and are advanced 50c. to \$1 per keg.

Table listing various fruits like Cranberries, Coconuts, Canadian apples, Pineapples, Bananas, Jamaica oranges, Sweet potatoes, Spanish onions, New Messina lemons, Florida oranges, California navel, and Florida tomatoes.

Fish.

Trade during the week has been very quiet in all lines. The cold weather which seems to have come to stay will produce better orders from country

points, and also improve the city business. Prices unchanged. We quote:

Large table listing various fish products including Frozen herring, Haddock, Smoked herring, Fresh haddock, Dore, Pike, Halibut, Gaspere salmon, Frozen B.C. salmon, Smelts, Steak cod, Fresh cod, No. 1 Herring, No. 1 Holland herring, No. 1 Scotch herring, Holland herring, No. 1 green codfish, No. 2 green cod, No. 1 green haddock, No. 1 large green codfish, Green pollock, Salt eels, Mackerel, Boneless cod, Boneless fish, Skinless cod, Dried codfish, B.C. salmon, B.C. Salmon, Marshall's kippered herring, Canadian kippered, Canadian sardines, Canned oysters, Canned oysters, Shell oysters, Standard bulk oysters, and Selects.

Vegetables.

The potato market is firm. Carlots of early rose sold at 63 to 64c., but 70 to 75c. appeared to be prices for 50 to 100 baglots. Onions steady at firm prices. Turnips, parsnips and carrots unchanged since last week. We quote:

Table listing various vegetables like Cabbage, Cucumbers, Onions, Cauliflower, Carrots, Parsnips, Green corn, Lettuce, Celery, Parsley, Radishes, and Pumpkins.

Country Produce.

EGGS.

To our full report of the present situation in last week's issue there is nothing special to add. There is now no doubt whatever that the stocks held throughout the country are very light and a veritable famine is expected after the holiday season. For that reason prices are still very firm at the high level quoted in our last issue.

BEANS.

The market is now more settled than at any previous time for the last three months. It is generally felt that prices have gone as low as they are likely to go and the opinion is freely expressed that the prices quoted below are likely to be maintained. We quote:

Table listing Country Produce like No. 1 hand-picked, Choice prime, and Ordinary (off grade).

HOPS.

The market is reported to us as quiet but steady at 30 to 31c. for choice goods, and 25 to 28c. for fair to good.

HONEY.

Prices as quoted in last issue remain unchanged. We quote:

Table listing honey products like Strained white, Clover and basswood, Buckwheat, and Comb honey.

MAPLE PRODUCTS.

The market is only fairly active. Except for some Christmas trade in fancy boxes of sugar there has been little to note for some weeks past. Prices remain unchanged. We quote:

Table listing Maple syrup, Pure sugar, and Pure Beauce sugar.

EVAPORATED APPLES.

There are no new features to report. Prices as quoted below remain steady.

Table listing New in carlots and New in jobbing lots.

Flour and Feed.

FLOUR.

Trade is quiet at present as is generally the case at this season. Prices as quoted in last issue are unchanged.

Table listing various flour types like Manitoba spring wheat, Winter wheat, Straight rollers, Extra, and Extra in bags.

FEED.

A slight reduction in prices will be noted in our quotations below. Supplies have been considerably in excess of the demand. We hear of a sale of 1,000 tons of bran for export which should have the effect of relieving the pressure here. We quote:

Table listing various feed products like Ontario bran, Manitoba bran, and Mouillie.

ROLLED OATS.

The market continues firm owing to small offerings. The situation to-day confirms what was said last week as to the likelihood of an advance. We quote:

Table listing Rolled oats in bbls. and in bags.

BARLEY.

Pot and pearl barley are hard to obtain. We quote:

Table listing Pot barley and Pearl.

Baled Hay.

Receipts are reported light as farmers are holding out for higher prices. The export trade is of very limited proportions. We quote:

Table listing various hay types like No. 1 timothy, No. 2 timothy, and Clover.

Ashes.

The market continues steady at unchanged prices. We quote:

Table listing various ash types like First pots, Seconds, and Pearls.

Hides.

Stocks are accumulating rapidly owing to large receipts from country points. Prices are as follows:

Table listing various hide types like No. 1 beef hides, No. 2, No. 3, Lambskins, and No. 1 calfskins.

THE WIDE FIELD OF THE GROCER.

THE circulation of THE GROCER is rapidly increasing, not alone in this Dominion, but also in foreign countries. Indeed there is scarcely a

"Just put it in," he explained. "Think I can work up a right smart trade for it." The first man has since shut up shop. Have a specialty. Pay particular

keep himself clean. Nine times out of ten it is safer to give credit to the poorly-clad person than to the overdressed swell.

If you cater for the workingman get a good, showy handbill and send it around the district you intend working, stating you will call on a certain day.

Do not rest satisfied in the belief that you control the trade and that it is sure to remain with you without effort.

KINNEAR-NASMITH.

A very pretty wedding occurred Wednesday, December 16, last, at the residence of the bride's parents, 207 Bloor street east, Toronto, when Miss Margaret Greenless Nasmith, daughter of Mr. J. D. Nasmith, was united in marriage with Mr. Thomas Herbert Kinnear, son of Mr. Thomas Kinnear, Toronto. The ceremony was performed by Rev. T. B. Hyde, assisted by Rev. Thos. Eakin. The trade throughout Ontario will join in wishing the young people a long and happy married life.



To,
The "Force" food
company
Toronto Canada
North America

Chavhal Motilal Stationer, Bangri Bazar, Bombay.

country of any commercial importance to which THE GROCER is not a visitor. We have frequently pointed this out, not merely as a matter of curious interest, but as one of importance to our advertisers.

Advertisers who are seeking connections with foreign countries are beginning to appreciate this fact, and not a few of them have shown us enquiries and orders received from foreign lands as a result of advertisements in THE CANADIAN GROCER.

Among the latest enquiries from abroad as a result of GROCER advertisements is one received by The "Force" Food Co. from Mulchanddas T. Shroff, Bros. & Co., of Bombay, India, reproduced herewith. Mr. A. N. Reay, manager of the sales department for Canada of The "Force" Food Co., was delighted at the receipt of this enquiry, and says that the Indian merchants shall have all the buttons, price lists and samples they can use. He is more than ever convinced of the wide field and effectiveness of THE GROCER as an advertising medium.

POINTERS FOR THE NEW YEAR.

The way to have a call for a thing is to supply it. A customer went into a little shop in an Ontario town recently and asked for a favorite comestible. "We don't keep it," said the man. "How's that?" he was asked. "There ain't no call for it," he replied. The customer stepped across the street to another shop. This grocer had the article called for.

attention to your preserved fruits, or let your one grade of tea be the best for the money. Tell folks about these things, talk about them continually, get other folks talking, too. What if you do lose a little profit on them? You will be repaid amply in the end. People who come in for the specialty will soon come in for other things.

Always send your customers good flour, good butter, good tea, etc., as workingmen's wives usually do a fair lot of gossiping and have a cup of tea with one another sometimes, and talk of the merits of their particular grocer and butcher. Wrap everything neat and clean, and pack in clean baskets or boxes; have your horse well groomed, your harness bright, and, above all, make your delivery man

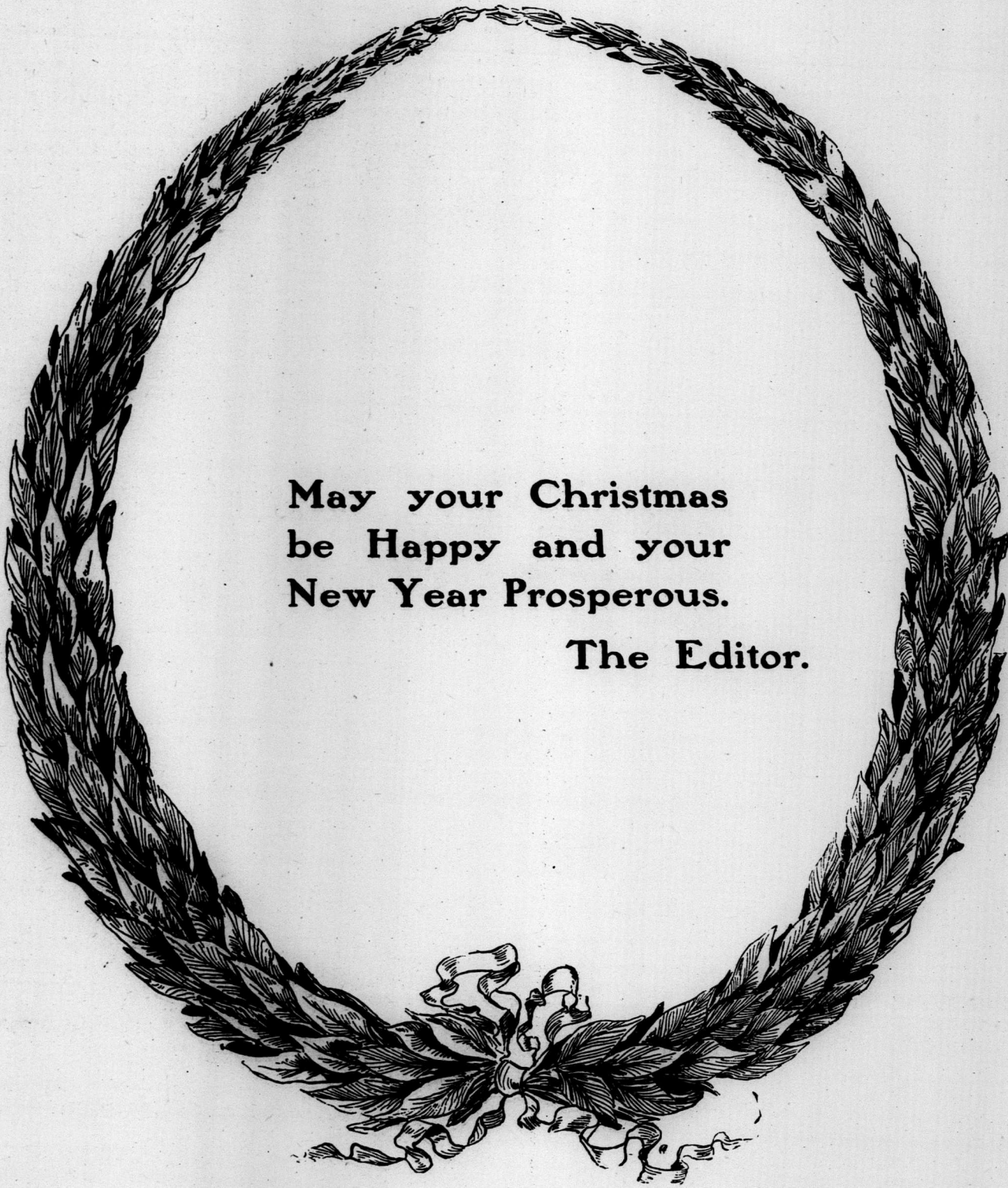


No. 50, Bhuleswar,
Bombay 20th Nov. 1903

The "Force" food co.
Toronto, Canada.

Gentlemen,

We are informed that you are sending buttons to the subscribers of "Canadian Grocer" so please kindly send some buttons as we are subscribers of the above named journal. Also send your price list and catalogue and oblige. awaiting the favour of your reply we remain Dear sirs
Yours very faithfully
Mulchanddas T. Shroff Bros.
& Co.



May your Christmas
be Happy and your
New Year Prosperous.

The Editor.

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RECIPROCITY WITH JAMAICA.

IN a recent number of "The Grocer" there was published a communication from a resident of Kingston, Jamaica, arguing the expediency of a reciprocity agreement between his island and our Dominion. The matter is one that is being discussed very earnestly in Jamaica, the more especially in view of the United States-Cuban Treaty, now about to be ratified.

The attitude of the Jamaicans is indicated in the following special article, which appeared in The Kingston (Jamaica) Gleaner, of November 23:

"Truth has many sides, and to get a really correct view of any subject, it is generally necessary to view it from more than one standpoint. The subject of reciprocity in trade between Jamaica and Canada is essentially a subject of this kind. We have to consider the matter in its commercial aspect. Will reciprocity benefit the trade of Jamaica? We have to consider how it will affect our relations with the United States, now the largest buyer of bananas, our principal product. We have to consider the matter from the Imperial standpoint. Will reciprocity assist in that federation of the Empire so greatly desired by patriotic Britons? Again we have to consider how the revenue of this island will be affected.

"From the patriotic standpoint, there can only be one answer to the question. The British Empire is now merely a conglomeration of scattered countries, and these countries, instead of being helpful to each other, are often, especially in commercial matters, antagonistic. They treat each other like foreign nations. Thus we in Jamaica levy the same duty on flour grown under the British flag, as we do on that grown under the protection of foreign nations. Canada levies exactly the same duty on Jamaica cigars as she does on cigars imported from the foreign island of Cuba. Disunion is weakness; union is strength, and there can be no doubt that the strength of the British Empire will be immensely increased if each part seeks not merely its own prosperity, but the prosperity of the whole Empire, remembering that the different parts of the Empire are 'members one of another.' From the Imperial standpoint, therefore, it is distinctly advisable that the tariff walls between Canada and Jamaica should be broken down as far as is practicable.

THE UNITED STATES.

"But there is the question of our commercial relations with the United States to be considered. The United States are at present admitting our bananas free of duty. They are doing this, not out of any feeling of kindness to Jamaica, but because they want our bananas, and because they have so far been unable to grow bananas in any quantity in their own possessions. The United States tariff is essentially a protective tariff. They usually admit duty-free the products they wish to import which they cannot themselves produce, and tax heavily importations of goods which they wish to produce in their own dominions. Thus Jamaica oranges are taxed to afford pro-

tection to Californian and Florida oranges, and sugar is taxed to afford protection to the Louisiana sugar interests. The tariff policy of the United States is not founded on justice or fair play, but is founded on national selfishness or patriotism, which ever we choose to call it. Thus England has for many years been admitting the most important products of the United States free of duty, while the United States in return has been levying prohibitive duties on the most important products of England. The prosperity of the United States has therefore been largely built up at the expense of England. They have, in fact, as they term it, been making money out of the stupid Britishers. Now, whatever may be said from an ethical standpoint about the tariff policy of the United States, nobody can deny that their leading politicians have displayed a remarkable degree of astuteness and political insight. It is reasonable to suppose that they will deal with further problems which arise in the same manner, and follow the policy which will best serve the interests of the United States. We have then to consider whether it will be to the interest of the United States to retaliate on the products of Jamaica if we arrange reciprocity with Canada.

NO RETALIATION.

"For the United States to retaliate would be obviously unjust. It is not generally good policy to do a thing which is obviously unjust unless there is great gain to be gained thereby. A good name is a political and commercial asset, and the astute politicians of the United States know this. They are now negotiating a treaty with Cuba which will be distinctly detrimental to the interests of Jamaica. Among other things they will give a preference to Cuban sugar and oranges. The result will be that the market of the United States will be practically closed to our sugar, and this will be a most serious thing to our planters, as hitherto the bulk of our Jamaica sugar has been sold in the United States. Our orange trade will also suffer through the increased competition of Cuba. Now the obvious counter-move for Jamaica to the treaty between the United States and Cuba, is to make a similar treaty or arrangement with Canada, thus compensating ourself in the Canadian market for what we lose in the market of the United States. On no principal of justice could the United States object to our doing this.

A FURTHER REASON.

"A further reason why it would not be expedient for the United States to retaliate against Jamaica is found in the present political condition of England. If the preferential policy of Mr. Chamberlain is endorsed by the British electorate, a staggering blow will be dealt to the agricultural industry of the United States. It would be extremely foolish for the United States to retaliate against Jamaica if we arranged reciprocity with Canada, as to do so would simply be to place a winning card in Mr. Chamberlain's hand, of which he would not fail to make political use, as he has already done of the proposed Cuban treaty. A tax on Jamaican bananas in the United States would of course tend to raise the

price of bananas there, and this would not be appreciated by the American consumer. Further, it must be remembered that American capital is very largely invested in the banana trade in Jamaica, and it is not likely that the American Government would like to flog their own citizens in order to spite this island. Taking these different matters into consideration, it is evident that the American Government will not retaliate on Jamaica bananas if we arrange for reciprocity with Canada unless the American politicians are fools, which hitherto they have not shown themselves to be.

"There can be absolutely no doubt that a reduction of tariffs between Canada and Jamaica would be beneficial commercially to both countries. It is an axiom which needs no proof that high tariffs hinder an interchange of commodities. A reduction of tariff rates would inevitably mean that we should buy more from Canada, and that Canada would buy more from us. All our industries affected by the reduction of Canadian tariff rates would be benefitted. For instance, a substantial reduction of Canadian duty on Jamaica cigars would mean that in a short time the cigar output of this island would be at least doubled.

INCREASED ACTIVITY.

"A reduction of duties means an initial loss of revenue. An increase of revenue from other sources would, however, be received as a result of increased commercial activity. Thus if the cigar trade of the island were doubled, the result would be that double the amount of money would be earned by cigar workers, and the amount paid to the Government in direct and indirect taxes would be correspondingly increased. It is obviously much better to raise revenue by increased trade than to do so by restricting trade. Considerations of revenue should therefore on no account be allowed to prevent an arrangement which would promote the general prosperity of the country.

"A definite proposal is now before the governments of the two countries. It has been put there by that ill-used and over-taxed industry, the cigar trade. At present the cigar industry of Jamaica, groaning beneath the excessive taxation, is struggling to live. Given reasonable encouragement, it is capable of being developed into one of the most important assets of Jamaica. The cigars which can be manufactured here are among the best in the world. Men of ability and intelligence, with abundant capital behind them are engaged in the business. It remains to be seen whether our Government is going to 'take the current while it serves' and initiate reciprocity with Canada by securing preferential treatment for our Jamaica cigars and cigarettes."

Commenting on the matter editorially, The Gleaner, of the same date, says:

"As will be seen from another column an effort is now being made by a gentleman in Kingston to secure a preference for Jamaica cigars in the Canadian market. Everyone who is interested in the progress of this colony—in the development of its minor industries—must join us in the hope that his laudable efforts will be crowned with success. Canada, as all the readers of The Daily Telegraph are aware, generously gave a preference to British West Indian sugars some time

BLANKE'S "FAUST" BLEND

FINEST GROWN MOCHA and JAVA COFFEE

C. F. BLANKE TEA and COFFEE CO.

St. Louis, New York, Chicago and Kansas City.

The "Faust" Blend Coffee was first blended for Tony Faust's famous cafe in St. Louis. There is no more exacting test made of Coffee than that made by the first-class hostelry. The superior merit of Blanke's Coffees is attested by the fact that the very best hostelries in the United States serve them **exclusively**. The following is a partial list :

NEW YORK CENTRAL Dining Cars and Station Restaurants.
 IMPERIAL HOTEL, New York.
 HOTEL BARTHOLDI, New York.
 DENVER & RIO GRANDE Dining Cars.
 B. & O. S. W. Dining Cars.
 WABASH Dining Cars.
 COTTON BELT Dining Cars.
 LAKE SHORE Dining Cars.
 OCEAN STEAMSHIP CO., of New York and Savannah.
 AUDITORIUM HOTEL, Chicago.

SCHENLY, Pittsburg, Pa.
 TONY FAUST'S, St. Louis, Mo.
 ARLINGTON HOTEL, Hot Springs, Ark.
 SHANLEY'S NEW YORK CAFES.
 COLORADO HOTEL, Colorado Springs, Col.
 BATTERY PARK, Ashville, N.C.
 HOTEL COLORADO, Glenwood Springs.
 WHITE'S CAFES, Chicago, Ill.
 GRAND HOTEL, Cincinnati, O.
 DEL PRADE HOTEL, Chicago, Ill.
 GRAND HOTEL, Yarmouth, Nova Scotia.
 PULLMAN Dining and Buffet Cars.

If once you sell this Coffee to your customers, no other Coffee will satisfy them.

It will take trade away from competitors and bring you new customers.

Put up only in one and two pound air-tight cans, which preserves the delicate flavor of the Coffee. It can be obtained whole or ground.

One carload in stock consisting of 620 Cases.

Cases 48 lbs., Half-Cases 24 lbs., Price 33c. per lb. F.O.B. Montreal.

Freight prepaid on quantities of 96 lbs. net of Coffee, to any Railway Station from Halifax to Vancouver.

With every first order of 48 lbs. or more, will be sent a very artistic and attractive "CUT-OUT," 39 inches high, representing the Spinning Scene in "Faust"; Marguerite being tempted by Mephisto with a cup of "Faust" Coffee.

SOLE AGENTS FOR CANADA

HUDON, HEBERT & CIE., MONTREAL

WHOLESALE GROCERS AND WINE MERCHANTS.

ago; and we see no reason why the great and wealthy Dominion should not display a similar spirit of generosity in its treatment of British West Indian cigars. True, as Sir Daniel Morris pointed out at the Institute the other day, the preference granted to our sugars has conferred very little (if any) benefit on the planters in this part of the Empire—all the benefit, he seemed to think, has gone to the Canadian refiners. Still that is one of the little accidents that will happen in the best regulated families; and we are strongly of opinion that if the Canadian Government could, by any means, be induced to give preferential treatment to the Jamaica cigars that are sent to the Dominion, our local manufacturers and tobacco growers would find that such preference was a real, substantial and direct benefit to them. This being so, we hope that the Jamaica Government will do everything in its power to back up and support the representations which are now being made to the authorities of the Dominion by the energetic manager of the Montpelier Cigar Factory. As we have often pointed out, the future prosperity of this island will depend on the multiplicity of its exportable products; and on the principle that, "every mickle makes a muckle," we sincerely hope that the result of the efforts of the gentleman in question will be to give a healthy impetus to the tobacco industry of Jamaica."

TWO MILLION DOLLAR CELERY CROP.

THE fame of Kalamazoo, Mich., as a producer of celery has spread all over the length and breadth of this country, and the celery growers of that city have found a market for their product in hundreds of places unknown to the average citizen.

The Interstate Grocer, of St. Louis, Mo., in a recent issue, says:

Kalamazoo has become known all over the world as a celery producer. It is the peculiarity of the soil that has enabled the locality to distance all competitors. It is a muck to which there seems to be no bottom that produces such vast quantities of this popular and delicious vegetable. The acreage now exceeds 5,000. It is claimed that the Kalamazoo River formerly overran the district.

Thousands of acres have been reclaimed from the swamps and made to produce from \$500 to \$800 an acre. The soil is of a saline character, and in places it reaches a depth of from 10 to 12 feet. It is free from some of the forms of iron oxides, so that the plant grows clean and white. Iron in the soil causes the plant to rust and renders it valueless.

Celery seed is planted in a hothouse the same as cabbage. As soon as frost is out of the ground the plants are transplanted. The fields have been prepared with stable fertilizers and are cultivated the same as for corn. Animals used in cultivating must be provided with a set of shoes to keep them from sinking in the

soft soil. The shoes are made of thick boards 10 inches square, and are clamped to the horse's hoofs. The plants are cared for about the same as a row of cabbages. After they have grown to a fair size, dirt is thrown up to make the plants stiff and stalky and to bleach them. In some instances the row is boarded, a plank a foot wide being set upon edge on each side. Celery may be bleached, when covered to the leaves with dirt, in 14 days.

Some growers raise three crops of celery in a single season. The second crop is planted from four to five weeks after the first, between the rows of the first crop. Then when the first crop is taken out of the ground it is immediately prepared for the last, or the third crop, which is allowed to stay in the field until freezing sets in.

Celery keeps a number of important plants going in Kalamazoo, where it is canned, put up in glass jars, making celery pickles, celery mustard and salt.

Ninety per cent. of the celery raisers are Hollanders, and a large per cent. of the celery raised is produced inside the city limits of Kalamazoo. Ground rental runs from \$5 to \$75 an acre. The renter gets from 1,500 to 2,500 dozen stalks per acre, and they bring from 16 to 18c. per dozen. A crop at the larger figure, reckoning 2,500 dozen, would make an acre produce \$450.

Thousands of bunches of celery are sold by boys to passengers on the railroad trains as they pass through the city. A single commission firm will sell as many as 25 tons in a season, and in a week this season the output will run as high as 250,000 bunches. It is estimated that within a short time the annual crop of this product will be worth \$2,000,000.

APPOINTED MONTREAL AGENTS.

A. H. Brittain & Co., Board of Trade building, Montreal, have been appointed agents for Montreal and district for Black Bros. & Co., the Halifax fish house, and will see that the trade is supplied with "Halifax," "Acadia" and "Blue-nose" codfish. Buyers, by reference to Brittain & Co., will be supplied with full particulars, prices, etc., for anything in the fish line.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer, St. John, N.B., Dec. 21, 1903.

THE Christmas trade is over for both the wholesale and retail trade. Dealers seem well satisfied, but, as usual, they have some fault to find. This time it is that there has been no snow. This affected the retailer, as many near-by country buyers did not get into the city. One of our large wholesale men remarked this week, "How odd it is that in some lines there seems

to be only the Christmas demand. One would think certain things were not eaten at all at other times." Peels were particularly mentioned. Figs are another line, of which this is largely true. In general market, prices show little change, in fact, now and for a few weeks, trade from the wholesalers' standpoint, has been very light. Already they are getting in shape for stock-taking.

Oil.

This is the time of harvest. The very firm prices in burning oil continue. Already there is some future business being done in lubrications. The market is very firm. Linseeds are weak, and for this reason orders so far booked are small. Turpentine, on the other hand, is too high for any special movement. Fish oils are much higher than usual on this market.

Salt.

There continues to be free arrivals of Liverpool coarse salt weekly. Quite a full supply is held, and large quantities have been shipped to outside points. Prices are quite firm. There is quite an advantage to the buyer to get supplies ex-steamer, as the price is at least the storing charges lower. In box salt, the fact that Canadian packers have been unable to ship forward supplies, has caused an increased demand for the English fine salt which is packed here.

Green Fruit.

The Christmas sale has been quite large. Valencia oranges have been affected by the cheapness and good quality of Jamaicas. Quite a few Floridas are sold; prices are high and stock does not stand up. California oranges are in light stock here; quality is not good. Lemons are low. Cape Cod cranberries while good are high. Bananas are only seen in a retail way. Apples move freely; the quality is particularly good. Prices are well maintained. Auction sales this year were smaller than usual. This was the more noticed as receipts were large.

Dried Fruit.

In this line the Christmas sale is the time of active demand for the whole year. Some lines, as peels, and, perhaps, figs, have little sale at other times. Sales this season have been very large in nearly every line. Prices have been low and quality good. Particularly has this been the case in nuts. In prunes, low prices are quoted. In fact, our trade are selling small sizes lower than the situation warrants. Evaporated apples seem rather lower. Onions are firm; the season is rather late. Peanuts have advanced and the outlook is firm. In raisins full stocks are held.

Canned Goods.

There is little of interest in canned goods. Corn and tomatoes stocks held are light; full prices are asked. There seems a fair stock of fruits held. In salmon, the stock is quite ample. Cohoes chiefly are held. Springs are in light supply. There is little call for sockeyes. In domestic fish, clams are scarce. This is a line showing an increasing demand. Price has been low for this class of goods. All lines of domestic fish are firm.

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Sugar.

There has been a fair sale. The market is somewhat dull, so there is nothing to encourage business except actual consumptive demand.

Molasses.

There is very little stock held except Porto Rico. December is never a month of large business. Prices are held firm. There is considerable comment in regard to the new customs regulations. Importers see no advantage to be gained. In fact, while it is in the interest of parties buying West India goods direct as against those buying New Orleans or any molasses from American points, it does not change the situation except being a purely vexatious order, compelling a larger deposit in one case than in the other, as entries have always been made subject to test. The writer knows of hundreds of packages of New Orleans imported here, with not a case of the molasses failing the test. As it is now the actual duty is accepted in the case of West India goods imported direct, while an unjust suspicion is placed on all molasses coming from other points—a most unfair proceeding—compelling the importer to deposit a sum six times as great as the duty, a refund to be made if the test is satisfactory.

Fish.

Receipts of fresh fish are light. In dry fish there is little demand. Prices are quite firm. The same is true of pickled and smoked herring. In smelt, on the North Shore a large business is being done.

Flour, Feed and Meal.

Business is light. Values in flour are quite firm. Feed has little sale. Oats and oatmeal are if anything rather easier. Beans are firm. The trade here take nearly all handpicked in barrels. Pot barley and split peas are firm and a light stock. A new cereal is meeting with a good reception here. The name is particularly attractive. It is "Orange Meat."

MANITOBA MARKETS.

Winnipeg, Dec. 19, 1903.

IN grocery lines the trade is distinctly of a Christmas character, and all houses are very busy. Beyond an advance in canned chicken and turkey and a decline of 5c. in canned brawn, prices are pretty much what they were last week. There is not likely to be much change until after the change of the year.

In spite of some misgivings the bulk of stocks reached the city in time for the trade, which began much earlier than usual, and has been exceptionally heavy. The supplies of dried fruit have been liberal and of the best; indeed, there is little or no demand for anything else in Winnipeg or the West generally.

Green Fruit.

The fruit men are still worrying over the question of compensation for their frozen apples, and it is understood that suit is being brought against the railway company. The decision of Chief Justice Meredith in the case of the St. Mary's Creamery against the G.T.R. is considered to have a direct bearing on

The time to sell **Clark's Meats**

is **ALL THE TIME**

60 VARIETIES

Something to suit all seasons.



Now is the Time for Mince Meat

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

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

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

GRATEFUL. COMFORTING.

IN 1/2-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal. In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS.

COCOA

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

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

James Ewart

MANUFACTURER OF

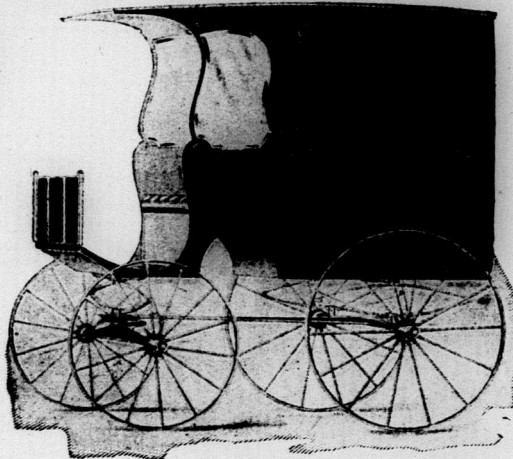
High-Grade Delivery

WAGONS

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

257-9 QUEEN ST. EAST
TORONTO.

Write For Prices. Phone Main 1188



the case, and there is not a doubt that it has helped to encourage the men in the West.

Meantime there is an excellent trade doing in fruits, especially in the city, and all lines are in demand. Snow apples and Washington and British Columbia pears are out of the market, but bananas are being brought in by express for Christmas. Japanese oranges are offering for the Christmas trade. Natural holly is having a tremendous sale, as, indeed, are Christmas decorations of all kinds.

The Christmas market, which is always one of the sights of Winnipeg, is not yet completely decorated, but will be finished by Monday. The decorating has been somewhat delayed by the painting and cleaning that have rendered the market a much more sightly spot than it has been for some time.

Poultry.

The supply is by no means as lavish as usual, for the simple reason that it could not be got. Ontario turkeys are jobbing at 17 to 19c., and ducks and geese 12 to 13c. The demand is very heavy, and it looks now as if some homes at least would have to fall back on "the roast beef of Old England," instead of turkey and cranberry sauce. This would be no great hardship in Winnipeg judging from the bees that are just being placed in the market. It is always amusing to take Old Country people to see the Christmas market. They have the preconceived idea that in England and England only can beef be produced. While it is freely admitted by people who have been all over the world that for its size the Winnipeg market makes one of the finest displays of carcasses that can be seen anywhere.

Fish.

A good supply of fresh Atlantic fish has been received for the Christmas trade. In cured fish, haddies have dropped with the arrival of freight shipments, and are now quoted at 9c.; this also applies to British Columbia halibut and white fish.

Cured Meats.

Cured meats are in good demand and without change for the week.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Dec. 19, 1903.

FROM the grocers of the West at the edge of the Dominion to the grocers of the East there should be Christmas greeting at this season. There is no doubt the fraternal feeling exists, if either party had the time to stop and think of it. Here the trade is busy with Christmas selling, and the hope is genuine, that the brethren of the provisioning craft in the eastern portion of Canada are also having their share of the good times which the warming of Christmas brings to the heartstrings and purse-strings of the people.

With balmy Springlike weather on the coast, very little rain, and the fogs which have been prevailing for two weeks past all dissipated, the time-honored Christmas weather such as it is known in the east is absent. Up-country, in the higher altitudes of the Kootenays, the Okanagan and other interior districts, there is snow of course,

and even a certain degree of cold weather, but all round the climate here is unique in Canada, quite British Columbian, and one must leave the description at that.

To those who, in the east, have come to look for the association of Christmas with the Winter scenes, the Winter pastimes and the Winter occupations necessitated by cold weather, snow and frost, the transition to the sort of mild weather, with all the features of what used to be called a "green Christmas" is rather upsetting to settled ideas on what is appropriate for Christmas. But withall the Christmas season is a merry one here, the lack of snow and frost never seems to be noted. The small people, born and raised here know no difference between a Santa Claus in a mackintosh and one in furs. One thing which British Columbia has in perfection is suitable material for Christmas trees.

So, from the West to the East, Merry Christmas.

The most interesting feature of the Christmas trade at the present moment is the position of the poultry market. Nearly all the Christmas poultry, certainly all the turkeys, and most of the geese consumed, are shipped into the Province. The heaviest importations are of course from Ontario. Already there have been several carloads received, and all in excellent condition. The prices have not been soaring so high as was at first expected.

That is due to two reasons. Sales were made early in the season on a very close margin, and these orders, so far as known are being filled on the basis sold. Then the usual keen competition, which is the cause of many foolish moves on the part of otherwise shrewd business men, has caused sales to be made at fine prices even now. This is partly because the holders of stocks are somewhat nervous when they see pretty liberal supplies coming forward. A great deal is on order, but there will be a surplus to carry the market along, and this will be put into cold storage.

Present indications are that there will be ample for all demands of the holiday trade and a very fair amount for future consumption. The prices now being quoted to the retail trade by the produce men bringing stocks in are on a basis of 16c. per lb. for turkeys, with ducks and geese about 2c. lower. The prices now maintained in the east would warrant higher prices here but the market is apparently fixed on the lower basis.

It is a rather peculiar situation, that while the poultry jobbers here are quoting close prices for fresh frozen stock of all kinds, the wholesale grocers are paying 75c. per dozen more for tinned poultry from the eastern packers. That this is not altogether due to the new combine, is clearly seen from the advertisements appearing in "The Grocer" from leading eastern canners offering the very highest prices and urgently asking for stocks of poultry for their canneries.

Last year wholesale grocers ordered their supplies of canned turkey, chicken and other poultry on open prices, taking their chances of the market. They paid \$2, and taking that as a basis, making due allowance for any changes caused by the new conditions, they figured that they might have to pay \$2.25, but they were informed by circular received a few days ago that the price for turkey, chicken, and duck would be \$2.75. Further it was stated that owing to the shortage in supply, the canners could not guarantee to fill more than 10 to 15 per cent. of orders, and these would be filled pro rata on orders placed.

Other canned stocks, as vegetables, have settled down, stocks being forward, and every one now being aware of what they are going to get. It is fair to say that nearly every dealer was pretty well supplied. It was found that some canneries did not fill on corn, while they might fill beans in full. On the other hand, canners who had not beans enough to fill orders in full were able to get in a larger percentage of corn. Tomatoes of course were short, as is expected every time now.

In the fruit market there are no new features. California oranges are extremely cheap. The selling price in San Francisco makes them about \$3 to \$3.50 on fancy navels. Few are moving even at the prices, for the market is so congested with an overload of the little Japs that nothing else is moving. There are so many Japanese oranges on the market that there will be heavy losses. The demand cannot possibly absorb them in time to prevent loss from decay. In fact some shipments have gone bad already. One warehouse at one of the wharves is filled with a big lot, composed of various consignments to firms here, and these lots have been lying there three weeks now. As the Japs are nearly all on consignment, the shippers will be losers. It is likely there will be a slaughtering of prices before long.

Grapes are now out, as the only stock is some Malagas, and the orders will not be repeated this season. Prices here have been very low, selling at 25c. retail. Local apples are fairly plentiful yet, but getting cleaned up.

In dairy produce, the receipts of butter are almost confined to dairy stocks from Manitoba and the Northwest Territories. There is not a big supply of first-class dairy. One car arrived this week for a local wholesale firm. Prices can be quoted at 20c. for first-class dairy, 15 to 18c. for the rest, and 23 1/2 to 25c. for good creamery, with below 23c. for held creamery. There is no creamery coming forward now as Manitoba is paying as much for creamery as this market is in a retail way. The supply of local made creamery is down very small. The price has again been put up to 30c.

Limed eastern eggs are quoted on about a 24c. basis here. Fresh or cold storage at 2 to 2 1/2c. higher. They are scarce and not many coming forward except at firm figures.

**GOOD-
WILLIE'S
GLASS
FRUITS**

are packed with great care from the finest ripened fruits, retaining their full flavor and BOQUET of the fresh fruit. No limey taste.

Glass Jars Only.

Enquire of your Wholesale Grocer.

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Marmalades

SEVILLE ORANGE
LEMONA
PINEAPPLE
LIME FRUIT

IN 1-LB. GLASS JARS.

Are Good Sellers

on account of their RICH FLAVORS and EXCELLENCE

ARE YOU STOCKED ?

ROSE & LAFLAMME,
Agents,
MONTREAL.



In a broom quality seems everything, but good, careful workmanship also counts. For nearly half a century we have made a study of "Broomology" with the pleasurable result that all progressive Canadian dealers handle, and all discerning Canadian purchasers ask for

BOECKH'S BAMBOO-HANDLED BROOMS

You, as well as the dealer, recognize that the key to wealth is right buying. We realized this fact years and years ago, since then our highest aim has been to please both dealer and consumer.

**UNITED FACTORIES,
LIMITED.**

Head Office: 80 York St., TORONTO, ONT.

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

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

MONTREAL WHOLESALE GROCERS

THE annual meeting of the Wholesale Grocers' Section of the Montreal Board of Trade was held on Friday afternoon last, December 18th. Mr. Albert Hebert, of Hudon, Hebert & Cie, the president, occupied the chair. After the routine business had been concluded the election of officers for the ensuing year was proceeded with, resulting in the following gentlemen being selected:

President.—L. E. Geoffrion, of L. Chaput, Fils & Cie.

Vice-President.—J. E. Quintal, of N. Quintal & Fils.

Treasurer.—Alen Orsali, of Hudon & Orsali.

Directors.—H. A. Archambault, of A. Robitaille & Cie; S. J. Carter, of Carter, Galbraith & Co.; L. O. Demers, of Demers, Fletcher & Cie.

Mr. Albert Hebert who had occupied the president's chair for two years, was



Mr. Albert Hebert, of Hudon, Hebert & Cie.

unanimously chosen as the association's nominee for election to the council of the Montreal Board of Trade, and his election to the council will add to that body a man of large business experience, an energetic and untiring wide-awake business man. A vote of thanks was tendered Mr. Hebert by the association for the unflagging interest and the valuable services he had rendered it during the two past years. Mr. Hebert was disinclined to allow his name to be put forward as the association's nominee, but at the solicitation of the members he finally consented, and the members expressed gratification at his acceptance. The "Canadian Grocer" expresses the hope that such an important

branch of the trade of Montreal as the grocery, will be duly recognized by the members of the Board of Trade and Mr. Hebert selected as its representative.

The newly elected president, Mr. L. E. Geoffrion, is the managing member of the firm of L. Chaput, Fils & Cie., and will, as he modestly put it, endeavor to serve the association to the utmost of his ability, and as he is recognized among his confreres in the trade as a man endowed with a keen grasp of commercial affairs, the work of the association will undoubtedly receive his best consideration and efforts.

SOME QUEER TEAS.

TEA is a term which has had some curious applications, says London Grocery. A great variety of beverages and decoctions made from herbs and plants quite unknown in China or India have been called "teas," in imitation of the genuine article, and have been drunk from various motives. In early tea-drinking days, when fragrant Bohea was sold for from twelve to twenty shillings and more a pound, poor folk, who could not afford such a luxury, endeavored to content themselves with decoctions from less expensive leaves. A great favorite of old was sage tea, which was regarded not only as a pleasant but a particularly wholesome drink. John Wesley, who was a determined opponent of the Chinese leaf, strongly recommended sage as well as mint and penny royal, as an excellent substitute, while another enemy of the cup that cheers ventured to prophesy about the middle of the eighteenth century, that the pernicious foreign leaves would quickly become cheaper, wherein he was right, and that tea would then go out of fashion and be replaced by sage, wherein he was hopelessly wrong. At the time when this person wrote, an ordinary breakfast among the poor folk was bread and butter with sage tea; but the cheapening of the real tea simply drove such substitutes as sage out of use.

Another once popular beverage was ginger tea. Coleridge had a weakness for this decoction, and when writing to his wife strongly recommended it for his little son, Hartley. He thought that the boy would like it very well, because it was pleasant with sugar, and said that it would make him grow. Little Hartley's opinion of the preparation has not been preserved. His father declared that a teaspoonful piled up of ginger would make a potful of tea that would last the child for two days—allowing for the cup being always half-filled with milk. He

was evidently anxious that the ginger should not be too hot in little Hartley's mouth. Coleridge himself was accustomed to take ginger mixed in his morning coffee, and a cup of ginger tea in the afternoon. Beverages known as "teas" were also made from cowslips and other flowers and herbs, including camomile, wild thyme, marjoram, balm, and calaminth. The names of these old-fashioned herbs are as fragrant as their leaves and blossoms, but the uninitiated would probably need to serve an apprenticeship before they could appreciate the "teas" made from them.

In revolutionary days in America various verbal substitutes for tea were used from patriotic motives. After the Boston mob had thrown the cargoes of the three East India tea ships into the harbor, and the colonists had taken a vow to buy no tea which had to pay the obnoxious duty, their wives and daughters—"daughters of liberty" they called



Mr. L. E. Geoffrion, of L. Chaput, Fils & Cie.

themselves—devoted their ingenuity to devising fragrant beverages to take the place of the boycotted leaf from the far East; and some strange decoctions were made and perhaps enjoyed. The stalwart New Englanders drank "tea" made from the leaves of rib wort, strawberry plants, and currant bushes, sage, thoroughwort, and other herbs. So-called "Liberty Tea" was made from the four-leaved looestribe, while "Hyperion Tea," says Mrs. Earle—an invaluable chronicler of colonial life and habits—was from "raspberry leaves, and was said by good patriots to be 'very delicate and excellent.'" The beverage may have been so when tasted by patriotic palates, but we can feel pretty certain that many a colonial dame thought of Hyson.



To prove
that
**Brand's
A I
Sauce**
is
always

A I is to try it—

- Once tried always asked for
- Pleases your trade
- Shows you a splendid profit

CANADIAN AGENT—

I. S. WOTHERSPOON,
204 Board of Trade Bldgs, Montreal.

SOLE MANUFACTURERS

BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Grimble's



Pure Malt

VINEGAR

Agent I. S. WOTHERSPOON thanks his friends for having written for samples, and to learn that same have given satisfaction. **Grimble's Vinegar** is always **ALL RIGHT.**

If you don't know it,
write for sample.

I. S. WOTHERSPOON,

204 Board of Trade Building,
MONTREAL, P. Q.

--Music for Christmas

and the New Year !

with a **\$40.⁰⁰**

order of **OCEAN MILLS** goods, as per price list below, we will give **FREE**

one **Berliner Gramophone**

valued at \$17.00 (also 3 records).

PRICE LIST—LESS 5 PER CENT.

CHINESE STARCH

1-lb. cases, 4 doz..... @ \$1.00 doz.

OCEAN BAKING POWDER

¼-lb. cases, 4 doz..... @ \$0.45 doz.

½-lb. " 5 " @ 90 "

1-lb. " 3 " @ 1.25 "

5-lb. " 1 " @ 4.75 "

OCEAN BORAX

¼-lb. cases, 4 doz @ \$0.40 doz.

OCEAN CORN STARCH

1-lb. cases, 4 doz..... @ \$0.78 doz.

OCEAN LIQUID BLUE

½-pt. bottle cases, 2 doz @ \$0.75 doz.



—This is an offer that cannot be beaten. We make it to introduce our specialties to the trade. Goods are guaranteed.
—This offer is made only for a limited time. **DO NOT DELAY ORDERING.**

OCEAN MILLS, Montreal, P.Q.

Now It's New Year's Trade.

Xmas is past. We have handled a very satisfactory share of the Fruit Business—thank you. Now it's your New Year's orders we want. We want them because we're in the business. Because we know we have the goods you need—the finest quality and pack in every line. Because we can execute your order to your entire satisfaction.

Our Special Price List tells of the needful for New Year's. If you haven't got one, write.

Phone Main 645-3394.



25-27 Church St., Toronto.

The
DAWSON Commission
Co., Limited

FRUIT, PRODUCE AND
COMMISSION MERCHANTS.

Cor. Market and
Colborne Streets, TORONTO

DRIED APPLES

WE ARE BUYERS
LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

Xmas Anticipations

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

PRICES RIGHT.

Address just . . .

CLEMES BROS.
TORONTO.

GREEN FRUITS

British Columbia Fruit.

THE shipments of apples from the Okanagan district of B. C., which is locally described as "The Garden of British Columbia," have been so large this year that increased attention has been drawn to this profitable form of agriculture, and a local paper observes that "in a few districts of British Columbia is the progress of the past few years more remarkable than in Kelowna district, and its increased wealth and growth is most happily of such a sort as to guarantee richer and richer returns as the years go by. Many settlers have shown that the dry belt was one of the best favored apple growing regions of Canada, but it has been reserved to the Okanagan district to carry matters beyond the experimental stage, and establish abriculture as one of the safest and most remunerative industries of the Province.

"Little by little the industry has grown until little colonies are now being established with their sole hope based on fruits and garden and field products. The latest of these is Summerland, on the site of old Barclay ranch, well down towards Penticton. Here good progress has been already made, but the progress of the little settlement may be seen in the demand for next Spring's planting, which will be of over 60,000 fruit trees.

"Peachland has already got its 17,000 fruit trees out, and hopes to treble that number within twelve months. Building operations are busy in both towns. Shops and stores have been started, and works of permanence appear on all sides.

"At the present time, however, Kelowna is the largest shipping point on Okanagan lake. Hogs and cattle are still the products of the valley, but it is with potatoes and vegetables and apples and pears that the lake steamer is loaded down each trip to her full capacity. Then four and five carloads a day have gone out almost regularly for the past month, and the great stream of produce

promises to flow on from this point for at least another month more. The old cattle ranches have been well sub-divided, and the work is still going on.

"Earlier in the season plums, strawberries, and all sorts of small fruits occupied the settlers' attention, but now the Winter apples have the call. Magnificent Spy, Snow, Baldwin, Ben Davis, and others of the hardier sort are seen on all sides. All through the day team follows team with their 50-box loads to the landing. Large and high colored, the eye is captured first by one sort and then by some other variety. Ben Davis is in greatest number; not perhaps the finest variety, as its flavor is inferior to that of the Spy, but it will keep until May, and is a most prolific bearer.

"A walk out of town soon brings one amongst the orchards. But with few exceptions none are over eight years old, but at six years they begin fruiting, and tree after tree is seen with its ten to twenty boxes of the finest fruit. One small orchard of twelve acres is netting its owner so much as \$4,000 for this year's crop. And while the cost of production is not great, almost all of it is local distribution. The local sawmill has all that it can do in keeping up with its orders for boxes. All the available labor of the district is pressed into the picking and boxing of the fruit. On all sides, too, young and younger orchards are to be seen. Scarce a plantation exists but it has its additions. Yearly planting seems the recognized order of the day. Up and down the lake every bench where water may be brought has its little checkerboard of planting, whilst amongst the young trees are seen strawberries, currants, and all sorts of small fruits.

"Tomatoes have been tried this year with marked success, and thus another addition is made to the shipments of the valley.

"Of the recent settlers it should be said that most of them are men of means, and what is of more importance, men of energy and enterprise, in whose hands the future of the industry may be safely trusted."

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Among the Fruit Men.

WHITE & CO., wholesale fruit and produce dealers, Colborne street, Toronto, are one of those fortunate Canadian firms which have forgotten their small beginnings and are now enjoying a season of unexampled prosperity.

Their business was founded about ten years ago by F. J. White and his father. Three years later the elder member of the firm died, and his son continued the business which has grown by leaps and bounds until during the past year it reached the splendid proportions of a million dollar turn over. The arrivals for 1903 have consisted of 500 carloads of fruit, etc., besides local part-car shipments. Never a day passes but a car of fruit arrives in Toronto for White & Co. from some distant point or other.

Among other interesting features of an up-to-date plant are White & Co.'s cold storage rooms having a capacity of 25,000 cubic feet with separate compartments for fruit and produce, the whole fitted out with the ammonia freezing system. White & Co. conduct auction sales regularly, two a week in Summer, for the disposal of foreign fruit. They are also the sole agents in Toronto for the California Fruit Distributors who handle yearly on an average 25,000 carloads of deciduous California fruit, such as peaches, grapes, etc. In addition they are one of the two Toronto agents for the banana trust which has such a big corner on the banana trade.

White & Co.'s importations consist largely of oranges, lemons and bananas. During the season of 1903 they have handled 165 cars of bananas, while no less than 6,200 boxes of lemons have been contracted for by them. Pineapples, fancy California fruits and vegetables, fancy nuts and grape-fruit also figure largely in their importations.

The past four years have witnessed an evolution in the fruit trade. There is at present a large demand for specials, such as the tangerine, a small, thin-skinned orange, with delicate flavor. Mexican oranges have practically cut out the Valencias on account of their good color, sweetness and cheapness. Canadians are being educated to use grape-fruit; a year or two ago it was a novelty; at the present time White & Co. are receiving regular shipments of grape-fruit in carloads. This Winter the novelties are cucumbers, imported from the South, Florida tomatoes and Okra, a vegetable used for making soups.

Sorting Week.

THE RUSH OF THE WEEK has depleted your stock, you will need an extra supply for **NEW YEAR'S**. From reports received the trade has been thoroughly well satisfied and pleased with the fruit we shipped on their Xmas orders. Let us count you as a customer.

ORANGES, LEMONS, GRAPES, Etc.

WHITE & CO.,

PHONES Main 4108
4107 Wholesale Fruits, Toronto.

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

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

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

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

XMAS—Goods now Arriving.

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

The above are in stock, all finest quality. Fancy Sweet Sonoras, all sizes, also Valencia Oranges, 430's and 714's due in a few days.

Soliciting your orders, **HUGH WALKER & SON, Guelph, Ont.**

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
27 St. Sacramento Street,
MONTREAL.

Tel. Main 778.

Oranges come from Florida, Mexico, Spain, Italy and California. So far the arrivals have been mostly of north California fruit. Southern fruit which is considered the best on the market is just arriving. Among the latter is a thin-skinned, sweet-flavored orange, known as the Bronco Brand, which is said to be exceptionally fine this year.

Fruit Men Sue Railway.

Wholesale fruit men, of Winnipeg, who had 7,000 barrels of apples frozen en route over the Canadian Pacific Railway, are entering action against the Canadian Pacific Railway Company for

References—THE TRADE. L.D. Phone 578.

GEORGE H. DUCK,

Importers' Agent and Fruit Broker.

Correspondence Solicited. **TORONTO, CANADA.**

Christmas Fruits.

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

HUSBAND Bros. & Co.

Wholesale Fruit and Commission Merchants.
82 Colborne St., TORONTO
Phones—Main 54, Main 3428.

the recovery of \$15,000. The fruit men have confidence in winning the suit, because of a recent decision of Chief Justice Meredith, that by the Railway Act, the railway companies are precluded from contracting themselves out of liability. The frozen apples were sold in large lots at forty cents a barrel. The Canadian Northern Company had small shipments frozen, and are settling with the claimants.

Window and Interior Displays

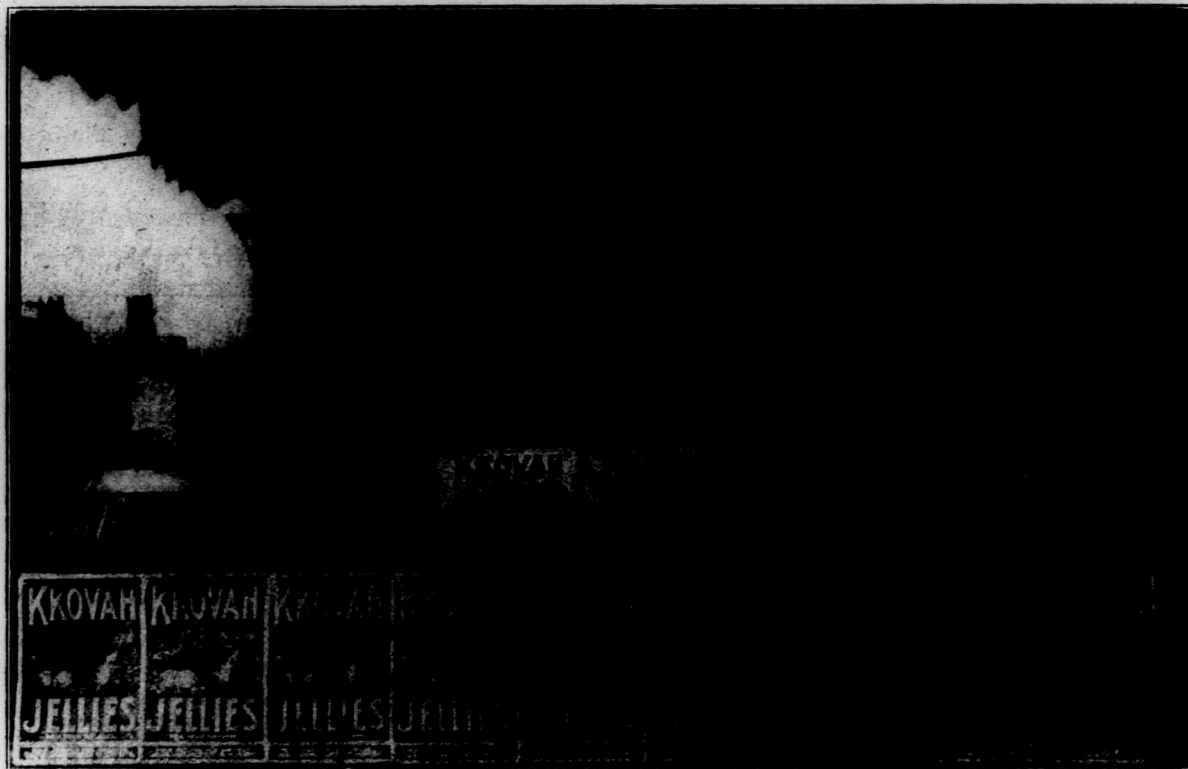
Timely Hints
and Suggestions.

WHEN the excitement of Christmas is over and great demand for specialties has eased off, the merchant must not allow his vigilance in selecting good window trims to slacken. It is the store that maintains a good tone and a high standard that profits at the special seasons and obtains more than its share of business in the duller weeks. Groceries are necessary all the year round, and, if there is not such a run on fancy confections and table deli-

now, even at a slight reduction, than to keep them and to be forced to give them away some time hence. At any rate do not let the style of your windows drop off abruptly after the holiday is past. Show the public that you are not a one-season man, but a merchant who is after their business all the year round, and is willing to exert himself to capture it.

The evergreen as a decoration for window and interior is always an attraction. An ordinary arrangement with some accompanying strings of evergreen, or a few boughs, is made of great value.

N.S. The remarkable feature of the arrangement is the symmetry observed throughout, the square, uniform-sized packages, easily allowing for this. A pleasing variety is given by the use of advertising cards, and a practical demonstration of the merits of the jellies. The different sizes of packages admit of considerable variety in the display. The arrangement shown is very neat, and would no doubt be much looked at for a few days, but such excessively symmetrical windows must be changed in a very few days, or they lose all their value.



A Jelly Window—Shown by G. A. Cook & Co., Halifax, N.S.

cacies immediately after Christmas as there was before, it simply means that more will be bought in other lines. The grocer must never be asleep; his business is an all-the-year-round affair.

New Year's is a more festive season now than it was ten years ago, and there will be maintained all this next week a steady sale of high-class goods that call for continued special windows and interior decorations. Push these better-grade goods when the holiday season is on. It is better to sell them

One grocery store has a holiday window, the background and roof of which were made entirely of evergreen strings. For this purpose the strings ran from the bottom back corner to the top, and were left loose enough to be caught back in the centre by strings attached to the ceiling at the back of the window.

This Week's Illustration.

The "Kkovah" window shown was arranged for G. A. Cook & Co., Halifax,

"Stiffness" has to be fought against, and variety is hard to obtain. A very good point observed here is the making of the advertisement of the goods shown serve as part of the exhibit.

APPRECIATED IN SYDNEY.

In a letter just received from The Bertram Co., Sydney, C.B., they remark, among other things, "We enjoy reading every issue of 'The Grocer,' and would not be without it."

IN NEW BUILDINGS OR OLD

If you want highest excellence—

USE OUR

METALLIC CEILINGS AND WALLS

Because they give more lasting satisfaction—are strictly sanitary—and are made in a multitude of artistic designs to suit all tastes and requirements.

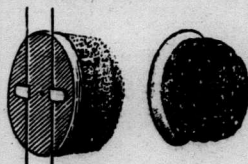
We offer you very best value to be found in these reliable goods—the perfect harmony of beauty combined with practical business needs.

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

To Butchers and Hide Buyers!

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

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. The low price at which we have been able to sell it, notwithstanding the advance. 2. The quality, which has always been the same.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

THE WORLD'S SUGAR, BEET AND CANE.

UNITED STATES Consul Walter Schumann, of Mainz, Germany, transmits the following estimated beet-sugar production of Europe, as compiled by the International Association for Sugar Statistics:

Country.	Plants in operation.	Production.	
		1903-4.	1902-3.
	Number.	Metrictons.	Metrictons.
Germany	384	1,803,160	1,750,670
Austria	215	1,116,500	1,050,900
France	296	757,000	823,600
Belgium	100	215,300	200,000
Holland	29	129,300	102,300
Russia	275	1,103,000	1,169,600
Sweden	16	110,795	73,400
Denmark	7	51,800	37,067

Total 1,322 5,286,855 5,207,537

WORLD'S SUGAR PRODUCTION AND CONSUMPTION.

A pamphlet recently published by Sir Neville Lubbock gives the following statistics of the world's production and consumption of Sugar, beet and cane:

Country.	Production.	
	1901-2.	1902-3.
	Tons.	Tons.
Europe (beet) except Russia.	5,722,000	4,390,000
Russia (beet).....	1,099,000	1,215,000
British colonies.....	545,500	513,000
Egypt	96,000	90,000
India	3,000,000	3,000,000
United States, Cuba, Porto Rico, Manila and Hawaii..	1,804,500	1,920,000
Peru, Argentine Republic, Dominican Republic, Mexico and Brazil	738,500	582,500
Java	767,000	842,500
French colonies.....	110,000	104,000

Total.....13,882,500 12,657,000

CONSUMPTION.

Of the foregoing India and Russia will consume their own product; the United States will consume its own product and that of Cuba, Porto Rico, Manila, and Hawaii; Europe will consume 2,656,000 tons and 2,750,000 tons of its own beet-sugar production for the years given. This leaves available for the United Kingdom and other Countries the following amounts:

Product of—	1901-2.		1902-3.	
	Tons.	Tons.	Tons.	Tons.
Europe (beet).....	3,066,000	1,640,000	1,640,000	1,640,000
British colonies.....	545,500	513,000	513,000	513,000
Egypt.....	96,000	90,000	90,000	90,000
Peru, Argentine Republic, Dominican Republic, Mexico and Brazil.....	738,500	582,500	582,500	582,500
Java.....	767,000	842,500	842,500	842,500
French colonies.....	110,000	104,000	104,000	104,000

Total.....5,323,000 3,772,000

A GOOD OFFER.

The Napoli Macaroni Company of Toronto, Canada, are offering to send free of all charges a complete line of samples of their Macaroni, Vermicelli and Fancy Pastes to any reliable merchant who sends them his name and address. Napoli Macaroni is put up in handsome air tight 1 pound packages, also in bulk. The firm's advertisement appears in the Cereal Department.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

SITUATIONS VACANT.

BAKER wanted—immediately—first-class on bread and cakes; wages \$12 a week. Address Box 186, CANADIAN GROCER, Toronto. f

WANTED by Spice House—experienced city traveller; good salary to man able to influence business; state references. Box 185, CANADIAN GROCER, Toronto. f

SITUATIONS WANTED.

YOUNG man wants a position as traveller in any line; has good experience in travelling, and can furnish best references. Box 189, CANADIAN GROCER, Toronto. f

FOR SALE.

75-BARREL Roller Flour Mill—water-power year round; centre of town, 4,000 population, in Western Ontario. Box 187, CANADIAN GROCER, Toronto. f

A GROCERY Business for sale, good stand; stock about \$700. Box 190, CANADIAN GROCER, Toronto. f

BUSINESS CHANGES.

WANTED—Business man to take the place of retiring partner in old-established wholesale house (15 years); man with knowledge of provision or grocery trade, or office work preferred; a fine opening to start a man or his son in established business; books open for thorough examination; about five thousand capital required. Apply Box 88, CANADIAN GROCER, Toronto. (51-1f)

WANTED—Butcher business—in good locality; in city of Toronto; must be doing fair business. Box 188, CANADIAN GROCER, Toronto. f

W. G. A. LAMBE & CO. TORONTO.

Grocery Brokers and Agents.

Established 1885.

INCREASE YOUR BUSINESS

By subscribing to BOOKSELLER AND STATIONER. Be informed on the Book, Stationery and Fancy Goods Trades—What to buy, Where to buy.

MONTHLY: One dollar per year.

MacLEAN PUBLISHING Co., Limited,
Montreal, Toronto, Winnipeg.

FLOUR AND CEREAL FOODS

Grain Shipments From Various Points.

A COMPARISON of the grain shipments from the various Atlantic and Gulf ports is interesting at this time, as showing the various changes which are gradually coming over the shipping trade of the Continent, says Montreal Gazette.

For the year 1903 up to November 28, the records show that New York takes first place as a shipper of grain, while New Orleans is second, Montreal third, Baltimore fourth and Galveston fifth, with Boston dropped back to seventh place and behind Philadelphia.

New Orleans as a centre from which grain is shipped in large quantities is now very much to the fore, whereas, only a few years ago it was hardly considered in the trade. Boston has in the same length of time dropped behind in proportion almost as great as New Orleans increase.

This increase in the trade of New Orleans is looked upon as a natural consequence of its being at the foot of navigation of the great American waterways, much in the same way as Montreal is situated in Canada. In fact as regards its trade there is much that is similar between the two ports.

From 1898 to 1900 Philadelphia was third among the grain shippers of the Continent and now has dropped into sixth place.

The figures giving the total from the first of last year to November 28, for all the ports on the Gulf and Atlantic, are as follows:

	Wheat.	Corn.	Oats.	Total.
New York.....	14,676,113	21,232,330	2,681,743	38,510,186
New Orleans.....	11,258,878	13,823,494	37,671	25,112,973
Montreal.....	16,282,286	7,299,982	1,155,734	24,648,002
Baltimore.....	2,974,328	18,659,820	161,858	21,725,806
Galveston.....	17,245,398	4,224,316	257	21,469,964
Philadelphia.....	3,185,548	9,962,187	400	13,148,130
Boston.....	6,034,378	6,881,814	147,992	13,064,094
Portland.....	7,792,794	1,667,155	1,890,200	11,343,149
St. John, N.B.....	3,771,317	34,312	724,711	4,530,340
Newport News.....	374,448	3,416,661	.....	3,791,109
Quebec.....	498,326	411,866	.....	910,192
Norfolk.....	26,319	832,861	.....	859,180
Mobile.....	.....	166,784	9,715	176,499
Pensacola.....	85,288	.....	.....	85,288
Total.....	84,065,216	88,516,582	6,808,117	179,849,123

From the above it will be noted that Montreal led all ports in the matter of wheat shipments, being one and one-half millions ahead of New York. The amount of American corn which came this way, however, was not nearly so large in proportion, Galveston being the only United States port which shipped more wheat than corn, while Montreal on the other hand shipped in exactly the reverse proportion.

The shipments of grain from the port of Montreal for the past half dozen years is as follows:

	Bushels.
1897.....	25,812,000
1898.....	39,575,000
1899.....	27,000,000
1900.....	24,000,000
1901.....	23,343,000
1902.....	22,157,000
1903.....	24,648,000

Northwest Grain Growers.

THE Northwest grain-growers' convention at Regina before adjournment adopted these resolutions:—

“That in the opinion of the association no system of transportation can be considered adequate for the requirements of the west that fails to give such facilities at every individual shipping point as will enable the shippers to deliver less than 50 per cent. of the crop at such point in each year at the great lakes before the close of navigation.

“That while recognizing the railway development in the west, both actual and prospective, during the past year, the convention desires again to draw attention to the total incapacity of the existing railways to properly handle western traffic, and to the necessity of compelling said railways to better equip their lines with rolling stock. To this end the as-

sociation instructs the Executive to take prompt steps to put the whole matter before the railway commission so soon as such body is constituted and organized.”

A resolution expressing sympathy with Mr. Chamberlain in his preferential campaign was also adopted, also one urging that the reinspection of Manitoba wheat east of Fort William, as provided in the present general inspection act, be abolished.

Flour Mill in Far North.

INSTRUCTIONS have been given from the office of the Hudson's Bay Company at Winnipeg for the building of a flour mill near the mouth of the Peace River, where its waters unite with those of Lake Athabasca. Hudson's Bay Company posts have been raising a little wheat for some years not only in this region, but also further north at Fort Resolution, on the shores of Great Slave Lake.

It is not unusual nowadays to hear of wheat raising in the far north, especially in Siberia. A few weeks ago N. L. Skalosubof, addressing an agricultural convention at St. Petersburg, cited many facts to disprove the popu-

TEN Wide-Awake Grocers

took advantage last week of our offer to send them samples of

Napoli Macaroni

Were you one of them? If not, this offer is repeated for your benefit.

We will deliver at your address, free of all charges, samples of our Macaroni, Vermicelli and Fancy Pastes upon receipt of your name and address.

SEND IT NOW.

Napoli Macaroni is put up in attractive dust-proof 1-lb. packages, 24 or 48 to case.

NAPOLI MACARONI CO.,
Hayter and Teraulay Sts., TORONTO, CANADA

For Christmas morning or any other morning you cannot do better than take a steaming dish of Tillson's pan-dried Oats.

Sell it to your customers and win their thanks and their trade.

Tillson's Pan-dried Oats



lar idea that wheat will not ripen north of 60 degrees north latitude.

A clergyman at Wugansk, for example, in 61 degrees north latitude, is building a mill propelled by wind power to turn his Spring wheat into flour. At Masau, on the Pelym River in the same latitude, a farmer has extended his area under tillage and now has a surplus of wheat to sell. The speaker mentioned many other examples.

The fact that wheat is now grown successfully in the Peace River region, in the central part of this continent between 60 and 62 degrees north latitude, is chiefly due to the Chinook winds, the warm, dry winds which blow northward to the east of the Canadian Rockies. They temper the climate of the Peace River country in a remarkable manner, so that the Spring opens as early on the upper Peace River in latitude 56 degrees as at Montreal, and the seeding time is actually earlier.

The influence of these remarkable winds is felt as far east as Regina, in Assiniboia, and extends far to the northwest, east of the mountains, through 15 degrees of latitude.

TELEPHONE { MAIN 1257
4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay

Limited

Successors to John MacKay, deceased
ESTABLISHED 1854.

POT and PEARL BARLEY (by patent process), SPLIT PEAS, BUCKWHEAT FLOUR, Etc., CHOP of all kinds BY CAR LOAD.

Caledonia Mills,
BOWMANVILLE, ONT.

Correspondence solicited.

FLOUR

FEED

CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

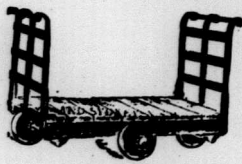
Rolled Oats (Standard and Granulated)
" Barley, Oatmeal,
" Wheat, Pot and Pearl Barley,
Wheatlet, Farina, Split Peas.

"Matchless" Feed.

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

TRUCKS

for Warehouse
and Factory.



Save You Money
Do Men's Work
Draw no Salary

Our Trucks are guaranteed satisfactory.
Turn in their own length.

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory, Ontario Street, Temple Building, 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 Dealer.

See that you get them.

"ROYAL" SALAD DRESSING.

This popular table relish and Mayonnaise dressing has been made for about thirty years, and has been extensively advertised for the past twelve years. Nothing but its merit and excellence, its "Royal" quality, could have ever made the growth and success with the fine grocery trade throughout the country, that has been made with "ROYAL" SALAD DRESSING, the "Best of the Nest."

The Horton-Cato Mfg. Co.,

DETROIT, MICH., WINDSOR, ONT.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of



Trade-mark.

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their
manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade-mark** is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

Many thousands of square miles along the Peace River Valley in Athabasca are very fertile, growing luxurious grass and excellent wheat. But no settlers as yet are found in that far northern region, and the only purpose of the Hudson's Bay Company is to turn the local wheat into flour for its agents scattered through that region and thus save the high cost of importing flour.

Even if that country should be developed, its wheat is more likely to go to feed the mining camps in the mountains than to join the stream of Canadian wheat flowing to Great Britain. Alberta, further south, is raising much wheat, but not a bushel of it is crossing the Atlantic because wheat being cheap and heavy, cannot pay high freight rates. Alberta wheat cannot now be moved to the East at a profit. It all goes to feed the local population and the neighboring mining camps on the West.

Want Grain Standards.

At a meeting of the Grain Section of the Toronto Board of Trade last week a resolution was passed favoring a return to the old method of the inspection of grain. In a recent amendment to the grain inspection act the striking of grain standards for the guidance of inspectors was abolished. The grain standards were formerly struck by a board of grain dealers and the grain men claimed that since this method was abandoned it is impossible for a miller to determine the grade of the grain he buys and that he is therefore not willing to go beyond a safe price, so that in the end the farmer loses.

The resolution, which was moved by Mr. C. B. Watts and seconded by D. Plews and which was adopted, set forth these facts and also the recommendation that the annual making of Government standards of grain should be continued. The resolution also contained the following clause:

That Messrs. W. D. Matthews, Thos. Flynn (L. Coffee & Co.), J. L. Spink, C. W. Band (Carruthers & Co.), J. Carrick, Wellington Hay, Listowel; Thomas Martin, Mount Forest; H. N. Baird and S. McNairn, the mover and seconder, be a committee to act in conjunction with Messrs. A. Campbell, M.P., Toronto Junction; Wm. Ross, M.P., Port Perry, to have the act amended as requested by this resolution and to carefully revise the whole inspection act, and secure such further amendments thereto as may be found advisable. Mr. J. G. McKeggie presided at the meeting.

Our Last Report for 1903.

We have had a successful year's business and must thank our customers and friends for their very liberal support, which we appreciate, and with increased warehouse space and additional help we hope to further increase our trade for the incoming year, and will have some special bargains to offer after stock-taking, which will be commenced next week.

With best wishes, and compliments of the season, we remain,
Yours respectfully,

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Geolph, Ont.

USE **LEA & PERRINS' SAUCE**

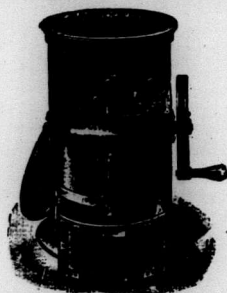
"The Finest Relish in the World."

SELL **LEA & PERRINS' SAUCE**

"The Most Reliable Article in the Grocery Line."

J. M. DOUGLAS & CO., Canadian Agents, MONTREAL.

Tea, Coffee, Cocoa, Fruit, Etc., MACHINERY.



PATENT QUICK SIFTER and MIXER

for all kinds of Powders.

LATEST AND MOST UP-TO-DATE TYPES.

Patent Automatic **TEA MILLING, SIFTING, BLENDING and PACKING MACHINERY.**

SAMPLE TEA MILLS AND MIXERS:

- Gas-Heated Roaster—External Flame with Air Pump.
- Gas-Heated Roaster—Internal Flame and Automatic Sampler.
- Coke, Wood, Etc., Roasters.
- Grinding Mills, Plain or Ornamental.
- Air Propellers.
- Patent Fruit Washers.
- Quick Sifter and Mixer for Coffee and Chicory and all dry powders.
- Sample and Window Roasters.
- Patent Chicory Nibber.
- Dressing Machinery.
- Dry Fruit Cleaners.

THE GROCERS' ENGINEERING CO. } **ILLUSTRATED CATALOGUE MAILED FREE.**
COLE STREET, LONDON, S.E., ENG.

Imperial Mixed.

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

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

"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.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco in Sumatra.

THAT the growing of tobacco on the island of Sumatra is of comparatively recent origin is proven by the recent death of the founder of the industry at the age of 84.

Mr. P. J. Janssen, who was a citizen of Holland, although he was born in Hanover, Germany, was the original founder of the Deli Maatschappij, the oldest and most famous of the tobacco growing corporations of Sumatra.

The company was founded on November 1, 1869, with Mr. Janssen as general manager. At that time it was not suspected that the industry of growing tobacco in Sumatra would assume such large proportions, nor that the tobacco would become such a necessary adjunct to modern cigar making. The original corporation was capitalized at only \$120,000. After 25 years of business the capital had increased to \$1,500,000, on which the average yearly dividend was 63 per cent.

Mr. Janssen was a man of great modesty and simplicity of character. Among his friends he was reported to have a peculiar charm of personality. Much of his great fortune was given to charitable purposes, and his death is sincerely regretted by those who knew him.

National Preferences.

IT is a peculiar fact that no two countries import the same sorts of tobacco. The French Regie, or Government, Tobacco Department, takes several different kinds of tobacco from the United States, their total yearly import being about thirty five million pounds. But two things they insist upon—that the stem shall be free from mold and the leaf loose enough to open freely.

Piebald or cherry-red leaves are the German favorites, says Stray Stories. The German tobacco manufacturers like a heavy, gummy leaf, and they prepare this by treating it with what are termed in the trade "sweet sauces." This makes the leaf black. Most of the leaf the Germans buy comes from Kentucky and Tennessee. Quantities of "spangled" tobacco are also imported into Germany. This is a pretty yellow leaf, with red spangles. Much of this spangled tobacco is imported into Bremen, where it is repacked in lighter casks and sent on to Russia. Italy, Austria and Spain all possess

Government monopolies of tobacco, but in each case their requisitions are quite different. Italy likes a very long leaf, as much as 26 inches in length, of delicate fibre and dark-brown in color. It must be elastic and strong. Italy uses a large quantity of very coarse Hungarian tobacco.

Austria also manufactures much of the cheap Hungarian leaf, but her choicer brands and cigars are made of very good American tobacco. This is of firm texture and beautifully glossy. Spain, not being one of the richest of countries, purchases cheap tobacco. A nondescript leaf of light type is largely bought, and is not cut, but powdered. It burns very quickly and is hot to the tongue. Black, fat and heavy tobaccos suit the Dutchman; but the Netherlands buy a certain amount of what is known as "Dutch Saucer," a fine cigar wrapper of a silky type, which is used for making Dutch cigars. Going further north there are Denmark, Norway and Sweden, all with very similar tastes. Heavy tobaccos, cured by fire, are their favorites; and these leaves, before being manufactured, are dipped in sweet mixtures of storice and sugar.

Montenegro's Tobacco Monopoly.

It is officially announced that the Government of Montenegro has leased its tobacco monopoly to a Venetian company, which has been formed with a capital of 1,500,000 francs (\$289,000). Besides furthering the production, manufacture and export of Montenegrin tobacco and tobacco products, this company will reorganize the monopoly, building a factory, with head office in Montenegro's chief city—Podgoricza—and establishing stores in Niksicz and at the port of Antivari.

The enormous sale of

OLD CHUM

Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.
OF CANADA, Limited.

*RECEIVED
AMERICAN TOBACCO CO.
507-14 Pkt 38*

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Make him a present

Either a box of my "PHARAOH" ten cent or my "PEBBLE" five cent cigars makes a splendid Christmas gift. Why not give the husband a box and make the whole family talk about you and your store?

Give him a dozen or so if a box is too much for you—give him Cigars that he'll appreciate.

PAYNE'S
"PHARAOH"

J. BRUCE PAYNE, Limited,
Granby, Que.

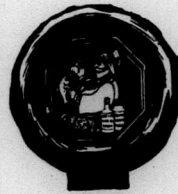
O Yes!

Know all men by these presents that **Batty's Nabob Sauce** has never been surpassed.

We received the Gold Medal in 1851. We received the Gold Medal in 1903, and we were not idle all the time in between.

No store is complete without it.

In witness thereof we have affixed our name:



Batty & Co.

LIMITED

Sauce and Pickle Specialists,

LONDON, S.E.

ESTABLISHED 1824.

☞ We Extend ☞

The Season's Greetings

to our many, many friends
among the readers of ☞ ☞

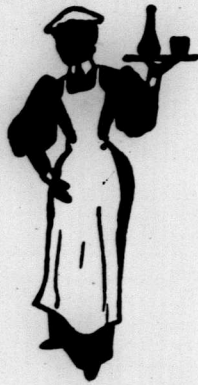
THE CANADIAN GROCER.

The Geo. E. Tuckett & Son Co., Limited,
HAMILTON.



The Canadian Grocer

TOBACCOS AND CIGARS



We wish old and new friends

A

Very Merry

Xmas

W. B. REID & CO.,

Wholesale Tobacconist

TORONTO

Popular Brands: Grocers of Canada

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

MANUFACTURED BY

The Erie Tobacco Company

WINDSOR, ONTARIO.

A Right Merry Christmas to you all. Shake!



T. J. Horrocks,

Wholesale Tobacconist

Wellington St. East,

TORONTO

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

A Merry Christmas

and

A Happy New Year

to

Our Customers

McALPIN CONSUMERS TOBACCO CO.,

Limited

TORONTO, CANADA.

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Prospects for Cuban Crop.

THE growing Cuban tobacco crop presents a most favorable condition, according to El Tabaco de Cuba. The Vuelta Abajo and Partido fields are beautiful, although a little rain is needed. The crops will, in all likelihood, be abundant.

From Santa Clara, Camajuani, Remedios, Cumanayagua and other places in Vuelta Arriba the same report is sent.

The seed plots having been watered during the month of September and the first half of October, under the most favorable conditions, the growth, favored by a mild temperature, has been going on to such an unprecedented extent as to excite the wonder of the people, within whose recollection there never was a season so abundant in well conditioned young plants. Not a single farmer has been obliged to buy for planting.

There are seed beds from which a few thousand plants could be withdrawn; but inasmuch as they all have a superabundance, and there is no demand from other zones, they will probably be wasted, it being impossible to plant the whole number grown.

Where Our Pipes Come From.

Last year our imports of tobacco pipes, pipe mounts, cigar and cigarette holders and cases, smokers' sets, cases and tobacco pouches, with their values and countries from which they came, were as follows:

Great Britain.....	\$162,862
B. E. Indies.....	15
Austria, Hungary.....	23,358
Belgium.....	145
China.....	163
Cuba.....	569
France.....	107,843
Germany.....	38,054
Japan.....	419
Mexico.....	23
Switzerland.....	399
Turkey.....	96
United States.....	34,667
	\$368,603

Mr. Mortimer B. Davis.

THE GROCER presents to its readers in this issue a plate portrait of Mr. Mortimer B. Davis, president of The American and Empire Tobacco Companies.

Once the owner of the firm of D. Richie & Co., he has become, by his ability and knowledge of business, the president of the two firms above mentioned.

A short biographical article written by one very conversant with the tobacco question thus summarizes Mr. Davis' position in the tobacco world:—"Mr. Mortimer B. Davis is one of the dominant forces in the tobacco industry of Canada. A young man of 37, powerful of build, a born fighter, cool, daring,

and brooking no opposition, he has within the past six years made himself the new factor in the tobacco trade of Canada. Controlling, as he does, 80 per cent. of the cigarette consumption, and over 60 per cent. of the Canada tobacco consumption, he is one of the ruling powers in this industry."

A recently published article, the heading of which was "An Important Industry," quoted The American Tobacco Co. as one of the most progressive firms in Canada, and continued as follows:—"The secret of this rapidly acquired prosperity is to be found in the enterprising spirit, the activity and business knowledge of its president, Mr. Mortimer B. Davis. He is a man of good judgment, in whom are combined these two qualities, so seldom



Mr. Mortimer B. Davis.
President of The American and Empire Tobacco Company

observed in the same individual, bravery and Prudence."

It is said that Mr. Mortimer B. Davis is a millionaire.

Handsome Lithograph.

THE CANADIAN GROCER was the recipient this week of a handsomely framed embossed lithograph illustrating the merits of the "Dardanelles" cigarette, and now acknowledge the courtesy of Major Orchard, the Toronto representative of The American Tobacco Co.

Whiffs.

C. F. Fox and J. A. McNeil have joined the staff of The J. M. Fortier Co.

The "Hilda" cigar of I. Blumensteil, Hamilton, is meeting with a large demand in the Western Provinces.

Andrew Wilson, the wholesale tobacco-nist of Toronto, has almost completely recovered from his recent severe illness.



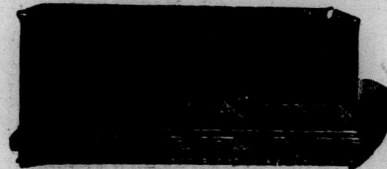
Thank you, the same to you.

The W. H. STEELE CO., Limited
Wholesale Tobacconists, TORONTO.

McDougall's Scotch Clay
PIPES

are the standard of the world.

D. McDougall & Co., Glasgow, Scotland.



Our Patent "CORONATION" Floor Case.

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world to-day. We are making TWENTY of this style of case to ONE of any OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is made with the very best British Plate Glass THROUGH-OUT, including the mirrors in the doors and the shelves, in short it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are not handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

R. McWhinnie is taking T. Wyndham's ground in Western Ontario for The American and Empire Tobacco Companies.

Cuba has been experiencing very cold weather recently, and to-day the residents of Placetas, in the Province of Santa Clara, and the other inhabitants of that neighborhood, were astonished to see a snow storm. It is reported that the fields are covered with snow, presenting a most novel sight to the Cubans.

According to the English correspondent of The Tobacco Leaf, there is a tobacco-nist in Great Britain who smokes his own cigars to the last half-inch, chews the stumps, and uses the ashes as snuff. He is now thinking of giving up the weed, as he cannot think of any way to utilize the smoke.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

John C. Kirkwood,
TORONTO.

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

THE accompanying advertisement serves very nicely for my talk on advertising this week. It is not all good, not all bad, and it illustrates a very common style of advertising seen in weekly newspapers.

This advertisement as it appeared originally was three columns wide and nine and a half inches deep, and was set up with an attractive border. A clean-looking, neatly displayed advertisement, it could not do otherwise than attract attention. It isn't a wordy advertisement, it will be noticed, and there is no jumble of type of different sizes and faces. It is distinctly pleasing and refreshing, so far

NEW FRUITS.

New Valencia Raisins. New Currants,
New Sultana Raisins, New Figs,
Newlayer Raisins, New Peels,
New Walnuts, Almonds and Filberts.

All of the finest quality and will be sold at lowest possible prices.

Our tea trade is increasing every month. The public appreciate the fact that this is the place to get fine full flavored tea.

Our own blend of Ceylon and Indian teas are unsurpassed.

The quality of this season's import of Japan teas is fully up to the usual standard. We can sell an excellent Japan tea at 25c. and our finest at 35c.

Try a Pound of Our 25 Cent Blend.

We keep constantly on hand

Fresh Sausage, Fresh Pork, Finnan Haddies, Sugar Cured Hams and Breakfast Bacon.

Highest price paid for Red Clover, Alsike and Timothy Seed.

Turkeys, Geese and Chickens wanted.

GOULD BROS.

as appearance is concerned, and sure to be read,—in part, at least. It fulfils the first condition of good advertising, namely, the securing of attention.

But it is disappointing when it begins to talk. Its weakness is in its matter. "New Fruits" is good. New fruits at this season of the year is a timely announcement to every mistress of a household. But the mere enumeration of the different varieties of fruits is not enough. The woman who is to buy fruit is very much interested in grades and prices. Nothing is told her in this advertisement

concerning these points. Every other grocery store can duplicate the statement made by this advertiser, yet I venture to think that Gould Bros. are not ready to admit that all their competitors are selling fruit of equal quality or value. Good advertising consists in telling the points of superiority; in giving or suggesting a reason why the advertiser more than others should have the trade of his community in any particular line of goods. To state that these fruits are "All of the finest quality, and will be sold at the lowest possible prices" is too general to be convincing. Specific statements are what the reader wants and is asking for, and to withhold these is to make the advertisement ineffective.

The next paragraph relates to teas. The transition from fruits to teas is too abrupt, according to the setting up of the advertisement. The reader was not prepared in any way for a new subject to be introduced. There is a loss of impressiveness, of strength, by this rapid and unsuggested change of topic. The insertion of the words "Our Tea Department" in the same type as that used for the fruit list would have been natural; or perhaps, even a better and more symmetrical display would be the large type used in "New Fruits."

Without being exhaustively critical of the talk on teas, I have to repeat what I have said about the fruit list, it is not specific; quite too general. It doesn't help the reader to make up her mind that she can get better tea from Gould Bros. than from any other grocer. It is just what she has heard a score of times from other firms.

"Try a pound of our 25c. Blend" is well displayed, but there is no reason given whatever, why this blend is to be preferred to any similarly priced tea. Yet I feel sure that there is a very strong conviction, backed up by several good reasons, for the advertisers' belief that their 25c. tea is well worth trying. By the way, I do not like the "Try" way of urging people to buy. "Try our bacon, our butter, our coffee, our raisins, etc.", is excessively commonplace. Why should anybody "try" any of these things? Give the

reasons in addition to the appeal, by all means. Personally, I prefer such expressions as "Buy, or drink, or use, or serve—our 25c. Blend" to the "try" way of saying it. However, it is perhaps because of its being so common and consequently weak, that I object to the expression.

The rest of the advertisement is a sort of "I-have-paid-for-the-space-and-must-use-it" ending to the little talk on fruits and teas. When I began the reading of the advertisement, I thought I was to hear of Christmas fruits, but before I had done, I heard pretty much the grocer's whole story.

Let the foregoing suffice for destruction criticism. I shall endeavor to rewrite the

Fruit for Christmas.

Be particular to use good fruit. The result is your reward. Every pound of fruit we sell you is new stock, the best we can buy. As low-priced as good fruit can be.

Layer Valencia Raisins, 3 lbs. for 25c.
Choice Sultanas, 3 lb. for 25c.
Vostizza Currants, clean, large fruit, 3 lbs. for 25c.
Crosse & Blackwell's Lemon Peel—Peel not sugar
2 lbs. for 25c.; do. Citron, 1 lb. for 25c.

A Cup of Tea.

Full flavored, rich and sweet in the draw, delicious. Our experience protects us from inferior and unsatisfactory lines. Our teas are not chosen for us by tea houses. We choose for ourselves. Blend for ourselves. This is why our tea trade increases every month.

Our Own Blend, India and Ceylon, very fine liquor, rich flavored, 40c.
A remarkably good Japan, basket fired, full leaf, 25c.
Extra Choice Blend, a "talked-about-tea," 25c.

GOULD BROS.

advertisement according to my own ideas, suggestive of a more pointed, more forceful, more convincing trade announcement.

Of course neither Gould Bros. nor anybody else would rewrite this advertisement quite like the above. But I submit that the advertisement as rewritten will be more closely read and likely to sell more goods than the original. When one considers the hundreds of people who can be influenced to buy through the reading of advertisements, and all this at a comparatively small outlay of money, it becomes well worth while to write the advertise-

Telepho

P. J. ...

ST

BEST COM

W. J. E



For

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Modern Merchand

dema methods. GUPON Bo ly moder ENCE and against m consequen money. It l any pass-l or check invented, l lute accuri the CHEA on this bl cepting, o

IF

for \$10, giv am with! If he buys off a ten-c his purch BOOK. KICKING. but why free samp

THE ED C. O. B ALLISC

To all our customers

a Merry Christmas
and
a Prosperous New Year

S. H. EWING & SONS,

Telephone Bell Main 65.
" Merchants 522.

96 King St., MONTREAL

CENTRAL Business College

STRATFORD, : ONT.
BEST COMMERCIAL SCHOOL IN ONTARIO.
Write for Handsome Catalogue.
W. J. ELLIOTT, Principal.



For Sale Everywhere.

ASK FOR

MOTT'S.

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here :

IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited

TORONTO

THE
Burlington Canning Co.

Burlington, Ont. Limited

Manufacturers of
ALL KINDS OF CANNED GOODS

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

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

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

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

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

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

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Good wrapping paper at the right price. That is the kind that our brown and manilla wrapping paper is. It can be depended upon to protect the parcel.

Full weight. Full count.

CANADA PAPER CO.

Limited

Toronto, Montreal and Windsor Mills, Que.

We Wish Our Friends and the Trade Generally
"A Merry Christmas"
 and
"A Prosperous New Year."

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

ments with an abundance of care and judgment. The opportunity to hold and enlarge trade through newspaper advertising is worth too much to be lightly regarded.

A VEGETARIAN TURKEY IN LONDON.

THE present has certainly been a poor year for the British poultry farmer, says London Daily News, judging from letters which continue to arrive, more particularly with regard to the rearing of turkeys. Indeed, so bad has been the season that we are promised a turkey famine at Yuletide owing to the great scarcity of birds both in England and in Canada. With the near approach of Christmas such a state of affairs would be calculated to distress those of us who are sufficiently old-fashioned to think that Christmas without turkey is equivalent to "Hamlet" minus the Prince, were it not for the fact that vegetarianism has come to the rescue and suggested "vegetarian turkey" in place of the gen-

uine article. One is assured he would be unable to tell the difference. Fish, flesh, and fowl, it is said, may now be obtained undistinguishable from the real thing, and one restaurant not a hundred miles from Fleet street, London, has gone so far as to announce "A Specimen Christmas Dinner" on December 12.

It is devoutly to be hoped that the function will prove more successful than its predecessors, which the amateur vegetarian has not unusually left with a fixed determination to raid the nearest chop-house.

NIAGARA FRUIT GROWERS.

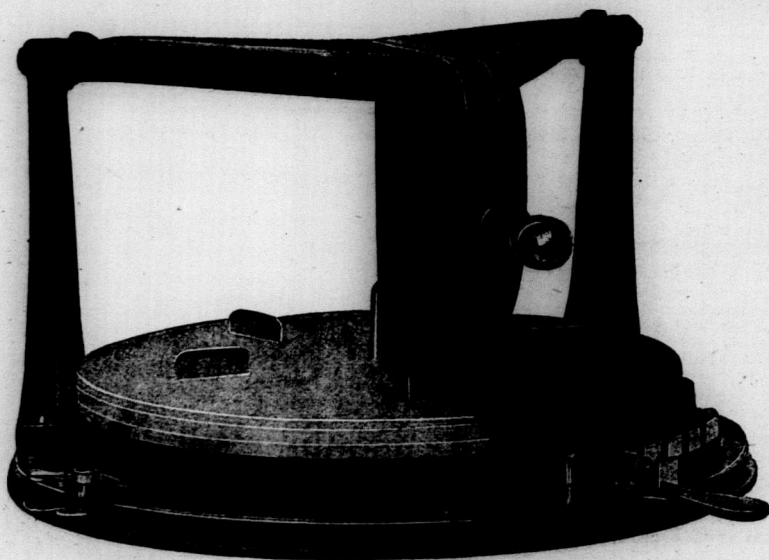
The annual meeting of the Niagara Peninsula United Fruit Growers' Association was held in St. Catharines last week. The following officers were elected for the ensuing year:—President, C. M. Honsberger, Jordan Station; first vice-president, George F. Stewart, Homer; second vice-president, James Dunlop, St. Catharines; third vice-president, S. M. Culp, Beamsville; fourth vice-president, Albert Railton, Fonthill; secretary-treasurer, Carl E. Fisher, St. Catharines.

WOLVERINE FISH CO.

A license has been issued under the Great Seal of the Province of Ontario authorizing The Wolverine Fish Co., Limited, a corporation under the laws of the State of Michigan, to catch fish; to buy and sell at wholesale and retail all kinds of fish, and to carry on a general fish and cold storage business in all its branches and departments; provided in so doing the company shall not use in Ontario any larger sum of capital than \$30,000. George Henry Donagh Lee, of the City of Toronto, is the company's attorney.

NEW SALT COMPANY.

A charter has been granted to The Dominion Salt Co., Limited, of Sarnia, capital \$200,000, to carry on a general business, as implied by its name; provisional directors to be John Martin Diver, lumberman; Montague Moore and Frederick Forsyth Pardee, barrister-at-law, all of Sarnia; Frederick Clifford Norris, of Port Huron, Mich., and Chester Dewight Wonsey, of Marine City, Mich., manufacturer.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

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

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

Sold on Easy Terms. Write us for particulars

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

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MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.

Our bids are good ones.
Write or wire for prices.

M. G. STAGG & CO.

Phone Main 5219. Standard Stock Ex. Bldg., Grain and Hay Merchants. TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

CALGARY.

HULL & SHARPE,

Manufacturers' and Commission Agents,

CALGARY, - ALBERTA.

QUEBEC, P.Q.

J. P. THOMAS

GENERAL AGENT AND COMMISSION MERCHANT,
25 ST. PETER STREET,
QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

"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.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,
VICTORIA, B. C.

Represented in the Orient by Mr. A. R. Tufts, with headquarters at Kobe.

Manufacturers and shippers requiring representation in the Orient are invited to correspond with us. Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE
CAMERON GORDON & Co.
WHOLESALE COMMISSION AGENTS
WINNIPEG MANITOBA

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in **CANADA and the U.S.**

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker

LONDON, ENG.

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.

HOUSEHOLD AMMONIA.

HARVEY'S (of course), Clear Cloudy, and Perfumed Toilet. In drums, carboys, quarts, pints, flats. **STRENGTH AND SATISFACTION GUARANTEED.**
HARVEY'S Dry Powdered Ammonia, 1½ lb. packets, put up in 1, 2 and 3 doz. cases—a strong well-made article at a low price.

JOHN G. HARVEY,
Mfg. Chemist. TODMORDEN.



Of course you can't see if you close your eyes,

nor can you hear if you plug up your ears.

That THE CANADIAN GROCER is a most valuable advertising medium for those who seek the trade of the grocers and general storekeepers of Canada is as plain as day—yet some folks can't see it.

Like the man who was looking all over the house for his glasses when they were on his forehead, there be some who are looking for more business among grocers yet can't see that the easiest and cheapest way to get it is through advertising in THE GROCER.

And as long as they won't listen to nor see the reasonableness of our arguments in favor of their advertising in THE GROCER, just so long are they going to be denied the business that GROCER subscribers are continually sending to GROCER advertisers.

See ?

The Canadian Grocer

232 McGill St.,
MONTREAL.

10 Front St. E.,
TORONTO.

---put up in convenient packages---easily sold
 ---the best of its kind in the land---

"Crown" brand Table Syrup



for the Holidays, and for all time.
 Nothing more profitable to handle than
 "Crown" brand Syrup

Packed in—
 24 2-lb. Tins to case
 12 5-lb. " "
 6 10-lb. " "
 3 20-lb. " "

Also in Barrels, 1/2-Barrels and Kegs, and
 3-gallon and 2-gallon pails.

—These goods are ready for shipment on
 receipt of your order. No delay.

Look for the "Crown" on the package.

MANUFACTURED BY

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
 TORONTO, ONT.

Works:
 CARDINAL, ONT.

164 St. James St.,
 MONTREAL, QUE.

Vanilla chocolate, 6-lb. boxes 0 47
 German sweet, 6-lb. boxes 0 27
 Breakfast cocoa, 1/2, 1 and 5-lb tins 0 43
 Cracked cocoa, 1-lb. pkgs., 12-lb. boxes 0 35
 Caracas sweet chocolate, 6-lb. boxes 0 37
 Caracas tablets, 100 bundles, tied 5's,
 per box 3 00
 Soluble chocolate (hot or cold soda)
 1-lb. cans 0 42
 Vanilla chocolate wafers, 48 to box,
 per box 1 56

Condensed Milk.

Anchor brand, cases 4 doz., per case \$5 00
 evap. cream, cp. 4d. 4 65



Borden's Condensed Milk Co.

Eagle brand \$1 65
 Gold Seal brand 1 30
 Peerless brand evaporated cream.. 1 02



"Reindeer" Brand
 Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins 9 00
 2 lb. tins, cases, 15 tins 8 70
 THE EBY, BLAIN CO., LIMITED.

In bulk—
 Club House Per lb. 0 32
 Royal Java 0 31
 Royal Java and Mocha 0 31

Nectar 0 30
 Empress 0 28
 Duchess 0 26
 Ambrosia 0 25
 Fancy Bourbon 0 20
 High Grade package goods—
 Gold Medal, 2-lb. tins 0 30
 Gold Medal, 1-lb. tins 0 31
 Kin Hee, 1-lb. tins 0 30
 Cafe Des Gourmets, ground only, 1-
 lb. glass jars 0 30
 English Breakfast, ground only 1-
 lb. tins 0 18

JAMES TURNER & CO. Per lb.

Mecca \$0 32
 Damascus 0 28
 Cairo 0 20
 Sirdar 0 17
 Old Dutch Rio 0 12

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java \$0 22
 Mocha 0 22
 "Condor" Java 0 27
 Mocha 0 27
 15-year-old Mandheling Java and
 hand-picked Mocha 0 50
 1-lb. fancy tins choice pure coffee, 48
 tins per case 0 20
 Madam Huot's coffee, 1-lb. tins 0 31
 "2-lb. tins 0 30
 100 lb. delivered in Ontario and Quebec.
 Rio No. 1 0 11

WILLISON'S TURKEY COFFEE.

Per lb. 30
 1-lb tins, 48-lb cases 30
 S. H. & A. S. EWING'S.

Per lb. 32
 Mocha and Java coffee, in 1-lb tins, 30-
 lb cases 32
 Mocha and Java coffee, in 2-lb tins, 30-
 lb cases 29

Cheese.

Imperial—Large size jars... per doz. \$8 25
 Medium size jars 4 50
 Small size jars 2 40
 Individual size jars 1 00
 Imperial holder—Large size 18 00
 Medium size 15 00
 Small size 12 00
 Roquefort—Large size 2 40
 Small size 1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co.,
 Limited, Toronto. C. O. Beauchemin &
 Fils, Montreal.
 \$1, \$2, \$3, \$5, \$10 and \$20 books.

Un- Covers and
 num Coupons
 bered. numbered.
 " " groats 1-lb. tins... 1 25
 " " 1-lb. tins... 2 25

In lots of less than 100
 books, 1 kind assorted. 4c. 4c.
 100 to 500 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 " "
 10 00 " 5 " "
 15 00 " 6 " "
 20 00 " 7 " "
 25 00 " 8 " "
 50 00 " 12 " "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.
 Clothes pins (full count), 5 gross in
 case, per case \$0 62
 4 doz. packages (12 to a case) 0 75
 6 doz. packages (12 to a case) 0 95



The Davidson & Hay, Limited, Toronto.

Cleaner.
 Per doz.
 4-oz. cans \$ 0.90
 6-oz. " 1.35
 10-oz. " 1.85
 Quart " 3.75
 Gallon " 10.00

Wholesale Agents:
 The Davidson & Hay, Limited, Toronto.
 Extracts.
 HENRI JONAS & CO. Per gross.
 -oz. London extracts \$ 6 00
 2-oz. " " (no corkscrews) 5 50
 2-oz. " " 6 00
 2-oz. Spruce essence 9 00
 2-oz. Anchor extracts 12 00
 4-oz. " " 21 00
 1-oz. " " 36 00
 1-lb. " " 70 00
 1-oz. flat 9 00
 1-oz. flat bottle extracts 18 00
 2-oz. square bottle 21 00
 4-oz. " " (corked) 36 00
 8-oz. " " 72 00

Per doz.
 8-oz. " glass stop extracts \$3 50
 8-oz. " 7 00
 2-lb. round quint essence extracts 2 00
 4-oz. jockey decanters 3 50

Food.
 Per doz.
 Robinson's patent barley 1-lb. tins \$1 25
 1-lb. tins 2 25

Gelatine.
 Per gross.
 Knox's No. 1 sparkling \$15 00
 " " 6 doz., at \$ 1 30
 " No. 3 acidulated, at \$ 1 50
 Jams and Jellies.
 SOUTHWELL'S GOODS. Per doz.
 Frank Magor & Co., Agents.
 Orange marmalade \$1 50
 Clear jelly marmalade 1 80
 Strawberry W. F. jam 2 00
 Raspberry " 2 00
 Apricot " 1 75
 Black currant " 1 65
 Other jams \$1 55 1 90
 Red currant sily 2 75

T. UPTON & CO.
 Pure Fruit Jams—
 1-lb. glass jars, 2 doz. in case, per doz. \$0 95
 2 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06
 5 and 7-lb. tin pails, 3 and 9 pails to
 crate per lb. 0 06
 7, 14 and 30-lb. wood pails, 0 06
 Pure Fruit Jellies—
 1-lb. glass jars, 2 doz. in case, per doz. 0 95
 7, 14 and 30-lb. wood pails, per lb. 0 06
 Home Made Jams—
 1-lb. glass jars (16-oz. gem.) 1 doz. in
 case per doz. 1 50
 5 and 7-lb. tin pails per lb. 0 09
 7, 14 and 30-lb. wood pails 0 09

BRAND & CO.
 Brand's calf's foot \$3 50
 Real turtle jelly 7 75

Licorice
 NATIONAL LICORICE CO.
 5-lb. boxes, wood or paper... per lb. \$0 40
 Fancy boxes (36 or 50 sticks) per box 1 25
 "Ringed" 5-lb. boxes per lb. 0 40
 "Acme" pellets, 5-lb. cans per can 2 00
 " " (fancy boxes 40) per box 1 50
 Tar licorice and Tolu wafers, 5-lb.
 cans per can 2 00
 Licorice lozenges, 5-lb. glass jars 1 75
 " " 20 5-lb. cans 1 50
 "Purity" licorice 10 sticks 1 45
 " " 100 sticks 0 73
 Dulce large cent sticks, 100 in box... ..

Lye (Concentrated).
 GILLETT'S PERFUMED.
 Per case
 1 case of 4 doz \$3 60
 3 cases 3 50
 5 cases or more 3 40

THE CANADIAN GROCER

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

Mustard.
COLMAN'S OR KEEN'S.
D.S.F. 1-lb. tins per doz. \$ 1 40
1-lb. tins " " 2 50
1-lb. tins " " 5 00
Durham 4-lb. jar per jar. 0 75
1-lb. jar " " 0 25
F.D. 1-lb. tins per doz. 0 85
1-lb. tins " " 1 45

HENRI JONAS & CO.
Per gross.
Pony size \$ 7 50
Imperial, medium 9 00
Imperial, large 12 00
Tumblers 12 00
Mugs 13 20
Pint jars 18 00
Quart jars 4

E. D. MARCEAU, Montreal.
"Condor" 12-lb. boxes—
1-lb. tins per lb. \$ 0
1-lb. tins " " 0 35
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-lb. tins per lb. 0 25
1-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.
Per case
Barton & Guestier's quarts \$ 9 00
pints " " 9 00


Orange Marmalade.
THE EBY, BLAIN CO., LIMITED.
"Anchor" brand, 1-lb. glass \$ 1 50
quart gem jars " 3 40

T. UPTON & CO.
1-lb. glass jars, 2 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

CLEMES BROS.
Pure fruit stock—
10-oz. glass jars, 2 1/2 doz. case per doz. \$ 1 00
16-oz. glass jars, 2 doz. case " 1 50
Quart gems, 1 doz. case " 3 35
In 5-lb. tins " per lb. 0 9

Pickles.
STEPHENS.
A. P. Tippet & Co., Agents.
Cement stoppers (pints) per doz. \$ 2 30
Corked " " " 1 90

Sauces.
BRAND & CO.
Worcester \$ 1 85
Tomato catsup " 2 60
Mayfair relish " 2 60
Indian chutney " 1 75
Mango " 2 25
A 1 " " 1 70 2 60 3 15

Soda.
COW BRAND.
 Dwight's Baking Soda
Case of 1-lb. containing 60 pkgs., per box, \$3 00.
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

EMPIRE
"EMPIRE" BRAND.
Brunner, Mond & Co.
Case 120 1-lb. pkts. (60 lb.), per case, \$2 70.
Case 96 10-oz. pkts. (60 lb.), per case, \$2 80.
"MAGIC" BRAND.
No. 1, cases, 60 1-lb. packages per case \$ 2 75
No. 2, " 120 1-lb. " " 2 75
No. 3, " { 30 1-lb. " } 2 75
" { 60 1-lb. " }
No. 5 Magic soda—cases 100—10-oz. pkgs. 2 85
5 cases " " " 2 75
"SEE" BRAND.
"Bee" brand, 8 oz., cases, 120 pkgs. Per case \$ 2 75
" " " 10 oz., cases, 96 pkgs. " " " 2 75
" " " 16 oz., cases, 60 pkgs. " " " 3 75

Soap.
A. P. TIPPET & CO., Agents.
Maple soap, colors, per gross \$10 20
black " " " 15 30
Oriole soap " " " 10 30
Gloriola soap " " " 12 00
Straw hat polish " " " 10 20

Starch.
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb.
No. 1 White or blue, 4-lb. cartons \$ 0 06
" " " 3-lb. " " 0 06
Canada laundry " " 0 05
Silver gloss, 6-lb. draw-lid boxes 0 07
Silver gloss, 6-lb. tin canisters 0 07
Edward's silver gloss, 1-lb. pkg. 0 07
Kegs silver gloss, large crystal 0 06
Benson's satin, 1-lb. cartons 0 07
No. 1 white, bbls. and kegs 0 05 1/2
Benson's enamel per box 1 25 to 2 50

Culinary Starch—
Benson & Co.'s Prepared Corn 0 06 1/2
Canada Pure Corn 0 05 1/2
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps " 0 06 1/2
"Bee" brand, cases, 64 packages 5 00

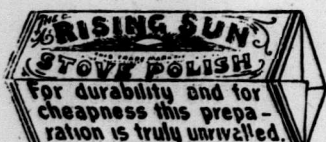
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$ 0 05
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 05 1/2
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb. 0 06
Barrels, 200 lb. 0 05 1/2
Kegs, 100 lb. 0 05 1/2
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07 1/2
6-lb. toy trunks, 3 in case 0 07 1/2
6-lb. enameled tin canisters, 8 in case 0 07 1/2
Kegs, ex. crystals, 100 lb. 0 06 1/2
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$ 0 07 1/2
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case 3 40
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb. 0 05 1/2
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. 0 06 1/2
Crystal Maise Corn Starch—
1-lb. packages, boxes 40 lb. 0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.
Culinary Starches—
St. Lawrence corn starch, 40 lb. 0 06 1/2
Dunham corn starch, 40 lb. 0 06 1/2
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb. 0 06
" 3-lb. cartons, 36 lb. 0 06
" 200-lb. bbl. 0 05 1/2
" 100-lb. kegs. 0 05 1/2
Canada Laundry, 40 to 46 lb. 0 05
Ivory Gloss, 2-6 family pkgs., 48 lb 0 07 1/2
" 1-lb. fancy, 30 lb. 0 07
" large lumps, 100-lb. kegs 0 06
Patent starch, 1-lb. fancy, 28 lb. 0 07
Akrion Gloss, 1-lb. packages, 40-lb. 0 05 1/2


CHINESE STARCH WORTH THE WEIGHT IN GOLD

OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4. less 5 per cent.

Stove Polish.


For durability and for cheapness this preparation is truly unrivalled.

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


DUSTLESS LABOR SAVER. BEST IN THE WORLD.

Syrup.
"CROWN" BRAND PERFECTION SYRUP.
Per case.
Enamelled tins, 2 doz. in case \$3 40
Plain tins, with label—
2 lb. tins, 2 doz. in case 1 90
5 " 1 " " 2 35
10 " 1 " " 2 35
20 " " " 2 10
(10 and 20 lb. tins have wire handles.)


SALADA CEYLON.


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


KOLONA PURE CEYLON TEA BLACK

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.
Black Label, 1-lb., retail at 25c. \$0 19
" " 1-lb. " " 0 20
Blue Label, retail at 30c. 0 22
Green Label " " 0 23
Red Label " " 0 25
Orange Label " " 0 42
Gold Label " " 0 55


RAMA LAL'S PURE INDIAN TEA

Cases, each 60 1-lb. \$0 35
" 60 1/2-lb. } 0 35
" 30 1-lb. }
" 120 1-lb. } 0 36


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

Blue Label, 1's \$0 18 1/2 \$0 25
" 1-lb. " " 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 23 " 0 40
Brown Label, 1's " 0 30 " 0 40
Green Label, 1's and 1/2's " 0 35 " 0 50
Red Label, 1'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 30 " 0 35

These teas are packed in cases containing either 60 1-lb. packets, or 120 1-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1-lb. packets.

Ceylon Greens— Wholesale. Retail.
No. 1 \$0 35 \$0 50
No. 2 " 0 30 " 0 40
No. 3 " 0 20 " 0 25
Packed same as blacks.

"CROWN" BRAND.
Wholesale. Retail.
Red Label, 1-lb. and 1/2's \$ 0 35 \$0 50
Blue Label, 1-lb. and 1/2's " 0 28 " 0 40
Green Label, 1-lb. " 0 19 " 0 25
Green Label, 1/2 " 0 20 " 0 25
Japan, 1s " 0 19 " 0 25

E. D. MARCEAU, Montreal.
Japan Teas—
"Condor" I 40-lb. boxes \$0 43
" " II 40-lb. boxes " 0 40
" " III 80-lb. " " 0 37
EMD AAA Japan, 40 lb "at. " 0 35
" " AA " " " 0 29 1/2
Blue Jay, basket fired Japan, 70 lbs. " 0 30

"Condor" IV 80-lb. " 0 43
" V 80-lb. " 0 30
" XXXX 80-lb. boxes " 0 25
" XXXX 30-lb. " " 0 26
" XXX 80-lb. " " 0 24
" XXX 30-lb. " " 0 24
" XX 80-lb. " " 0 20
" XX 30-lb. " " 0 21
" LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 0 30

Black Teas—"Nectar" in lead packets
Green Label, retail 0 26 at 0 20
Chocolate Label " 0 35 at 0 25
Blue Label " 0 50 at 0 36
Maroon Label " 0 60 at 0 45
Fancy tins—Chocolate, 1-lb 0 32
" " " Blue, 1-lb. " 0 42
" " " Maroon, 1-lb. " 0 50
" " " Maroon, 1-lb. " 1 56

"Condor" Ceylon black tea in lead packets
Green Label, 1/2, 3/4, and 1/2, 60-lb. cases retail 0 25 at 0 20
Grey Label, 1/2, 3/4, and 1/2, 60-lb. cases " " " 0 30 at 0 23
Yellow Label, 1/2 and 1/2, 60-lb. cases " " " 0 35 at 0 26
Blue Label, 1/2, 3/4, and 1/2, 50-lb. cases " " " 0 40 at 0 30
Red Label, 1/2, 3/4, and 1/2, 50-lb. cases " " " 0 50 at 0 34
White Label, 1/2, 3/4, and 1/2, 50-lb. cases " " " 0 60 at 0 40

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).
Color of 1 lbs. 1/2 lbs. 1 lb. for per lb.
Ceylon-India, Ex. ch't A Yellow 45 47 70
" B Red 40 42 60
" No. 1 C Pink 35 37 50
" 2 C Orange 28 40
" 3 C L. Blue 22 30
" 4 C L. Green 20 25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3/4s, 5s. and 10s. \$0 39
" Amber, 6s. and 3s. " 0 60
Chewing—Stag, bars, 10oz. " 0 43
" Bobs, 5/4s and 1/2s " 0 44
" 10oz. oz. bars, 6s. " 0 44
" Currency, 12 oz. bars, 12s. " 0 47
" " 6s. and 12s. " 0 47
" Old Fox, narrow, 12s. " 0 47
" Snowdope, 14oz bars, sp'd 6 1/2 " 0 51
" Pay Roll, 7s and 6s. " 0 52
" Fair Play, 8s. and 13s. " 0 53

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 HOPE & CO., Montreal.
Sir Robert Burnett & Co.'s English Malt Vinegar " " " 0 60

GRIMBLE'S MALT.
Bulk, 1-casks, 25 gals. \$5 45 \$10 95
casks, 60 " " " 10 25 22 40
Bottles, cases, 3 doz. " 3 25 4 40

Washing Powder.
FAIRBANK'S GOLD DUST.
Five cases assorted—
24 25c. packages \$4 65
100 10c. " " " 7 80
100 5c. " " " 3 90
Freight prepaid.

Cane's Woodenware.
UNITED FACTORIES, LIMITED.
Per doz.
Washboards, Victor \$1 35
" Crown " 1 45
" Improved Globe " 1 60
" Standard Globe " 1 70
" Original Solid Globe " 2 00
" Superior Std. Bk. Globe " 2 10
" Jubilee " 2 10
" Pony " 0 95
Dominion King (glass) " 3 10
Tubs, No. 0 " 10 50
" 1 " " 8 50
" 2 " " 7 50
" 3 " " 6 50
Pails, No. 1, 3 hoops " 1 90

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