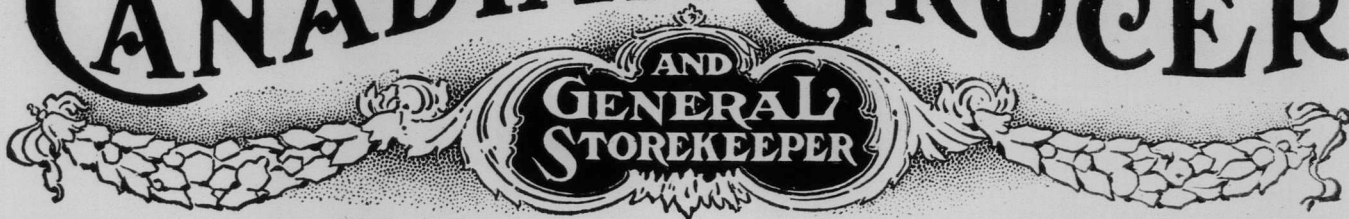


PUBLISHED EVERY
FRIDAY

THE

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER



COLMAN'S MUSTARD



BEST ON EARTH

The Proof of the Biscuit

CHRISTIE'S
LEIBNIZ
TORONTO

like the proof of the pudding is the eating. There's another proof though, that's more convincing to the groceryman, and that's the sale.

Our latest biscuit, **LEIBNIZ**, is the kind that people take a second one of, when they are passed around—the kind your customers will ask for again and again. Leibniz is perhaps the tastiest biscuit we have ever produced. You'll find it crisp, sweet, dainty and light—48 to the pound. It's a biscuit we're proud of. Ask the travelling men about it.

Christie, Brown & Co., Limited, Toronto

We find this brand of Table and Dairy

SALT
rapidly increasing in favor—
WHY?

BRUSSELS

Because

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

R. & J. RANSFORD,

Established
1868

Clinton, Ont.



LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks, 100 to box; Blow Pipes, 200 and 300 to box; Manhattan Wafers, 2 1/4-lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

The Australasian Grocer

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

Subscription \$2.50 per Ann.

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

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

AMERICAN OFFICES:
New York, - - - Park Row Building.

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

Specimen Copies Free on Application.

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

**British
West Indies**

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

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

Pickford & Black - Halifax.

A Smiling Face.

A contented customer is a good advertisement—one of the best you can have. You can't have contented customers with smiling faces if you sell goods of inferior quality, because poor quality is remembered long after low price is forgotten. "A Smiling Face" is worth dollars and cents to you. Keep your customers contented and happy. *Sell them quality that you know is right.*



Codou's Macaroni.

Made always from Russian Wheat, and that is one reason why it is so delicate, tender and white. Tough Macaroni won't win the smiling face and satisfaction—*Codou's Macaroni wins both.*

Cox's Gelatine.

Free from adulteration—it is absolutely clean. The standard of highest quality the world over. For the holiday cooking it will be in great demand as usual. Proved "best" by the test of a half century and more. Sell it and you sell satisfaction. You win "A Smiling Face" with Cox's Gelatine.

Sold by Leading Wholesalers Everywhere.

ARTHUR P. TIPPET & CO, AGENTS,

8 Place Royale, Montreal.

23 Scott Street, Toronto.

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

FLOUR MAGOR'S
 DELICIOUS
 PATENT
 FLOUR.

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

Prices For Cash Unequaled.

JOHN MAGOR & CO., MONTREAL



For Sale Everywhere.

ASK FOR

MOTT'S.



Downweight is a Thief

Stealing Your Profit
 Every Time You Use
 Your Scales. . . .

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

1. The weight of the article in pounds and ounces.
2. The price per pound.
3. The total value of the article in dollar and cents.

It is a mechanical wonder, marvelous in its Simplicity, Sensitiveness, Accuracy and Rapidity of Operation. Made in many styles and sizes for all kinds of stores. Write to-day for illustrated catalogue.

Toledo Computing Scale Co.

DEAN & McLEOD,
 Canadian Agents, HAMILTON, ONT.

James Ewart

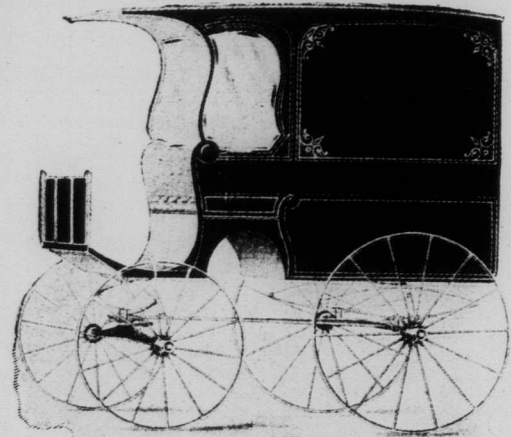
MANUFACTURER OF

High-Grade Delivery
WAGONS

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

257-9 QUEEN ST. EAST
 TORONTO.

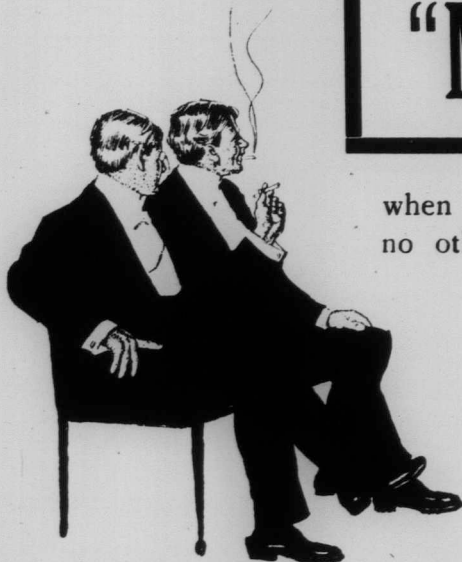
Write For Prices. Phone Main 1188.



IT'S HARDLY NECESSARY

to tell you that you must get hold of

"MARGUERITE" CIGARS



when you want the best selling Canadian Cigar. There is no other cigar at same or any other price so widely and favorably known as "**Marguerite.**" We stand behind you in handling these cigars. You have our guarantee to back you up. Are you ready to place another order now?

Geo. E. Tuckett & Son Co.,
 HAMILTON. LIMITED

At My Expense.

If you want to see if my cigars will sell readily, I make it possible for you to find out without costing you a single penny. This is my famous trial order, which I would be glad to explain to you if you will drop me a post card. My cigars satisfy the public and that ought to satisfy you.

J. Bruce Payne,

Cigar Mfr.

GRANBY, QUE.

The . . .

Mince Meat Season is Here.

We supply grocers with a line of absolutely pure and wholesome Mince Meat which is sure to please your customers in every case.

Trade built up by selling only the best goods is the kind that lasts.

Done up in convenient sized fibre and wooden pails.

T. A. LYTLE & CO.

High-Grade
Mince Meat Manufacturers.

124-128 Richmond St., West, TORONTO.

TILLSON'S

28

And all the best of
their kind

10 Kinds of Flour

8 Kinds of Cereal
Breakfast Foods

10 Kinds of Feed

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

THE TILLSON CO, Limited,
Tillsonburg, Ont.

Don't Struggle

against popular demand.

The people want

JAPAN TEA

because they like its fragrance and delicious flavor, and know it is pure and clean.

Japan Greens are free from "soapstone" and other artificial coloring matter.

Every package that leaves Japan is Government inspected.

**JAPAN CENTRAL TEA TRADERS'
ASSOCIATION.**

Trafalgar Chambers, Sun Life
Building Annex,

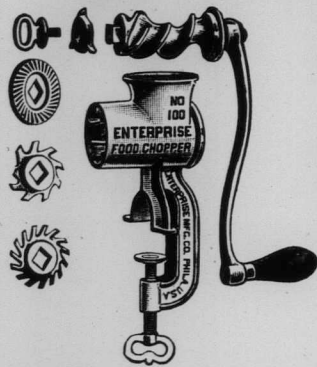
Tel. Main 4142. MONTREAL, CANADA.

ENTERPRISE on an article is a
Guarantee of QUALITY

ENTERPRISE

FOOD CHOPPERS

**Four Knives
with each Machine**

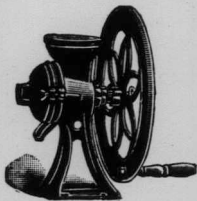


No. 100, chops 2 lbs. per minute, \$1.50
No. 300, chops 3 lbs. per minute, \$2.25

**Sell every Day in Year
GUARANTEED TO CHOP RAW MEAT**

Illustrated Catalogue FREE Order through your Jobber

**Bone, Shell &
Corn Mill**



No. 750, \$7.50

**Meat Juice
Extractor**



No. 21, \$2.50

Cherry Stoners
5 Sizes & Styles



No. 1, \$7.50 doz.

**Rapid Grinding &
Pulverizing Mills**

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



No. 2 1/2, \$4.75

New York Branch,
10 Warren Street

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

San Francisco Branch
105 Front Street

Pure Gold Jelly Powder

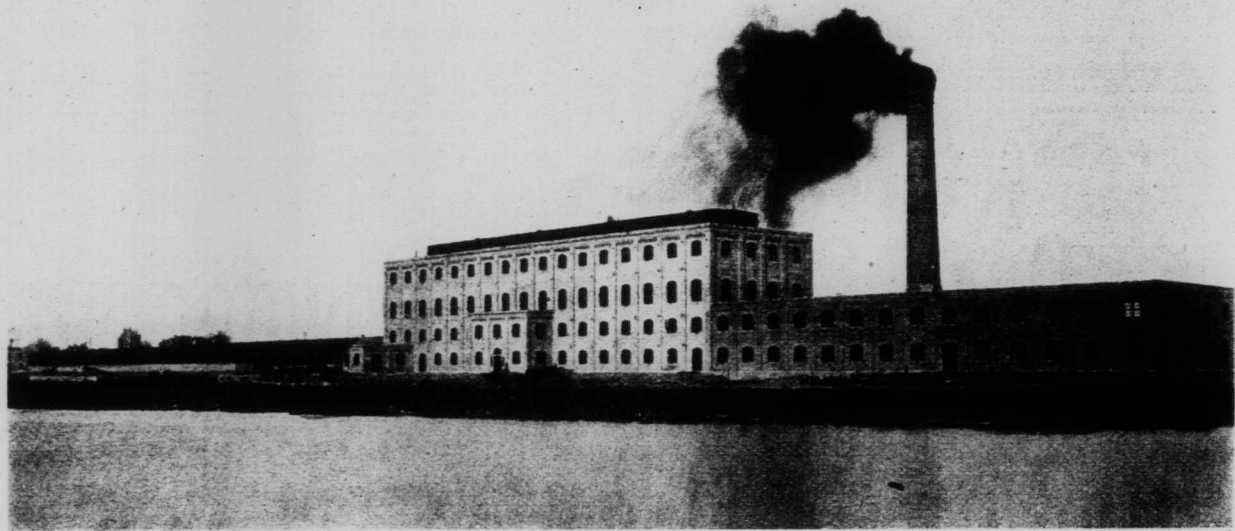
Pure Gold Flavoring Extracts

Pure Gold Baking Powder

WE MAKE THE DEMAND, YOU SELL THE GOODS EASILY.

STANDARD GRANULATED SUGAR.

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



New 700-ton Beet Sugar Factory of the

WALLACEBURG SUGAR CO., LIMITED
at WALLACEBURG, ONT.

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



IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged
Superiority Admitted.**

YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents
Montreal.

YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

Ivory Gloss Starch

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

Brands also manufactured for kitchen purposes.

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

The Auer Gas Lamp.

"TURNS NIGHT-TIME
INTO DAY-TIME."

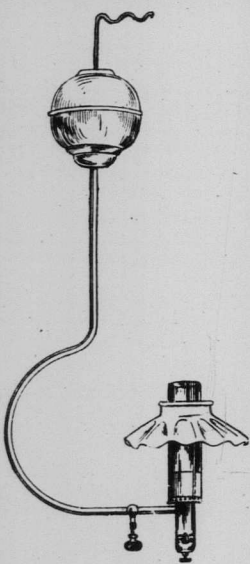
New Styles. Lower Prices.

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

Are you interested in light-
ing your store brilliantly?
You know it draws trade?

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

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



No. 28
100 Candle Power.

Then write for our Catalogue and Discounts.

EVERY LAMP GUARANTEED.

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

SYRUP

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

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

...THE...

Dominion Molasses Co.,

Limited

Halifax - Nova Scotia.

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

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

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



W. H. GILLARD & CO.,

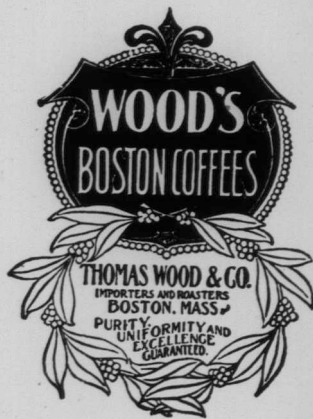
Wholesale Grocers,

HAMILTON.

Lessons From the Strike.

If it teaches anything, the great contest proves the truth of the saying: "It is each man's small misfortune that makes up the general misfortune."

Let us apply this rule by contraries: It is each grocer's small fortune in handling choice lines of



WOOD'S COFFEES

that makes a vast army of them rejoice in general good fortune. New recruits are constantly joining that army.

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

NO IFs—NO BUTS

We Offer Canadian Tomatoes.

The adverse season did not prevent Grocers' Wholesale Co., Limited, from delivering in full every order booked with standard Canadian goods.

Whether it was good luck or good judgment on our part is immaterial to our customers. The fact remains that they have the goods they bought, and at the contract prices. We still have a limited quantity of

CANADIAN TOMATOES, CORN AND PEAS to offer.



TAPIOCA.

Ask our price on shipment arriving.

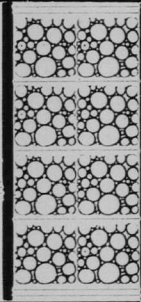
Grocers' Wholesale Company,

Limited, Hamilton.

We are free sellers and desire correspondence with independent buyers.

The Canadian Grocer

AND GENERAL STOREKEEPER.



Vol. XVI.

MONTREAL AND TORONTO, NOVEMBER 28, 1902.

No. 48.

GOOD ADVERTISING.

Notes by Miss Nora Laugher, Toronto.

DON'T rail against your competitor in your ads. If you do, people will form the conclusion that he is hurting your business, and this would hardly be possible unless he handles a better grade of goods, or by larger purchases can offer his goods at lower prices.

Remember that the more you advertise an honest article the more it will advertise you. Honesty is the best policy both in the matter of reliable goods and the way you advertise them.

John Wanamaker, that king of advertisers, has always pursued that policy. He is a living illustration of what fair methods and honest dealing can do. Many merchants would think it a little overdone in an instance that came before my notice recently. A Toronto gentle-

FROM CHARLOTTETOWN, P.E.I.

Candied Peels

Our new stock of Peels has just arrived from London. We keep only the best quality, and that is James Keeler & Sons' make.

Citron Peel, Orange Peel, Lemon Peel. Quality guaranteed and prices right.

BEER & GOFF,
GROCERS.

man, with whom I am well acquainted and whose veracity cannot be doubted, while visiting New York called at a large store, intending to purchase a tea-gown to take home as a present to his wife. The saleswoman displayed some very handsome gowns, but the one he set his heart upon purchasing was quite unlike

any of the rest—a very artistic garment priced at \$27. He selected this one and tendered the amount for payment. As he intended taking the next train home to Toronto, he, of course, desired to carry the parcel with him. He was rather chagrined, after waiting some few minutes to see the saleswoman return to him, not with a neat parcel, but with the chosen gown still hanging over her arm. He was still more surprised when she explained that he could not purchase that particular tea-gown, as it had a tiny flaw at the extreme edge of the hem. The \$27 was handed back to him and at first he began to think himself the victim of a small swindle. Wanamaker did not wish to sell the gown at the price. He demanded to see the supposed blemish. It seemed so trifling when brought to his notice that he still wished to possess the gown at the figure named, but the saleswoman declared she would not be allowed to sell it at any price. He persuaded her to go back to the manager of that department, and was exceedingly surprised to find that, as he desired it, they would make the price \$17. Of course, he took the gown, and as it was too long and had to be shortened, the tiny hole in the hem did not signify.

Honesty in business is not, however, confined to the United States, nor to the great Wanamaker. It is the basic principle of hundreds of large and small stores in our own fair Dominion, and they find it a paying principle, too. Not long ago in one of the largest departmental stores in Toronto, a young man one bargain day (no doubt instructed by his better-half), purchased a pretty and jaunty little coat for his wife. When it arrived home it proved to be a little too large, and was returned to the big store for alteration. Unfortunately, by mistake, it was sent away to another lady, some miles out of town, and for the time seemed irretrievably lost. The young man was naturally much annoyed at its

non-arrival. Upon interviewing the manager of the mantle department, he was shown several other coats with the request that he would select one. He did so, selecting a stylish coat priced \$11, and was agreeably surprised to find that he was not charged one cent extra. He had purchased a coat for \$3 in the first instance and the slight delay had not really inconvenienced his wife; yet here was one offered him, better and smarter in every respect and out of new stock which had just arrived from New York. In due course the first coat was returned, and he was at once advised by mail that he could have it also at the price originally paid.

The Thanksgiving turkey is hardly digested when the progressive merchant begins to consider the all-important ques-

FROM CHARLOTTETOWN, P.E.I.

A Delicious Cup

That's what our Famous Chase and Sanborn's Coffee makes. We have a nice blend of Mocha and Java ground fresh at the store as you want it. Not half chicory, but pure coffee. Also the well-known "Seal" brand in 1-lb. tins which can't be beat for quality or flavor.

TEAS—We always keep a fine assortment of teas second to none in the city. Give us a call and be convinced.

McKENNA, The Grocer,
Corner Queen and Dorchester Streets.

tion of Christmas advertising. He naturally desires to do even more business than he did the previous year. He realizes that his large volume of trade must increase if he gives both goods and ads. the careful study they merit. Good advertising and good display not only bring a greatly increased business, but give a

RISING SUN
STOVE POLISH and **SUN PASTE**
STOVE POLISH

IN CAKES
WELL KNOWN AND RELIABLE

IN TINS
GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

chance to swell the number of regular customers when prices and selling methods are what they should be.

Many merchants have the erroneous idea that the easiest time of the year to advertise is Christmas time. They think that people are in the buying humor and that anything in the way of an advertisement is good enough to catch the public. Those people never made a greater mistake. Don't do slipshod advertising at Christmas. Don't do it at any time of the year.

Do your best to help people in their purchasing. Have your goods displayed in the most attractive and suggestive manner. Display your gift goods for man, woman and child separately—a great aid to buyers. If your advertising space is large enough talk various lines and keep each line apart with a separate heading. Tell why each is especially desirable if you have room. Take each line and present its good qualities as forcibly as possible. Talk it up plain and well.

The progressive merchant will see the wisdom of good booklet, folder, or circular advertising as an aid to his newspaper advertising. I believe that at no time of the year is a well gotten-up booklet or concise, well written circular more valuable than just before or at the commencement of the Christmas trade season. A highly important part of advertising nowadays is the booklet, folder or circular. But it must tell just the right story—it must contain a maximum of description in a minimum of space. Attractive type and good illustrations must be used in the booklet to secure first attention, then careful perusal, otherwise the booklet will be flat, stale, and unprofitable, and soon find its proper level in the waste-paper basket.

With regard to Christmas newspaper advertising, it is a good idea to make a list of the various gift goods—make a separate list, one for man, one for

woman, one for child. State prices on list if possible.

Many merchants find it feasible to offer to lay aside any article upon payment of a small deposit and deliver at the customer's convenience. Remember that at no time of the year is satisfactory service and prompt delivery so much appreciated as during the holiday time. It is well to promise this in your ads, and it is better still to keep your promise.

WINDSOR RETAIL MERCHANTS.

At the annual meeting of the Windsor, Ont., branch of the Retail Merchants' Association of Canada, held recently at Windsor, the following officers were elected for the coming year: Presi-



President A. E. Edgar.

dent, A. E. Edgar; vice-president, C. C. Schumacher; secretary, B. G. Davis; treasurer, Geo. H. Wilkinson; auditor, A. J. McTavish. The board of directors will consist of the officers and the following merchants: James Pennington, J. E. D'Avignon, N. J. Clinton, W. A. Sweet and Geo. H. Nairn.

The meeting was an enthusiastic one and the association promises to make itself known in the welfare of the city.

The association has done much in the past year in the way of removing objectionable schemes from trade and spreading sociability among its members.

ON THE QUI VIVE FOR CHRISTMAS.

Up-to-date merchants do everything in their power to facilitate buyers in selecting gift goods during the holiday season. For displaying small articles attractively nothing is half so appropriate as Beech's adjustable display tables, which can be used as either tables or shelves. They are the most useful things extant for the Christmas store, and are as ornamental as they are useful. United Factories, Limited, Toronto, have issued a booklet of these goods which is cheerfully furnished to dealers on request.

A PIONEER IN THE MOVEMENT.

ONE of the first of Montreal's grocers to announce his willingness to give shorter hours to the clerks was M. J. McKerley, of 120 Park avenue. Mr. McKerley's stand had, no doubt, much to do in influencing others in the trade to adopt the early closing on one night in the week, and it is to be hoped that other grocers will follow his example in closing early every night but Fridays and Saturdays. Mr. McKerley announced his intention to his customers in the following well-worded circular:

After long and seriously meditating the long hour question, I have come to the conclusion that when a clerk has served from 7 a.m. to 7 p.m. he has, if faithful to his employer, earned his wages. My intention is to close my place of business from October 1 to May 1 next at 7 p.m., so that my employes may have at least a few hours to themselves in the evening, Friday and Saturday nights excepted.

I know that my customers will agree with me and help me to carry out the idea by placing their order for the day or evening in time that we may do so.

Thanking you for your past kind favors, I solicit a continuance. M. J. MCKERLEY.

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

ev
pr
fr
ac
bu
sa

J

CALIFORNIA

LOOSE

MUSCATELS

2, 3 and 4 Crown.

Mat Figs,

Malaga Fruit

ALL CHRISTMAS GOODS.

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

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

OUR LEADER THIS WEEK—100 Barrels and Half-barrels New Orleans Molasses, to arrive in a few days.

Good, bright New Orleans Molasses, in barrels, **18c.** Good, bright New Orleans Molasses, in half barrels, **19c.**

Write us for prices of Macdonald's Tobaccos.

Look out for our new cash price list. Send your name for our regular list, it will be worth having. All grocery lines will be at cut prices. Write, 'phone or wire

LUMSDEN BROS.,

HAMILTON and TORONTO

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

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

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

MECCA COFFEE

is a blend of finest Coffees grown ; every Coffee in this famous blend is the highest grade produced in the district shipped from.

MECCA cannot be matched, though, as we learn from the trade, offers to do so are legion. When so accepted by the grocer they turn out disastrously to the buyer who comes back every time to **MECCA** more satisfied than ever.

James Turner & Co., Wholesale Grocers, **Hamilton**

OWNERS AND BLENDERS.

**MALAGA
FRUITS
ARRIVING**



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

SHELLED ALMONDS, SHELLED WALNUTS.

THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

"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.

SPECIAL

800 STILTON CHEESE

(CANADIAN)

Weight about 8lbs. each.

1½ years old

In excellent condition—fine flavor, body and texture.

13½^{c.} per lb.

Something for your Xmas trade.

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

ELEME FIGS

FINE
MATURED
FRUIT.

TO RETAIL AT 10c. LB.

SEE OUR
TRAVELLERS.

THE DAVIDSON & HAY, Limited, Wholesale Grocers, TORONTO

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of T. J. Irvine & Co., grocers, Arnprior, Ont., have held a meeting.

Alex. Desmarteau is curator of H. Robert & Co., grocers, Lachine, Que.

C. Audet, general merchant, Roberval, Que., has assigned to V. E. Paradis.

M. Rousseau, general merchant, Warwick, Que., is offering to compromise.

J. E. Heon, general merchant, St. Eulalie, Que., is offering to compromise.

Carmichael & Leich (estate of), grocers, West Lorne, Ont., are compromising.

W. A. Paterson, general merchant, of Brysonville, Que., is offering to compromise.

The creditors of J. Boucher, general merchant, St. Adrien, Que., have held a meeting.

A demand of assignment has been made on Dufour & Co., traders, Sault au Re-collet, Que.

The creditors of Hyman Abramson, peddler, Kingston, Ont., held a meeting on November 26.

A consent of the assignment of J. D. O'Connor, fish and game dealer, Montreal, has been filed.

A. E. Morris & Co., general merchants, Wallace, N.S., are offering to compromise at 60c. on the dollar.

The creditors of J. J. Gawley, grocer and dry goods merchant, of Belmont, Ont., have held a meeting.

PARTNERSHIPS FORMED AND DISSOLVED.

M. J. Fitzpatrick & Co., confectioners, Montreal, have dissolved.

Toms, Morris & Fraser, canners, Vancouver, B.C., have dissolved.

Denis & Lemaire, general merchants, of St. Cesaire, Que., have dissolved.

Gagnon & Huot, manufacturers of vermicelli and biscuits, Quebec, have dissolved partnership.

Charland & Lacasse, tobacconists, of Montreal, have dissolved, and a new partnership has been registered.

SALES MADE AND PENDING.

John Appleton, tobacconist, Hamilton, has sold out.

The assets of Jos. Pineau & Co., general merchants, Bic, Que., have been sold.

The assets of Adrien Barette, general merchant, St. Tite, Que., have been sold.

John Stibbs, grocer and baker, Bradford, Ont., is offering his business for sale.

The business of F. W. Foster, general merchant, Ashcroft, B.C., is for sale by tender.

D. G. Ripley & Son, roller mill owners, Westpool, Ont., are advertising their business for sale.

The assets of the estate of Cumming & Co., general merchants, Ferguson, B.C., have been sold by auction.

L. V. Johnson, grocer, flour and feed merchant, Grand Valley, Ont., is advertising his business for sale.

CHANGES.

A. L. Current, grocer, Galt, Ont., has sold out to E. J. Powell.

James Dandy, grocer, Medora, Man., has sold out to E. C. Walton.

J. N. Bisailon, general merchant, Ste. Angele de Monnoir, Que., is away.

The Hong Tai Co., merchants, Nanaimo, B.C., are giving up business.

The Montreal Wine Co., manufacturers of Wines, Montreal, have registered.

The stock of C. Audet, general merchant, Roberval, Que., has been sold.

Henry Gill, general merchant, Ouvry, Que., has sold out to James A. Magill.

J. F. Alexander, general merchant, of Teulon, Man., has sold out to T. Cook.

A. W. Colbert, grocer and baker, Seaford, Ont., has sold out to W. A. Crich.

Wm. F. Pushelburg, general merchant, Broadhagen, Ont., has sold out to A. W. Eickmeier.

FIRES.

Thomas H. Carroll, baker, London, Ont., was partially burned out.

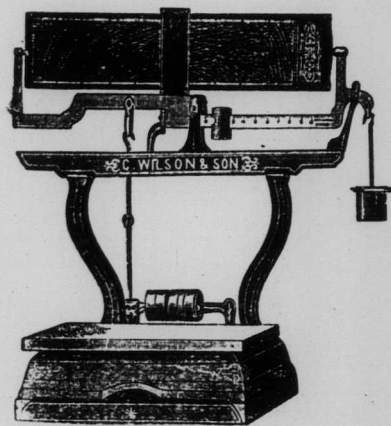
C. F. Trovis, miller, baker and confectioner, Elkhorn, Man., has sustained loss by fire.

DEATHS.

Jean Goulet, grocer, Levis, Que., is dead.

Samuel Clay, grocer, Ladysmith, B.C., is dead.

Geo. E. Meek, grocer, etc., Vancouver, B.C., is dead.



Honesty Goes Hand in Hand With Prosperity.

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

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

Are you prospering as you should?

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

Wilson's Scales
are
"MADE IN CANADA"

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

THE PROVISION TRADE

AND COLD STORAGE NEWS.

PORK PACKING IN P. E. ISLAND.

THOUGH Prince Edward Island is the smallest of the Maritime Provinces—in fact, the smallest Province in the Dominion—its importance from the agricultural point of view is great. There is hardly a foot of its soil, from end to end of its limited length, and much more limited breadth, but is fit for cultivation, and will grow the finest crops of hay, oats, wheat, potatoes and other root crops. Add to this that the farmers there farm scientifically and one will see that the tight little Island may well merit the name "The Garden of the Gulf."

Nearly every part of the Island has the convenience to the farmers, the necessity of a butter or cheese factory. The farmers recognize that if they take crop after crop out of the soil they must give back something in return, and they thus keep well-filled barns of stock to supply the requisite quantity of manure for their farms. The stock not required is sold off in the spring as the best of fat beef. In fact, there is no season of the year when a butcher may not cross to the Island and bring back any quantity of the finest beef ever handled. Every farmer knows what is salable in the markets in Charlottetown, Sydney or Pictou—not to mention the larger one at Halifax—and they cater to this market. On their special market day, Tuesday, a visit through the Charlottetown market is one of interest, and would be a wonderful lesson to many of the farmers in Nova Scotia and elsewhere. At the close of the market every one has sold out his or her stock because they take nothing there which is not salable and in the pink of condition.

Five years ago a new industry was inaugurated on the Island when N. & M. Rattenbury established their pork-packing establishment at Charlottetown. Seeing a ready market for their stock the thrifty Islanders went to hog raising, and last year the total number raised and sold is reported at better than 50,000, of which Messrs. Rattenbury handled over 20,000.

A short time ago the Rattenbury interest was purchased by The Dominion Packing Co., composed of prominent Montreal and Halifax capitalists. This company is capitalized with \$1,000,000 common stock and \$250,000 bonds. On \$100,000 of these bonds the P. E. I. Government have passed an Order-in-Council guaranteeing 5 per cent., and the City Council has recommended that the company be exempt from all civic and Provincial taxation for 20 years. The enlargement of this industry will be a great boon to Prince Edward Island, if it turns out what is predicted for it by the promoters.

At present the new company has a capacity for slaughtering and taking care of 500 hogs per day, which they turn into barrelled pork, bacon, hams and sausages; while the offal, formerly almost entirely useless, will be converted into valuable by-products. The company expects to be able to handle at least 40,000 of the 50,000 hogs at present raised on the Island, and eventually increase the capacity of their plant to much greater proportions.

Cattle and sheep have already been slaughtered to some extent, and converted into canned meat or disposed of fresh in the local market. The company intends to go into this branch of the business more largely in the future, and will cater particularly to the Halifax, Sydney, St. John's, Nfld., and St. John, N. B., markets in the line of fresh meats. Warehouses will be erected at the chief distributing centres, and, eventually, the trade will be carried on by their own steamers thoroughly equipped with up-to-date cold storage. They expect, eventually, to be able to handle 20,000 head of cattle and the same number of sheep per year. What supply is lacking will be imported on the hoof to the Island. Poultry is another branch which will be taken up.

The new company commenced operations on October 28, the business being under the management of J. M. Wilie, formerly with Armour's, and up to last week had handled 7,000 hogs and a small number of cattle and sheep.

If the present intentions of the company are fully carried out, the industry will be of incalculable benefit to the Island, and all parts of Nova Scotia and New Brunswick, especially the country lying along the Gulf shore.

VENISON LICENSES.

The butchers' licenses to handle venison expire on December 5. The demand for that kind of meat has been brisk this season, but very little profit has been realized from its sale on account of the \$15 license. The larger shops are obliged to handle it for the convenience of their customers. The regulations governing the sale of venison are strict.

DOINGS AT THE NEW MARKET.

The tenants of Toronto's new St. Lawrence Market provided a treat for those who visited that building Saturday evening, November 22, by engaging the Glionna-Marsicano orchestra to play from 7.30 to 10.30. The music was appreciated by the large number who availed themselves of the opportunity to visit the market when the special attraction was there.

Last Saturday morning the "basket-room" at the market was filled with produce and it took but three hours to dis-

pose of it all. The room was thronged with purchasers.

The butchers did an enormous business the same morning. Many claim that their sales were larger than they ever were at the old market. They are enthusiastic over the success with which they are meeting. The displays of dressed meat to be seen at their stands are a tempting inducement to purchasers.

When the market becomes settled the butchers intend to further improve their places of business. As nice butcher shops as can be found in the city will shortly be seen in that commodious building.

THE PROVISION MARKETS.

TORONTO.

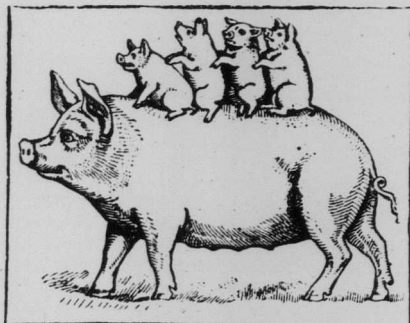
A large number of cattle are being received at the Western Cattle Market this week. Some days the shipments reached as high as 75 loads. The demand for all grades is brisk, and the quality is reported as good. The big run of hog shipments still continues, and dealers say the quality is extra good—better, in fact, than it has been for some time past. Nearly 5,000 have been received in the course of the past week. The weather is now more favorable for the handling of dressed meats, and more carcasses are being received as a result. The market in that line continues steady. We quote: Dressed hogs, \$7.00 to \$8.25; beef carcasses, \$5.00 to \$10.50 per 100 lb.; hind quarters, \$6.00 to \$9.00 per 100 lb.; front quarters, \$4.00 to \$6.00 per 100 lb.; veal, 5 to 9c., and lamb 6½c. Choicest export cattle are quoted at \$5.00 to \$5.50; medium, \$4.70 to \$4.85, and rough, \$1.40 to \$4.60; feeders, best, \$4.30 to \$4.60; medium, \$3.60 to \$3.75, and butchers' best, \$4.25 to \$4.60, and medium, \$3.40 to \$3.65. Best live hogs, heavy weight (160 to 200 lb.), are worth \$6.00 to \$12.00, while light weights sell from \$5.00 to \$7.50.

The provision merchants are busy and some experience a difficulty in keeping their shipment demands up. Hog products are at present in good demand. The sale of smoked meats and lard is continuing better than usual, considering how late in the season it is. The quantity of venison received this year was much larger than that received last year. It is sold by the carcass at 6 to 8c. per lb. Other lines are active. We quote as follows: Long clear bacon, 11 to 11½c.; smoked breakfast bacon, 14½ to 15c.; roll, 12 to 12½c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11 to 11½c., and backs 14½ to 15c.; heavy mess pork, \$21.50 to \$22.00; short cut, \$23.50 to \$24.00; lard, in tierces, 10¼ to 11c. per lb.; tubs, 11 to 11¼c., and pails 11¼ to 11½c.; compounds, 8¼ to 10c.; plate beef, \$15.00 per 200-lb. bbl.

The Farmers' Co-Operative Packing Co.
of BRANTFORD, Limited.

Absolutely Pure — **Lard**

is indispensable in the kitchen, therefore an absolute necessity on the Grocer's shelves.



We Guarantee Our Lard to be Absolutely Pure.

Lard in Tierces, in 50-lb. Tubs, in 20-lb. Pails,
in 5-lb. Tins, in 3-lb. Tins.

A trial order will convince you of its high quality and purity.

LARD



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

Tierces Tubs
Pails Tins
or in 1-lb. Cartons

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

When you have any

BUTTER OR EGGS

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

Fresh Pork Sausage.

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

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

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

MONTREAL.

The demand from both local and country buyers has been fairly good, all lines moving well. No quotable change has been made in provisions. In dressed hogs somewhat higher prices rule. For fresh-killed, abattoir-dressed stock the price is \$8.50, and for country-killed, \$7.50 per 100 lb., which prices are about 25c. higher than last week. We quote: Pure Canadian lard, \$2.37 1/2 to \$2.40 per pail; Fairbank's "Boar's Head" lard compound, 9 5/8c. tierce basis, with extras as follows: 60-lb. tubs, 4c. over tierce; 20-lb. tin pails, 4c.; 20-lb. wood pails, 1/2c.; 10-lb. tins, 3/4c.; 5-lb. tins, 7/8c.; 3-lb. tins, 1c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11 1/4c. for 20-lb. pails, and 11 1/8c. for 60-lb. tubs, for Quebec and Ontario; hams, 12 to 14c.; heavy Canadian short cut mess pork, \$24.50 to \$25; Canadian short cut clear pork, \$23.50 to \$24; American short cut clear pork, \$24 to \$24.50; American fat back, \$24.50 to \$25; bacon, Wiltshire, 14 to 15c. per lb.; extra plate beef, \$14.50 to \$15 per bbl.

WINNIPEG.

CURED MEATS AND DRESSED MEATS.
The demand for cured meats continues very strong, and prices for some lines are slightly in advance of last week. Hams, for instance, are now quoted at 15 1/2 to 16c., as against 15 1/4c. Bacon, too, is higher being 16 1/2c. for bellies, while backs are unchanged at 15c. Lard in 20-lb. pails is quoted at \$2.60; other lines of lard are unchanged.

BEEF—City dressed is worth from 5 1/2 to 6 1/2c.; mutton, 8 to 9c.; dressed hogs, of which offerings have increased, have dropped to 7 1/2 to 8c.

ST. JOHN, N.B.

Chicago prices for barrelled pork are a little lower. Beef is unchanged. In both lines the local supply is larger and dealers use it freely. In lard, the market is very lightly supplied. Quite large stocks of pure bought, but shipments come forward slowly. The same is true in compound. The price is very firm and higher figures are looked for. The fresh beef market is easy and the supply of domestic quite large. Pork is also offered more freely and at lower figures. Mutton and lamb are low. We quote as follows: Mess pork, \$23.00 to \$23.50; clear pork, \$23.00 to \$26; plate beef, \$14 to \$16; domestic beef, 4 to 7c.; Western beef, 7 to 9c.; lamb, 6 to 6 1/2c.; mutton, 5c.; veal, 5 to 7c.; pork, 7 to 7 1/2c.; pure lard, tubs, 12c.; pails, 12 1/4c.; compound, tubs, 9 1/4c.; pails, 9 1/2c.; Fairbank's refined, tubs, 10 1/4c.; pails, 10 1/2c.

The Wm. Davies Co. have a large quantity of pure lard overdue to our trade.

Geo. E. Barbour has a supply of "Climax" lard just received.

PROVISION NOTES.

A strange malady is playing havoc among the swine in South Quebec, numbers of the hogs having died of the disease and hundreds have been slaughtered for fear they should become infected.

CENTRAL Business College.

STRATFORD, ONT.

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

W. J. ELLIOTT, Principal.

FISH AND OYSTERS WHOLESALE.

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

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

Sovereign Molasses Candy

100% PROFIT FOR THE GROCER.

Free Sample.

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

All first-class Grocers and Provision dealers should handle the

"L. & S." and "Imperial"

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

Long Clear Bacon.

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

Fowler's Canadian Company, Limited

HAMILTON.

POINTER FOR BUSY MEN.

A SHORT TALK

BY

LONG DISTANCE TELEPHONE

OFTEN SAVES

A LONG WAIT.

TRY IT.

THE BELL TELEPHONE
CO. OF CANADA.

Wrapping papers that are tough and strong are the cheapest because there is little waste through tearing.

Our Brown and Manilla papers are being used by the leading merchants of Canada who recognize their quality.


Full Count. Full Weight.

CANADA PAPER CO., Limited
TORONTO and MONTREAL.

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

GOLD MEDAL, PARIS, 1900.

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



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

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

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

WALTER BAKER & CO. Ltd.
ESTABLISHED 1780.
DORCHESTER, MASS.
BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.
TRADE-MARK ON EVERY PACKAGE.


“Sarnia” OIL
LAMP

Equal to best American Oil. **GROCERS ALL SELL IT.**
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
SAMUEL ROGERS, President.

NONE BETTER THAN THE
RASPBERRY, STRAWBERRY AND PEACH JAM,
manufactured by the **J. HUNGERFORD SMITH CO., LIMITED.** Send in a trial order, then you will know more about it.
J. HUNGERFORD SMITH CO., Limited, TORONTO.

G.O.B. Manitoba Patent
surpasses in whiteness and purity any All-Manitoba patent flour of same price, and has equal strength.
We have considerable Bran and Shorts to offer in mixed cars.
Our **CALLA LILY** is A 1 family flour.
MODEL ROLLER MILLS, Perth, Ont.

\$1 LEARN TO WRITE SHOWCARDS \$1



A full course of instruction by mail for **Merchants, Window Trimmers and Clerks.** This full course of Instructions and 34 plates of model Alphabets and Figures, “designed by the leading artist sign-writers,” put up in book form, will be mailed postpaid to any address on receipt of \$1.00. If you wish to be an up-to-date card-writer it will make you one.

Free.—Send address and receive full instructions and sample of the New Raised Letter Work.

Write, **W. EDWARDS,** Carleton Place, Ont.

There are now over 5,000 retail grocers in Canada selling regularly

FAIRBANK'S BOAR'S HEAD
brand of **REFINED LARD COMPOUND,**

many of whom perhaps have not had their attention called to the fact that

FAIRBANK'S BOAR'S HEAD brand of **REFINED LARD COMPOUND** will go one-third further for all purposes than hog lard. This is quite a saving for the consumer in addition to the difference in the price per pound. Tell your clerks and your customers this.



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

THE N. K. FAIRBANK COMPANY.
Wellington and Ann Sts., MONTREAL, QUE.

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

THE TOBACCO INQUIRY.

THE evidence before the Tobacco Commission sitting in Montreal, is now all in, and the final hearing comes up this week.

Among the chief witnesses towards the close of the examination was Mortimer B. Davis, president of The American Tobacco Company of Canada, and The Empire Tobacco Company. He testified to the coming into force of consignee agreements, under which those handling the company's cigarettes and tobacco for the retail trade were paid various commissions. The agreements originated for the purpose of giving a uniform rate to the retail trade.

Both companies, said Mr. Davis, were under his immediate direction, and the affairs of both were conducted from Montreal, although there were offices at Granby also. He was a member of the firm of D. Ritchie & Co., which carried on the manufacture of cut tobacco, plug tobacco and cigarettes. At that time they were all foreign leaf tobaccos. At that time there was also an American Cigarette Company, which was a manufacturer of tobacco in Canada. It manufactured under license from Kenney Bros., an American concern, which had since been merged into another company in the United States. The business of Ritchie & Co. was acquired by The American Tobacco Co. of Canada in 1895, through Mr. Butler, of The American Tobacco Company of the United States. The Canadian Company got a federal charter before starting operations. The American Tobacco Company of Canada became the manufacturers of "Sweet Caporal" cigarettes, which The American Cigarette Company used to make. The American Tobacco Company of Canada acquired the manufacture of all the brands of cigarettes that were being made in Canada in 1895, with the exception of those manufactured by Mr. Fortier, who was in the cigarette business before The American Tobacco Company of Canada was formed.

The American Tobacco Company of Canada manufactured cigarettes and cut tobaccos. The American Tobacco Co. of Canada controlled The Empire Tobacco Company, although there were other stockholders in both companies. The factory of The Empire Company was at Granby, and Mr. Archibald was the proprietor when it was purchased by the present owners. It manufactured plug tobacco, made out of Canadian combination leaf, and it was the competition in foreign leaf that forced it to manufacture Canadian plug.

Three years ago the Joliette factory was acquired, but it was closed last spring, as it was preferred to manufacture at Granby, where the leaf was kept.

The business of L. Larue was acquired in 1896. It was a Canadian cut tobacco factory and was still used, Mr. Larue being manager.

The American Tobacco Company of Canada manufactured the same cigarettes in Canada as The American Tobacco Co. of the United States made. The former company manufactured under license from the latter. It was in 1900 that the "exclusive" contract was started. It was not the company that started it, but the Grocers' Guild asked for it, and it started in London, Ont., and extended over the Province of Ontario.

It was afterwards started in the Province of Quebec, but it had not yet gone to any of the other Provinces. He would not be surprised, however, if the jobbers in the Lower Provinces asked to have the agreement put in force, as there was a benefit to be got out of it.

The contract relating to the handling of cut tobaccos was a verbal one only. Those who handled the company's Canadian cut tobaccos got 12 per cent. on the sales; those who handled other tobaccos as well, only got 5 per cent. The wholesale grocers in the west did not want the optional clause in the contract; they unanimously preferred the "exclusive." He did not consider the number of selling agents had anything to do with the demand from the consumer, who seemed to want The Empire Tobacco Company's tobaccos.

The consumer got 60 per cent. more plug, chewing and smoking tobacco, for his money, when that tobacco was manufactured from the Canadian leaf, than when it was made from foreign leaf; the wholesaler made double the profit that he made on the foreign leaf, and the retailer made 10 per cent. more.

Mr. Davis denied that the company had a system of spies to report whether consignees kept their agreements with the companies or not. This was not necessary as the consignees were perfectly satisfied with the present system. The company's cigarette business had greatly increased, and it now amounted to about 75 per cent. of the whole. The proportion of the sales of The American Tobacco Company of Canada and of The Empire Tobacco Company were far in excess of all the others, and it ought to be, for these companies took hold of the trade when in a crude condition, and had spent a lot of money in developing it. The companies had about 60 per cent. of the cut tobacco business.

Before he went into the business of The Empire Tobacco Company, Mr. Davis said the Ontario farmers did not know how to cure their tobacco, and it went bad on their hands. Since the Empire

factory was purchased from Mr. Archibald, it had been developed, and the company had helped in growing and curing Canadian leaf tobacco. The natural channel of distribution was to the retailers direct, without the middleman. The "exclusive" clause in the contract was put there so that the company would know that their agents were selling the goods in the proper way, and not because they feared competition. He declined to say how much, and whether or not, anything was paid to The American Tobacco Company in the United States for the license granted the Canadian company, in which refusal he was upheld by the court.

The system of coupons and tags in connection with the prizes were given to increase the consumption and draw the consumer away from the foreign to the domestic leaf. The company had just put a new brand of chewing tobacco on the market, called "Stag," which they sold at 26c. per lb. He would not say whether the company got any profit out of it at that price. Mr. Davis produced a list of The American Tobacco Company's consignees, showing the names of 435 persons, and also a list of The Empire Company's consignees, which bore the signatures of 200 persons. He said that the cigarettes were made in Canada, but were wholly manufactured from foreign leaf. He did not know of any jobbers or dealers who handled the cigarettes on the 2 per cent. basis. Any person could get them on that basis, provided he was a large enough distributor. It would not do to make too many distributors of that class, as they would take away business from the other consignees. The company's wish was to encourage the use of Canadian leaf tobacco, and in order to do that, they gave prizes, coupons, and contracts.

The business had increased three fold since the company started at Granby, and they were considering the advisability of opening again at Joliette.

To issue "exclusive" contracts was commonly done in other trades, such as the match, tanning, cordage, axe, scythe and edge-tool business, the rice business, and the "Force" food business. He thought there were about 25,000 to 30,000 retailers of tobacco in Canada, and so far as he knew there were no contracts which affected the trade.

On reassembling after luncheon on Friday, Mr. Justice McTavish remarked that he had received by mail copies of resolutions passed by wholesale grocers' guilds at London, Ont.; Toronto, Kingston and Hamilton. He intended to acknowledge receipt of them through Mr. Owens, Secretary of the Commission, and to state that the matters to which they referred would be mentioned in due course. He thought, however, that in the meantime it would be well to postpone final action on them until the investigation was actu-

It Wears Well.

To wear well, an article must be good. And the consumer knows a good thing when once tried. **JAMES' "DOVE" LEAD** is good and that's why it's lasted more than sixty years, with the sales steadily increasing.

W. G. A. LAMBE & CO., CANADIAN AGENTS.

ally over, but interested parties would be given communication of them.

Albert Hebert, of Hudon, Hebert & Cie, was the first witness on Saturday. His firm was a consignee of both companies and had no reason to complain of the contract. He had signed similar contracts with other firms, and said that it was a common practice in all lines of business.

Mr. Perrault, secretary of the companies, gave figures in regard to the advertising done, which showed that in the last four years The Empire Company had spent for this purpose over \$250,000, and The American Tobacco Company of Canada, in the past seven years, nearly \$270,000, making a total of over \$500,000, while the amount spent by The Empire Company before being purchased from Mr. Archibald, was only \$2,308.66.

LET US BE PATIENT.

The following letter, dated November 21, was received by L. Chaput, Fils & Cie, Montreal, from Chicago. It speaks for itself:

The patience of some of our customers is being severely tried this fall by delays in the shipment of merchandise. Less the blame be laid at the door of the innocent, it is best to be informed as to the causes. During the last year some 80,000 cars were added to the rolling stock of the transportation companies. But, in spite of this remarkable precaution, these companies are now called upon for 59,000 cars in excess of the supply. There has never been anything in the history of the railroading to compare with this inundation. To swell the trouble, very aggravating conditions in California have blocked in the dried fruit and raisin shipment in an especial manner, labor strikes, the inability to pack or obtain the large sizes of prunes, etc. To illustrate: One Chicago house, with 30 cars of these two items sold to retailers on contract, found itself, about November 20, with 27 cars unshipped from the Pacific Coast.

Let it be clearly understood, no wholesale house, east or west, north or south, escapes. No jobber is in the least blameworthy. No human agency could have foreseen this choking of the avenues of distribution. No retailer (it is hoped) will lose his temper after these conditions are understood.

We shall come out from under the crush, and expect to see daylight before competitors do. It is preeminently a time for all concerned to keep sweet-tempered. We ask your forbearance and rely upon your cooperation.

HINTS TO BUYERS.

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

IF you will write for samples you will see what exceptional value Grocers' Wholesale Co., Limited, Hamilton, have to offer in Ceylon green and black; also choicest golden tipped Assam tea.

L. Chaput, Fils & Cie have received into stock some new Grenoble walnuts.

Paterson's Worcester sauce is again in store with The Eby, Blain Co., Limited.

Catsup in tins, 2's, is in store with Grocers' Wholesale Co., Limited, Hamilton. A bargain.

L. Chaput, Fils & Cie have a very choice lot of Eleme table figs on hand, which they offer at low prices.

E. D. Marceau is expecting any day now 50 half-chests of Indian green Hyson, which shows extra fine liquoring qualities and fine made leaf.

Malaga table raisins are at present a strong feature with The Eby, Blain Co., Limited. They are offering values unequalled in the trade.

White & Co. have a car of Jersey cranberries; as there will be no Budd's Longkeepers this year the trade will rely on this line for late holding.

Close buyers will find it profitable to communicate with The R. & J. H. Simpson Co., Guelph, when open to buy canned goods of all descriptions.

The Eby, Blain Co., Limited, have a special snap in domestic herring, the quality of which is unequalled, and their quotations are away below market values.

L. Chaput, Fils & Cie report the first car of Californian seeded raisins of the season. The fruit is of very fine quality.

The Eby, Blain Co., Limited, have received another car of new Santa Clara prunes, which includes some very fine Silver and Ruby prunes.

Malaga grapes, in bbls., are splendid quality this year. White & Co. have just received a car—weights ranging 60 to 75 lb. gross. Quality, very finest; price, same.

"La Verge" and "Shell" brands of Castile soap, in 2½-lb. bars, and tablets, 100's and 200's, are in store with The Eby, Blain Co., Limited.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, Ont., have recently taken into stock a large quantity of new Californian prunes and tapnet figs in cerions which they are offering at special prices.

Intending buyers of tapioca—small pearl, medium pearl, fine pearl and bullet—and small pearl sago should write The Eby, Blain Co., Limited, for quotations. They have just received a car which they quote at right figures.

Grocers' Wholesale Co., Limited, Hamilton, have had many inquiries for their Canadian tomatoes recently, samples from the United States not being satisfactory. They still advertise Canadian goods.

"How do you feel?" asked the physician of the parson.

"I feel for giving," replied the good man.

"And you?" he asked of the auctioneer.

"As usual, for bidding," answered the red flag follower.

"And you?" queried the M.D. of the Kentucky colonel.

"Oh, you know me, do?" replied the Kentuckian. "I'm always for g t-full." Exchange.

OTTAWA TRADE GOSSIP.

BUSINESS is reported among retailers to be only fair, but some better than last week, owing to finer weather. Wholesalers are pretty busy, but no great rush. Sugars are now \$3.97 for granulated and \$3.32 for yellows. The coffee trade is brisk. Teas are moving well. Retailers in the city are not complaining as much now about the peddlars as during the summer. They find that the trade is improving some.

Salmon is holding its price, good brands being quoted at \$1.49 to \$1.50. In canned goods tomatoes are worth \$1.50 to \$1.75. Corn and peas, 90c. Corn is very firm and likely to go to \$1. New muscatels and Californian raisins arrived on this market this week. Four-crown are selling at 8 to 8½c.; 3-crown, 7½ to 8c. and 2-crown, 7 to 7½c. Seeded raisins are worth from 9½ to 10½c. Sultanas are quoted from 9 to 10c.; shelled almonds and walnuts are in good demand, and prices have advanced. Almonds are worth 28½ to 29c. and walnuts, 24 to 26c. Syrups and molasses are selling faster, but the prices are the same. Fine Filiatras currants are quoted at 5 to 5½c.; Vostizzas, 6½ to 7c. The quality of the fruit is very good this year.

Butter is scarce. Good creamery is worth 22 to 23c.; choice dairy, 18½ to 19½c.; rolls, 18 to 19c. The receipts are not as large as at this time last year. Cheese is quoted by jobbers at 12½ to 13c. Eggs are advancing. Lined stock is worth 19c.; fresh selected, 20. Brooms are still high at \$2.25.

Flour and rolled oats are looking up; all grades of flour have raised 10c. a barrel, and some of the mills have advanced rolled oats and oatmeal the same figure. Patents are now quoted at \$1.20; bakers', \$1; rolled oats from \$3.20 to \$3.60, in bags, and 20c. higher in small lots.

Apples at the Fruit Exchange are still selling at good prices: Greenings, No. 1, \$2.25 to \$2.75; ditto, No. 2, \$1.75 to \$2; Spies, No. 1, \$3.25 to \$3.65; ditto, No. 2, \$2 to \$2.75; Baldwins, No. 1, \$3 to \$3.50; ditto, No. 2, \$2.25 to \$2.50; Rib. Pippins, No. 1, \$2.25 to \$2.40; ditto, No. 2, \$1.75 to \$2.25; Kings, No. 1, \$3.25 to \$3.65; ditto, No. 2, \$2.50 to \$2.70. Some 37,000 barrels of apples are stored in the building just now, and they are arriving in large quantities.

NOTES OF THE TRADE.

G. W. Hunt, of the Ottawa Fruit Exchange, has returned from Winnipeg. It is understood he intends to open an exchange there.

The Ottawa Milling Co., since its inception some months ago, are working up a

large export trade. They have been shipping their "K. Y." rolled oats to Glasgow, Scotland, and Copenhagen, Denmark, they receiving word this week that their goods were easily taking the lead on the Glasgow market.

The Canada Biscuit Co. have appointed Mr. Stuart de la Ronde as their representative for the city. Instead of keeping a stock in store here they will merely canvass the trade and ship from Toronto. Mr. Wagner, of the firm, called on all customers here and straightened up matters, so as to give Mr. de la Ronde a clear start.

The Ottawa Retail Grocers' Association are holding a Euchre and Smoker in Booth's Hall, Somerset and Arthur streets, on Tuesday night next. They want to see as many grocers and their friends turn out as is possible. Tickets are only 25c. Music and refreshments will be supplied, and an enjoyable evening is expected.

Bate & Co. are going to enlarge their Sparks street store by the addition of two storeys, to the building. Dlewelley Bate says they figure on using the upper part as a warehouse and a central depot for supplying their retail branches. They will make the Sparks street store, which is now the main one, a branch as well as the rest, and all the retailers will be supplied from the new warehouse.

At the Ottawa Fruit Exchange last Friday, Mr. McNeill, Fruit Inspector, gave an interesting address to the buyers present on the working of the Fruit Marks' Act. He was listened to very attentively. He also demonstrated with several barrels of apples what constituted No. 1 fruit, and how apples should be packed according to law. The Grocers' Association expect to have Mr. McNeill address them at their next regular meeting in December, when he will go very full into the matter.

DRESDEN'S SUGAR FACTORY.

The first barrel of sugar made by The Dresden Sugar Factory has been disposed of. This new establishment, which has just been completed, is equipped for turning out daily hundreds of tons of standard granulated sugar. Over 200 men are employed about this factory, which cost \$600,000 to build.

The methods employed by this refinery in manufacturing sugar are about the best that the ingenuity of man has yet devised for that purpose. Everything is done automatically from the time the beets leave the bin until they are turned out into sugar and molasses.

The president of the company is Capt. James Davidson, of Bay City, Mich; the treasurer, James E. Davidson, and the manager, Geo. Elsey, jr.

PROSPECTS FOR CUBAN SUGAR.

AHAVANA cable to The New York Sun says: "L. E. G. Carden, the British Consul-General, in his report for 1901, speaks very hopefully of the prospects for Cuba. He says that during the year Cuba had little or nothing to fear from the competition of other countries in the production of sugar, whether cane or beet. There is every reason to expect that when the bounties on beet sugar are abolished Cuba will regain the dominant position she formerly occupied in the world's markets.

"The recent crisis was of immense service to the Island, as it forced planters to adopt economical methods, with the result that whereas three years ago it was thought impossible that sugar could be made profitably at 8s. 6d. per cwt., the planters are now hopeful of bringing the cost down to 8s.

"During 1901, 1,434 vessels entered Havana, of which 163, with a tonnage of 215,469 tons, were British. The American vessels entering numbered 974, with a tonnage of 1,078,419 tons; Spanish, 170, with a tonnage of 226,964 tons, and German 28, with a tonnage of 51,660 tons. As a commercial nation, we cannot afford to be a mere passive spectator of the prosperity of a country which already imports two-thirds as much as the richest Spanish-American republic.

"Mr. Carden says there is a strong feeling that Cuba will market raw sugar in England next year. It is also felt that none of the evils which it has been predicted will follow the failure of reciprocity with the United States will come about."

STRONG POSITION OF SUGARS.

We learn as we go to press that raw sugars in New York have advanced 1-16c. with large sales on the basis of 3½c. for 96 deg. centrifugal.

Beet sugars of 88 deg. are now quoted at 7s. 10½d. per 100 lb. f.o.b. Hamburg, and there are renewed reports of damage to the roots in the ground by frosts. Mr. Licht estimated Tuesday that the European beet crop had been damaged to the extent of almost 5 per cent. by frost, and gave out that he had reduced his estimate of the outturn by about 90,000 tons.

The British Government accepted the terms of the Brussels Convention on November 24.

As yet no advances have been made on the Toronto market, but prices there are firmer with an upward tendency.

Mrs. Henrietta Purdy, fruiterer and tobacconist, Vancouver, B.C., has sold out to Wm. Nicholson.

THE BEST IN

California Seeded Raisins

ARE OUR BRANDS

"EUREKA"—16-OZ. FANCY 4-CROWN.**"GUARDIAN"**—16-OZ. CHOICE 3-CROWN.**"SENTINEL"**—12-OZ. CHOICE 3-CROWN.

THESE GOODS ARE NOW "IN STORE" AND OUR QUOTATIONS WILL BRING YOUR ORDERS.

THE

EBY, BLAIN CO.,

LIMITED

**WHOLESALE
GROCCERS,****TORONTO.****PRICE LIST MAKES CONTRACT.**

ON November 20, Judge Morson handed down a written judgment in a case tried by him in the Divisional Court, Toronto. The E. W. Gillett Co., of Toronto, sued W. H. Gillard & Co., of Hamilton, to get \$19.84, balance on a yeast bill, having sent the usual circular of prices. These prices, the defence maintained, were raised, or, rather the price of the yeast, the only line of Gillett's goods bought by Gillard, was raised, because that was the only line bought by the Hamilton firm. The Toronto firm denied this, and relied upon its published catalogue of prices, which has a clause stating that prices are "subject to change without notice." The judge said: "There is no question but that any vendor can sell at what price he pleases, and can change these prices from time to time as he sees fit; but this he cannot do if he has fixed his prices by contract with his customers. In this case the sending of the price list was an offer to sell the yeast at the prices mentioned in it; and the ordering of yeast by the defendants was an acceptance of that offer, and that constituted a contract at prices quoted; and the shipping of the yeast must be taken as having been

done under this contract, which fixed the price and which price the plaintiffs, therefore, could not change as they sought to do. The plaintiffs can charge the defendants only the price quoted in the wholesale list; which the defendants paid before action, and the plaintiffs cannot recover the increased price claim, which is \$19.16. I find judgment for the defendants, with costs."

VISITED BERLIN REFINERY.

Two large excursion parties from Newmarket and St. Catharines, on November 26, visited the factory of The Ontario Sugar Co., Limited, Berlin, Ont., inspected the works and saw granulated sugar turned out from the beets.

The first sugar was made in this refinery a month ago and since then over 500 tons of sugar have been turned out. Over 15,000 tons of beets have been received from the farmers and as much more is expected to come in this season.

Speeches were made by Hon. E. J. Davis and others, stating the importance of this industry to Canada and the room there was for many more such factories in the country.

A FIRMER TEA MARKET.

The Grocers' Gazette, London, under date of November 15, has the following in regard to Ceylon tea:

"With a strong demand and not enough tea printed for the trade's requirements all prices were again up on Tuesday. Common tea showed another ¼ to ½d. per lb. advance, while for fine kinds it was difficult to say where the jump in prices would end. The upper grades were often 1 to 2d. per lb. up from late sales of the same marks, and with small auctions in the near future the position looks all in favor of the importer. A few of the blenders can between them easily snap up 15,000 to 16,000 packages a week, and this is all we are getting now at auction, although a good deal has been sold privately without coming to the hammer at all."

Charles McKillop, confectioner, of Vancouver, B.C., is succeeded by Theodore & McKillop.

The stock of the estate of W. J. Bawli, liquor merchant, Winnipeg, has been sold to A. Joly.

Marcello Magnone, confectioner, Cumberland, N.W.T., has sold out to Mrs. D. Anthony.

**Keep Your Stock Moving**

By buying to-day what will sell to-day and to-morrow.

UPTON'S**JAMS, JELLIES AND MARMALADE**

have a ready sale all year round.

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

Every Little Helps

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

Windsor Salt

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

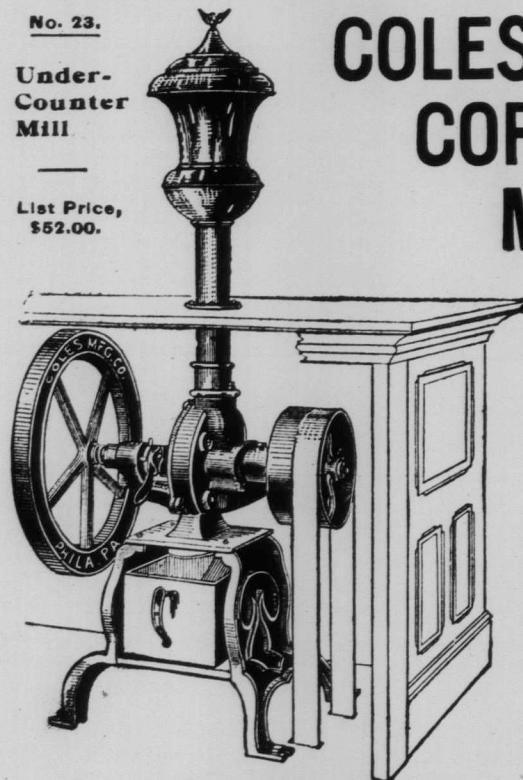
Sold by leading wholesalers everywhere.

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

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Coffee.

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

**A GREAT
LABOR-SAVER.**

Our Grinders
wear longest.

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

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

"To Persist in error
is not
independence."



Just because you may possibly
not have kept

Paterson's Camp Coffee Essence

in stock is no reason why you
should not order now. You
see it sells so well you had
better not wait—order now or
you may miss a sale.

ROSE & LAFLAMME,
Agents, Montreal.

"The man
who thinks and
ACTS is master of the
man who only thinks."



THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

OFFICES,

MONTREAL - - - 232 McGill Street.
Telephone 1255.
TORONTO - - - 10 Front Street East.
Telephones 2701 and 2702.
LONDON, ENG. - - 109 Fleet Street, E.C.
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MANCHESTER, ENG. - - 18 St. Ann Street.
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J. A. Macdonald.
ST. JOHN, N.B. - - - No. 3 Market Wharf.
J. Hunter White.
NEW YORK - Room 443 New York Life Bldg.

Subscription, Canada and United States, \$2.00.
Great Britain and elsewhere 12s.

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

GRAND TRUNK PACIFIC.

IT has been officially announced by Mr. Hays, the general manager, that the Grand Trunk Railway System is to be expanded into a transcontinental line. The vast stretch of territory north of the boundary line between Lake Superior and the Pacific Ocean is to be traversed by a third parallel line of railway at some distance north of the two other lines. The new road will be known as the Grand Trunk Pacific Railway, but will remain a part of the Grand Trunk Railway System.

Big as the project is, it will by no means be as great an undertaking as was the building of the Canadian Pacific Railway. The Canadian Northwest is now a land of great possibilities and boundless resources for the growing of wheat and cattle, and abounding in mineral wealth. It possesses a wheat belt larger than that of the Western United States. The Peace River Valley, hitherto almost unopened to commerce, is capable of producing the finest wheat on the continent of America.

Commencing at either Gravenhurst or North Bay, the new transcontinental line

will traverse New Ontario, rich with minerals, timber and fisheries; Manitoba, which is only just beginning to grow wheat on the scale it can be produced there; the Saskatchewan Valley, the recesses of which have hardly yet been explored by the white man; the rich wheat producing districts of the valley of the Peace River, a very small fraction of the land surface of which has as yet been subdued by the plough; the district of Northern Alberta with its vast areas of woodland and much coal, to probably pass over the Rockies at the Pine River Pass, 500 miles north of the International boundary line, and 220 miles north of the Yellow Head Pass, which will probably be used by the Canadian Northern.

This new line is to be completed in about five years after the surveys are made. And by that time the output of the Northwest of last year of 70,000,000 bushels of wheat will be greatly expanded.

The railway accommodation in the Northwest is no longer equal to the task of moving the grain crop of that part of the country.

There is every indication that as soon as the Grand Trunk reaches the Pacific it will bid for a share of the trade of that ocean. No doubt but that a great part of the products of the country it will traverse will be carried off to the British and other markets from ports on the Pacific.

The terminals of this railway, as well as those of the Canadian Pacific and Canadian Northern, will become great shipping ports, the importance of which will be enhanced by the completion of the Trans-Isthmian Canal.

The importance the building of this great road will have on the trade of this country is too vast to contemplate. The millions of dollars spent on the building of this great transcontinental line means work for thousands of laborers, activity in our great steel industries and expansion of business for the merchants of Canada. A large home market will be provided for the products of the garden and the dairy, the common articles of food dealt in by the merchant. It means a heavy increase in population which will give our merchants more than they can do to attend to its wants.

RECIPROCITY WITH CANADA.

IT is gratifying to note the interest that is being manifested in Canada lately by the business men of the United States. Perceiving that the rapid expansion of the Great West, and the industrial activity prevalent from sea to sea has created a valuable market in this country for various products of the factory, foundry and the mine, a movement has been started in the Northern States of the Republic having for its object the effecting of reciprocity with Canada.

The National Reciprocity League, a newly-formed organization officered by prominent men of the Western States will hold a convention at Detroit on December 10 and 11, to consider the question fully and formulate plans for the conducting of a vigorous campaign to bring about the desired result.

At this convention the United States workers for reciprocity with Canada are expected to unite their forces to make a demand on Washington to request the reconvening of the Joint High Commission which adjourned in 1898. Should that body assemble, the supporters of this plan believe that there would result a trade treaty acceptable to both countries. It is claimed that during the past year there has been a radical change in the sentiment of the United States as to having closer trade relations with Canada.

The rapid way in which Canada is being invaded by settlers from the United States during the past two years, and the consequential great commercial and industrial growth of the country, have caused the merchants and manufacturers of the United States a desire to gain admittance to this market to sell their goods. There is now growing up in their minds a fear that this country will go elsewhere for outlets for her surplus products and buy where she sells her goods, if the United States Administration persists much longer in her attitude towards this country in regard to the high tariff which they are at present maintaining.

The value of our imports from the United States for the fiscal year ending June 30, 1902, amounted to \$120,814,750, while to the United States we exported \$71,196,505.

DISSATISFACTION WITH CUSTOMS RULINGS

WHEN the late Hon. Clarke Wallace, M.P., took hold of the Customs Department he made radical changes in the administration. He had been a successful general store keeper and miller. He worked on business principles. His predecessors followed red tape and rules, and seemed to consider most importers unconvicted criminals.

Hon. Mr. Paterson, as THE CANADIAN GROCER anticipated, has followed in Mr. Wallace's footsteps. He was a good business man himself, and the important appointments have, as a rule, been given to experienced business men.

In the last few years there has been less friction than at any time. The officials have been generally fair and reasonable in their dealings with the public.

There has, however, been more or less dissatisfaction with many of the rulings by local appraisers and by the decisions from Ottawa. With less prosperous times there will be much more complaint.

Importers at one point have had to pay a much higher duty than those at another. We know of cases where Montreal importers found it more profitable to have some invoices passed in Toronto or at some other point, and vice versa. These differences often enable one importer to undersell another and still make a nice profit.

Rulings have come from Ottawa that have been most inconsistent and showed positive ignorance. One week a special ruling will be sent out for the guidance of collectors. A few weeks later upon an appeal from another port an entirely different decision will be given on practically the same question.

It is not the fault of the officials at Ottawa. It is the fault of the system.

Long ago a remedy was urged in these columns. Its adoption was promised, and an attempt was made to carry it out.

It was that the special appraisers at the leading ports should meet at regular intervals to discuss all questions on which there was a difference of opinion. Their conclusions should be submitted to the Minister for final action.

Generally he would concur, but there would be cases where he might hear the

importer and, looking at the matter from the broader standpoint, decide against the view of the Board of Appraisers.

THE GERMAN SUGAR KARTELL.

TO defeat the purpose of the Brussels Sugar Convention is the task to which the German Sugar Kartell has set itself. A round robin appeal was made recently by that body to the sugar syndicates of Austria-Hungary, France, Holland and Belgium, urging the creation of an international sugar middle European syndicate which could maintain an arbitrary high price and a limited supply of sugar on the markets of the world, and protect the beet-growers and refiners of sugar from low prices after the bounties have been retired.

Nearly three-fourths of the European beet-sugar supply is produced by the countries interested in this scheme, and the growers and refiners have to unite to grapple with the problem of disposing of their surplus products on the markets of the world after the bounties expire. That event will be on September 1, 1903, and then the profits realized will be much lower than they were under the bounty system.

Germany, the largest sugar-exporting nation of the world, produces about one-third of the sugar produced in Europe. The German Sugar Kartell is therefore the leader in the above movement, as they will have to face a decreased home consumption. They are also meeting with other difficulties. Their exports to the United States are yearly becoming less, owing to the increased production in Cuba, to say nothing of the development of the home beet-sugar industry. And, should Congress reduce or remove the duty on the Cuban product, the German trade in that direction would doubtless rapidly diminish.

The plans of the Kartell call for the presentation of a law to the German Reichstag providing for a higher import duty on sugar than is contemplated in the pending Bill. The last session of the Reichstag, in place of the bounty of .40 marks per kilogram, provided a duty of 4.80 marks to protect the home industry from importa-

tions chiefly from Austria and Hungary. The Kartell proposes to materially increase this import duty. This will enable the syndicate to hold up the German market to their hearts' content.

The prestige of the German Sugar Kartell has received a heavy blow in the repeal of the bounty, as the syndicate was able, by the markets at home being kept high, to place its surplus sugar on the British and other markets at prices which no other countries could touch. To keep its grip on the open market this Kartell will have to bring the countries of Central Europe into an international syndicate that will forbid sugar being exported to any country affirming the Brussels Convention. And unless they can carry out this project they will have to face a considerable reduction in the revenue, a big falling off in the exports and a congested market at home.

As our readers are doubtless aware, the British House of Commons a few days ago adopted a Bill concurring in the agreement arrived at by the powers at the Brussels Conference.

STRONG POSITION OF TEAS.

DURING the past three weeks the London, Eng., tea market has gained considerable strength, and all qualities of Indian and Ceylon blacks have advanced fully 2c. from the lowest points. Green teas of India, Ceylon, China and Japan have gone up about 1½c.

The closing of the Indian market at Calcutta a short time ago was earlier than usual, which, together with the small outturns during October, has created a shortage in Indian teas. Consequently buyers rushed to the Colombo market, where the demand suddenly became much greater than the supply, and the prices of the Ceylon product were also forced up. Added strength was given to the Colombo market by the probability of a moderate crop in that Island.

And the natural result of a scarcity in black teas was the increase in the demand for green teas, hence the appreciation in the volume of these.

Advices of recent date from Japan report that the third and fourth crop teas are now on that market, but are scarce and are selling at high figures. The quality is also said to be not up to the average.

Altogether the situation in teas of all descriptions is a strong one.

Wide-Awake Retailers.

Hints and Ideas
of Interest.

DEALING WITH TIRESOME CUSTOMERS.

By A. W.

ONE of the many annoyances in the daily life of a merchant is the tiresome customers. Of these there are many kinds, from the lady who comes in to purchase a spool of thread and has most of the dry goods spread out on the counter before she leaves, to the garrulous old farmer who expects the merchant or his clerk to listen to an hour's talk about the crops, interrupting himself occasionally in an endeavor to "batter down" the price of some article he intends to purchase.

Then, there are the people who go from one store to another, not to buy, but to "price." They will go into a store, examine minutely certain articles, inquire the prices, consume half an hour of the merchant's time, promise to call again to-morrow or next week and go direct to the next store in that line and go through the same performance there. Having made the rounds, and finding that they cannot do better at one place than another, they go back to the first store and buy, unless in the meantime they have come to the conclusion that they did not want to buy at all.

Women are the worst offenders in this way; but some men are just as bad. It takes them an unconscionable long time at buying, and while they are at it other customers are waiting impatiently for their turn, not to mention the traveller whose train leaves in an hour, and who is restrained by business etiquette from "breaking in" on a customer.

Some merchants have learned how to dispose of tiresome customers without offending them, but others allow themselves to be robbed of much valuable time every day without making any effort to save themselves from this annoyance which they seem to think is unavoidable, and a part of the business.

By keeping the customer to the point, and by not introducing any subjects that will distract the customer from the fact that he came to buy and not to talk, a merchant can do much to save his time and yet not offend the most sensitive customer.

Do not let your customer away before she has bought what she intended to buy and a few things that she did not intend to get, but get her into the way of making her purchases more quickly and with

less loss of time to yourself. A tactful merchant can accomplish this without any loss of custom, and, indeed, can do it so as to please rather than offend a customer, who, after all, may be a slow buyer because the merchant is a slow seller. Then, when he remembers those customers who have been waiting for him to get through with the one ahead of them, and the traveller who has missed his train and won't get home till Saturday night instead of Friday afternoon, he will realize the value of time and make his customers realize it, too.

RETAILERS SELLING BY CATALOGUE

MUCH can sometimes be gained by following the examples set by the departmental stores in conducting their business. There are now in the United States a number of large retailers who have commenced sending out catalogues of their goods, and thus building up a mail-order trade.

According to a New York paper the cases recorded are chiefly from stores which conduct a business of from \$100,000 upwards annually, and their trade is chiefly with well-to-do and wealthy families.

One of these catalogue dealers is located in Harlem, and has an annual business of upwards of \$500,000; he orders new goods twice a week, at which time his catalogue is revised, showing the list price every Monday. When the goods are delivered on that day, these catalogues are given out.

They include nearly 1,000 different articles, and the prices of at least 200 of them are changed every issue. For this purpose the retailer has a small printing press on which the forms are kept constantly standing. It is, therefore, but little trouble to correct and strike off a few hundred sheets once a week.

But it is much of a novelty after all, and, no doubt, brings good results, or the dealer would not bother with it. It enables the customers who usually order their supplies from the house to keep posted on the change in prices—which is quite a convenience.

It would be of little service, however, to a retailer of the ordinary class, or, say, those who do an annual business of \$10,000 or \$15,000, for most customers of that kind order at the store and ascertain all changes in price there.

As the total cost is less than \$4 a week, it need not be called extravagant nor a fanciful pastime on the part of the retailer.

STALE GOODS IN A STORE.

THE wide-awake retailer is always careful not to allow any surplus stock to accumulate in his store. Surplus stock means stale goods, and on this matter The Retailers' Journal has the following to say:


An experienced groceryman will be able to tell the moment he steps into a strange grocery store whether or not the proprietor is acquainted with his business. The store may be clean, the fixtures may be of the most modern pattern, the clerks neat in appearance, and there may be a good number of customers in the store. All this the experienced grocer takes in at a glance. But he looks a little further and in the next glance notices that the grocer is carrying a great lot of stale goods. At once he makes up his mind that the groceryman into whose store he has stepped has never learned his business.

And he is right in his conclusions. It takes considerable watchfulness on the part of a grocer to keep the stale goods from accumulating on his shelves and in every part of his store. Goods that are out of date, goods of a variety still popular, but so old as to have lost that freshness which is always attractive.

In most cases stale goods are the result of poor buying and want of care in management. There is seldom any need of a grocer loading himself up with a line of goods that is likely to get stale on his hands. If he knows his trade as he should, he can gauge the quantity he ought to buy. If he buys a bargain he should know that a little extra pains is necessary to the preservation of the goods. They should not be piled up where patrons can see them day after day and week after week. People get tired of looking at a pile of goods, even if they are fresh. They get a stale look simply because they are ever present in the same place. Such goods should be changed about occasionally. In this connection the grocer might learn some thing from his good wife, who, when she tires of seeing her furniture and other furnishings always in the same place, shifts things about, giving to the rooms an air of freshness.

Any thoughtful grocer, seeing that he is accumulating a lot of stale stuff, can always get rid of it by a little effort. Certain of his customers, if he knows his trade well, he can select and offer them such goods at a bargain. Any way to get the old stuff out of the way and put new stuff in its place.



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

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

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

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

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

Address, "**SALADA**," Toronto or Montreal.



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

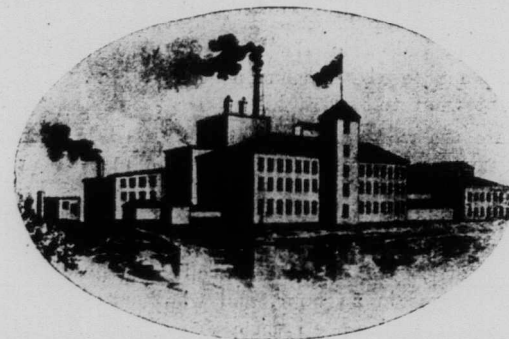
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MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, November 27, 1902.

GROCERIES.

A FAIRLY satisfactory volume of business has been transacted in wholesale groceries this week and trade seems equal to last year. Jobbers are busy with the last of their orders for shipment by water to western and north-western points, and besides are receiving fairly satisfactory sorting orders from the country at large. There have been few changes in prices during the week, and sugar remains as it was at the time of going to press, the advance being fully maintained. Teas are higher in sympathy with appreciations on the primary markets, where all blacks of India and Ceylon are up fully 2c. per lb., and Indian, Ceylon, China and Japan greens are fully 1½c. higher. There has been a heavy business in all kinds of dried fruits this fall, and buyers in anticipation of this had bought freely. But many are experiencing difficulty in getting in their deliveries on time by reason of shortage in the crops or delays in shipment from the primary markets, owing to the scarcity of cars. Selected Valencia raisins are scarce and a little higher and Californian dried apricots are up 1c.

CANNED GOODS.

The prices of peas and corn continue firm and unchanged with a fairly active demand for them for the time of the year. Tomatoes are still scarce, high and much wanted. Armour's canned meats have advanced in the United States and are therefore firmer in tone here without any change in their prices. The demand for them is light. Fruits are quiet and steady. Sardines are firmly held and the domestic grades are showing a tendency to go up, owing to a reported shortage in their catch this year from the Atlantic Coast. Additional news of the proposed new combine of 37 salmon canneries of British Columbia, outside the present association, state that the new combine will issue better terms than those made by the present combine. The new concern proposes to buy out all the canneries for cash.

COFFEES.

The local coffee market is stronger on account of the increased strength of the Rio market in all grades, owing to advances in Brazilian exchange. The local trade keeps steady, with the bulk of the business doing in the cheaper grades. We quote as follows: Green Rios, No. 7, 7½c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

NUTS.

Trade in nuts keeps improving with the advancement of the season, but the high prices prevailing this season are having the effect of curtailing their consumption to some extent. The prices are firmly maintained.

RICE AND TAPIOCA.

A fair amount of interest prevails in rice and tapioca, but transactions are largely of the hand-to-mouth order, the orders being mostly for small lots. On the Southern markets the higher grades

of rice are scarce but the offerings of the lower grades continue fairly free. The outside markets for tapioca continue dull. We quote as follows: B rice, 3½c.; Japan, 5½ to 6c.; sago, 3½ to 4c. and tapioca, 3½ to 3¾c. per lb.

SYRUPS AND MOLASSES.

There is a good demand for syrups and molasses on the local market at steady and unchanged prices. The outside syrup markets were firm in tone and no attempt was made to hurry sales.

SPICES.

Both white and black peppers are quiet and firm. Ginger is in moderate demand and the other lines are fairly active. Cable advices from Holland report an advance in prices for mace of 2c. per lb.

SUGAR.

When going to press last week we were able to report advances both in New York and Canada in refined sugar and also an advance of 1½c. for 96 deg. centrifugal, and a fractional advance in 88 deg. beet sugars. Since then the United States market has advanced 10c. for refined in New York and 20c. per 100 lb. in San Francisco, without having any further effect on Canadian prices, which remain at \$3.98 for Redpath's, St. Lawrence, Ber-

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

lin and Wallaceburg, and \$3.93 for Aca dia XXX standard. The local situation is quiet at the moment and the consumptive demand is light. However, dealers consider the situation worth watching, and it is expected in some quarters that an advance in New York refined would be followed by a similar movement here.

For the week cane sugars have advanced another 1½c., large sales having been affected on the basis of 3½-16c., duty paid, delivered in New York, for 96 deg. centrifugals. At the close there were no buyers or sellers at this figure, the sellers now holding out for 3½c. and offering little sugar at that price, so in view of the prospective requirements it is anticipated that we shall see 4c. per 100 lb. paid for 96 deg. centrifugals before long.

Beet sugar of 88 deg. test for the week advanced to 7s. 10½d. f.o.b. Hamburg, but has now reacted to 7s. 9½d. for November and 7s. 9d. for December shipments. These prices are from 8 to 9c. per 100 lb. above the parity of 96 deg. centrifugals, duty paid in New York. The recent advances in raw sugars are attributed to the scarcity of cane sugars in the hands of the United States holders and to the extreme frosts which have prevailed in the European beet sugar countries, causing fear that the roots which are still in the ground will be injured. Mr. Licht has further reduced his estimate of the new beet crop by 125,000 tons, leaving it now at 5,725,000 tons for all Europe, but since this estimate was issued the very cold weather has set in and a further

modification in the estimate is looked for.

TEAS.

The primary market this week has been strong for all grades of Indian and Ceylon greens and black teas, and prices have advanced for these and also for China and Japanese greens. Cheap Indian blacks are up 2c. from the low point and cheap Ceylons are up about 1½c. and the prices may shortly reach the parity of 7d. for leaf teas. Indian and Ceylon pekoes and pekoe Soucheongs are from 6½ to 7½d., and are strong, the finer grades of orange pekoes are scarce, and desirable catchy teas are in small supply. China teas have not been as high for years. The Japan market has closed, and anything offering of the third and fourth crop is poor stock. Prices for these are higher than for the earlier teas. There is also an active demand for greens from 6½ to 7½d., in Indians and Ceylons. Mail advices from London, Eng., say that the late feeling of depression has been entirely removed and the prices of Indian teas under 6d. have advanced to the extent of fully ½d. per lb. Better teas were also in improved demand and sold at improved rates. All grades of Ceylons showed advancing rates, common leaf being ¼ to ½d. dearer, while the better grades frequently showed a more pronounced rise.

FOREIGN DRIED FRUITS.

CURRENTS.—Shipments of currants continue to come forward from Greece. The crop this year has been of excellent quality and buyers on this side of the Atlantic have bought freely and in larger quantities than usual. The demand is keeping up well. We quote: Fine Filia tras, 5½c. up; Patras, 6½ to 6¾c. and Vostizzas, 7 to 8c. per lb.

VALENCIA RAISINS.—These are still scarce and wanted. A number of Canadian buyers have been making inquiries on the New York market, and negotiations are pending looking for the sale of a considerable lot. We quote: Fine off stalk, 7 to 8c.; selected, 8 to 9c. and selected layers, 9 to 10c. per lb.

SULTANA RAISINS.—There is an active inquiry for Sultana raisins, and we quote 9 to 13c. per lb.

DATES.—These are more in demand. Stocks of Hallowee and Khadrawee dates are reported to be about exhausted in London, Eng., and therefore it seems probable that the present prices of both these varieties are about as low as they will be this season. Quotations follow: Hallowees, 5½ to 7½c.; Sairs, 1½c. and Fards, 7½ to 8c. per lb.

PRUNES.—There is a good active demand for prunes at unchanged prices. Quotations are as follows: Californian prunes, 100-110s, 4c.; 90-100s, 5 to 5½c.; 80-90s, 6 to 6½c.; 70-80s, 6½ to 7c.; 60-70s, 7 to 7½c.; 50-60s, 8 to 8½c.; 40-50s, 8½ to 10c. per lb.

CALIFORNIAN SEEDED RAISINS.—There is an active inquiry for seeded raisins and sales are being readily made at full prices. We quote: 3-crown, seeded raisins, 7½ to 8c. and 4-crown, 8 to 8½c. per lb.

CALIFORNIAN EVAPORATED FRUITS.—Peaches and apricots continue active and the prices of apricots have gone up

a little. We quote: Peaches, 9 to 11c.; apricots, 10 to 13c. per lb.

GREEN FRUITS.

The volume of trade in green fruits on the local market continues moderate with an increasing demand for oranges, lemons, Malaga grapes, etc., for the Christmas trade. The local movement in apples is slow, but there is quite a quantity being forwarded for export. Cranberries are firmer in tone and have advanced, partially owing to the increasing strength of the primary markets. Prices follow: Pears, per basket, 30 to 35c. and apples, 10 to 25c. per basket and \$1 to \$2 per bbl.; lemons, \$1.25 to \$5 per box; onions, ordinary, 45 to 60c. per bag; Spanish, 65c. to 70c. per case; oranges, Jamaica, \$2.50 to \$2.75 per box; Floridas, \$3.50 to \$3.75 per box; Jersey sweet potatoes, \$2.50 to \$2.75 per bbl.; cocoanuts, \$3.75 per sack; quinces, 30 to 35c. per basket; Cape Cod cranberries, \$9.50 per bbl.; Nova Scotian do, \$9; bananas, \$1.25 to \$1.75 per bunch; grape fruit, \$4.50 per box; lemons, Californian, \$1.50 to \$1.75 per box; Malaga grapes, \$5.50 to \$7 per bbl.

VEGETABLES.

Prices are steady on almost all lines of vegetables and the bulk of the demand is for potatoes. Quite a quantity of cabbage, cauliflower, etc., are going out and radishes are being no longer offered. We quote: Lettuce, 30 to 40c. per dozen; mint and parsley, 15 to 20c.; cauliflower, 50c. to \$1 per dozen; cabbage, 30 to 50c. per dozen and \$1 per barrel; pickling cabbage, 25 to 50c. per doz.; carrots, 40 to 50c. per bag; beets, 40 to 50c. per bag; potatoes, \$1 to \$1.20 per bag; celery, 50 to 75c. per dozen; squashes, \$1 to \$1.50 per dozen; pumpkins, 50c. per dozen; artichokes, 50c. per bushel; spinach, 40c.; parsnips, 40 to 50c. per bag; vegetable marrow, 30 to 50c. per doz.; citrons, 40 to 50c. per dozen.

COUNTRY PRODUCE.

EGGS.—Few strictly fresh eggs are arriving and high prices will be paid for selected stock. The bulk of the business is in the cold stored and pickled article. For fancy stock 25c. will be paid by some buyers. The range of quotations is as follows: Strictly new laid, 20 to 25c.; cold stored, 17 to 20c.; pickled, 17 to 18c., and second grades, 16 to 17c. per dozen.

BEANS.—Holders of beans are still firm in their views and buyers are holding off at the prospect of paying high prices. One mixed lot of 50 bushels of prime and handpicked stock was sold at \$1.80 per bushel this week, but the majority of holders are asking \$2 in large quantities. We quote choice handpicked beans, \$2 to \$2.15 per bushel.

DRIED AND EVAPORATED APPLES.—Evaporated apples are freely offered at 7 to 7½c., and a fair number of sales for future delivery are being made at that figure. There is no call for the dried article.

HONEY.—There is still a fair business being done in honey and the market is unchanged. We quote: Extracted, 8 to 8½c. for large quantities and 9 to 9½c. per lb. in small lots. Combs, \$1.50 to \$1.75.

POTATOES.—The receipts continue fairly large and transactions have been made this week on the basis of 75 to 80c. per bag in carlots on track here.

BUTTER AND CHEESE.

BUTTER.—In butter there is reported a steady market for all grades with a firmness in creamery prints and solids on ac-

count of the stiffer markets in England therefor. There have been large receipts of large choice rolls of dairy this week, and sales have been made readily. Dairy tubs, freshly made, are in good demand. We quote as follows: 1-lb. prints, 17 to 18c.; choice large rolls and tubs, 16 to 17c.; secondary grades, tubs and rolls, 14 to 15c.; bakers', 13 to 14c.; creamery prints, 21 to 22c. and solids, 19½ to 20c. per lb.

CHEESE.—The market opened higher this week both in Canada and Great Britain, and then eased off a trifle. The stocks here and in the Old Country are lighter than they were and a high market is anticipated until the end of the season. We quote: Finest, 12½ to 13c. and seconds, 11½ to 12c. per lb.

POULTRY AND GAME.

POULTRY.—There is a big demand for dry picked poultry of all grades. The arrivals have been fair. The following are the quotations: Turkeys, 10 to 12c. per lb.; geese, 6 to 7½c.; young chickens, 8c.; or 45 to 70c. per pair; ducks, 7c., or 60 to 90c. per pair, and old fowl, 6c. per lb. For live poultry we quote as follows: Turkeys, 8c.; geese, 5c.; ducks, 7c.; chickens, young, 7 to 8c. and old, 5 to 6c. per pound.

GAME.—The arrivals of game have been large but the demand is still very poor, resulting in an accumulation of stock. The prices are unchanged. We quote as follows: Teal, 20c. per pair, and pin tails, 30 to 35c.; black ducks, 70 to 75c.; butterballs, 30 to 35c.; red heads, 60 to 65c. and blue bills, 20 to 30c.

FISH.

There has been considerable buying of Lake Erie herring by United States buyers for shipment to New York, where at present there is a scarcity of trout. The prices advanced rapidly, sales being made at as high as 13c. in large quantities, but the market has settled down lately to a steadier basis, the prices now ruling being 6 to 8c. per lb. There is a good demand for oysters, owing to the colder weather, but the catch at Baltimore is reported to be short this season, and the prices therefore may rise. Other lines of fish are a little quiet, and frozen fish are coming on the market in increasing quantities. Prices are as follows: Frozen fish, trout, 7½ to 8c.; whitefish, 7½ to 8c. Fresh fish—Lake Erie herring, 4 to 5c.; perch, 4 to 5c.; pike, 6c.; British Columbian salmon, 15 to 20c.; mackerel, 15 to 20c.; halibut, 15c.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, \$1.25 to \$1.35 per wine gallon; selects, \$1.50 to \$1.60; Digby herring, 50c. per bundle of 6 baskets; finnan haddies, 7½ to 8c. per lb. in 15-lb. boxes; codfish, \$4.50 for 25 lb. boxes and \$1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c. per lb.; ciscoes, \$1.25 per basket; kippered herring, \$4 per case of 4 doz. tins; Labrador herring, in half-barrels, \$3 and lake herring, \$1; salt sea salmon, \$8 to \$10 per 100-lb. bbl.; salt sea mackerel, \$2 per kit (20-lb. pail).

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—The market for grain is steady and unchanged. We quote prices on track, Toronto: Red wheat, 72c.; white wheat, 72c.; barley, 40 to 45c.; oats, 34c.; peas, 76c.; buckwheat, 52c.; rye, 50c. per bush. The arrivals so far this fall have been light.

FLOUR.—The market for flour is steady and unchanged. The demand is good. We quote: Onatrio patents, in bags, \$3.35 to \$3.65; Hungarian patents, \$4.10

to \$4.20; Manitoba bakers', \$3.75 to \$3.90; straight roller, \$3.40 to \$3.50 per barrel.

BREAKFAST FOODS.—An active demand continues for oatmeal and rolled oats and the prospects are for steadier prices until the end of the year with possibilities of an advance. We now quote: Oatmeal, standard and granulated, in carlots on track here, \$4.45; standard rolled oats in carlots on track here, \$1.25 per barrel; in wood, 15c. extra; broken lots are 25c. per bbl. extra; rolled wheat, \$2.25 in 100-lb. bbl.; cornmeal, \$4; split peas, \$4.75; pot barley, \$4.25 in 196-lb. bbls., or \$4.10 in bags.

HIDES, SKINS AND WOOL.

HIDES.—There is a steady business doing in hides, with an accumulation of stock. We quote as follows: No. 1 green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8½ to 9c. per lb.

SKINS.—These find a ready sale on the market. Quotations are as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each; sheepskins, 65c.

WOOL.—The Old Country market for wool has improved much this fall, enabling holders here to get rid of their accumulated stock and as this better feeling continues, the market here is much stronger and prices of fleece wool have advanced ½c. We quote: Fleece wool, 11c. and unwashed wool, 7½c. per lb.

TALLOW.—This market is quiet and prices are likely to be lower. We quote 6½ to 7c. per lb.

SEEDS.

Trade in seeds continues quiet. Prices at outside stations are unchanged at \$6.50 to \$6.75 for red clover; \$6.50 to \$7 for alsike and \$1.50 to \$1.75 for timothy.

QUEBEC MARKETS.

Montreal, November 27, 1902.

GROCERIES.

ALTHOUGH trade is still quite active among wholesale grocers, there is not the rush for deliveries that characterized the market a fortnight or so ago. Among the active lines are Christmas goods of all sorts, which this year have started off unusually well. The market has been fairly steady throughout the week, a notable exception being sugar. Those of our readers who are interested in the raw fur business will find these goods included in our list of market quotations this week, and in the future we will endeavor to keep collectors posted as to the city markets.

SUGAR.

On the 20th inst., Montreal refined sugars went up another 10c., making 20c. during that week, and prices are now \$3.90 for No. 1 granulated; \$3.70 for No. 2 granulated, and \$3.25 to \$3.75 for yellows. The last advance upon the Montreal market followed upon a rise of 10c. in New York. The market at present appears firm at the advance, and under the higher prices an increased volume of business has been done, though there has been considerable speculation. The foreign markets for raw beet are still strong, which doubtless has its effect on the market for the refined article.

TEAS.

Recent advices report a firmer feeling in the Indian market both for blarks and greens. At the latest auction in Calcut-

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ta which has been reported, 27,600 packages of Indian blacks were offered, the largest of the season. The quality was not changed, but there was a strong demand for all grades and prices were firmer. In greens, 750 packages were offered. There was no advance in rates, but the tone of the market was firmer. Unfavorable weather conditions have prevailed in the tea districts of late, and it is becoming doubtful if the crop will be as large as last year. Prices are, however, still lower, but no one is expecting any decline. The exports of Indian teas from April 1, 1902 to November 1, were 107,018,796 lb., as against 98,107,511 lb. for the corresponding months of 1901. American buyers have been increasing their purchases considerably, the increase amounting to about 4,000,000 lb. Ceylons and Japans show no change on this market. The latter are still high and very firm. Offerings are exceedingly light, and prices range from 18½c. up to 22 and 24c. per lb.

SYRUPS AND MOLASSES.

There is nothing new to report in corn syrups. The movement is slow and prices are as follows: In bbls., 3c.; in half barrels, 3½c.; in ¼ barrels, 3¾c.; in 38½ lb. pails, \$1.10 and 25-lb. pails, \$1.10. In Barbados molasses there is some business doing, but nothing like what one expects at this season of the year. We quote as follows: Barbados, 23 to 24c.; New Orleans, 16½ to 17c.; Antigua, 21c. and Porto Rico, 38c.

SPICES.

Importers of spices have had an unusually good season this year, although their business is now slackening up to some extent. Jobbers are still doing a good business in spices, and this is expected to keep up until close to the Christmas season. No changes in prices are quoted on the local market. The crop of mace on the Banda Islands for 1901 has been 2,409 piculs, and of nutmegs, in shell, 11,076 piculs, a very much smaller crop than that of 1900. For 1902-1903 the crop will likely be very light, owing to the damage done by the long drought. Large nutmegs and prime Banda mace are scarce. The primary market all round is very firm, prices showing an advance of 10 to 12 per cent. for nutmegs and mace. Locally, there is no quotable change. We now quote: Nutmegs, 35c. to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

RICE AND TAPIOCA.

The movement in both the above lines keeps up fairly well at unchanged prices. Our quotations are still as follows: B rice, in bags, \$3.02½; in half bags, \$3.07½; in ¼ bags, \$3.12½; in pockets, \$3.17½. In 10-bag lots an allowance of 10c. is made. CC rice, \$2.92½ in bags; \$2.97½ in ¼ bags; \$3.02½ in ¼ bags and \$3.07½ in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3½c.

CANNED GOODS.

The situation in canned goods is still strong, though no actual changes in prices have been made during the week. Tomatoes remain at \$1.50 to \$1.75, most of

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what business is doing being under the latter figure. Corn and peas remain firm at the advance of last week. It is reported here that the entire make of one canner was sold to a firm in Toronto at \$1.41 delivered in that city. Locally, we quote as follows: Tomatoes, \$1.60 to \$1.75; corn, 95c.; peas, 90c. to \$1.27; string beans, 87½c. to 90c.; strawberries, \$1.45 to \$1.60; blueberries, \$1.25; raspberries, \$1.45 to \$1.60; gooseberries, \$1.15 to \$1.60; pears, 2's, \$1.60 to \$1.70; 3's, \$2.10 to \$2.15; peaches, 2's, \$1.65 to \$1.70; 3's, \$2.50 to \$2.75; 3-lb. apples, 85 to 90c.; gallon apples, \$2.10 to \$2.20; 2-lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, \$1 per doz.; spinach, \$1.50; sugar beets, 95c. to \$1.00; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

FOREIGN DRIED FRUITS.

CURRENTS.—The situation in Greece is reported brighter. Shipments to all parts from Greece up to November 1, amounted to 91,500 tons gross, as against 73,000 tons gross last year. The market in Greece remains firm. On the local market there is no change. We quote as follows: Fine Filiatras, 5½ to 5¾c. in cases; cleaned, 5½ to 5¾c.; in 1-lb. cartons, 6 to 7c.; finest Vostizzas, 6¼ to 7c. per lb.

SULTANA RAISINS. The price is unchanged at 9 to 10c. per lb. for fine fruit.

VALENCIA RAISINS. Another advance has been made in the price of these raisins, and the prices are very firm. Selected are scarce on the market at present. We quote: Finest off-stalk, 8c.; selected, 8½c.; layers, 8¾c. to 9c., according to brands.

MALAGA RAISINS. The tone of the local market is strengthening in sympathy with the situation on the primary market and an advance is expected shortly. We quote: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.10 to \$2.20; 4's, 65 to 70c.; "Royal Buckingham Clusters," \$3.15 to \$3.25; 4's, \$1; "Excelsior Windsor Clusters," \$4.50 to \$4.60; 4's, \$1.30 to \$1.40.

FIGS. A London report states that shipments from Smyrna to England have not exceeded 8,000 bags. The market is firm at 19½ to 20c. per lb. for Eleme figs, according to size, and \$1.20 per tapnet for Comadras.

DATES. There is a fair demand. Half-weights are now quoted at 4 to 4½c. per pound.

CALIFORNIAN RAISINS.—Arrivals of Californian seeded raisins are reported on this market. The fruit is said to be of good quality.

PRUNES. No quotable change has been made. The market is still firm, and we quote: 8½c. for 10-50s.; 8c. for 50-60s.; 7¾c. for 60-70s.; 7½c. for 70-80s.; 6¾c. for 80-90s.; 6½c. for 90-100s. Italian prunes are offered at the following prices: 40-50s, 7½c. to 7¾c.; 50-60s, 7 to 7½c.; 70-80s, 5½ to 5¾c.; 90-100s, 4½ to 4¾c. per lb.

NUTS.

The market is unchanged as to price. Arrivals of new Grenoble walnuts are reported. We quote: Walnuts, 12½c.; Tarra-gona almonds, 12 to 13c.; shelled walnuts, 24 to 26c.; shelled almonds, 29 to 30c.; filberts, 9½c.; Pecans, 15c.; Brazil nuts, 14 to 15c. per lb.

GREEN FRUITS.

Business in the seasonable lines of green fruits and vegetables is fairly good.

Jamaica oranges are higher this week. In new dates a reduction of ¼c. per lb. has been made. Other lines are unchanged. We quote as follows: Jamaica oranges, in barrels, \$5.00 and in boxes, \$3.00; Messina lemons, \$4 per box; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1 to \$1.50 and 8-hands, \$1; Canadian cabbage, 25 to 40c. per dozen; potatoes, \$1.15 to \$1.30 per barrel; plums, \$1.50; pears, \$3.25 and limes, \$1.50 per box; Canadian apples, in barrels, \$1.50 to \$3 and in baskets, 20c. to 30c.; egg plant, 50c. per basket; Canadian pears, 10c. per basket; Spanish onions, 60c. per crate and \$2.25 per case; sweet potatoes, \$3.00 per bbl., and Malaga grapes, \$5.50 to \$7.00 per keg; cranberries, \$10 per bbl.; red onions, \$2 per bbl.; chestnuts, 9 to 10c. per lb.; Boston lettuce, \$1.15 per doz.; wax beans, \$2.50 per basket; green beans, \$2.50 per basket, and cucumbers, \$2.25 per doz.; pineapples, 24s, \$1 to \$1.50 per crate; Tokay grapes, \$3.25 per box; grape fruit, \$6 per box; new dates, 1½c. per lb.; figs, 14c. per lb.

FISH.

The movement in fish this week is not active, as many of the boats have stopped running for the season, and retailers have secured all they will need for the present. Dore, pike, halibut and salmon are all quoted lower, as frozen fish is now being brought on the market. Smoked herring have advanced considerably, and No. 1 green cod, which has been tending higher during the week, is now worth 86 per barrel. B. C. salmon is 50c. per barrel higher. Canadian ¼ sardines are from 25 to 50c. per 100 lower. Quotations follow: Haddies, 6c. to 7c.; smoked herring, 15c. per box; fresh haddock and cod, 3½c. per lb.; dore, 6 to 6½c.; pike, 5c. halibut, 9c.; salmon, 9c.; No. 1 herring, Nova Scotian, \$5.50 per bbl. and \$3 per half bbl.; No. 1 Holland herring, \$6.50 per half bbl.; No. 1 Scotch herring, \$6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish \$6.00 and mackerel, \$20.00 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$1 to \$1.50 per 100 lb. bundle; British-Columbian salmon, \$12.50 per barrel; standard bulk oysters, \$1.40 per gallon; Marshall's kippered herring, \$1.45 per dozen; Canadian kippered, \$1.00 per doz.; Canadian ¼ sardines, \$3.50 to \$3.75 per 100; canned Cove Oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.; Malpeque shell oysters, 86 to 87.50 per bbl.

BUTTER AND CHEESE.

BUTTER.—Butter appears to be a little firmer this week. Finest Quebec is now quoted at 21½c. and finest Townships, at 21¾c., with occasionally a pet factory obtaining 22c. Secondary grades sell according to quality. There is a fair demand, and receipts are comparatively light, owing to the factories, contrary to custom at this time of the year, still making cheese. The big price of cheese is no doubt to a great extent responsible for the make of butter at present, and it is not thought that the quantity of butter will equal that of last year. A small amount of business in second grades has been done with United States buyers.

CHEESE.—The cheese market has eased off a bit in price, though owing to the fact that business at present is on a poorer quality of fall goods, the lower figures, which amount to about ¼c., do not have much significance, and earlier

cheese would bring about ¼c. more than present rates, all round. Prices on the wharf at the first of the week were from 11½ to 11¾c. Quebecs are now quoted at 11½ to 12c. and Ontarios, 12½ to 12¾c., which prices are for November cheese. The factories are still making cheese. The demand has slackened somewhat. English firms continue to make inquiries, but are not altogether willing as yet to pay the price asked. An advice from the London market, however, indicates that buyers will not be able to hold off much longer.

COUNTRY PRODUCE.

EGGS.—An advance of 2c. has taken place in the price of selected eggs, and candled stock are also higher, as both these lines are in good demand and offerings are not heavy. The movement in limed and cold storage stock is active. Our quotations are as follows: Selected, 24c.; candled stock, 19½ to 20½c.; Montreal limed, 18c. in a jobbing way; straight receipts, 18½ to 19c.; Montreal limed, 17½c.; cold storage stock, 17½c. and western limed, 16½ to 17c. per doz.

POULTRY.—Offerings of poultry are still limited and the market remains firm, though no quotable change is reported. There is a fairly good inquiry, but not much business has transpired, owing to the light receipts. We quote as follows: Choice turkeys, 12½ to 13c.; ordinary, 10½ to 11c.; choice chickens, 10½ to 11c.; ordinary, 8 to 10c.; ducks, 9 to 11c.; geese, 7 to 8c. per lb.

BEANS.—No quotable change has been reported. Business is somewhat quiet though prices are well maintained and primes in carlots are worth \$2 and in smaller lots, \$2.05 to \$2.10.

MAPLE PRODUCTS.—There is no change and the market is very quiet. Our prices are as follows: Syrup, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, \$4 to 10c. per lb.

HONEY.—There is only a light demand for honey and the market is quiet but steady. We quote: White clover in comb, 11 to 11½c. and white strained, 5 to 5½c. per lb.

POTATOES.—Some advance is noted in the price of carlots of ordinary stock, although choice potatoes are unchanged. A fairly good business is doing and prices are firm. We quote: Choice stock, in car lots, 72 to 75c.; ordinary, 65 to 68c., and in small lots, 90c. per bag.

ASHES.—The market is dull and featureless. Prices are: First pots, \$4.35 to \$4.40; seconds, \$3.60; pearls, \$6.25 per 100 pounds.

FLOUR AND GRAIN.

FLOUR.—The only quotable change occurs in straight roller flours, which have advanced 10 to 15c. The feeling in almost all lines is firm. The demand is still good and an active trade is doing. We quote: Choice Manitoba spring wheat patents, \$4.20; seconds, \$3.90; strong bakers', \$3.50; straight rollers, \$3.60 to \$3.75; winter wheat patents, \$3.75 to \$4.00.

GRAIN.—A further decline is noted in buckwheat and though the market appears a little steadier, the price is by no means firm. Peas have dropped off some in price, but are firmer at present. Trade is quiet in grain on spot; the export season being near the end shippers are not inquiring for spot stuff. Prices are as follows: Rye, 56c.; peas, 80c.; corn, 70c.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

PARTNER WANTED.

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

SITUATION WANTED.

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

Established 1860.

Geo. Wells & Matthews
Commission Merchants.
Live Stock, Grain and Produce Salesmen,
SYDNEY, N. S. W., AUSTRALIA.

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

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

Perkins, Ince & Co.

Wholesale Grocers

FRONT STREET EAST,
Toronto.

WESTERN Incorporated 1851
ASSURANCE COMPANY

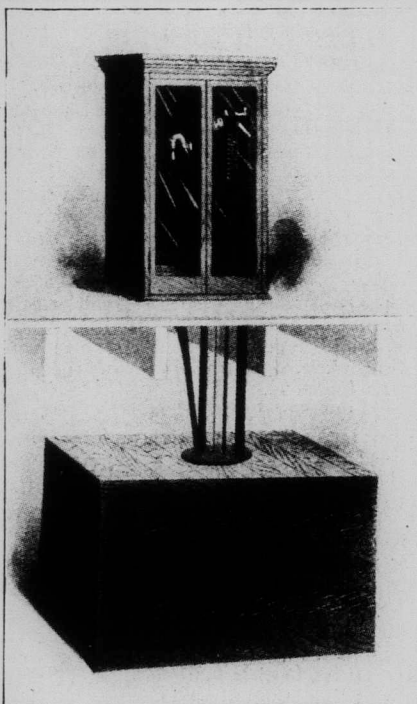
Fire and Marine

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

Head Office: TORONTO, ONT.

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IN THE DAYS OF BIG PROFITS



CLEAR CABINET.

"ANY OLD WAY" OF HANDLING OIL WAS THOUGHT "GOOD ENOUGH."

SMALL MARGINS

OF TO-DAY DEMAND THAT TO MAKE ANY PROFIT ALL WASTE MUST BE STOPPED AND UP-TO-DATE METHODS MUST REPLACE THE ANTIQUE WAYS OF OUR FATHERS.

A Bowser SELF-MEASURING Oil Outfit

IS THE UP-TO-DATE METHOD BECAUSE THEY

SAVE IN OIL IN TIME IN LABOR MONEY

Let us give you other reasons. Fifty different styles of oil or gasoline outfits.

Catalogue "B" giving full information free for the asking.

S. F. BOWSER & CO., Factory: FORT WAYNE, INDIANA.
65 Front St. East, TORONTO.

Cut this out if Interested.

For the next month it is not a question of profit with us. We have had all the business we could handle successfully this year up to the present, and have decided to unload some of our surplus stock in **TEAS, COFFEES, SPICES, CURRANTS, RAISINS, FIGS, PEELS, DATES,** and all other lines except combination goods, and if our customers and others want to take advantage of our liberality do not hesitate to write us for quotations on any lines that you are interested in. We have an extra fine EARLY MAY PICKED JAPAN TEA, at 18½c., that is hard to match, and we are noted for having extra good value in all lines of Teas. Samples upon application.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Telephone No. 275.

Guelph, Ont.

P.S.—We will have an opening for an experienced Grocery Traveller the first of next year Territory, north of Guelph. Applications by letter only considered.

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

SEND YOUR NAME if you have, or will get.



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

Dried Apples Evap. Waste and Chops
WE ARE BUYERS.

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

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

buckwheat, 53c.; barley, 49c.; oats, 37 to 37½c. ex-store.

FEED.—Though no actual changes in price have taken place the market is still firm under an active demand. Prices are as follows: Manitoba bran, 818, and shorts, 820; Ontario bran, 817 to 818, and shorts, 819 to 820; nouillie, 823 to 830, according to the quality.

OATMEAL.—The market for rolled oats is somewhat unsettled. Trade is quiet. We quote, in small lots, barrels, \$1.60; bags, \$2.25. In carlots, barrels are quoted at \$1.30 and bags at \$2 to \$2.05.

BALED HAY.—A fairly good business is doing on this market. No. 1 timothy is quoted 50c. higher this week, while clover has gone lower. Although shipments from this side to England have been heavier than the demand warranted this year, advices state in the new year a much greater demand will be felt. We quote: No. 1 timothy, 89 to 810; No. 2, 88 to 88.75; clover, 86.50 to 87 per ton in carlots.

RAW FURS.

We give below the prices ruling for raw furs for the next three months. Offerings of furs are fairly good in all lines, excepting coatcoon skins, which are likely to be scarce. The report for the October, 1902, fur sales, shows a decline from last March of 20 per cent. in red fox, silver fox, and bear; an advance of 10 per cent. in lynx; a decline of 10 per cent. in otter; while marten, mink and fall muskrat realized old prices. Taken as a whole, however, prices paid this year are fairly good. We quote:

	Large	Medium	Small	Kitts		
BEAVER Labrador and choice Eastern	85.00					
Territory Rocky Mountains and Western						
Strictly Prime, or, No. 1	6.00	4.00	2.00	50.75		
Partly Prime, or, No. 2	4.00	3.00	2.00	50		
Uprime, or, No. 3	3.00	2.00	1.75	40		
Flat, weak, or poor, or, No. 4	2.50	.50	.25	.25		
					Fall Beaver \$2.00 to \$2.50 per pound	Spring Beaver \$3.00 to \$3.25 per pound
BEAR Black, Choice only	15.00	10.00	7.50	6.00	3.00	4 Cubs Yearlings \$2.00 to \$8.00
Brown	12.00	7.00	5.00			1.00 to 5.00
	1	2	3	4		
BADGER Of all sections	.50	.25	.10	.05		
FISHER Eastern and far North Eastern	6.50	5.00	5.00	3.00	1.75	.50
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50
FOX Red, North Eastern and similar fine bright red kinds	3.50	2.75	1.25	.75	.20	
Territory and Western	3.50	2.75	1.40	.50	.20	
	Dark	Fair	Pale	2	3	4
Cross, Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50
Silver, Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50
Pacific Coast, Territory and Western	50.00-60	35.00	20.00	15.00	5.00	2.50
LYNX Far North Eastern	4.00-5.00	2 to 3.50	2.25	2.00	.75	.25
Territory and Western	4.00-5.00	2 to 3.50	2.25	2.00	.60	.20
	Dark	Brown	Pale	2	3	4
MARTEN British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25
Territory and Western	3.50	2.25	1.50	1.00	.60	.20
Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25
MINK Halifax, far North Eastern and choice	4.00	3.25	2.50	2.25	1.50	.40
Territory and Western	1.50-2.00	1.50	1.00	.75	.25	.15-25
	Spring	Winter	Fall	Kitts		
MUSKRAT Eastern, best large	10 to 13	8 to 10	2 to 5			
Territory and Western	5 to 10	.07	2 to 4			
OTTER Labrador and far North Eastern	8 to 8.14	7.00-10	5.00	2.50	2.00	Cubs \$1.00 to \$2.00
Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50
RACCOON	Large	Small	2	3	4	
Black, Value according to darkness, size and beauty	75-1.25	60-75	33-50	25	15	
	2.25	2.00	1.00	.50	.25	
SKUNK	Black	Shrt	St	Long	St	White
	75-1.25	.75	.40	.50	.05-15	
	Dark	Brown	Pale	2	3	4
WOLVERINE Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25
CASTOREUM	\$5.00 to \$6.00 per pound					

MONTREAL NOTES.

Sugar has advanced 10c.
Jamaica oranges are 25c. higher.
Eggs are 2c. per dozen higher.
Malpeque shell oysters are 50c. per barrel lower.

NEW BRUNSWICK MARKETS.

St. John, N.B., November 21, 1902.

THE weather here is very unusual for the season, being so warm. The river is still open. It has been the longest open season on record. The river opened very early in the spring. The first of the winter-port steamers are here and from now on we will have several each week. Business is very active. The lateness in the arrival of Californian raisins, particularly seeded, is a great inconvenience to the trade. Generally, prices are higher, sugar showing quite a sharp advance. Hops are very much higher than the ruling price for some time past. Smoked herring are higher than for years. Canned goods have much interest this week, but the bulk of the inquiry was for peas.

SALT. The Wholesale Grocers' Guild is proving a very active body. Several lines are now sold at list prices. Salt is the last line to be included. This refers to the Canadian article. The prices are a little higher than have ruled, but afford only a fair profit. In fine salt, Canadian has the market. In Liverpool coarse, prices are firmly held. The higher freights affect the market. There is a steady sale and the market is quite well supplied. We quote: Liverpool coarse, 55 to 60c.; English factory filled, 45c. to 81; Canadian fine, \$1.50 per bag; cheese and butter salt, \$2.25 to \$2.35 per bbl.; 5 lb. bags, \$3.10 per bbl.; 10 lb. bags, \$2.85 per bbl.; 20 lb. wood boxes, 25c. each; 10 lb. wood boxes, 15c. each; cartons, \$1.90 to

ers, as the city retail trade is supplied by the tank wagon and are much less likely to have stock. In lubricating oils a fair business is reported but paint oils are dull and the market is rather weak.

CANNED GOODS.—While in the west peas do not seem as high as corn, on the local market the latter are rather scarce and there has been quite an effort to get further supplies. Prices are higher. Corn is in quite a good supply. Prices are firm. In tomatoes, some American are due. They cost high and spot prices must advance. Fruits have a steady sale and gallon apples are firmer. The local market is lower than the western. Strawberries are rather firmer. Blueberries are very scarce and higher prices are asked. Other lines are unchanged. Oysters are slightly higher. Salmon are unchanged and have a fair sale. In domestic packed fish prices are rather firmer. Sardines, which are the larger line, are a lighter pack than usual.

GREEN FRUITS. The apple situation is very different from that which is usual at this season. Quite a quantity of United States and Ontario apples are here and are offered at reasonable prices. In United States apples, chiefly Baldwins are offered in fine apples, and from Ontario, Northern Spies. The Nova Scotian crop is short. Some of the stock arriving is poor and for good stock high prices are asked. Oranges are meeting with a fair sale. Jamaicas hold the market. Lemons remain high and about the only line offered are Malagas. In cranberries, as the season advances there is a wider range in prices. Natives get rather lower and imported advance; this is because they are the harder berry. Few bananas are seen. In grapes, Malagas have a good sale.

DRIED FRUITS.—The raisin market is higher. The rebate of 1c. allowed the Canadian trade on Californians has been withdrawn, and besides this, prices are higher. The non-arrival of seeded places the trade in a most unpleasant position, but it is expected to have them for the Christmas trade. The prices are higher and it is impossible to get prompt shipment. This is particularly the case with choice Malaga loose are also higher. There is a fair stock here of Malaga and Valencia. The market is well supplied with prunes. The prices are low. Coast advices report a rather firmer market. New evaporated apricots and peaches are on the market. Dates are low and figs are firm. Peels are not a large stock. Evaporated apples are lower. Onions are lower; they are a large stock. In nuts, except peanuts, prices are quite high. In walnuts, the supply is light.

DAIRY PRODUCE.—Eggs are higher with a light supply. They have a fair sale. Butter is rather dull and selling slowly. The price is unchanged. Cheese is very firm and the stocks are light.

SUGAR.—There was quite a sharp advance this week. Fair stocks are held and the retail trade are well supplied. The market is very firm. It is not thought that the extreme low prices will return for the present.

MOLASSES.—There is a fair stock held here, chiefly Porto Rico. The prices are well maintained and there is a steady sale. Some Barbados is still offered.

FISH.—The high price and very firm market in smoked herring is a feature. Prices have advanced about 100 per cent. in a short time. The supply this season is very light. Finnan haddies have been in light supply but they are now more

\$2 per case; English bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

OILS.—In burning oils prices have been again advanced and are firm. Dealers having largely bought should have a nice profit. This refers to the country deal-

In store a little early lot of 100 bales 1902 crop strictly pure Mayette Grenoble Walnuts. Shipper, Mr. Paulin Carret, of Tullins, France, which is a guarantee of fine quality.

A few more of our Fall Importations in

Dried Fruits:

9,000 Boxes	Valencia Raisins	Trenor's "Blue Eagle."
2,300 Boxes	Valencia Raisins	J. D. Arguimbau.
5,000 Boxes	Valencia Raisins	Carmelo Pallares.
2,000 Boxes	Valencia Raisins	Juan Ferchen
110 Skeletons	Smyrna Layer Figs.	
5,000 Tapnets	Comadre Figs.	
2,000 Boxes	Sultana Raisins.	
2,000 Boxes	Malaga Table Raisins.	
1,000 Quarters	Malaga Table Raisins.	
1,000—50-lb. Boxes	Malaga Loose Muscatel Raisins.	
2,000 Half-Cases	Fine Filiatra Currants.	
2,000 Cases	"Wedding-Cake" Brand Washed Currants, Cartons.	
1,250 Cases	"Wedding-Cake" Brand Washed Currants, Loose.	
62—224-lb. Cases	"Cyclone" English Candied Peels.	
600 Boxes	Hallowi Dates.	

Hudon, Hebert & Cie
MONTREAL.

freely offered. Dry fish are unchanged. Pickled herring are rather easier. We quote: Haddies, 4 to 5c.; smoked herring, 12 to 12½c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.70 per 100 lb.; pickled herring, \$2 to \$2.15 per half bbl.; dry cod, \$3.25 to \$3.35; pickled shad, per ¼ bbl., \$6.00.

FLOUR, FEED AND MEAL.—In both Manitoba and Ontario flours the market is firm at the higher prices, and now the regular change to winter freight rates adds still further to the cost. Feed is higher and scarce. Oats and oatmeal are firmly held at full figures. Beans are again tending higher, though they have not recovered their former position. Cornmeal, while lower, seems to be again tending higher. Changes for some time have been slight. We quote: Manitoba flour, \$4.75 to \$4.80; best Ontario, \$4.30 to \$4.35; medium, \$3.95 to \$4.00; oatmeal, \$4.50 to \$5.60; cornmeal, \$3.00 to \$3.10; middlings, in small lots, \$26 to \$28; oats, 10 to 11c.; handpicked beans, \$2.35 to \$2.40; prime, \$2.25 to \$2.50; yellow eye beans, \$2.80 to \$3.00; split peas, \$1.55 to \$5.25; barley, \$1.25 to \$1.40; hay, \$9 to \$10.

ST. JOHN NOTES.

The rebate of 1c. per lb. on Californian loose muscatels to the Canadian trade has been withdrawn by the Association.

The first car of Californian loose muscatels to arrive here this season, were shipped by The J. Armsby Co.

A. E. Randolph & Sons, Fredericton, N.B., have a car of Californian dried fruits due—the celebrated "Griffin" brand. They are fortunate in having new seeded, of which there are practically none in St. John.

The St. John Wholesale Grocers' Guild is becoming a strong organization, and the trade are finding much direct benefit therefrom in the way of fair profits. This was the more needed as our market is not large and there are a large number of jobbers. On the following lines there is now an agreement in regard to prices: Macdonald's tobaccos; sugar, flour and Canadian salt.

MANITOBA MARKETS.

Winnipeg, November 23, 1902.

THE situation does not show much change for the week. The little snow that fell last week has all disappeared and this has not tended to help business, as it has spoiled the roads to a great extent. Jobbers, however, state that business is satisfactory and collections are coming in very fairly, though not as fast as they would like.

SUGARS. The principal item of interest for the week is the advance of sugars in sympathy with the New York market. The advance makes the present prices \$1.50 for granulated and \$3.90 for bright yellows.

CANNED GOODS.—The canned goods situation has not altered materially. The high price of tomatoes and the consequently increased demand for corn has advanced the price of corn, and although it is now quoted at \$2, shipments received this week cost almost that to lay down and it is expected that higher prices will be quoted next week. Tomatoes are quoted at \$3.60 to \$3.75 per case.

COFFEE.—Coffee is steady and firmer in tone and looks as if it might go higher. No. 5 Rios are quoted at 8½ to 8¾c.

TEA.—Notice has been received of an advance in tea prices generally, amounting to about a penny per lb. The Manitoba market shows a considerable increase in the amount of Japan tea being sold this season, which is attributed to the large number of Americans who have come in during the year. Until the last two or three years practically nothing but black tea was sold in this market.

DRIED FRUITS.—Word has been received that the customary discount of 2½ per cent. on muscatel raisins will be discontinued. This notice coupled with an advance of ½c. in the primary market looks as if the prices would be higher here. At present we quote 7c. for 2-crown; 7½c. for 3-crown and 8c. for 4-crown fruit. Valencia raisins and new currants are without change.

EVAPORATED FRUITS.—Californian apricots are firm at 8½ to 10c., according to size.

GREEN FRUITS.—Californian navel oranges have arrived and are quoted at \$5.50 to \$6; Mexican oranges, \$5, and lemons, \$6. The interest of the market continues to be centred in apples, for which there is a large and steady sale. Spies, owing to scarcity of good stock, have been advanced to \$4; other varieties of winter apples are quoted at \$3.50.

DAIRY PRODUCE.—The business is now confined to dairy butter chiefly, and the supply of fresh-made is much below the demand. Dealers are offering as high as 16 and 17c. for fresh tubs of well-made sweet dairy. There is a liberal supply of second grade, for which there is no demand.

CHEESE.—The stocks are all Ontario of excellent quality, and jobbers are holding at 13½c.

EGGS.—In spite of the weather having turned very mild the scarcity of eggs continues and there is no prospect of increased supplies. Dealers quote 22c. Winnipeg for fresh eggs, subject to candling.

NOVA SCOTIA MARKETS.

Halifax, November 23, 1902.

DURING the last week the wholesale grocery business has been remarkably good, and all dealers are kept constantly busy making up and shipping fall and winter orders which are coming in regularly, and of good volume, from the travellers on the road, or by mail. The markets show no signs of weakness and there is every confidence that the present good business will continue. With the general sale of farm produce now going on the country seems well supplied with money and purchases are made with great liberality. The jobbers throughout the country, anticipating a good trade through the winter season, are stocking up freely. For the past month a heavy trade has been done in this city with the shore ports which have no rail communication, and are shut in by ice for a portion of the season, but this trade is about over. Navigation is still open; in fact, we have had no frost and only one slight flurry of snow, but the fact that the close of navigation along the coasts is uncertain causes the bulk of this trade to be out through before the middle of November.

Last week an advance of 10c. on sugar was noted in New York, and as this article is easily affected, the advance will be made here in full, though at present only 5 cents advance is quoted. Molasses is in good demand, and full quotations

given earlier in the season are being realized.

Flour is still firm with an advancing tendency, some brands of Manitoba being quoted at 10c. higher during the past week. Rolled oats are very firm and have advanced 50c. during the last month. Cornmeal is also firm with an upward tendency. Bran costs \$2 per ton more than a month ago, and all mill feeds are firm. This is the season when considerable trade is done in feeds preparatory to the winter season, but stocks in the city are not heavy.

The fish markets are still dull, on account of no improvement having taken place in the Southern markets. The wholesalers are not anxious to buy, having already large stocks on hand sufficient for their requirements. Holders are now accepting a price they refused a month ago. This is accounted for by the fact that a very large quantity of Newfoundland fish have been brought here—and once here they must be sold at any price the markets will afford. Stocks of herring are light, the catch being below the average, and good fat grocery are worth 25c. more than a week ago. Mackerel are easier, as there was a fairly good catch. Two dollars decline is quoted from the high price of a few weeks ago.

A large quantity of P. E. Island potatoes, oats and turnips are now coming forward and the prices remain fairly steady. No doubt, there are large quantities purchased now which will be stored, and when the importations are stopped by the close of navigation higher prices will be quoted. Oats are now 40 to 43c.; P. E. Island potatoes, 38c.; Nova Scotian, 15 to 50c.

Hay is an article on which there is a great difference of opinion among dealers—it all depending on whether they want to buy or sell. The export demand this season will be less than last; this means, no doubt, lower prices. Then, again, the crop in Nova Scotia has been large, and that in Quebec remarkably so. The sellers quote to-day \$10, while the buyers are not prepared to take large stocks off the hands of producers, while Quebec hay can be purchased for \$9, and it is said the quality of the Quebec crop this season equals that of the Maritime Provinces. In all probability the quotation will settle down to something like \$9 to \$10.

The ss. Ask, which arrived Saturday from the West Indies, brought 8,775 packages of fruits for this port, New Brunswick and the Upper Provinces. Twenty-three carloads left here yesterday (Sunday) for the latter places. The ss. Dahome, which arrived yesterday from the West Indies, brought a large quantity of sugar for the Woodside Refinery.

R. C. H.

WELFORD BROS.,
LONDON, ONT.
MANUFACTURERS OF
Brooms AND Whisks
ROPE, LEATHER AND WEB Halters

Having the most improved Broom Machinery and good workmen we are in shape to give satisfaction. **UNION LABEL** on all our Brooms. Sample orders of six dozen or more sent to any address, freight prepaid. **Write for Price List**

OUR CUSTOMERS SAY

Thistle Brand



CANNED GOODS

Are the Best in Canada.

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

BRIGHTON CANNING CO.,
BRIGHTON.



A TRADE-WINNER, and
A TRADE-RETAINER.

Bovril

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

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

INCREASED BUSINESS.

The

Dominion Canister Company

Limited

MANUFACTURERS OF

The "Perfection" Canister

THE VERY BEST PACKAGE FOR
YOU IS THE ONE THAT WILL

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

WHY NOT LOOK INTO IT ?

WRITE FOR SAMPLES. GET OUR FIGURES.

The Dominion Canister Company, Limited

DUNDAS, ONTARIO, CANADA.

Nasmith's Bread and Cakes Will Bring You Business

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

THE NASMITH CO., Limited

66 Jarvis Street, TORONTO.

CORKS

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

S. H. EWING & SONS

96 KING ST., MONTREAL.

Telephone Bell Main 65
Merchants 522.

Toronto Branch, 87 YORK ST.

TELEPHONE MAIN 204.

Telephone orders receive prompt attention.

TRADE CHAT.

CANADIANS are making a demand for much space at the Japanese Industrial Exhibition to be held at Osaka, from March to July, 1903, and William Hutchison, Ottawa, is the Canadian Commissioner.

C. Digrand & Co. are to build a biscuit factory at Montreal.

Robt. Patterson, a miller, of Port Dalhousie, Ont., is dead.

C. F. Travis has bought the Eikhorn Flour Mill, Manitoba.

George McBean, of G. McBean & Co., grain dealers, Montreal, is dead.

Frank O. Dwyer's evaporator at Strathroy, Ont., was destroyed by fire.

Hind Bros' Bottling Works, Kingston, has been sold to Brydges & Perry.

J. E. Cook, late of Ottawa, has opened a grocery store at Winchester, Ont.

Wm. Smith has purchased Wm. Macfarlane's flour and feed business, Winnipeg, Man.

Good prices are being received in England by Canadian exporters of poultry for fat chickens.

Fort William has again opened negotiations for the erection of a flour mill. Some

time ago Mr. Ogilvie intended to build one there, but he died before it was completed, but now the Ogilvie estate have become interested.

The property on which stands, J. D. Score's grocery, at the corner of Colony street and Portage avenue, Winnipeg, was sold for \$18,000.

The Kingston Cereal Co. are changing the machinery in the Frontenac Milling Co.'s mill so as to produce cereal foods of double the old capacity.

The apples shipped by the Elder-Dempster ss. Lake Champlain were the finest ever seen in Liverpool, the mammoth size surprising English buyers.

Every inch of space at Yorkton, Man., is filled with wheat, but the blockade is only temporary as the construction trains are being filled with the grain.

J. W. Mitchell, for the past two years Dominion Superintendent of Maritime Creameries, has resigned and will take the position of manager of the Kingston City Dairy Co.

Swift & Co. will expend \$200,000 in enlarging the premises of Fowler's Canadian Co., Hamilton, which they have just bought. It is their intention to make it the largest plant of its kind in Canada.

Allen McHroy has purchased the Gretchell saw and grist mill at Waterville, N.B., for \$2,000.

Mr. Jardine, trade commissioner in South Africa, has sent a report to the Department of Trade and Commerce, Ottawa, in which he states that Great Britain is getting a great deal of the trade, and if Canadians would only push their products enough, they would get a lot of that which is now going to the United States.

The R.M.S. Miowera left Vancouver, B.C., on November 16, with the first consignment of oats for Australia. Dealers in grain there are receiving numerous inquiries as to the possibility of securing Canadian wheat for the Australian markets. The shipment on the Miowera consisted of 50 tons, and if the undertaking proves successful larger shipments will be sent.

BUSY TEA HOUSE.

The "Salada" Tea Co. are so busy that they have had to work three and four nights a week for several weeks past.

Marshall Smith, general merchant and hotelkeeper, Ladner, N.W.T., has sold the hotel to J. H. Bosustow.

*There is no better trade-winner than
a good article - Sell your customers
Blue Ribbon Ceylon Tea
address orders to 12 Front St. East - Toronto
and they will receive prompt attention*

RESULTS OF ADVERTISING.

MR. M. B. DAVIS, president of The American Tobacco Co. of Canada and The Empire Tobacco Co., in his evidence before the Royal Commission, said that he was a great believer in newspaper advertising, and that the companies had contracts for advertising with over 850 publications. The success of the two companies he considered was due, in a great measure, to their advertising, which is not only very extensive, but also judiciously placed.

The former proprietor of The Empire Tobacco Co., Mr. Archibald, spent \$2,308.66 in advertising. Selling out to the present proprietors, The Empire tobaccos have become among the best known and most used in Canada, being pushed forward with advertising amounting to \$250,579.36 since the first part of 1899. This sum is only about half of what the two companies have spent. The results of this advertising have well justified the expenditure. In no other way could these two companies have obtained such a firm hold on so large a number of dealers and consumers as by using the advertising columns of those publications that go direct to probable purchasers.

INQUIRIES ABOUT CANADIAN GOODS,

Among inquiries received by the Canadian Section of the Imperial Institute are the following:

A firm of merchants in London are open to take up a first-class Canadian lawn mower, and invites correspondence from manufacturers of same.

A Dublin house asks for names of Canadian dealers who can supply turkey quills in considerable quantities.

A London house would like to hear from Canadian owners of slate quarries who could ship large quantities of roofing slates of first-class quality.

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

ADULTERATED FOODS IN BRITAIN.

The annual report of the British Local Government Board for the year on the adulteration of foods shows that 67,841 samples were analyzed. Of these 5,989 were of goods that violated the pure food law of Great Britain, known as the Food and Drug Act. Milk furnished 2,938 of the offenders, or 11.2 per cent. of the samples of milk taken. Butter furnished 1,234 of the total of food adulterations found, or 10.3 per cent. of the samples examined. Milk and butter, therefore, yielded together 4,163 of the 5,989 adulterated samples found. The English cheese is relatively pure, Only 18 adulterations were found out of 1,652 samples taken.

We have spared no pains or expense

in producing a line of Mince Meat that will appeal to everybody. Packed in convenient sized tins—1's, 2's, 3's, 4's and 5's; also in 25-lb. pails and bulk.

Now's the time to carry a full stock of

Clark's English Mince Meat.

EPPS'S

**GRATEFUL.
COMFORTING.**

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

**THE MOST
NUTRITIOUS.**

COCOA

**MINCE
MEAT.**

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

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

Capstan Mince Meat once sold is always sold.

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



**NEW GOODS
JUST ARRIVED.**

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

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



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

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

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

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

TWO GENERAL STORES.

THE village of Thedford, Ont., contains two very neat general stores. One is owned by A. Beattie & Co., of St. Marys, and is managed by E. Newkirk, a young man, enterprising and businesslike. Your correspondent had a look all over this store and was surprised to see how well arranged and displayed the goods were. The stock carried is quite large, but room is found for adequate display. Altogether this store is a model of neatness and shows in every part of it evidences of the care and attention expended upon it by Mr. Newkirk and his staff of clerks.

The other general store at Thedford is conducted by Mackenzie & Meldrum, both young men of bright ideas and up-to-date methods. The building is quite new, which fact has given the opportunity for the employment of modern ideas in the arrangement of goods. The grocery stock is so arranged as to be within easy reach at all times, and placed in such a way that every article can be seen at a single glance. The window dressing was particularly good.

These two young men and Mr. Newkirk deserve credit for having made it possible for the village of Thedford to boast of having two of the best general stores of any village of the size in Ontario.

THE FRUIT MARKS ACT.

The Department of Agriculture at Ottawa is persistent in its efforts to prevent the fraudulent packing of fruits by shippers, and is continually happening upon some new evidence that this practice is widespread. Two fruit inspectors have been visiting several of the wholesale firms in the capital examining barrels of apples. They found some barrels of some consignments marked No. 1, when their real grade was No. 2, and other wrong markings of a similar nature. It is the intention of the Department of Agriculture to prosecute those shippers who offend in this way.

This close surveillance and prompt punishment is likely to result well before long; and fruits will really be what the grade mark represents them to be.

HAVE CANADIAN STILTONS.

The A. F. MacLaren Imperial Cheese Co., Limited, Toronto, have something special in Canadian stiltons. The stiltons are 1½ years old, have been well kept and nicely matured and are something special that the firm has to offer for the Christmas trade. See their advertisement this week.

Crocers and Confectioners can rely upon the purity and excellence of

COWAN'S

Cocoa, Chocolate
and
Famous Blend Coffee

Cowan's Cake
Icings,

Cowan's Pure
Confections.

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

CHOCOLATE CREAM BARS

COWAN'S SWISS MILK CHOCOLATE.

THESE ARE CHOICE CHRISTMAS GOODS.

THE COWAN CO., Limited

TORONTO



Canadian Maple Syrup

Made straight from the maple tree and guaranteed pure; no adulteration whatever; stands upon its merits; money refunded if not satisfactory.

Canadian Maple Syrup Co., TORONTO, Canada.

"ACME" TABLE SALT

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

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

Modern Merchandising

demand 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

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Established 1869.
BUTTER, CHEESE,
EGGS, POULTRY.

Consignments solicited.
Highest prices. Prompt returns.

A. GIBB & CO.

83 COLBORNE ST.,

TORONTO

ORDERS FOR

XMAS FRUITS

We will have everything in our line.

Oranges—Navels, Floridas, Mexicans, Valencias.

NUTS, DATES, FIGS,
CRANBERRIES.

We guarantee the best goods for the least money

WHITE & CO.

Wholesale Fruit.

TORONTO.

Wanted

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

CORRESPONDENCE SOLICITED.

C. NEUGENT,

TRENTON, - ONTARIO.

"Condor"
Japan and Black Tea,
Baking Powder,
Mustard,
Vinegar.

Madam Huot's Coffee.

"Nectar"
in
Black Tea,
lead packets and fancy tins only.

If Quality and Price are an Object CONSIDER THESE :

Ex Steamer "Athenian," from Yokohama—just coming into stock :

100 Half-chests "Condor" XXX Japan,	22½c.
52 Bundles, 8 5-lb. Boxes each. Matted separately. Fine Japan Tea, at	25c.

Ex Steamer "Indravelli," from Yokohama—just coming into stock :

40 Half-chests "Condor" XX—balance of my order, at	20c.
50 30-lb. Boxes " " " " "	21c.
24 Cases Fine Siftings, in paper packets, 80 1-lb. packets per case, at 10c.; 16 5 lb. packets per case, at	9½c.

Ex Steamer "Empress of China"—to be delivered in 10 days :

88 Catties Good Pea Leaf Gunpowder Tea, at	21½c.
40 " Choice " " " "	23½c.
256 " Imperial " " "	16½c.
104 Half-chests Choicest Japan Siftings, at	9c.
109 " Choice " " "	8½c.

A new line of Choice Hill-grown Ceylon Black Teas, in lead packages, under the good Old "Condor" brand. Rich, flavory liquor. Most attractive packages. Fifty 60-lb. cases, assorted, ¼ lb., ½ lb., 1 lb. :

Green Label, at 20c., retails 25c.	Blue Label, at 30c., retails 40c.
Grey " 23c., " 30c.	Red " 34c., " 50c.
Yellow " 26c., " 35c.	White " 40c., " 60c.

A most complete stock of Teas of all descriptions, Coffees, Spices and Vinegars—Specialty of high-class goods.

ASK FOR SAMPLES—IT PAYS.

"Old Crow"
Baking Powder, Mustard,
Vinegar,
Black Tea.

E. D. MARCEAU,

281-285 St. Paul St.,

MONTREAL.

"QME"
Baking Powder, Vinegar,
Spices,
Coffee.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

TEAS IN NEW YORK.

RUMORS were current of increased interest being shown in the market for greens and that negotiations were under way on a fairly good-sized block. Offerings of black teas were small, importers, generally, being indifferent sellers. The firm and advancing market for Indian and Ceylons was expected to favorably influence the market for Congous. The line business continued fairly active. —N. Y. Journal of Commerce, November 21.

ORANGES IN CALIFORNIA.

Mail advices from Los Angeles, Cal., say of oranges: "Oranges are coloring gradually, but the indications are that there will not be nearly as many in shape for shipment for the Christmas trade as during the past several seasons. The navels are a good average run of sizes, but the seedlings are small, a good many of them running 200s to 250s, inclusive. —N. Y. Journal of Commerce.

CANNED GOODS IN BALTIMORE.

There is little to note in the canned goods market. The more the situation develops under the statistician's glass and pencil the more certain it becomes that canned corn is going to be the scarcest of all things in this line of business, and that tomatoes will not be a larger crop than it was last year, which was known to be less than a year's requirement, on the basis of previous annual prices. And some few strange things are developing in respect to this article. We do not believe that there has ever been a year throughout the country, among people acquainted with the tomato canning industry, when California was expected to put up so large a pack. Coming as a second season of high price and wide demand, especially from the middle West for canned tomatoes, it was to be expected that California would outdo herself this year. But now that the season is completely closed there, it develops that the Californian pack will not be as large as it was last year, and that there will be little or none to spare for sections east of Salt Lake. —Baltimore Trade, November 21.

SUGAR IN NEW YORK.

Late on Friday refiners advanced prices for all grades 10 points. Subsequent to the advance they refused to take orders on the basis of previous quotations. The market opened on Saturday firm at the advance. Brokers stated that they had numerous orders to be placed at old quotations, but refiners would only sell at full quoted prices. Arbuckle Brothers and The National continued to give seven days' delayed shipment, with prices guar-

anteed on day of arrival. The American, however, would accept orders for prompt delivery only and gave no guarantees of prices. Confidence in the situation was general and before the close of the day a fair demand sprung up and considerable business was transacted at the advance. The close of the market was strong and as the difference between prices for raw and refined is only a narrow one, well informed interests in the trade expect another advance in prices on either Monday or Tuesday. The sugars from the Pacific Coast continued to be held out of the market. —N. Y. Journal of Commerce, November 21.

FIGS IN LONDON.

Figs are again slightly dearer, and the quality of the latest arrival is anything but satisfactory. The top layers appear good, but, unfortunately, this is not continued right through. The supplies are practically over, and the stock is too short to admit of any alteration in the present values. Tap figs are remarkably cheap, considering that there are no good naturals to be purchased under 30s.; in fact, there is nothing else but taps to supply the popular 3d. ticket. The latest advices respecting these, however, is not so satisfactory as it might have been hoped, as nearly all the shippers refuse to quote forward, saying that the entire crop has been shipped. —Produce Markets' Review.

VALENCIA RAISINS IN LONDON.

The market for Valentias has again disappointed the prophets of lower prices, and the result of this week's trade has certainly been very favorable to importing merchants. The quality of the fruit offered is perceptibly lower in grade than the sales of the two preceding weeks; in fact, it is now becoming evident that the remnants of a picked-over stock only remain, both in Spain and London. The available supplies, both in transit and the stock in warehouses, which will be offered during the coming week, are again smaller, and although it is most sincerely to be hoped that no increase in values will be instituted, yet, with such short supplies, the sensitive nature of the position would make anything possible. In fact, a great many of the sellers not only preach, but are evidently sincere in the belief, that the position warrants the lowest price to be 12s., and it is not too much to say that extreme prices have been prevented by the tactics and determination of the dealers to resist, step by step, anything in the nature of an advance. The stock still remaining in Spain is reported from a very reliable source to be 1,500 tons, and, as there seems little reason to doubt this statement, the

fear of any decline in price would seem to be improbable. On the other hand if on such a position a considerable advance in price is avoided, the trade will have every reason to congratulate themselves. —The Produce Markets' Review.

CANNED GOODS IN LONDON.

There is a material improvement to note in the general demand, but business during the week has been of a limited character. The market for French sardines remains very firm, and, although it is possible with so many other articles at this season of the year demanding attention, a temporary limit of prices has been reached, those who are in a position to gauge the situation from both the suppliers' and consumers' point of view are agreed that higher prices can not fail to be realized for these goods as soon as the spring demand commences, and probably earlier. A few parcels of matured fish are still to be secured and the trade can scarcely be wrong in holding heavier stocks than usual to meet their future requirements. Choice lobsters in $\frac{1}{2}$ lb. tins are now practically off the market, but some splendid parcels still remain in 1 lb. tall tins. The consumptive demand for salmon has been on a limited scale, but a larger business is passing for forward delivery. Although meats are in rather less demand, valuations for some brands are slightly dearer. Pines at the moment are showing very good value, and, as other fruits, especially apricots, are likely to remain at a higher basis than last season, it appears safe to assume that pines will again receive a lot of attention in the coming year. Slightly higher prices are now asked for the new pack, which should be ready for shipment about the end of December, and will probably arrive here about the middle of February. Tomatoes are in a very strong position, and prices are advancing. Unfortunately, the shipments are considerably behind this year, which has caused a lot of dissatisfaction to those who made forward purchases. —Produce Markets' Review.

THE LATE MR. L. I. BOIVIN.

The death of Mr. Leonard I. Boivin, the founder of Boivin & Wilson, importers of wines and liquors, Montreal, occurred in that city on Monday, at the age of 65 years. Mr. Boivin was formerly for many years a member of the firm of Mongenais & Boivin. He was also the founder and president of the distillery at Berthier, and an ex-president of the Council of Arts and Manufactures. The late Mr. Boivin was prominent in many charitable institutions, and a man of excellent character.

He leaves a widow and two daughters, Mes. H. Prefontaine and Jules Gelinas. The funeral took place on Wednesday morning to the Church of the Gesu.

When a good thing is in sight buy it.

Packed expressly for the Canadian trade.

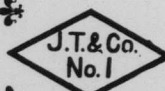
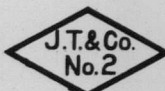

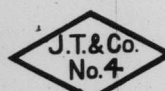
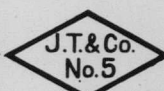
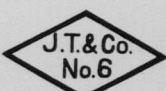

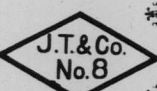
TETLEY'S BULK BLENDS

are a uniformly good thing. No experimenting every time you buy.

TETLEY'S Guarantee of permanence is your surety.

Buy a sample order.

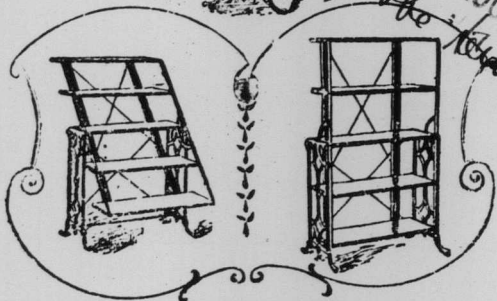
PRICES AS FOLLOWS:

 J.T. & Co. No. 1 No. 1, 50c.	 J.T. & Co. No. 2 No. 2, 40c.	 J.T. & Co. No. 3 No. 3, 35c.	 J.T. & Co. No. 4 No. 4, 30c.	 J.T. & Co. No. 5 No. 5, 27c.	 J.T. & Co. No. 6 No. 6, 25c.	 J.T. & Co. No. 7 No. 7, 22c.	 J.T. & Co. No. 8 No. 8, 18c.
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HUDSON BAY CO., Winnipeg,

SNOWDON, FORBES & CO., Montreal,
 Distributing Agents.

BOECKH'S
 ADJUSTABLE
 TABLES



INSTANTLY ADJUSTED AND FIRMLY LOCKED
 AT ANY ANGLE

Useful for many purposes as Table or Shelves—instantly adjusted and firmly locked at any angle—very handsome ornaments to any class of store.

Boeckh's Adjustable Tables Encourage the Buying Habit.

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

UNITED FACTORIES,

Head Office: TORONTO.

LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

It Pays to Display
 Wares Well at Xmas.

For placing wares prominently and profitably before the buying public at a small outlay, there is nothing equal to

**Boeckh's Adjustable
 Display Tables.**

VENI VIDI VICI
 RETURNED
 NOV 28 1902
 To J. G. ...

FRUITS

NOW IN STORE.

New Grenoble (Mayette) Walnuts.

New California Seeded Raisins, 1-lb. carton.

New Sultana Raisins, loose, and 1-lb. packages.

New Table Raisins, all qualities.

New California Prunes, all sizes and qualities.

New Eleme Table Figs, boxes.

New Shelled Almonds.

New Evaporated Apricots.

Peaches, Pears, 25-lb. boxes.

New Valencia Raisins, f.o.s. finest selected and 4-crown Layers.

New Currants, half-cases, cleaned and uncleaned.

Finest Filiatra, Amalias, Vostizzas; also 1-lb. carton.

New Brazil Nuts.

New English Peels, 7-lb. boxes, 1 and 1½-lb. drum (cut).

All fresh goods. Prices very low.

Quick Shippers.

L. Chaput, Fils & Cie

WHOLESALE GROCERS,

Importers Teas, Wines and Liquors,

Montreal.

TO ARRIVE SHORTLY—75 Barrels Pecans, medium and extra large.

This
the citie
solicited
ordered
report a
Good
All
who call

BUT

Dairy, c
" "
" "
Cream
Cheese,
Eggs, D

CAI

Apples,
Aspare
Beets ..
Blackb
Bluebe
Beans,
Corn, 2
Cherrie

" "
Peas, 2
" sl
" es
Pears,

Pineap

Peache

Plums,

" "

Pumpk

" "

Raspbe

Strawb

Succot

Tomat

Lobate

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Macke

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Bright

No. 3

No. 2

No. 1

Mont

Mapl

Cryst



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



ADVISE YOUR CUSTOMERS

to use less of

Dwight's "Cow Brand" Soda

than of other kinds, as DWIGHT'S is absolutely pure, therefore stronger. This is a positive fact.

JOHN DWIGHT & CO.

34 Yonge Street,

Toronto, Ont.

	Montreal.	Toronto.	St. John, Halifax.		Montreal.	Toronto.	St. John, Halifax.
COFFEE				PETROLEUM			
Green -	24	23	28	Photogene	14 1/2	15 1/2	17 1/2
Mocha	27	22	30	Canadian water white	16	17	17 1/2
Old Government Java	10	7	12	Sarnia water white	18	15 1/2	16
Rio	29	9 1/2	10 1/2	Sarnia prime white	19	18 1/2	19
Santos	26	26	30	American water white	22	16	16 1/2
Plantation Ceylon	22	22	25	Pratt's Astral (barrels extra)	17 1/2	17 1/2	18
Porto Rico	22	22	25	Lily White (Canadian)	19	19 1/2	19 1/2
Gautemala	18	15	20	Silver Light (American)	19	19 1/2	19 1/2
Jamaica	18	15	20	Crystal Spray (W. W. Amer.)	2 1/2	2 1/2	2 1/2
Maracaibo	18	18	18	Pennoline			
				Gosoline			
NUTS				Benzine			19 1/2
Brazil	14	15	14	16			
Valencia shelled almonds	29	31	30	35			
Tarragona almonds	11	12	15 1/2	12			
California almonds			20	13			
soft shell walnuts			19				
Canadian chestnuts, per bush			4 50				
Formegetta almonds	42	49	10 1/2				
Jordan shelled almonds	7	11	9				
Peanuts (roasted)	6 1/2	7 1/2	8				
(green)	3 25		8 75				
Cocoanuts, per sack			60				
per doz			8 25				
Grenoble walnuts	12 1/2	12 1/2	13				
Marbot walnuts	10	11 1/2	12				
Bordeaux walnuts	9	11 1/2	12				
Sicily filberts	9 1/2	11	11 1/2				
Naples filberts			10				
Pecans	15	18	15				
Shelled Walnuts	18	27	25				
SODA							
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00				
Sal soda, per bbl	70	75	80				
Sal Soda, per keg	95	1 00	1 00				
SPICES							
Pepper, black, ground, in kegs							
palls, boxes	16	18	18				
in 5-lb. cans	14	17	19				
whole	15	17	19				
Pepper, white, ground, in kegs							
palls, boxes	26	27	26				
5-lb. cans	25	26	25				
whole	23	25	23				
Ginger, Jamaica	19	25	22				
Cloves, whole	12	30	14				
Pure mixed spice	25	30	25				
Cassia	13	18	20				
Cream tartar, French		25	24				
best		28	25				
Allspice	10	15	18				
WOODENWARE							
Palls No. 1, 2-hoop	1 65		1 55				
3-hoop	1 70		1 70				
half, and covers	1 65		1 60				
quarter, jam and covers	1 15		1 10				
candy, and covers	2 50		2 40				
Tubs No. 0	10 00	10 15	8 20				
1	8 00	8 15	8 50				
2	7 00	7 15	7 00				
3		6 15	6 00				
			6 25				

Borden's Brands of Condensed Milk and Evaporated Cream at Canadian Prices.



We beg to announce that we have established a branch factory at Ingersoll, Ont., and that we are now prepared to fill all orders for the Canadian trade promptly, and at considerably reduced prices, owing to the establishment of the Canadian Branch. Our **Eagle Brand Condensed Milk, Gold Seal Brand Condensed Milk and Peerless Brand Evaporated Cream**, unsweetened, can be obtained through our local representatives.



BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk.

Established 1857.

Selling representatives in Canada: **F. W. Hudson & Co., Toronto. W. H. Dunn, Montreal. Erb & Rankin, Halifax. W. S. Clawson & Co., St. John, N.B., also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.**

LISTEN!



We are offering goods at the uniform Association prices. We solicit your patronage on **the merit of our goods.** We guarantee the quality of any line of goods packed by us **equal to the best brands packed on the Continent of America.** We are ready to support this statement with samples. **Don't be side-tracked.** Your wholesale house will supply our best brands if you insist upon it. If not, write for quotations.

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

Gillard's Sauce Gillard's Pickle

Is still the best and cheapest.

The most delicious English pickle made.

AS SUPPLIED TO
HIS MAJESTY THE KING
AND

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

Sole Proprietors:

GILLARD & CO., Limited, LONDON, ENG.

CANDY IS KING



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

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

The Canada Biscuit Co., LIMITED

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

KING and BATHURST STS., TORONTO.

If you want the very best Sugars,
ask for

ST. LAWRENCE
SUGARS

THE ST. LAWRENCE SUGAR REFINING CO.,
MONTREAL. LIMITED,

Every Wholesale Grocer in Canada can supply them.

Established 1845

MODERN MACHINERY, UP-TO-DATE METHODS

Established 1845



1 and 2-lb. Tins.

S. H. & A. S. EWING'S
HIGH-GRADE
COFFEE and SPICES

"The goods that have stood the test of time."
"The perfected products of 57 years' study and experience."
(Have you seen the new ¼ Spice package "Prince of Wales" brand? Write for sample.)

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

WE HAVE RECEIVED INTO STORE THIS WEEK:

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

F. J. CASTLE - OTTAWA.

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

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

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

SEASON 1902.

**Butter
Tubs**

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

WALTER WOODS & CO.
HAMILTON.

Established 1862.

E. THOMPSON & CO.

LIVERPOOL,

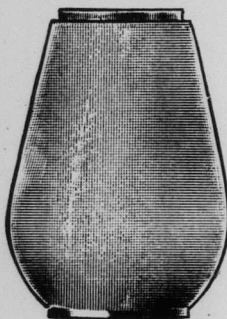
Offices—11 Victoria St. . . . ENG.
Warehouses—48-52 Thomas St.

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

REFERENCE—Canadian Bank of Commerce.

American Agent—
G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

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

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

Toronto Fruit Merchants.

*McWilliam &
Everist*

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.
Warehouse Phone Main 3394.

California Evaporated Fruits

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

**DATES FIGS NUTS
ORANGES, LEMONS**

Send for sample packages.

HUSBAND Bros. & Co.

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

OUR TRADE WITH ENGLAND.

THE following letter was sent to The London Times by Canada's High Commissioner, Lord Strathcona, and was published in that paper recently:

"It is generally well known that for some years past the exports of the produce of the Dominion to the Mother Country have been rapidly increasing. The following figures (the Canadian fiscal year ends on June 30), bearing on that part of the question, speak for themselves:

	Total Canadian Exports.	Exports to Great Britain.
1902.....	\$196,019,000	\$109,348,000
1901.....	177,431,000	92,857,000
1899.....	138,462,000	85,114,000
1897.....	123,959,000	69,533,000
1895.....	103,085,000	57,903,000
1890.....	85,257,000	41,499,000

"The exports consist largely of horses, live cattle, meats of all kinds, general farm and dairy produce, and fruits. Other considerable items in the trade are the products of the mine, the forest, the fisheries, and the manufactories of the different Provinces.

"Prior to 1896 the imports from Great Britain, of its staple manufactures, were decreasing; but, owing to the influence of the preferential tariff, abundant harvests, and increased immigration, the trade has since been advancing, as is shown by the following figures:

	Total Canadian Imports.	Imports from Great Britain.
1902.....	\$202,791,000	\$49,215,000
1901.....	181,237,000	43,018,000
1899.....	154,951,000	37,060,000
1897.....	111,294,000	29,412,000
1890.....	112,765,000	43,390,000

"There is plenty of room for the expansion of Canadian exports to Great Britain, and of British exports to Canada. Canadians believe that, all other things being equal, there is a disposition in the United Kingdom to look favorably on the products of the Canadian farms, dairies and orchards—such as wheat, oats, flour, butter, cheese, eggs, bacon, hams, and other meats, canned goods of all kinds, and fruits; and also on the other natural products and manufactures to which reference has been made. The trade might be much increased if consumers would inquire for Canadian products among the many kinds that are imported.

"My principal object in writing is to state again that the Canadian Government is anxious to facilitate as much as possible communication between British exporters and Canadian importers and Canadian exporters and British importers; and that correspondence is invited in any department from merchants and importers who are interested. Statistics and other information relating to the different branches of Canadian trade—both imports and exports—are available; and the various trade journals, daily and

weekly papers, official reports, and business directories are on file in the library and reading-room, and may be inspected at any time. I trust the fact of the existence of these facilities may be widely noticed, and am inclined to the opinion that, if they are largely utilized, it must lead to closer and more extensive commercial relations between the Dominion and Mother Country.

"I am, sir, your obedient servant,

"STRATHCONA.

"High Commissioner for Canada,

"Offices of the High Commissioner for Canada, 17 Victoria street, London, S.W., November 1."

HELPING ONE'S TOWN,

EVERY grocer desires to do much for the town he lives in and is interested in suggestions as to how it can be improved. The following from Merchants' Review deals with the question in a new way:

In a general way it is correct to say that the merchant who does most, for his business does most for his town. We speak, of course, only of the business side of the question. A citizen may build hospitals and libraries for his town, without helping it from the point of view of the town "boomer," who would rather see one factory erected than half a dozen ornamental or eleemosynary structures.

Therefore, if a retail merchant feels longings to help the general activity of business in his town, let him "boom" his own business with all his might and

main. And there is no better specific for it than printing ink, printing used in the local papers. Support of the town papers in a free and generous spirit will be reflected in an improved activity of local industries, for the more prosperous the local press becomes, the more effective it proves as an agency for helping the town by attracting outsiders of reputation and financial resources.

Local newspapers that are well patronized are able to employ superior talent, which is bound to be recognized abroad. The advertising of the town which ensues as a consequence of the circulation of the articles in the local papers, is the very best kind of advertising and also the very cheapest.

The mere frequent changing of the local ads. in the local papers has a good effect. It brightens up the pages and indirectly encourages the editor and his assistants to do better work, therefore we recommend the grocers of all the sleepy towns of the country to make frequent changes of their advertising matter in the home papers. Support the papers with advertising and with items of news that may come to your notice, and, above all, let your advertising be fresh. When the ads. are not fresh one infers that the goods are in the same condition.

Woe to the grocery trade, woe to the town, when all the grocers' stores display nothing fresh except the manners of the assistants!

"Why, John," said Mrs. Porkpacque, "ain't you goin' to wear your diamond studs to the banquet?"

"Naw," replied Mr. Porkpacque, "what's the use? My napkin would hide 'em, anyway."—Philadelphia Press.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

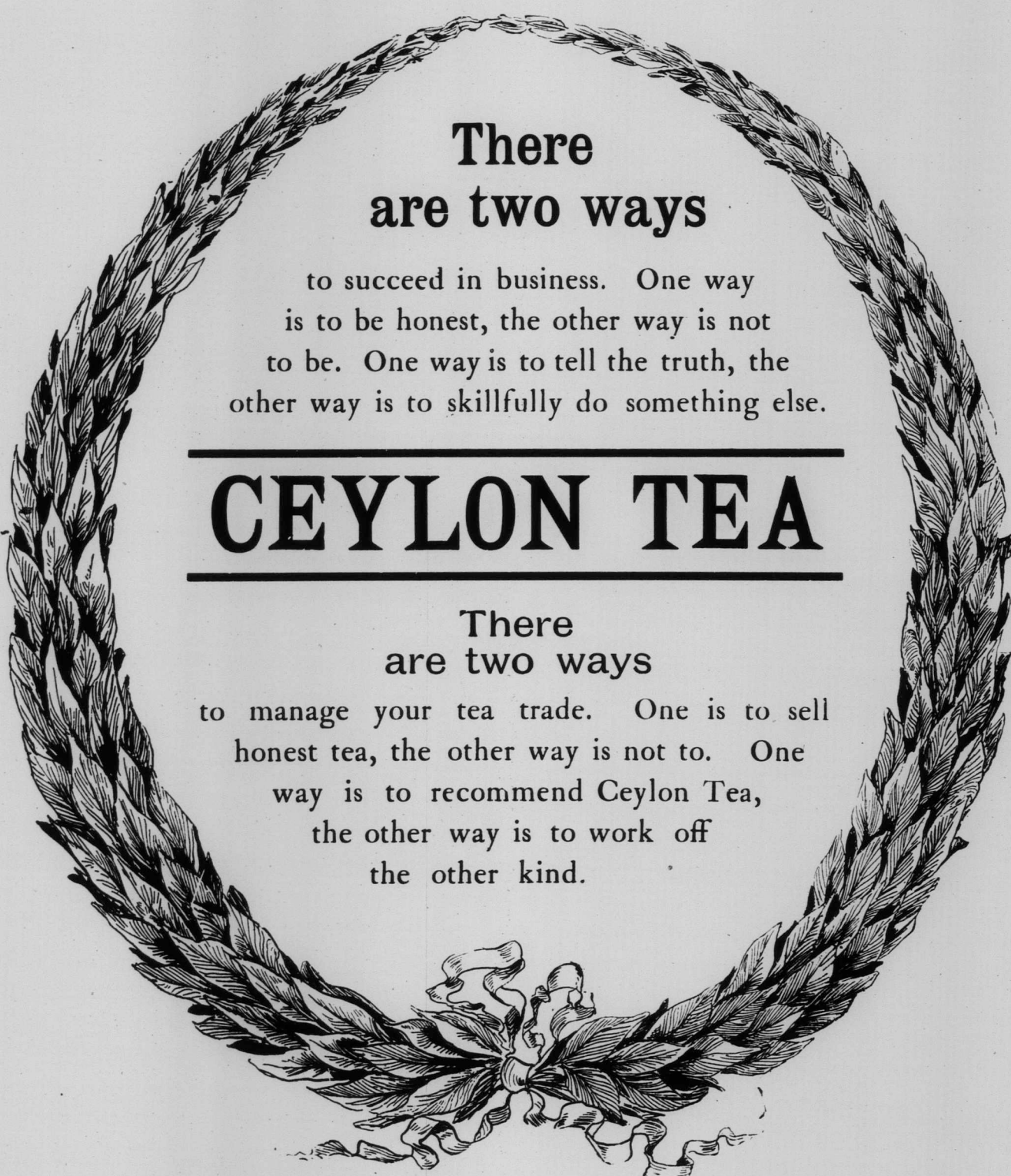
BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.



**There
are two ways**

to succeed in business. One way
is to be honest, the other way is not
to be. One way is to tell the truth, the
other way is to skillfully do something else.


CEYLON TEA


**There
are two ways**

to manage your tea trade. One is to sell
honest tea, the other way is not to. One
way is to recommend Ceylon Tea,
the other way is to work off
the other kind.

TRADE MARK **OUR A MARK** **AUER LIGHT MANTLES** **LONGEST LIFE & BRIGHTEST** **OUR A MARK**

The Value of Annealing.

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

Mantles branded **A** are thoroughly annealed over pressure gas **A**—They fit the burner—They don't shrink—They stand up this way—They are reliable—They help your trade. 

—We are the sole manufacturers of **A** mantles.
—Write us if you are interested.

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

AUER LIGHT CO., MONTREAL.

"Empire" Soda

BEST FOR BAKING.

Made in England by
BRUNNER, MOND & CO.

Used in Canada by
All Careful Housekeepers.

WHY ISN'T IT IN YOUR STOCK?

WINN & HOLLAND,
SOLE AGENTS FOR CANADA,
MONTREAL.

The **American Coffee Co.**
IMPORTERS AND JOBBERS, **TORONTO.**
Special Blends:
"GOLDEN EAGLE," "MANHATTAN,"
"MONTERY."
Correspondence Solicited.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLENER"
might bring inquiries. Better write for rates to
I. G. STEWART, Halifax.

BASKETS

We make them in all shapes and sizes. We have

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

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

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

BUSINESS NEWS

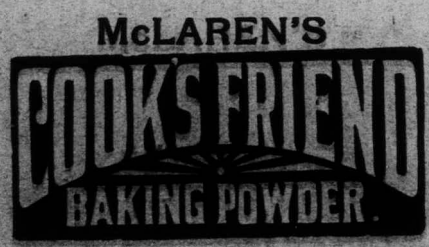
of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto. Telephone Main 2701.

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



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



Don't use this kind of a light

but write us for prices on any kind of Lamps or fittings.

We manufacture lamps and can suit you.



For Lime Flint.

LAMP CHIMNEYS WITH THESE LABELS ARE THE BEST.



For Lead Flint.

GOWANS, KENT & CO.

Wholesale Crockery and Glassware China and Lamp Goods TORONTO and WINNIPEG.

Wethey's Mince Meat



We make our Mince Meat of the choicest fresh meats and fruits spiced to the right taste. People tell us that pies made from our Mince Meat are toothsome, delicious, appetizing and all sorts of

nice things. If you want to sell the best and most convenient Mince Meat on the market advise your customers to buy "Wethey's."

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

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

Crosse & Blackwell's Candied Peels.
Crosse & Blackwell's Candied Ginger.
Crosse & Blackwell's Plum Puddings.

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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HAMILTON, ONT.
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LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL