

**PAGES
MISSING**

CODOU'S

MACARONI

(Genuine French)

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

ARTHUR P. TIPPETT & CO., Agents,

**8 Place Royale,
Montreal.**

**20½ Front Street E.,
Toronto.**

THE CANADIAN GROCER

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. Scott, Bathgate & Co., Winnipeg, also Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.

LIPTON'S TEAS

HAVE THE LARGEST SALE IN THE WORLD.

Over 53,000,000 Packets were sold during 1902

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

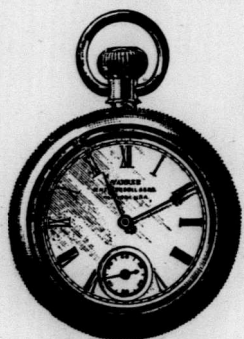
LIPTON'S TEAS are far more popular in Canada than any other teas carried by the grocer. The only teas in Canada offered to the grocer direct from the tea gardens—packed by the grower.

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

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

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

GROGERS' NOVELTY.



THE
Ingersoll
American Watches.

RETAIL PRICES, \$1.25 to \$2.50

ARGUMENT.

We now offer a practical time piece for the Grocery Trade of Canada, and base our statement upon the following:

First—It is absolutely guaranteed to keep accurate time.

Second—It stands rough usage and does not get out of order easily, making it the only watch for dealers outside of the jewelry trade to handle, and also making it a practical one for sportsmen, boys and all men who give a watch hard usage.

Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.

Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Grocery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Grocery Dealer who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

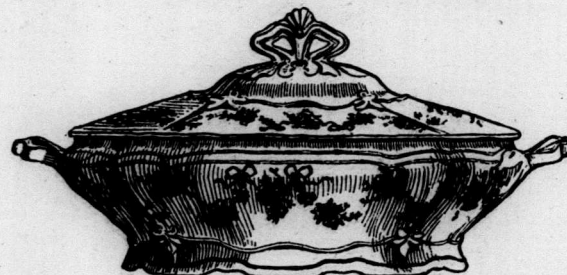
INFORMATION ON REQUEST.

ROBT. H. INGERSOLL & BRO.

51-53 Maiden Lane, - - - NEW YORK, U.S.A.

Chinaware

Open stock patterns in
Finest Quality German
and
Haviland French



"Rosegarland"

A fine quality open stock pattern in German China.

WRITE FOR PRICE LIST.

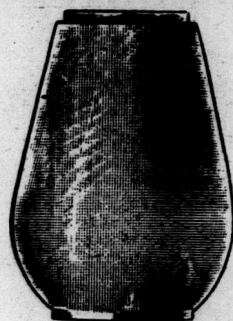
NERLICH & CO.,

146-8 Front St., West,

TORONTO.

MONTREAL, 301 St. James St.,

ARE YOU USING OUR



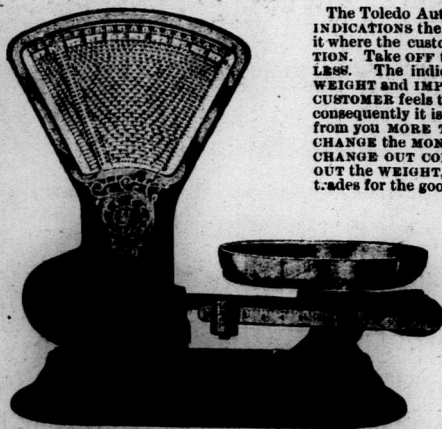
Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.

OF WALLACEBURG, LIMITED.



MERCHANTS.

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

MADE IN CANADA.

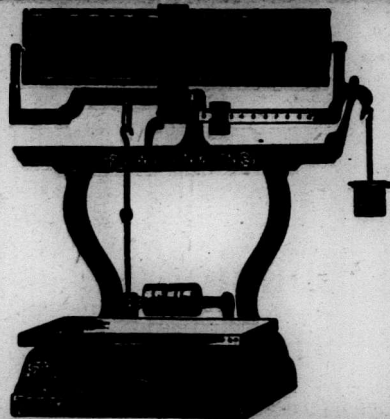
Drop a postal asking for Catalogue to

DEAN & McLEOD, Canadian Agents,

The Toledo Computing Scale Co.,

HAMILTON, ONT.

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



Paid For Itself.

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

HAMILTON, MAR. 19th, 1903.

DEAR SIRS:—

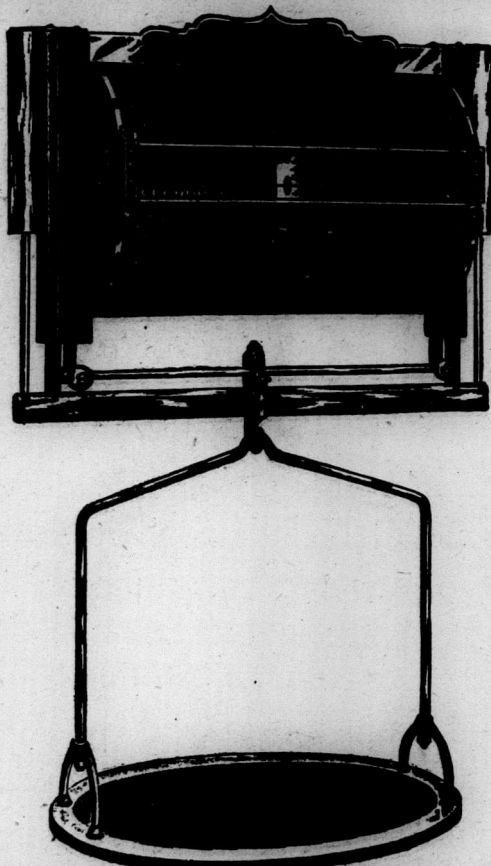
I have used your BALL-BEARING COMPUTING SCALE for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly,

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

C. WILSON & SON, Limited, TORONTO.

A MONEY SAVER.



SOON PAYS FOR ITSELF.

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

F. P. SCUDDER President ADOLPHE E. SMYLIÉ Vice-Pres't and Sec'y H. W. PETHERBRIDGE Treasurer

NATIONAL LICORICE CO.



Successors to

YOUNG & SMYLIÉ
BROOKLYN, N. Y.

S. V. & F. P. SOUDDER
BROOKLYN, N. Y.

MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
BROOKLYN, N. Y.

DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

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

OFFICE—106 JOHN ST.

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

Illustrated Catalogue on request.

POULTRY WANTED

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

Who will pay highest market prices from now to Christmas for

CHICKENS, TURKEYS, GEESE and DUCKS.

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

Canadian Cannery Consolidated Companies, Limited
HAMILTON, ONT.

—“everyone to his taste”
but the taste
for

JAPAN TEAS

Why?

once acquired,
can never be satisfied by the
teas of any other country.

Because there is a freshness, a flavor, an aroma, and a
delicious healthfulness about them, possessed by
no other Teas in the world.

MO
MO

THE
CO



THE CANADIAN GROCER

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

is Cold Water **STARCH** ASK
IVORINE TRAVELLERS
THE PRICE

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

CONDENSED MILK



The Most Attractive and Popular Brand

Prepared from fresh selected milk
Entirely free from adulteration...

Samples on Application

Trade Orders Solicited

SELLING AGENTS

City Dairy Co., Limited, Toronto

E. L. Clarke, Montreal

D. Rattray & Son, Quebec

Jos. E. Huxley, Winnipeg

The Baker, Leeson Co., Vancouver

TEA ROSE DRIPS

If Your Idea

is not merely "to make a sale" as the phrase goes, but to make a patron of every customer who walks into your store — not with words, but with goods — sell Tea Rose Drips—the best brand of pure cane sugar syrup on the market to day—without exception.

ROSE & LAFLAMME, Agents,
MONTREAL.



Solves the Coffee Problem.

Remember the name

**Paterson's
Camp
Coffee
Essence**

A PAYING ARTICLE TO PUSH

ROSE & LAFLAMME,
Agents, Montreal.

The Ceylon Tea Planters and Manufacturers
take pleasure in wishing their Canadian friends a very
Merry Christmas and a Prosperous New Year.

They will be

At Home

all through the year 1904, preparing for the Canadian
market the finest tea in the world.

The growing popularity of Ceylon Tea in Canada is
beyond all expectations, and the Canadian
grocers are invited to share in this growth by putting
in a full stock of Black and Green Ceylon Tea
for 1904, thus ensuring their prosperity
for the next twelve months.

Some Salmon Sellers.

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



Maple Leaf Salmon



Lowe Inlet Salmon

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

The British Columbia Packers' Association

VANCOUVER, B.C.

There are Plenty of Ideas for Grocery Ads.

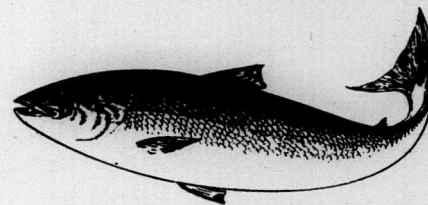
in the book on grocery advertising by W. Arthur Lydiatt entitled "100 Goods Ads. for a Grocery Store."

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

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

MacLEAN PUBLISHING CO.,
Toronto.

SOCKEYE SALMON



"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

LEES & LANGLEY'S
Worcestershire
 PURITY
Sauce



*RECEIVED NOV 3 20 1911
 Keener's house
 cur. with page 99*

U
 will want some of this
 high-class relish for
 the holiday trade.
 'Phone Main 789 or wire
 us at our expense.

**American Coffee &
 Spice Co.,**
 109 Front St. East,
Toronto.

EXCELLENCE

Lytle's
Mince
Meat
 Suits the Cook,

and it also suits the
 grocer because there
 is more satisfaction in
 selling one lb. of good
 mince meat than ten
 lbs. of poor mince
 meat. The grocer
 who wants his goods
 to be good enough to
 sell themselves the
 second time is the
 grocer who will stock
 up well for the Xmas
 trade with Lytle's
 mince meat.

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

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

Pure, Delicious, Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S
 (PRIZE MEDAL)
Worcestershire
SAUCE

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

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

THE CANADIAN GROCER

COLD

There will be more black lead used this cold weather. There are more stoves in use. Keep up your stock of

JAMES' DOME LEAD

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

YOU WANT TO BE A LEADER IN YOUR TRADE

Manufactured from a blend of the finest

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

NO CARAMEL, NO GLUCOSE used in their manufacture.

BROMLEY'S COFFEE ESSENCES

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

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

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

WILL ACHIEVE YOUR DESIRATUM

GOOD AND PERMANENT PROFITS.

LARGE AND INCREASING SALES.

Dr. Laving's Cream Sauce

THE ONLY SAUCE IN THE WORLD CONTAINING

PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.

SOLE AGENTS FOR CANADA,

W. G. PATRICK & CO.,

Merchants,

29 Melinda St.,

TORONTO



NOT TOO BUSY.

You are never too busy to add to your profits. This can be done by dropping a hint now and again to your customers that it is well for them to always keep on hand a tin or two of condensed milk or evaporated cream. It will often save the housekeeper a heap of inconvenience when she runs short of milk.

"REINDEER BRAND"

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

condensed milk always fresh.

A Handsome Coffee Tin, FREE

With 100 pounds AURORA COFFEE

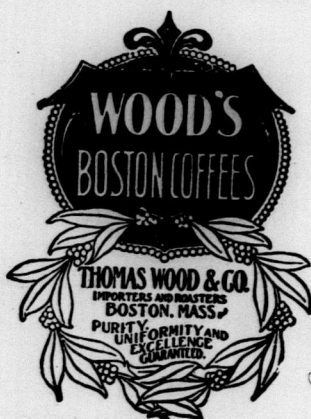
This is not a "catch" offer—but a genuine gift—of an attractive lithographed, double partition Coffee Tin—in order to show the wide-awake, up-to-date grocer just what real bargains we have to offer in Coffee.

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

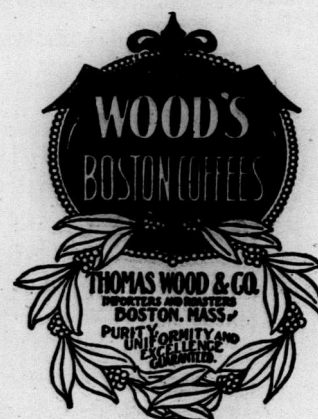
W. H. GILLARD & CO., Wholesale Grocers, - HAMILTON.

Branch CANADA GROCERS LIMITED.

WOOD'S COFFEES



They need no eloquence to stimulate sales.
Tell the simple, precise truth about them.
Mind you, Time and Success do not affect our efforts.
We handle every invoice with the same care and attention that we did 25 years ago.
Grocers who sell Wood's Coffees make their statements looking the customer square in the face.



THOMAS WOOD & CO.

Canadian Factory and Salesroom,

No. 428 St. Paul St., - - MONTREAL.

YOU ARE IN A HURRY Telephone Us.

Rush Orders a Specialty

Fine Stock of XMAS GOODS.

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

John Bull's Blend

BRITISH GROWN TEAS

Good Tea. Good Advertising. Good Profit.

Advertising automaton free with initial orders.

WARREN BROS. & CO., - TORONTO

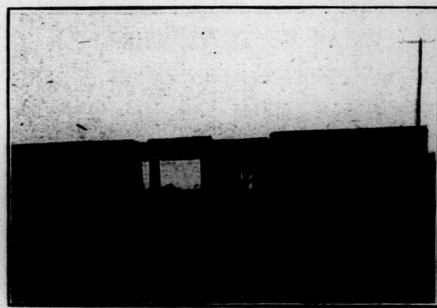


IMPRESSIONS OF THE GREAT WEST

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

By W. L. E.

WHEN we took the steamer at Nelson for our trip down the Kootenay lakes a day had elapsed since we landed at Robson at the foot of the Arrowhead lakes. The morning was dull, but the rain had

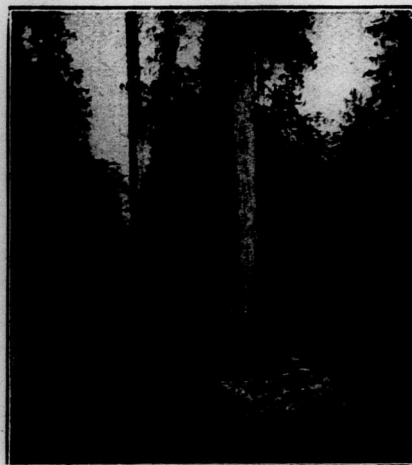


A Young Banker Playing Horse at McLeod.

ceased. The Kootenay lakes, as their name implies, was a widening out of the Kootenay river, and, as on the Arrowhead lakes, are walled in on either side by towering mountains, most of which are snow-capped. At their widest part they are about four or five miles wide, and one would think that it would be impossible for heavy seas to arise upon them, but the crew in our steamer, the Moyie, informed us that there were occasions on which the waves became quite tempestuous and of dangerous force. Indeed, we had one slight experience of the suddenness with which storms come, and some idea of their force. In one of the illustrations in this issue is a snapshot I took of a storm as it was approaching us, and was taken a few moments after the other, showing the lake in sunshine. When the storm was upon us one could not see either shore, and the choppy sea soon drove us all into the interior of the boat; but it was soon over and soon forgotten. When it is remembered that the Kootenay lakes stretch for about 100 miles between a wall of mountains on either side, one has not to search far in order to find an explanation for the suddenness and the fierceness of the storms which are some times encountered upon them.

The four blue-grey walls of the sky line are the fences one commonly sees in mid-prairie. A fence of the orthodox eastern type is a rare thing indeed. It is nothing to travel all day and fail to

see one. Those that we saw were marked by the scanty supply of wood that went to construct them. Here and there a substantial post was supporting the strings of wire, while between these at equal distances, were sticks about the size of broom handles driven into the ground to aid in strengthening the fence. Nature has been liberal in her bestowal of everything else but the material from which timber can be made. There is land to grow wheat and meat upon it enough to supply Europe; coal lands by the thousands of square miles; ozone to fill and expand the lungs of many millions of people, and water enough to quench their thirst and water their cattle and their crops, but scarcely a stick to burn, much less with which to build fences. I am speaking, of course, of the prairie land



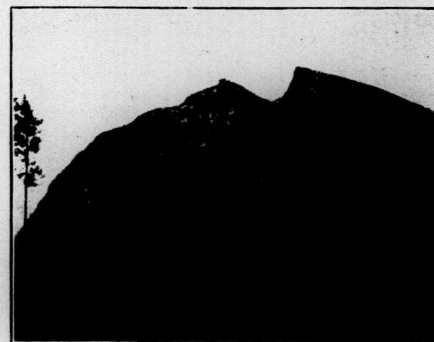
A Typical Scene in Stanley Park, Vancouver.

which comes within our range of vision as we speed along in the train. Away to the north, beyond the present fringe of civilization, Nature has not withheld her hand in this respect, and from the foothills westward to the Pacific, trees are relatively almost as thick as grass is on the prairies, while meeting our astonished eyes as we emerge from the 500-mile journey through the Rockies are the cedars and pine trees, many of which penetrate into the "blue" one and two hundred feet, with a girth at the base, in some instances, large enough to enclose a moderate-sized room. But while the Rockies can boast of their trees, the great plains beyond them to the east have their No. 1 hard, their herds of rugged, healthy cattle; their bunches of sturdy horses.

The one is thus able to supply what the other requires but does not produce, at any rate only to a limited extent. Nature was not without foresight when she rolled out by the thousand square miles the rich prairie land between Winnipeg and the foothills of the Rockies, and built up to the West as far as the shores of the Pacific towering mountains, on whose slopes she planted wealth of timber and in whose interior she hid untold mineral wealth.

* * *

Twilight lingers long in the Great West. A lengthy twilight is pleasant under all circumstances; but it is particularly so when one is travelling in a strange land and desires as much time as possible for sight-seeing. To a Canadian whose home is in Ontario or Quebec, the experience of an evening on the prairie is delightfully surprising. "My, how long it takes to get dark!" was an ejaculation that one often heard from a fellow passenger. The length of the twilight was particularly impressed upon me on the evening we stopped at Lethbridge for a couple of hours to witness a cattle rounding up contest, horse races with Indians mounted bareback, and exhibitions of bucking bronchos. Evening was well upon us when we stepped from the train and hurried nearly two miles across the prairie to the scene of the sports. We watched for nearly an hour the various events which were provided for our entertainment, but darkness was not really upon us till our train was reached. That return walk across the prairie there is one



Saddle Back Mountain, Banff.

at least in the party who will not forget. The light was too faint to allow objects to be clearly discerned upon the prairie, but there was a great deal of grey light still left in the sky, and it was a pictur-

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE



SUN PASTE
STOVE POLISH
IN TINS
GUARANTEED TO THE TRADE



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

esque and amusing sight to see the heads of the scores of "broncho busters" and cowboys bobbing into view above the sky line as they rode along on their cantering ponies unmindful of the gopher holes that abounded. But bronchos have the faculty of evading gopher holes in darkness as well as in daylight; and even when a layer of snow covers the prairie.

Speaking of twilights reminds me of sunsets on the prairies. I do not know that they are any more beautiful than the sunsets of Eastern Canada, but they are different, particularly when the Rocky Mountains present themselves as a background. The sunsets, like the twilights, linger longer. The sun dances down behind clouds and mountain peaks just as quickly as he does behind clouds and commonplace hills in the east; but the light he leaves in his wake does not go out as quickly. It just stays there as if magnanimously bent on giving us tender-foots from the east our money's worth of beauty. And as if the mountain peaks were not high enough and glorious enough for the setting of the picture, fleecy clouds are piled up one upon another, until one has to look twice before being satisfied where the snow-capped peaks of the mountains end and the fleecy clouds begin. And even then one would hesitate to take an affidavit as to the exact line of demarcation. The majesty and beauty of the scene is too awe-inspiring to run the risk of even an unintentional equivocation. Late in the afternoon of the day we emerged from the Rocky Mountains at the Crow's Nest Pass the sun was getting low behind what is indicated in the guide books as Cathedral Peak. No one needed to be told it was Cathedral Peak. It was possibly a hundred or more miles from us, but the outline of a massive cathedral was so well defined that some of our fellow travellers who had never ever heard the mountain's name, remarked how closely it resembled a cathedral. There was no sunset in all

our journey of 7,000 miles that so impressed itself upon my memory. It was magnificent, and seemed more supernatural than real.

IMPORTATION OF TEA.

At the suggestion of Mr. P. C. Larkin, of The Salada Tea Co., Mr. George Johnson, statistician of the Dominion Department of Agriculture, has prepared a table showing the amount of tea imported into Canada since 1893. The table is as follows:

Year.	Dutiable Lbs.	Free Lbs.
1893.....	567,306	17,480,548
1894.....	1,444,805	19,106,984
1895.....	370,650	20,225,120
1896.....	259,532	22,408,639
1897.....	295,132	24,049,850
1898.....	614,730	19,414,732
1899.....	856,130	24,246,555
1900.....	222,041	24,776,685
1901.....	180,634	22,915,304
1902.....	376,786	19,305,267
1903.....	712,130	23,360,187

A WORD FROM JAPAN.

THE GROCER has received from Mr. Andrew R. Tufts a souvenir post card showing a partial view of the Osaka Exhibition Grounds. The effect is very pleasing, indeed. The card was dated Osaka, Japan, October 10.

ANTIGUA SUGAR.

The Dominion Department of Trade and Commerce has received a report from Agent Bryson, of St. Johns, Antigua, stating that arrangements have been completed between the government of the island and a firm in London for the erection of a large central sugar factory, to be operated by a vacuum pan and centrifugal process of the most modern type, with a capacity of 3,000 tons of crystals per annum. Up to this time Antiguan sugar producers have followed the old Muscovado process, and it is hoped the new departure will give a great impetus to the sugar industry of the island.

SUGAR BEETS VS. WHEAT.

"Mr. S. S. Detweiler," says The Berlin News-Record, "has made the following comparisons of profits in growing wheat and sugar beets:

"Cost of growing one acre sugar beets: Manure, 10 loads per acre, at \$1, allowing one half to be utilized by preceding crop, thus making \$5; Fall preparation of land, \$2; Spring preparation of land, \$1; seed, \$2; seeding, 30c.; cultivating four times, \$1.60; blocking and thinning, \$5; second hoeing, \$2; lifting with team, 75c.; pulling and topping, \$5; delivering 10 tons 5 miles, \$7.50. Total, \$32.15.

10 tons of beets per acre at \$5..... \$50 00
Total cost..... 32 15

Net profit..... \$17 85

"Farm with stock and implements at \$80 per acre, will give you a dividend of 22 1/4 per cent.

"Cost of growing one acre of wheat: Manure, on same conditions as beets, \$5; preparation, \$3; seed, \$1; seeding, 30c.; harvesting and threshing, \$1.25; marketing, 75c. Total, \$11.30.

Average crop per acre, 20 bush.

20 bush at 75c..... \$15 00
Total cost..... 11 30

Net profit..... \$3 70

Or 4 3/4 per cent. dividend."

LAING'S CREAM SAUCE.

W. G. Patrick & Co., Toronto, are putting on the market a new line in Dr. Laing's cream sauce. This sauce was compounded after several years experiment, and combines pure Devonshire cream and rich grape juice as its principal ingredients. It is handsomely put up in 10-oz. bottles, to retail at 25c., and gives, at this price, a good margin to the retailer.

F. X. Brassard, general merchant, Amqui, has made an assignment and G. Lafavre has been appointed provisional guardian.

Don't Wait Till Our Holly is All Sold!

We have "SELECT" and "FANCY" in cases and halves.

Also Full Supply of CHRISTMAS STOCKINGS.

All goods now shipped same day as
order received.

Lucas, Steele & Bristol,
HAMILTON.

IT PAYS TO

Please your customer at this season of the year. It is easy to do by selling

Canada's Greatest Baking Powder and Yeast Cakes.

LUMSDEN BROS.

Toronto

and

Hamilton.

WE ARE RECOGNIZED AS THE



Quick Shippers
OF ONTARIO

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

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

JAMES TURNER & CO.

Wholesale Grocers, - - - HAMILTON, ONT.

NOW IN STORE.

MALAGA FRUITS,

CALIFORNIA SEEDED RAISINS,

TARAGONA ALMONDS.

GRENOBLE and BORDEAUX WALNUTS, arriving this week.

Thos. Kinnear & Co.,

Wholesale Grocers,

49 Front St. E., Toronto.

PURITY and QUALITY

These are the sign-marks of

NAPOLI MACARONI

Put up for the trade as follows :

Mezani (large)	1 lb. pkgs., 48 lb. boxes
Mezanelli (medium)	1 " " "
Spaghetti	1 " " "
Vermicelli	1 " " "

Fancy Pastes for Soups, 1lb. Pkgs., 48 lb. boxes

Following Assortment :

**WEDDING RINGS, STARS, ALPHABETS,
DITALINI, TUBETI, TUBETINI.**

Assorted boxes, above kinds, if desired

All kinds, bulk, 20 lb. boxes

Genova Macaroni, bulk, 20 lb. boxes.

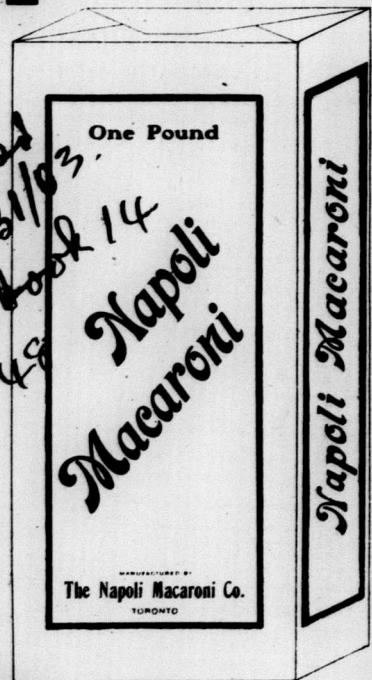
"A pure food, made with absolute cleanliness,
of the best quality of materials."

Our Famous Package.

ONTARIO SELLING AGENTS

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

51 Colborne Street, Toronto.



Business Changes

ONTARIO.

E. H. DIERLAMN, grocer and dry goods merchant, Milverton, has sold his stock to R. J. Ranney.

J. D. Rooney, grocer, and confectioner, Byng Inlet, has sold his stock to J. W. Broderick.

A. Mountjoy, wholesale fruit dealer, London, is dead.

Orr Bros., millers, Windsor, are about to dissolve partnership.

Stewart & Co., millers, Strathroy, have dissolved partnership.

H. E. Martin, grocer, Kingston, has sold out to H. C. Moxley.

A. B. Johnstone, grocer, Boston, has sold out to Turner & Taylor.

D. Almas, of D. Almas & Son, general merchants, Hagersville, is dead.

A. Myers, husband of M. Myers, general merchant, Uffington, is dead.

J. Ward & Co., cigar manufacturers, London, have sold out to W. Flannagan.

V. M. Nicholls, general merchant, Fordwich, has sold out to Wade Bros.

G. S. Souther, flour and feed merchant, Copper Cliff, has assigned to A. D. Mel-drum.

Spence & Dean, basket manufacturers, Waterdown, have dissolved partnership.

E. Norquay, grocer, Port Dover, has been succeeded in business by Mrs. Tisdale.

W. Mooney, grocer, Ottawa, has added a confectionery department to his business.

The premises of H. M. Douglas, cigar manufacturer, London, has been damaged by fire.

H. Brown & Sons, flour merchants and millers, Carleton Place, have dissolved partnership.

W. J. Reid & Co., wholesale crockery and glassware dealers, London, are closing out their retail business.

O'Brien & Kennedy, grocers, Stratford, have dissolved partnership. J. J. O'Brien continues in business.

Turner & Son, general merchants, Bealton, have dissolved partnership. F. Turner continues in business.

H. Lond Each Bl have ern will

T. Mon A. deal D. have A sold P. St.

THE CANADIAN GROCER

H. Taylor & Sons, tea merchants, London, have dissolved partnership. Each continues in business alone.

Blanchard Bros., grocers, London, have assigned to the London and Western Trusts Co., a meeting of creditors will be held on 14th inst.

QUEBEC.

T. A. Lemoine, grocer and butcher, Montreal, is dead.

A. Sabourin, grocer, coal and wood dealer, St. Johns, is dead.

Dame & Frere, grocers, Montreal, have dissolved partnership.

A. B. Fraser, grocer, Montreal, has sold out to E. P. Dame.

P. Therrian & Co., general merchants, St. Remi, have compromised.

A. Chouinard & Co., tea and coffee merchants, Montreal, have registered.

The assets of the Scotstown Mills Co., Sherbrooke and Scotstown, have been sold.

The Richelieu Pottery Co., St. Johns, have dissolved business and registered the same.

B. Nerou, general merchant, St. Jerome, has offered to compromise at 50c on the dollar.

Ratte & Payment, general merchants, St. Anné de Beaupre, have registered their partnership.

H. Girard, general merchant, St. Paul's Bay, is offering to compromise at 40c on the dollar.

The assignment of G. Duchesne, grocer and shoemaker, Hunterstown, has been demanded.

The Potters' Manufacturing Association, St. Johns, have dissolved business and registered the same.

J. N. J. Bissou, general merchant, Broughton Station, has sold his stock to Beaudoin & Turcotte.

The premises of A. S. Russell, grocer, Hull, has been damaged by fire; loss partly covered by insurance.

L. O. Couture & Co., general merchants, St. Gedeon, are offering to compromise at 80c on the dollar.

Bilodean & Chalifaux have been appointed curators to H. A. Houle, grocer, St. Louis de Mile End. His assets are to be sold.

A petition for a winding-up order for the Montreal Canning and Preserving Co., Montreal, was to have been presented 9th inst.

P. G. Bussiere & Cie., flour and grain merchants, Quebec, have dissolved owing to the death of P. G. Bussiere. The business is continued by A. N. Drolet and S. Dugal.

MANITOBA AND N.W.T.

T. A. Stanlake, confectioner, Elgin, has sold out.

J. A. McIntyre, grocer, Verden, has sold out to M. R. Schurman.

J. A. Bradley, grocer, Hartney, is negotiating to sell out his business.

J. Funk, general merchant, Rosthern, has sold out to Gloeckler Bros. & Co.

H. R. Goulgar & Co., general merchants, Lacombe, have been incorporated.

A meeting of the creditors of G. Elliott, general merchant, Hamiota, has been held.

The stock of the estate of S. Lebedinsky general merchant, Carman, has been sold.

R. A. Sanderson, confectioner, Rothwell, has been succeeded in business by R. Towns.

A chattel mortgage against L. S. Gurney, confectioner, Hartney, has been foreclosed.

Fitzpatrick & Chubb, confectioners, Birtle, have dissolved partnership. Fitzpatrick continues in business.

Dulmage Bros., general merchants, Saskatoon, have sold their hardware stock to H. Isbister & Son.

NEW BRUNSWICK.

J. Hopkins, pork packer, victualler and egg dealer, St. John, has been succeeded by a new firm, same style.

H. E. Graves, general merchant, Harvey Bank, has assigned to the sheriff. A meeting of creditors was announced for 10th inst.

NOVA SCOTIA.

G. G. Powers, general merchant, Kingston Station, has made an assignment for the benefit of his creditors.

BRITISH COLUMBIA.

Hough & Calder, grocers, Vancouver, have sold their stock to E. Calder.

Eagle & Paxton, traders, 150 Mile House, have dissolved partnership.



Make a nice
display of

UPTON'S

JAMS

JELLIES

AND

ORANGE

MARMALADE

FOR

Christmas

and they will win
business for you.

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

Malaga Fruit

Full Range.

Boxes and Qr. Boxes

Best Packers.

THE

Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Poultry For Cold Storage.

THIS is the cold storage season for poultry, and especially for turkeys, says The National Provisioner. Between this date and the middle of January great quantities will find their way into the freezers. As to the preparation of the bird for the freezers, it will not be amiss at this time to give the result of experiments which have been made to determine the most approved and satisfactory method in getting the bird ready to be frozen.

Only the finest stock should be selected.

The birds should be dry picked.

If the stock is to be packed it must be absolutely dry and cold when placed in the cases.

Where outside temperature is low enough, the best results are obtained by the natural freezing, but care must be taken that the birds are protected from the wind during the process. In localities and at seasons where natural cold cannot be used the stock may be put directly into the freezing room of the cold store and frozen either singly or packed in cases.

Cases should be made of well-seasoned planed lumber, 1 inch thick.

For old tom turkeys the size of the case is 36 x 22 x 18 inches, and for young toms 36 x 22 x 15 inches.

For geese, ducks and chickens the size is 30 x 20 and about 10 inches, or deep enough to allow for two layers. These boxes should be of 3/8-inch lumber.

Two layers should be packed in each case. Turkeys with backs up and legs outstretched, old toms, young toms and hens should be packed separately. Never pack old and young in the same case.

Geese, ducks and chickens should have the breast down on the bottom layer and up on the top layer. Each case should be plainly marked on the outside with a description of its contents.

When stock is frozen outdoors in cases and the temperature is below zero, the cases may be filled at once, but if above zero only one layer will be frozen at a time. No packing material should be used. When frozen solid the stock should be immediately placed in cold storage.

When the poultry is to be frozen in cold

storage, the cases may be filled and placed in the freezer, but a slat in the side of the box should be left off until the stock is frozen; the lower the temperature and quicker the freezing the better the result.

In cold storage the cases should be separated so as to allow a free circulation of air.

Excellent results in freezing the poultry have been found by putting birds separately into the coolers and then packing after it is frozen. In some instances it is frozen. In some instances it is not packed until ready for market, when it may be shipped in straw if the weather is cold enough. In handling large lots which must be sent long distances and then be placed in cold storage, it has been found to be better to pack the goods in cases before freezing.

Visible Stocks of Lard.

THE N. K. Fairbank Co., Chicago, Ill., under date of December 2nd, write THE CANADIAN GROCER as follows:

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on the 1st inst., to which we add estimates of former years, and stocks in cities named:

	1903. Dec. 1.	1903. Nov. 1.	1902. Dec. 1.	1901. Dec. 1.	1900. Dec. 1.	1899. Dec. 1.
Liverpool and Manchester	10,500	11,000	950	3,500	6,000	37,000
Other British ports	1,500	3,200	250	5,000	6,000	7,000
Hamburg	12,000	20,000	500	3,000	3,500	4,000
Bremen	500	500	1,500	1,000	1,000	3,000
Berlin	2,000	6,000	500	500	2,500	5,000
Baltic ports	8,000	8,500	5,000	6,000	5,000	6,000
Amsterdam }						
Rotterdam }	500	250	500	1,000	500	1,500
Mannheim }						
Antwerp	1,000	2,500	1,000	1,000	1,500	4,000
French ports	900	700	500	3,000	4,000	4,500
Italian and Spanish ports	500	500	500	1,000	1,000	1,000
Total in Europe	37,400	52,150	11,200	25,000	31,000	73,000
Afloat for Europe	50,000	50,000	45,000	57,000	60,000	60,000
Total in Europe and afloat	87,400	102,150	56,200	82,000	91,000	133,000
Chicago prime steam	19,920	44,409	9,547	21,438	17,092	90,268
Chicago other kinds	8,082	4,181	9,698	4,981	6,173	11,261
East St. Louis	840	.....	.....	310	568	7,500
Kansas City	3,682	2,684	2,289	13,445	3,406	2,958
Omaha	842	1,140	1,013	3,911	2,960	3,433
New York	5,537	3,863	4,510	5,551	7,340	12,618
Milwaukee	1,857	1,789	680	1,564	1,566	3,588
Cedar Rapids .....	.....	.....	.....	2,644	1,790	444
South St. Joseph	1,845	3,833	1,788	3,450	1,859	1,109
Total tierces	130,005	164,049	85,725	139,294	133,754	266,279

A Well Provisioned City.

Chicago is always in the face of strikes. The city is in a state of siege all the time from an industrial and labor point of view, and is well provisioned, says The National Provisioner. Chicago could not be starved out in months. The daily food supply on hand in that city averages about as follows:

Daily milk supply (gallons)	200,000
Meat and game in cold storage (lbs)	20,000,000
Fish in cold storage (lbs)	3,000,000
Flour in storage (barrels)	2,000,000
Butter in cold storage (lbs)	18,000,000
Eggs in cold storage (dozens)	12,000,000
Fruit and vegetables in cold storage (lbs)	2,000,000

The development of cold storage plants in the city during the last decade has made it impossible to starve Chicago by strikes. The margin of 20,000,000 or more lbs. of meat on hand at any one time assures the city plenty of food in any emergency. The other edibles in cold storage are relatively as abundant. A strike would starve the worker before the other citizen felt the pangs of hunger. He might grumble a bit at the price.

Montgomery & Colquhoun, general merchants, Deloraine, will dissolve partnership January 1, 1904.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada.



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

We are offering attractive prices on

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

for Lumbermen's use.

WRITE OR WIRE FOR
PRICE LISTS.

NOTHING FINER CAN BE PRODUCED
THAN OUR

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on Hay and Oats.

Beech-Nut Hams and Bacon

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

For Christmas

We have now the finest lot of Hams and Bacon we ever had in stock. Nice, small, well-trimmed Hams and delicious English Breakfast Bacon, put up for you in parchment paper, there could be nothing more attractive or more profitable for your Christmas trade.

We have also a very good seller in our English Mince Meat. Although we say so ourselves, it is delicious.

A limited quantity of full cream Canadian Stiltons, about 10-lbs. each, and some very fine Cheddar, either White or Colored.

Let us have your Christmas orders now.

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

Our English Brawn

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

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

Order Sample Case.

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

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—Trade on the whole is quiet in these lines, as is to be expected till after the new year. Dressed hogs are somewhat firmer than a week ago, especially for light weights, probably 15 to 20 cents per cwt. up; but smoked meats are weak and lard is off from a week ago. We quote:

Long clear bacon, per lb.	\$0 09	\$0 09½
Smoked breakfast bacon, per lb.	0 13	0 13½
Roll bacon, per lb.	0 10	0 10½
Medium hams, per lb.	0 12½	0 13
Large hams, per lb.	0 11	0 11½
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 14	0 14½
Heavy mess pork, per bbl.	16 50	17 00
Short cut, per bbl.	18 00	19 00
Shoulder mess pork, per bbl.	15 00	15 50
Lard, tierces, per lb.	0 08	0 08½
" tubs	0 08½	0 09
" pails	0 08½	0 09
" compounds, per lb.	0 07½	0 08
Dressed hogs, light weights, per 100 lb.	6 00	6 25
heavy		6 00
Plate beef, per 200-lb. bbl.		10 50
Beef, hind quarters	6 50	6 50
" front quarters	4 00	5 50
" choice carcasses	6 00	7 00
" medium	5 00	5 75
" common	4 00	4 50
Mutton	5 00	6 00
Lamb	6 50	7 00
Veal	6 00	9 00

Butter—The market is quiet. Receipts of creamery are increasing and as a consequence prices are easier. Dairy is also coming forward in larger volume and is exhibiting a lower tendency. The closing of the cheese factories has resulted in considerably increased production of butter with the above result. We quote:

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 21
Dairy rolls, large	0 17	0 17½
" prints	0 18	0 19
" in tubs, best	0 16	0 17
Under qualities	0 14	0 15

Cheese—Owing probably to the late made and fodder cheese the quality of late coming on the market has not been up to the standard of September, with a resulting easier tone to the market although as no quotable change has developed. We quote:

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

MONTREAL.

Provisions—There has been an improvement during the week, the lower prices tending to stimulate trade. Lard and smoked meats are in good demand. Receipts have been somewhat heavier than previous week. The pure lard market has been firm. Hog lard buyers, however, are cautious, though there is no indication of any change in the immediate future. Business is fairly good. Pure lard is quoted at 81-2 to 83-4c in pails. We quote:

Canadian short cut mess pork	\$18 50	\$19 00
American short cut clear	17 50	18 00
American fat back	18 00	18 50
Bacon, Wiltshire, per lb.	0 13	0 13½

Extra plate beef, per bbl	11 50	12 00
" Boar's Head" brand, tierce basis		0 07½
Carloads, less		0 00½
20-lb. tin pails, tierce basis		
Half-bbl., over tierce		0 00½
50-lb. tubs		0 00½
20-lb. wood pails		0 00½
10-lb. tins		0 00½
5-lb. tins		0 00½
3-lb. tins		0 01
Wood net, tin gross weight—		
1 to 25 pails		Wood. Tin.
26 to 49 pails		1 68 1 58
50 pails and over		1 65 1 56
		1 62½ 1 52½

Butter—Stocks are still light and prices continue steady. The quality of the winter make is not quite up to the standard. Owing to cold weather the body is crumbly and the public are demanding fall makes. We quote: Winter creameries, 21c.; fall make in boxes, 22c.; prints, 23c.; winter prints, 21c. to 22c.; dairy rolls, 16 1-2c. to 17 1-2c.; dairy tubs, 15c. to 16c.

Cheese—There is said to be a good demand at present on the English market. Prices locally are unchanged. The mild, fresh make is selling at 11c. to 11 1-2c.; summer strong cheese, 12c. to 12 1-2c.

ST. JOHN, N.B.

Provisions—In fresh meats there is little change. Western beef is quite largely used. Lamb is the chief line offered. Deer and Moose meat has been very plentiful but the season is over. Poultry continues high. In pickled pork and beef, prices are quite low but the market is thought to be more firm. Lard is very low but with signs of firmer prices.

Butter—Is in quite ample supply and the large quantity of poor stock offered keeps prices down.

Eggs—Are tending higher, but prices will not yet admit of bringing down western stock.

Cheese—There is just a fair sale. Prices high and stock light.

Provisions in Trinidad.

Gordon Grant & Co., in their commercial review, dated Port of Spain, Trinidad, November 18, say:

Provisions.—The continued decline in the United States for both pork and lard makes values easier in our market, with dealers buying very cautiously. For pork loins, ribs, tails, etc., full rates are procurable. Dealers are still well stocked with their own importations of family beef bought at previous low rates, and values improve but slowly. Supplies of butter are still ample and fresh arrivals

of V. A. and P. Y. have sold at \$11.90 to \$12, but with an upward tendency in Morlaix we should see some improvement before the end of the year. For oleomargarine there is a steady demand at quotations. The demand for cheese continues restricted, but should shortly improve again, all old landings being now nearly cleared out.

CANADIAN MEATS
CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

" ROYAL "
SALAD DRESSING.

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

The Horton-Cato Mfg. Co.,
DETROIT, MICH., - WINDSOR, ONT.

BUTTER PARCHMENT
PAPER.

BUTTER TUBS.

Prompt shipment ex Factory
or Warehouse.

WALTER WOODS & CO.
HAMILTON and WINNIPEG.

given
use of

T

Chicago

USE ONLY THE BEST

GILLETTS
PERFUMED
LYE

Is the **STANDARD** article
READY FOR USE
IN ANY QUANTITY.

For making soap, softening water,
removing old paint, disinfecting
sinks, closets, drains and for
many other purposes. A can
equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY
LIMITED
TORONTO, ONT.

We are buyers of

**Poultry,
Butter
AND Eggs.**

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

The J. A. McLean Produce Co., Limited
73-75-77 Colborne Street
Telephone Main 2491. Toronto.

SAVE 25% on your HOUSE PAINTING.

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

DIRECTIONS.

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

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

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

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

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

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

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

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

Right....

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

Sell at Sight

and yield such handsome profits as those of the

Crown Mfg. Co.

WRITE FOR QUOTATIONS ON :

Crown (H.B.) Fruit Candies

Crown Unfermented Wines

Crown Cordials

Crown Jelly Powders

Crown Catsups

Crown Spices

Crown Chewing Gum, etc.

Crown Mfg. Co.

TORONTO.

Railways Liable.

The inefficiency of the cold storage service on Canadian steamship lines is a side issue in an appeal heard this week at Osgoode Hall. The St. Mary's Creamery Co. shipped a consignment of butter to Manchester, England, under a through contract with The Grand Trunk Railway Co. The butter was damaged, and Chief Justice Meredith awarded them \$488 damages. The railway company contended that by their contract the butter was sent at the owners' risk, but his Lordship held that by the Railway Act railway companies were precluded from contracting themselves out of liability.

Argentina's Provisions.

A CONSERVATIVE estimate of the live stock in Argentina to-day places the sheep at 110,000,000 (more than in Australia and New Zealand combined) and the cattle at 25,000,000, or two-thirds of the number of horned stock owned by the United States, the premier cattle country of the world. When the pampas, which now stands idle or unfertile, have been brought under the influence of the wire fence and the gang-plough, the Southern Republic will easily carry double its present stock, and that without calling upon the yet undeveloped resources of Patagonia. With a clear political horizon and a home population of only 5,000,000 souls, the Argentine output, if the present ratio of increase is maintained, seems within a measurable distance of controlling the world's meat market.

A side issue of the Argentine stock farm, ten years ago wasted or disregarded, now bids fair to take a place among its leading exports. In 1895 the butter sent from the Platte to England was 390 tons; in 1902 it was 3,000 tons. The exports for the current year cannot fall far short of 10,000 tons. One firm alone is manufacturing at the rate of 6,000 tons per annum, and during the past 12 months over 200 creameries have been established. This rapid growth of the dairy industry is greatly assisted by the fact that four-fifths of the crossbred herds in the country are already of the Shorthorn strain, a breed which combines better than any other the requisites for both a dairyman's and a butcher's cow.—MacMillan's.

PRINCELY SALARY OF HOTEL MAN.

FIVE hundred thousand dollars a year for managing a hotel is a staggering idea, one that might have come out of a dreambook; but nevertheless that is the sum which George C. Boldt

is said to receive for conducting the Waldorf-Astoria, of New York, for the Astors. This princely income is based on a profit-sharing arrangement, and is contingent upon Mr. Boldt adding a certain amount to the annual income of the Astors, a condition which he finds little difficulty in fulfilling.

Five hundred thousand dollars a year is a dizzy height to be reached by a German emigrant, who failed as a chicken farmer in Texas, and returned to New York in 1871 penniless. Yet such is the story of the suave and resourceful head of that luxurious caravansary, known the world over for the brilliance and lavishness of furnishings and for the excellence of its appointments, the Waldorf-Astoria.

Returning to New York after his failure to make a success of poultry raising in Texas, Mr. Boldt first found his true vocation. Beginning as an "omnibus," a waiter's assistant, in a second class restaurant on Broadway, he rapidly rose to a full-fledged waiter, then to checkman and, finally, by cultivating his influential customers, was given an appointment as steward of one of the largest hotels at Cornwall-on-the-Hudson.

With the approach of the Centennial in 1876 he turned his eyes toward Philadelphia, and got a place in the Philadelphia Club, where he made himself immensely popular with the clubmen and made his position unassailable by marrying the daughter of the steward.

Mr. Boldt now had no difficulty in securing backing to enter in the hotel business on his own account. The Bellevue, as he called his new venture, was an astonisher. It was more like a club than a hotel. The food was delicious, the service perfect; but the prices were extravagantly high. It was a great success.

Here came one day William Waldorf Astor. He recognized in Mr. Boldt the man for the new hotel he was contemplating in New York. Some time after Mr. Boldt was summoned to the presence of the millionaire and his plans unfolded. The terms demanded by the Philadelphia German manager fairly staggered the capitalist, but he acceded. Boldt insisted on the hotel being built after his ideas, and it was. The innovations were startling and the luxury daring. But it paid; paid beyond the most sanguine expectations. And now, the rather tall, straight, comfortably round, carefully dressed, spectacled man, with the direct, forceful, but unassuming manner, who is seen so often around the corridors, has the distinction of being the largest salaried man in the world.

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FOR XMAS

Jams

—WE HAVE A SPECIAL
QUALITY EX. FINE
RASPBERRY,
STRAWBERRY,
PLUM.

Put up in 7-lb. pails at

5c. lb.

Figs

Our stock is still large. — Assortment unbroken.

ELEME—BOXES, 10, 20, 30 and 50 lbs. WE ARE QUOTING AT VERY SPECIAL PRICES.
COMMADE—CLEARING OUR STOCK OF 1902 FIGS. — QUALITY, FINE. — 2CTS. PER LB.

Canned STRAWBERRIES—2s.

Fruits. Good packer—**1.25 doz.**
Quality very fine—

PRESERVED APPLES—3s.

The finest thing put up—very rich.
Better than Apple Sauce.

1.00 doz.

— California Prunes —

THE FIRST ARRIVALS NEW CROP ARE NOW IN STORE. — 2 CARLOADS. — THE QUALITY IS VERY FINE, — WILL SUIT THE BEST TRADE, AND OUR QUOTATIONS ARE AWAY BELOW THE MARKET. — WE HAVE SOMETHING VERY SPECIAL TO OFFER IN

30/40^s and 40/50^s — TO RETAIL AT 10c.

Syrup—Our **“GOLD MEDAL”** is still the leader.—

QUALITY NEVER VARIES—AND IS UNSURPASSED.— The 20-lb. tins are especially popular now that all the factories are short on 25-lb. pails.

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

KEEPING SWEET POTATOES.

SWEET potatoes need to be handled carefully if they are to be kept through the Winter, and, unlike most other vegetables, sweet potatoes should be kept in a warm, dry place, says The Chicago Record-Herald. In the first place, sweet potatoes must be dug at the right time. They should be dug before hard frosts have killed the tops, for this injures the quality of the tubers somewhat. And after digging, the potatoes must be handled as carefully as though they were eggs. Irish potatoes can be shoveled around rather carelessly, and often a bruise on one end of the potato, or even a decayed spot, will not affect the other part, which is left in a sound condition. But not so with the sweet potato, for a bruise at one end will affect the quality of the sound portion at the other, and will render it unfit for use. This fact is not generally understood by many growers, who handle sweet potatoes as carelessly as they do Irish potatoes. This fact is responsible for many of the potatoes of poor quality which are served during the Winter.

After being handled thus sweet potatoes should be stored in a warm, dry place. A temperature of 60 to 70 deg. is about right for the proper keeping of sweet potatoes. Some persons have stored them in sand or dust from the country road, gathered in late Autumn, but this is not necessary, the chief benefit of this plan being that the sand or dust will help to preserve an even temperature. If the potatoes are stored in dust or sand care must be taken that the latter is perfectly dry.

CHRISTMAS PRICE LIST.

McWilliam & Everest, of Toronto, have issued a very handsome little price list and Christmas greeting to the trade. The list is in the shape of a folder, with three wings. On the inside are the prices, and on the back are cuts of a country store, flanked by a beaver and a maple leaf. Lists may be had on applying to McWilliam & Everest, Toronto.

Do you know?

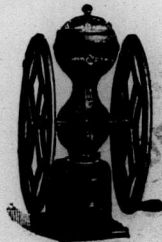
There is no **MILL** that will give the same satisfaction as



THE “National”

SOLD IN CANADA BY

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



*Both in Eby Blain Co
see cut books 14 page 25*

THE CANADIAN GROCER

MR. HENRI JONAS, OF MONTREAL.

THE CANADIAN GROCER this week presents to its readers the photo of a gentleman whose features are familiar to almost every grocery jobber in Canada, and whose goods are known from the Atlantic to the Pacific, Mr. Henri Jonas, of Henri Jonas & Co., Montreal, manufacturers of flavoring extracts and importers of fine grocers' sundries.

Mr. Jonas commenced business in 1870, and since that time has been established continuously within a few blocks of his firm's present premises at 389 St. Paul street. It is with pride that they point to having retained the confidence of their customers during all this time, and on their books to-day are the names of merchants who dealt with them in 1870.

It has been the aim of Mr. Jonas to place upon the market only goods of highest quality, and from the inception of the business to the present day this rule has been followed—Jonas' flavoring extracts, French mustards and military dressings need no commendation.

As an importer of fine grocers' sundries the firm of Henri Jonas & Co. stand in the front rank in Canada, particularly in the finest lines of French table delicacies. Mr. Jonas, who is an acknowledged connoisseur of fancy groceries and delicatessen, visits France, Spain and Italy once or twice every year, and spends no little time making his selections and looking up the finest and best goods obtainable in those markets. A glance over the list of a few of the houses represented by H. Jonas & Co. is a sufficient guarantee of the quality of the goods supplied.

Mr. Jonas is a firm believer in judicious advertising, and is ever ready to place the grocery trade into touch with the finer and higher grades of specialties, and though Mr. Jonas may personally not be known to many of the readers of THE CANADIAN GROCER, his striking advertisements are familiar to all.

In commercial circles of Montreal Mr. Jonas is recognized as an up-to-date, progressive business man, and has been honored by his fellow-citizens with the office of president of the French Chambre de Commerce. This confidence is well understood by those who know Mr. Jonas.

The following are a few of the foreign firms represented by Henri Jonas & Co.:

Establishment F. Delory, Lorient, France, packers of French peas, sardines, etc.

Bertrand & Co., Havre and Lyons, France, manufacturers of macaroni, vermicelli, etc.

G. Blachard & Co., Paris, France, potted meats and mushrooms.



Mr. Henri Jonas, of Henri Jonas & Co., Montreal.

Bernard Bizac & Co., Souillac, France, packers of truffles.

A. Durand, Carcassonne, France, manufacturers of crystalized and glazed fruits.

Dunipe & Co., Seville, Spain, growers and packers of olives.

Jonas-Hanart, Anzin, France, refiners of pure olive oils.

Mamias & Co., Bar-le-Duc, France, manufacturers of the celebrated Bar-le-Duc jellies.

L. Fichot, Landrin, France, the famous Breton vegetable colors for confectioners.

Brillant-Buhler Co., Neuilly s/Seine, France, silver and metal polishes and brass water.

Lichtwitz & Co., Bordeaux, France, exporters of sardines.

Cailhol - Tornatore, Marseilles, France, fruit pulps, capers, etc.

WESTERN ONTARIO TRAVELLERS.

A MEETING of the Commercial Travellers' Association of Western Ontario was held in the Masonic Temple, London, Saturday afternoon last, when reports of the financial standing of the association were received and officers elected for the ensuing year.

President Wm. Turnbull occupied the chair, and among those present were: John T. Green, William R. Grant, W. A. Wilson, E. R. C. Struthers, Sid Screaton, Wesley Smithson, James Smith, Harry E. Buttrey, William Lind, William Connor, John M. Dillon, George F. Brickenden, L. C. Johnson, R. M. Morrison, William Gray, W. L. Underwood, W. H. Escott, S. F. Glass, Robert Tait and C. W. Nicholls.

The president submitted a report on the standing and work of the association that was most satisfactory. Three hundred and seventy new members had been received during the year, bringing up the membership to 1,800, while the reserve fund had now reached \$95,000, a gain of \$11,500 for the year. Reference was made to the deaths during the year, some of the oldest and most prominent members, viz.: T. P. Blackwell, the first vice-president; Nicholas Jeffrey, Isaac Waterman, Reuben North, P. M. Lawrason, Harold W. Southam, of London; Herrman Waterman, Buffalo; John Wardlaw, Galt, and W. R. Thompson, Teeswater.

Death claims paid during the year amounted to \$8,010.

The financial statement showed receipts of \$40,744.85, as follows: Balance in Canadian Savings and Loan Co. Bank, \$5,109.87; travelling certificates, \$17,530; associate members' fees, \$510; duplicate certificates, \$56; interest on debentures and savings bank account, \$3,538.98; loan companies' debentures paid, \$14,000.

The disbursements included: Death claims, \$8,010; loan companies' debentures purchased, \$15,000; loan companies' debentures renewed, \$14,000; commissions to agents, \$572; secretary's salary,

(Continued on page 26.)

“merit will always win out”

that
is
why “



uaker” brand

Ceylon Tea

once used, will
always hold your
trade—

—this is not “talk,” but a fact. You can verify this
—statement by ordering a sample shipment. Cost you
—ONLY a postal card,

1 cent,

for a sample. Say
if you want Black
or Green and what
grade you want.

we’ll send it—
you try it—
you’ll test it—
then buy it—

“Quaker” Brand Ceylon Tea
created the greatest impression,
and a sensation, at the Paris
Exposition. It will prove a
revelation to you.

J. A. Mathewson & Co.,

Agents for Canada and Newfoundland.

MONTREAL, P.Q.

—our parting shot
for **1903**

Wishing you all a
Merry Christmas

**Price List of
Bee Brand Goods**

Bee Borax—40 5-oz. pkgs.	per case, \$1.40
" " —48 10-oz. "	" 3.25
" " —48 16-oz. "	" 4.25
Bee Coffee—30 1-lb. tins	per case, \$9.00
" " —15 2-lb. "	" 8.70
Bee Soda—120 8-oz. pkgs.	per case, \$2.75
" " —65 10-oz. "	" 2.75
" " —60 16-oz. "	" 2.75
Bee Starch—64 12-oz. pkgs.	per case, \$5.00

—We will give you FREE with a
\$50.00 purchase of "Bee"
Brand goods,—one
14-karat Gold-Filled (16
size) Watch, guaranteed for 20 years.

—We will divide your purchase into
two shipments, $\frac{1}{2}$ now and $\frac{1}{2}$ first
February, 1904. **Premium
given with first lot.**

Every Commercial Traveller

sending us 5 accepted orders before Christmas
for above amount will get one of our gift watches
as a Christmas reminder.

—These watches are all guaranteed by P. W. ELLIS CO., Limited, TORONTO.

Snowdon, Forbes & Co.
MONTREAL, Que.

The Road to Success

Grocers who are travelling on it recognize the fact that they first found the path on the day that Chase & Sanborn's Coffees appeared on their shelves. There are no other articles in a well kept store, that give such universal satisfaction to the general consumer, as these high-grade coffees.

CHASE & SANBORN

THE IMPORTERS,

MONTREAL

"KKOVAH"
SUPERIOR TO ALL REGD
Jellies
FLAVORED WITH RIPE FRUIT JUICES ONLY.

"KKOVAH"
Jellies (all flavors)

"KKOVAH"
Custard Powders

"KKOVAH"
Blanc Mange Powders
Etc., Etc.

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

THE GREIG MANUFACTURING CO.

MONTREAL.

LIMITED

\$1,200 ; office assistance, \$400 ; accident indemnities, \$87.50 ; printing and advertising, \$314.60 ; postage, stationery and sundries, \$310 ; rent, telephone, telegrams, \$255 ; taxes and audit, \$147.16 ; charitable fund grants, \$25.10, leaving a balance in the bank of \$423.49.

The assets now amount to \$95,243.59, consisting of loan companies' debentures, \$93,000 ; interest accrued, \$1,415.10 ; office furniture, \$405, and balance in Canadian Savings Bank of \$423.49. The liabilities consisted of a balance of \$95.01 to the credit of the charitable fund, leaving a total net reserve of \$95,148.58, or a net gain for the year of \$11,769.82.

more competent authority on the subject than Mr. Larkin could have been secured. The article is illustrated by the accompanying very lifelike cut of Mr. Larkin.

PEANUT CROP SHORT.

IN their report on the condition, quality and yield of the peanut crop of 1903, Holmes & Dawson say :

"It appears from the replies as to the acreage planted in peanuts that there has been a substantial reduction accounted for by the fact that the farmers being influenced by the high prices for both cotton and tobacco which prevailed last year planted more largely of these crops.

be made, while 81 per cent. give the opinion that the crop will be short of an average anywhere from 10 to an extreme of 60 per cent. below. Right here we wish to say that it is a difficult thing to determine what view is in every instance taken of what is meant by an average crop. To some minds it means a full all around crop of ideal conditions and features, while others make the stricter distinction of the real or actual meaning of an average crop.

"The quality of the present crop is unusually and uniformly good. All of the replies with the exception of eight per cent. report quality fair to very good. Where the quality is reported fair a number report a slight damage attributable to stormy weather prevailing at time of some early digging. This damage, however, has been slight, and since that time the farmers have had ideal weather for saving and curing. Quite a proportion of the crop is yet in the fields in stacks, but no fear is entertained that there will be any further damage, and sunshine and wind are all doing the work of curing satisfactorily.

"Probably the most noteworthy item is that of the yield. Last year, with fine weather conditions throughout the growing period, and with luxurious growth and spreading of the vines, there was much above an average yield, as was shown by our last year's report. This year the conditions are somewhat reversed ; weather conditions were unfavorable, particularly during the late months of the life of the plant. Cool and unfavorable weather conditions through August and September to an appreciable extent stunted the growth, and pegging down and the bulk of the crop was made in its earlier history, June and July. Our replies give only 13 per cent. as having an average yield, while 87 per cent. give a less yield and 41 per cent. say a much less yield.

"The already strong position of the new crop of peanuts is the best evidence that there is a shortage. The market last season opened at 2½c. for best grades of farmer's stock, as against a market to-day of 3¼c. for the same grades. The question now foremost in the minds of the distributors of factory cleaned goods is how will their trade take the new crop at the advanced prices ; will the trade take as many peanuts at the prices they will be forced to charge this season as was done last season, when factory cleaned goods were three-quarters of a cent a pound cheaper. The prevailing opinion of the factory people is that the demand will not be as heavy as it was last season."



Mr. P. C. Larkin, of The Salada Tea Co.

MR. P. C. LARKIN.

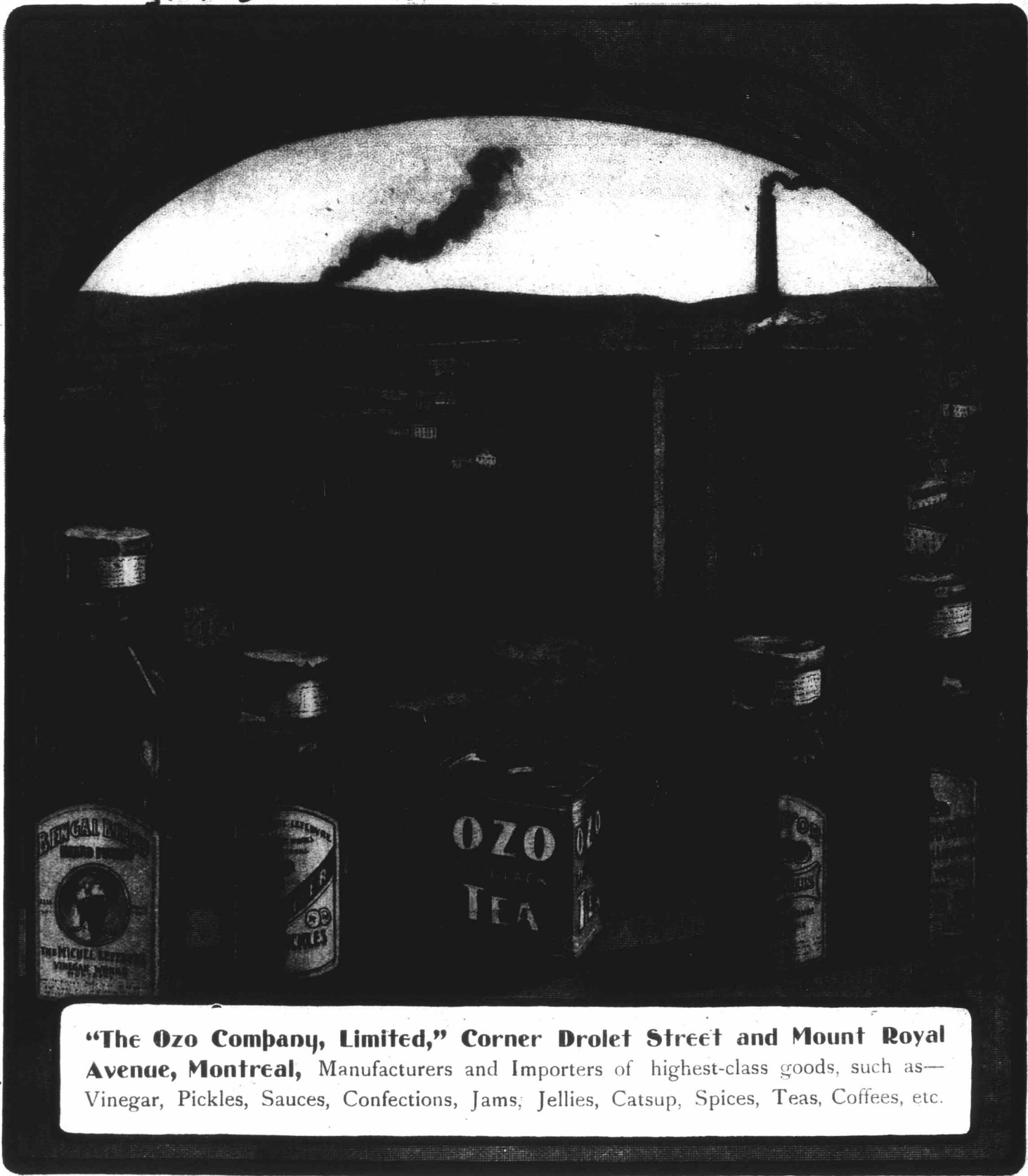
AN interesting article on the subject of British-grown tea appears in a recent number of The American Grocer from the pen of Mr. P. C. Larkin, of The Salada Tea Co. The article is replete with what must be enlightening information to American readers. No

Some of the best peanut lands in North Carolina were changed off to tobacco and cotton, and the reported reduction is well founded.

"The fact of a reduction in acreage necessarily results in less than an average crop being made. Only 16 per cent. of the replies say that an average crop will

*Salada
see cut*

3.00000001 all cuts
Ozo Tea Co
13/2/95
THE CANADIAN GROCER



"The Ozo Company, Limited," Corner Drolet Street and Mount Royal Avenue, Montreal, Manufacturers and Importers of highest-class goods, such as—Vinegar, Pickles, Sauces, Confections, Jams, Jellies, Catsup, Spices, Teas, Coffees, etc.

CLASSIFIED LIST OF ADVERTISEMENTS.

The Canadian Grocer

Accountants and Auditors.

Barber, Henry, & Co., Toronto.
 Fahy, Wm., Toronto.
 Hoskins, David, Toronto.
 Jenkins & Hardy, Toronto.
 Kidd, F. H., Toronto.
 Merson, Geo. O., Toronto.
 Williamson, T. G., Toronto.

Ammonia.

Harvey, John T., Todmorden, Ont.

Baking Powder.

Gillett, E. W. Co., Toronto.
 Lumden Bros., Hamilton and Toronto.
 McLaren, W. D., Montreal.

Barriers, Solicitors, etc.

Atwater, Duclos & Chauvin, Montreal.
 Beatty, Blackstock, Fasken & Riddell, Toronto.
 Burritt, Jas. H., K.C., Pembroke, Ont.
 Cameron, D. O., Toronto.
 Hamilton, J. C., Toronto.
 Tupper, Phipps & Tupper, Winnipeg.
 Vidal, I. L. O., Montmagny and Quebec.

Baskets.

Oakville Basket Co., Oakville, Ont.

Beef Essence.

Brand & Co., London, Eng.

Bird Seed.

Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.

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

Blue and Black Lead.

Douglas, J. M. & Co., Montreal.
 Lambe, W. G. A., & Co., Toronto.
 Oakley, John, & Sons, London, Eng.
 Smith & Gregory, Bristol, Eng.

Brooms, Brushes, Etc.

Canadian Broom Co., Ottawa.
 United Factories, Toronto.

Butter Tubs.

Woods, Walter, & Co., Hamilton.

Canned Goods.

Anglo-British Columbia Packing Co., Vancouver, B.C.
 British Columbia Packers' Ass'n, Vancouver, B.C.
 Burlington Canning Co., Burlington, Ont.
 Canadian Cannery Consolidated Co. s., Hamilton, Ont.
 Hudson, Hebert & Co., Montreal.
 Johnson, C., Gardiner & Co., Vancouver, B.C.

Cash Registers.

Hallwood Cash Register Co., Toronto.

Cheese Cutter.

Computing Scale Co. of Canada, Toronto.

Cigars, Tobaccos, Etc.

American Tobacco Co., Montreal.
 Empire Tobacco Co., Montreal.
 Erie Tobacco Co., Windsor, Ont.
 Fortier, J. M., Montreal.
 Horrocks, T. J., Toronto.
 McAlpin Consumers Tobacco Co., Toronto.
 McDougall, D., & Co., Glasgow, Scot.
 Payne, J. Bruce, Granby, Que.
 Reid, W. B. & Co., Toronto.
 Steele, W. H., Co., Toronto.
 Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.

Hamilton Cotton Co., Hamilton.

Cocoanut.

Greig, Robt., Co., Toronto.

Coccons and Chocolates.

Baker, Walter, & Co., Dorchester, Mass.
 Cowan Co., Toronto.
 Epps, James, Co., London, Eng.

Coffee Cleaver.

Lucas, Steele & Bristol, Hamilton.

Coffee Essence.

Bronley's—W. G. Patrick & Co., Toronto.
 Pattersons—Rose & Lafamme, Montreal.

Commission Merchants and Brokers.

Cameron, Gordon & Co., Winnipeg.
 Clark, R. W., & Co., Victoria, B.C.
 Davidson & Hay, Toronto.
 Dawson Commission Co., Toronto.
 Duck, Geo. H., Toronto.
 Hull & Sharpe, Calgary, Alberta.
 Nicholson, E., Winnipeg.
 Rutherford, Marshall Co., Toronto.
 Ryan, Wm., Co., Toronto.
 Stagg, M. G., & Co., Toronto.
 Steele, M. B., Winnipeg.
 Thomas, J. P., Quebec, P.Q.

Computing Scales.

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

Condensed Milk and Cream.

Borden's Condensed Milk Co., New York.
 Canadian Condensed Milk Co., Toronto.
 Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.

Canadian Corr. College, Toronto.
 Nerlich & Co., Toronto.
 Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions.

Clark, Wm., Montreal.
 Dominion Packing Co., Charlottetown, P.E.I.
 Fearman, F. W., Co., Hamilton.
 MacLaren, A. F., Imperial Cheese Co., Toronto.
 McLean, J. A., Produce Co., Toronto.
 Park, Blackwell Co., Toronto.

Delivery Wagons.

Ewart, James, Toronto.

Educational.

Canadian Corr. College, Toronto.
 Central Business College, Stratford.
 St. Margaret's College, Toronto.
 Western Business College, Toronto.

Financial Institutions.

Bradstreet Co.

Fish.

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

Flavoring Extracts.

Greig Mfg. Co., Montreal.

Flours and Cereals.

Carter, G., Son & Co., St. Mary's, Ont.
 Castle, F. J., Co., Ottawa.
 McCann, Wm., & Co., Toronto.
 McKay, John, Bowmanville, Ont.
 Napoli Macaroni Co., Toronto.
 Tillson Co., Tillsonburg, Ont.

Food Choppers.

Enterprise Mfg. Co., Philadelphia, Pa.

Foreign Importers.

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

Fruits—Dried, Green and Nuts.

Balfour & Co., Hamilton.
 Chaput, L., Fils & Co., Montreal.
 Clemes Bros., Toronto.
 Davidson & Hay, Toronto.
 Eby, Blain & Co., Toronto.
 Gibb, W. A., & Co., Hamilton.
 Gillard, W. H., & Co., Hamilton.
 Goodwillie's—Rose & Lafamme, Montreal.
 Husband Bros. & Co., Toronto.
 Kinneer, T., & Co., Toronto.
 Lucas, Steele & Bristol, Hamilton.
 McWilliam & Everist, Toronto.
 Simpson, R. & J. H., Co., Guelph.
 Walker, Hugh, & Son, Guelph.
 White & Co., Toronto.

Gelatine.

Cox, G. & J.

General Groceries.

Balfour & Co., Hamilton.
 Chaput, Fils & Co., Montreal.
 Davidson & Hay, Toronto.
 Eby, Blain Co., Toronto.
 Eckardt, H. P., & Co., Toronto.
 Hudson, Hebert & Co., Montreal.
 Lucas, Steele & Bristol, Hamilton.
 Simpson, R. & J. H., Co., Guelph, Ont.
 Snowdon, Forbes & Co., Montreal.
 Turner, James, & Co., Hamilton.
 Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.

Adamson, J. T. & Co., Montreal.
 Coles Mfg. Co., Philadelphia, Pa.
 Eby, Blain Co., Toronto.
 Enterprise Mfg. Co., Philadelphia, Pa.

Hides.

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

Holly.

Lucas, Steele & Bristol, Hamilton.
 McWilliam & Everist, Toronto.
 White & Co., Toronto.

Interior Store Fixtures, Trucks, Etc.

Auer Light Co., Montreal.
 Dominion Show Case Co., Toronto.
 Slingsby, H. C., Montreal.

Jams, Jellies, Etc.

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

Ledgers and Office Systems.

Briggs Ledger System Co., Toronto.
 Hart & Riddell, Toronto.

Macaroni.

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

Manufacturers' Agents.

Patrick, W. G., & Co., Toronto.

Mince Meat.

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

Mustard.

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

Oils.

Queen City Oil Co., Toronto.

Oil Tanks.

Bowser, S. F. & Co., Fort Wayne, Ind.

Pass Books, Etc.

Allison Coupon Co., Indianapolis, Ind.

Peels.

Batger's—Rose & Lafamme, Montreal.

Pickles, Sauces, Relishes, Etc.

Batty & Co., London, Eng.
 Canadian Cannery Consolidated Co., Hamilton.
 Colson, C. E., & Son, Montreal.
 Douglas, J. M., & Co., Montreal.
 Ewing, S. H., & Sons, Montreal.
 Horton-Cato Mfg. Co., Windsor, Ont.
 Laing's, Dr.—W. G. Patrick & Co., Toronto.
 Lees & Langley, Toronto.
 Patterson's—Rose & Lafamme, Montreal.
 Stretton & Co., Worcester, Eng.
 Turner, James, & Co., Hamilton.

Polishes—Metal.

Oakey, John, & Sons, Montreal.
 Smith & Gregory, Bristol, Eng.

Polishes, Stove.

Morse Bros., Canton, Mass.

Pottery.

Foster Pottery Co., Hamilton, Ont.

Powdered Lye.

Gillett, E. W., Co., Toronto.

Rubber Stamps.

Young, C. G., & Co., Toronto.

Safes.

Ford & Featherstone, Hamilton.
 Taylor, J. & J., Toronto.

Salt.

Toronto Salt Works, Toronto.

Sheet Metal Cutter.

Lamplough, F. W., & Co., Montreal.

Sodas—All Kinds.

Winn & Holland, Montreal.

Soda—Baking.

Dwight, John, & Co., Toronto.
 Snowdon, Forbes & Co., Montreal.

Starch.

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

Steel Shingles.

Metallic Roofing Co., Toronto.

Sugars, Syrups and Molasses.

Dominion Molasses Co., Halifax, N.S.
 Edwardsburg Starch Co., Cardinal, Ont.
 Simpson, R. & J. H., Co., Guelph.
 St. Lawrence Sugar Refining Co., Montreal.
 Tea Rose Drips—Rose & Lafamme, Montreal.

Teas, Coffees, and Spices.

Balfour & Co., Hamilton.
 Blue Ribbon Tea Co., Toronto.
 Ceylon Tea Traders' Ass'n, Chateaufort, Montreal.
 "Commissioner" Tea, London, England.
 Eby, Blain Co., Toronto.
 Eckardt, H. P., & Co., Toronto.
 Ewing, S. H. & A. S., Montreal.
 Gillard, W. H., & Co., Hamilton.
 Japan Tea Traders' Ass'n, Lipton, Thomas J., New York.
 Lumsden Bros., Hamilton and Toronto.
 Marceau, E. D., Montreal.
 Mathewson, J. A., & Co., Montreal.
 "Ozo" Co., Montreal.
 Salada Tea Co., Montreal and Toronto.
 Snowdon, Forbes & Co., Montreal.
 Warren Bros., Toronto.
 Wood, Thos., & Co., Montreal.

Telephones.

Bell Telephone Co. of Canada.

Vinegars.

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

Washing Compound.

Fairbank, N. K., Co., Montreal.

Watches.

Ingersoll, Robt. H., & Bro., New York.

Woodenware.

United Factories, Toronto.

Wines, Liquors and Beer.

Chaput, L., Fils & Co., Montreal.
 Dominion Brewery Co., Toronto.
 Hudson, Hebert & Co., Montreal.

Wrapping Paper.

Canada Paper Co., Toronto.

Yeast.

Gillett, E. W., Co., Toronto.
 Lumsden Bros., Hamilton and Toronto.

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We look on each grocer in Canada as our agent.
On every pound of

Blue Ribbon Ceylon Tea

we see that you have a good profit. We don't do this at the expence of the quality of the tea. That is as it always has been and will be—the finest "hill grown" tea in Ceylon. That's our policy.

The quality tea of Canada.

Push the Red Label Brand.

GREIG'S "WHITE SWAN" BRAND PREPARED COCOANUT

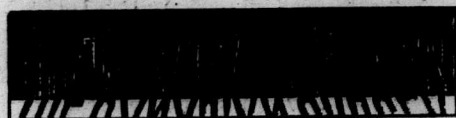
In installing our new Cocoanut plant no expense has been spared in having every detail up-to-date in every single particular.

Then too, this department is in charge of workers whose long and successful experience in preparation of Cocoanut for the Canadian trade is warrant of the quality being made.

The Cocoanut is packed in barrels, pails, boxes, tins and packages, and lowest prices are guaranteed.

We cordially invite inquiries, and samples will be cheerfully sent on request.

THE ROBERT GREIG CO., Limited, TORONTO.



President:

JOHN BAYNE MACLEAN.

Montreal.

The MacLean Publishing Co. Limited

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THE OPENING IN SOUTH AFRICA.

THE New York Journal of Commerce in the issue of Tuesday of this week, gives a two-column review of the report of Mr. H. Berchenough, special commissioner appointed by the British Board of Trade to investigate trade conditions and prospects in South Africa. The report is a remarkable one not alone in the light it throws upon conditions in South Africa, but in the information it gives as to the methods so successfully employed by our American neighbors in gaining an entrance to the South African market. In 1902 the exports of Britain to South Africa were £29,247,743, an increase of about 40 per cent. over the preceeding year. The American exports for the same year, while but £4,429,879, showed an increase of 67 per cent. over the previous year. This remarkable increase was sufficient to cause England to take alarm.

Of American exports £2,284,088 represented food stuffs, fodder, timber and

natural products. In this they do not come in competition with Britain, but they do most decidedly with Canada and Australia.

The report deals most particularly with the other lines, but the methods pursued are the same. Americans owe much of their success, the report says, to the extraordinary activity and alertness they show in the conduct of their business and the careful measures they take to retain and extend their connection. Instead of endeavoring to force the sale of goods they are in the habit of making, they strive to find out what their customers want and make it for them. American methods of packing and care as to the appearance of their goods are also commended. Indeed the whole substance of the report may be summed up in saying that the Americans go after the trade and do what is necessary to get it. And they do it quick. They were putting up steel frame buildings a whole year in South Africa before the British firms woke up and got in position to compete with them.

Mr. Berchenough is very sanguine as to the future of South Africa. The mines, he says, have not yet begun to be worked to their capacity and for many years South Africa will be dependent for her supplies from abroad and for rapidly increasing population.

For this trade Canada has made some little feeble efforts and has met with some little success, but with the Americans as competitors we must rise to the occasion and beat them with their own weapons. Our manufacturers must make themselves acquainted with what the South Africans want and how they want it. When that is done it is then necessary to put it up in a more attractive form than the American competitor does and then see that it is landed and put on the market in good shape. It may cost a little money to open this market at first, but the market is a growing proposition that can be had better now than later. If Canada is to become an exporting country we can not afford to let the South African market escape us.

DECLINE TO SUBMIT TO SERFDOM.

A TENDENCY is discernable in the case of not a few of our business men to labor with their hands rather than with their heads, to allow themselves to become encumbered and weighted down with a mass of detail which should be relegated to subordinates.

This is often due to the lack of a nice discrimination between what belongs properly to the sphere of the manager and what to the ordinary office man. Yet such is not always the case. But the other day a gentleman distinguished in Canadian financial circles, confessed that he frequently went down to his office in the ordinary course of routine, when there was no necessity whatever for his presence there, and when he might have been immeasurably better engaged recuperating mind and body out in the open air and sunshine. on the golf links or at the sea side. Why did he keep so close to his office? Simply for fear that he might appear to be neglecting his business.

So have we enslaved ourselves. Whether needed or not at the office, we must at least make a pretence of it. This is an old game which men have used to hoodwing each other and themselves since time immemorial. Chaucer describing the Sergeant of The Lane, the 14th century prototype of the modern business man, says, with gentle irony

" Nowher so besy a man as he ther nas,
And yet he semede besier th an he was."

A Canadian who fills the post of private secretary to the directing mind of several of the largest manufacturing corporations in the United States, while on a visit to this country a short time ago, remarked that he had not seen his chief for four years. He received his instructions by telephone or telegraph. The man whose wonderful grasp of finance and whose control of the industrial situation of the United States is alternately the admiration and the detestation of his fellow citizens has been able to maintain his position as the captain-general of industry by resolutely declining to be the slave of detail. He

has organized the details. He no longer deals with units but with systems. Had he attempted to attend to every detail himself he would no doubt have been an admirable head clerk, nothing more.

The Canadian business man should not make the mistake of confining himself too closely to his office, his store or his factory, as the business grows he should relinquish from time to time, the lower class work, and confine himself to the higher and more subtle, the administration rather than the executive side of the business. He would thus have more time to do well what is most worth well doing. He would have more time for exercise to invigorate mind and body. He would think clearer, plan more deeply and act more effectively. He would be a more shrewd business man, a better husband, and a more honored citizen.

THE FAT STOCK SHOW.

HAIL to Guelph and its Fat Stock Show. During the summer months the Ontario Agricultural College is the Mecca that draws the farming population in annually increasing numbers to the Royal city, but the enterprise of its citizens has built up another institution in the Provincial Winter Fair which is every year growing in importance and in the interest it excites throughout and beyond the Province. By its Fat Stock Show, Guelph is probably as well known as by the Agricultural College.

There this week has been gathered the elite of live stock aristocracy, to the delectation alike of the admirer of well-bred, well-fed cattle and the lover of the good roast beef and lamb chops. The superior excellence of Canadian live stock has been proved in all the great exhibitions that have been held in the northern parts of this continent. At Guelph are gathered from our flocks and herds the creme de la creme, the pride of the farm yard and stock ring in every class.

The splendid and increasing success of this unique fair is a matter for pride

not alone of the people of Guelph but of all Ontario. There is nothing like it to be found on this continent and Guelph deserves every bit of the honor she is deriving from her successful fair.

There is, of course, a desire on the part of some that the fair be removed to a more central location, but this desire is hardly a reasonable one. Guelph has proved her title to the fair by making it the success we now see it. The fair is held in the centre of a most desirable district. It is close to the Agricultural College, an important matter as a large proportion of the visitors to the fair are farmers, and in addition to all this it has been by no means established that centralization is an unalloyed benefit. It has some advantages, of course, in the way of accommodation. But on the other hand the fair is primarily educative and to accomplish this purpose it should be brought as closely as possible to the farmer. Guelph is well situated as regards western Ontario. It would not be a bad idea to establish a similar fair in eastern Ontario. But in the meantime Guelph should be encouraged in the good work being done there in raising the standard of our stock and educating the farmers in scientific and profitable methods.

MR. CHARLTON SHOULD COME HOME.

SINCE the close of the session at Ottawa, Mr. John Charlton, M.P., has again crossed into the United States and resumed his self-imposed task of advocating commercial reciprocity between that country and Canada.

Mr. Charlton's persistency is to be admired. So is his courage. He believes that reciprocity in trade between Canada and the United States would be a good thing, and he is doing his best to bring it about.

But the services of Mr. Charlton seem to be scarcely wanted in the United States just now. There was a time, a decade ago, when there was scarcely any native missionaries in the United States to preach the doctrine of reciprocity with Canada.

That day is now passed. Reciprocity with Canada is becoming a popular cry. Senator Fairbanks appears to be making it a part of his life's work. President Roosevelt is being imbued with his spirit, and it is expected that after the presidential election, if returned to the White House, will openly lend his influence to the desired treaty.

But whatever may be said as to the attitude of the politicians, it is certain that a strong sentiment in favor of reciprocity with Canada predominates the minds of business men in the Eastern, Middle and Northwestern States of the American Union.

Had the sentiment been so strong in the years gone by, when Canada was a suppliant for reciprocity, it is altogether likely the desideratum would have been secured.

Now, however, the order is reversed. As far as our memory serves us there is not a single newspaper in Canada advocating it. And, outside of Mr. Charlton, not a single politician either. There are no politicians so poor as to do it reverence. As a subject for practical politics it is defunct. Time has swallowed it as effectually as the big fish did Jonah. And is likely to keep it down much longer than the fish did the disobedient prophet.

It is obvious, therefore, that Mr. Charlton's place is at home. And if he is really concerned about reciprocity he will come at once. There is no one but himself to cultivate the reciprocity field. In the United States the field appears to be white almost unto the harvest, but in Canada the soil has been so long neglected that if our memories were not pretty good, and we had not the files of newspapers to refresh them, we certainly would forget that the cause of reciprocity with the United States had ever been cultivated in Canada. There is not even a blade to be seen in the old field. And before even the seed can be sown a great deal of ploughing will have to be done. Really, if results are to be seen by the present generation it is imperative that Mr. Charlton should come home at once and get out his plough.

FOR CHRISTMAS PRESENTS.

FOR the next two weeks people will be buying Christmas presents. There is no better place to buy them than in the grocery. Fruits, candies and nuts are of course equally acceptable to young and old, but very often the Christmas season is made the occasion of adding to the joy at once of the giver, and those who have not an abundance of this world's goods, and whose Christmas festivities otherwise would be darkened by the gloomy spectre of want. In making the choice of Christmas presents therefore one is sometimes at a loss. To anticipate such a situation THE GROCER has prepared a list of articles to be had in the grocery store from which presents suitable for any purpose may be chosen. This might be cut out and posted where it may be seen by customers wrestling with the problem of what to buy.

The list presented is as follows :

- Box of bon bons.
- Dozen oranges.
- Two dozen bananas.
- Half-dozen pineapples.
- Basket of grapes.
- Dozen of grape fruit.
- Barrel of apples.
- Fancy package of figs.
- New dates.
- Malaga raisins.
- Shelled almonds.
- Shelled walnuts.
- Peanuts, fresh roasted.
- Bottle of Olives.
- Half-dozen cream cheese.
- Half-dozen sections honey.
- Mince meat.
- Plum pudding.
- Box of fancy biscuits.
- Box of holly and mistletoe.
- Turkey or goose.
- Fancy candles with shades.
- Jar of preserves.
- Bottle beef extract.
- Twenty-five lbs. granulated sugar.
- Five lbs. of tea, choice.
- Five lbs. of coffee, choice.
- Package of cocoa.
- Cake of chocolate.
- Bottle of wine.
- Box of cigars.
- Box of tobacco.
- New pipe.
- Package of toilet soap.
- Bag of flour.
- Case of breakfast food.
- Smoked ham.
- Side of bacon.
- Lamb.
- A keg of fish.

- China plate.
- Cup and saucer.
- Fruit set.
- Salad dish.
- Vase.
- China ornament.
- Bag of potatoes.
- An order for goods.

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.

Lucas, Steele & Bristol still have Fard dates, also Bombay stuffed figs and dates.

B. O. Beland says it will pay buyers of wines, fine champagnes, down to ordinary clarets, to visit his sample room and warehouse at 26 Lemoine street, Montreal, or to write him for his quotations.

The R. & J. H. Simpson Co., wholesale grocers, Guelph, have a snap to offer in canned salmon.

Husband Bros. & Co. report three cars of Mexican oranges to hand this week (stock sound, sweet and bright color); two cars of Florida oranges (russett and bright), thin skinned and sweet; one car of Delaware holly; first car of the season of navels, all sizes.

H. N. Bate & Sons, Ottawa, advise arrival into store of full line of Crosse & Blackwell's jams, jellies, fish paste, etc.; also Dandicotte & Gaudin's vegetables, fruits and pastes, in glass and tin.

E. D. Marceau, Montreal, is calling the attention of the trade this week to special values offered in teas. These are quite-times values and should prove interesting.

Ocean Mills, Montreal, are offering special premium with the Ocean Baking Powder between now and New Years. Look out for their ad. in next week's GROCER.

Late arrivals of Valencia Oranges received by McWilliams & Everist have opened up in very fine condition.

John Sloan & Co., Toronto, have received into store a carload of fine pink salmon, packed by J. H. Todd & Sons, proprietors of the Horseshoe Brand, and every tin is guaranteed by them. This salmon is being offered at attractive prices.

Spratt's Patent Food Co., Limited, of Newark, N.J., report an increased demand for their goods in Canada.

"Kkovah" Jellies have "caught on in Halifax," writes their representative in that city to the R. Greig Mfg. Co., Montreal.

"Chocolat de l'Univers," for which B. O. Beland, Montreal, is Canadian agent, is ready for the Christmas trade. These goods are claimed to be surpassed by none in quality. Orders sent direct to Mr. Beland will receive prompt attention.

"Bronco" brand navel oranges, one of the finest California oranges to be had, are expected in a few days. White & Co. have exclusive control of this brand and are doing a large business in them.

The R. & J. H. Simpson Co., Guelph, report the arrival of a shipment of new Grenoble walnuts, soft shell almonds, filberts, and other seasonable goods.

Buyers' attention is called to this week's ad. of L. Chaput, Fils & Cie., Montreal. Special values are offered in Griffin & Skelley's California apricots, peaches, and fancy Santa Clara "new crop" apricots, peaches and prunes.

A full supply of table raisins may be found with Lucas, Steele & Bristol.

White & Co. received the first car of California celery to come to Canada this year, of the "Golden Heart" variety. They have it packed in 1/2-crates as well as crates, and is of splendid quality.

Something* entirely new in Batger & Co.'s English crackers for Christmas and table decorating is offered by H. N. Bate & Sons, Ottawa. These are offered at interesting prices.

L. Chaput, Fils & Cie., Montreal, are offering Trenor and Arguimbau's 1902 crop Valencias, at \$1.20 per box. These are cold-storage kept and in good condition. This price should tempt buyers.

White & Co., Toronto, have a consignment of English cob nuts due. They are also offering California almonds, walnuts and Louisiana paper shell pecans.

Lucas, Steele & Bristol display a fine assortment of olives in glass also gallon jars.

REMOVAL.

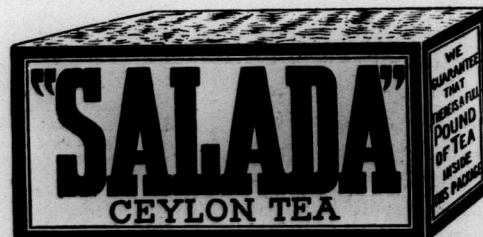
Stronach & Son have recently purchased the commodious premises, No. 46 Church street, Toronto, where they will conduct a business devoted entirely to Canadian fruits and produce. The outside trade can depend on correspondence and consignments receiving the firm's prompt and careful attention.

VINEGAR MAKERS MEET.

A meeting of the vinegar manufacturers of Ontario and Quebec was held last Friday, 4th inst., at St. Lawrence Hall, Montreal. Representatives of the different factories were present.

999 Dealers out of a Thousand

Is about the proportion of strict adherents to the belief that "SALADA" Ceylon Tea is the best value and most extensively advertised brand upon the market to-day. . . These conclusions are based upon the large and satisfactory public demand, which is a criterion for judgment, "Incontrovertible."



BRANCHES and AGENCIES

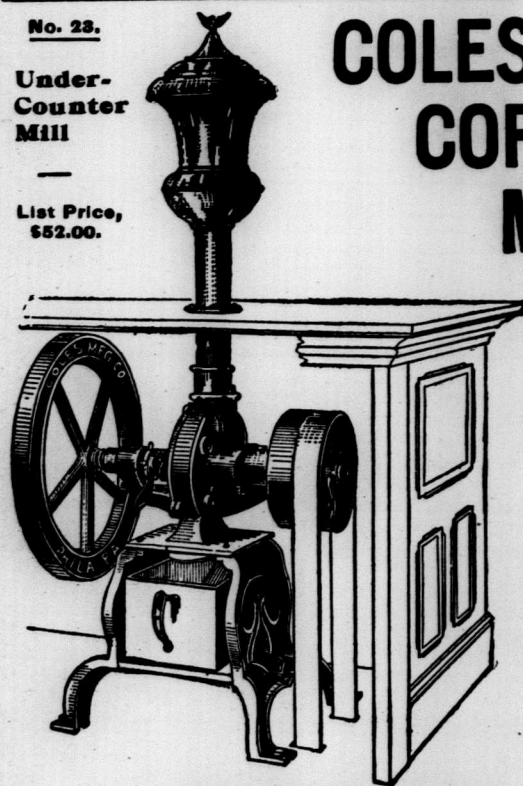
- Toronto.
- Montreal.
- St. John.
- Halifax.
- Winnipeg.
- Vancouver.
- New York.
- Boston.
- Chicago.
- Buffalo.
- Detroit.
- Pittsburgh.
- Cleveland.
- Philadelphia.
- Washington.
- Indianapolis.
- Hartford.
- Duluth, Min.
- Jersey City.
- Milwaukee.
- St. Paul, Min.
- Richmond, Va.
- Jacksonville.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

Black, Mixed or } Pounds, Halves, Quarters, 2 Ounces.
Natural Green. } Sealed Packets Only.

12 MILLION PACKETS SOLD ANNUALLY

Samples and Wholesale Terms cheerfully furnished on application.

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



COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

A GREAT LABOR-SAVER.

Our Grinders wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA



Christmas trade is liable to make merchants forget their CELLULOID STARCH stock. But their customers won't forget. Dainty frills and laces are as important as the Christmas turkey and nothing will make them just right, but

Celluloid Starch
Never Sticks Requires no Cooking.

Better let us have that order now.

THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, ONT.

MARKET NOTES

ONTARIO MARKETS. GROCERIES.

Toronto, Dec. 10, 1903.

THE same general conditions prevail as reported last week. Wholesalers are still busy filling Christmas goods orders, and no let-up is reported. This Fall's business is reported from fully up to last year to away ahead of that 12 months ago. There have been no notable changes in prices, with the possible exception of coffee. Country buyers are placing orders freely for reasonable goods, and the outlook continues very favorable. Collections are reported improving. Canned goods are quite firm and are regarded as good property. Coffees are very strong and rising. Rios, Santos and Maracaibo have been advanced in quotations below. Spices are meeting with a good demand from wholesalers, but brokers report market dull, but prices are still maintained. The call for both syrups and molasses has improved and is considered strong. Rice and tapioca are unchanged from last week. Tea is much the same as recently. There is still a good demand for low-price teas of fair quality, but little response at prices buyers feel disposed to offer. In London prices are maintained, perhaps a little firmer than a week ago. The interest of the trade is largely centered around dried fruits and nuts. The latter are now arriving and enlisting interest, especially in shelled. In sugar, raws in United States have eased off 1-16c. for the week. Locally, sugar is unchanged in price, with more business doing.

CANNED GOODS.

There is nothing new to report in canned goods this week, except that these lines are gathering additional strength. Parties who have placed orders and got the goods are in an enviable position: they have good property. Corn is still in the front of the market, and peas also are attracting considerable attention. Canned meats as usual are dull at this season of the year, but prices are held firm. We quote:

Apples, 3s.....	0 80
" gallons.....	2 20
Asparagus.....	3 50
Beets, 2s.....	0 90
Beets, 3s.....	1 00
Blackberries, 2s.....	1 50
Beans, 2s.....	0 82 1/2
Corn, 2s.....	1 00
Cherries, red, pitted, 2s.....	2 20
" white.....	2 40
Peas, 2s.....	0 87 1/2
Pears, 2s.....	1 45
" 3s.....	1 90
Pineapples, 1 1/2s.....	1 50
" 2s.....	1 80
" 3s.....	2 25
Peaches, 2s.....	1 55
" 3s.....	2 45
Plums, green gages, 2s.....	1 10
" Lombard.....	1 00
" Damson, blue.....	0 95
Pumpkins, 3s.....	0 85
" gallon.....	2 50
Rhubarb, 3s.....	1 30
Raspberries, 2s.....	1 40
Strawberries, 2s.....	1 40
Succotash, 2s.....	1 00
Tomatoes, 3s.....	1 05
Lobster, tails.....	3 35
" 1-lb. flats.....	3 50
" 1/2-lb. flats.....	1 90

Mackerel.....	1 00	1 25
Salmon, sockeye, Fraser.....	1 65	1 75
" " Northern.....	1 65	1 75
" " Horseshoe.....	1 65	1 75
" Cohoes.....	1 15	1 35
Chums.....	1 25	1 35
Sardines, Albert, 1/2s.....	0 15	0 22 1/2
" " 1s.....	0 14	0 23
" Sportman 1/2s.....	0 14	0 23
" " 1s.....	0 08	0 10
" Portuguese 1/2s.....	0 25	0 27
" P. & C., 1/2s.....	0 35	0 38
" P. & C., 1s.....	0 03 1/2	0 04
" Domestic, 1/2s.....	0 09	0 11
" Mustard, 1/2 size, cases 50 tins, per 100.....	8 00	9 00
Haddies.....	1 00	1 00
Kipperd herrings, domestic.....	1 45	1 55
" imported.....	1 00	1 10
Herrings in tomato sauce, domestic.....	1 45	1 55
" imported.....	1 45	1 55

COFFEES.

In New York coffee is still advancing. Smaller estimates of the present Santos crop, a sharp advance in European markets, and a higher market in Brazil, all tend to intensify the bullish movement that has of late dominated the coffee market. Coffee is full 2c. higher than at the first of September. Locally, an advance of 1/4c. in Rios is quotable, but mild grades have not been affected sufficiently to influence quotations. Maracaibos are 1/4c. higher. A fair demand is met, but buyers are rather afraid of the rapidly rising market. We quote:

Green Rios, No. 7.....	Per lb.	0 08
" " No. 6.....	0 08 1/2	
" " No. 5.....	0 08 1/2	
" " No. 4.....	0 09 1/2	
" " No. 3.....	0 10	
Mocha.....	0 21	
Java.....	0 22	
Santos.....	0 11 1/2	
Plantation Ceylon.....	0 26	
Porto Rico.....	0 22	
Guatemala.....	0 22	
Jamaica.....	0 15	
Maracaibo.....	0 14 1/2	

SUGAR.

The weaker feeling reported in our last has continued for the week under review and we have to record further declines in quotations for raw sugar. There have been fairly heavy sales to United States refiners of sugars on spot and arrived at port of call for orders, as well as for January shipment from Cuba. For week ending Friday, 4th inst., transactions aggregated fully 50,000 tons. There has been pretty free selling of new crop Cubas at 2 7-32c. and 2 3-16 basis 96 degrees C. & F., which, under the Reciprocity Treaty with the reduction of 20 per cent. in the American duty, would give a landed cost, duty paid, 5 17-32 to 3 9-16. Soon after our last report there was a sale of 1,200 tons Demarara centrifugals for prompt shipment at 2c. C. & F., which with duty of 1.69 would cost landed 3 11-16. Since then there has been a sale at 3 3/4c., thus establishing a decline of 1-16 for the week. When the statistical position is considered, it is difficult to appreciate the reasons for the weakness in raws, as, for week ending December 2, receipts at United States four ports were only 23,559 tons, while meltines remain unchanged at former figure of 26,000 tons. Total stocks are 100,387 tons, against 182,711 tons same time last year. Total stocks in the United States and Cuba together are 222,387 tons, against 249,711 tons same time last year, the combined deficiency

being 27,324 tons. Combined stocks of Europe and America at latest uneven dates, were 2,61,387 tons, against 1,973,006 tons same time last year, the increase being 88,381 tons. European markets opened for the week at 8s. 4 1/2d. for 88 per cent. beet, prompt shipment, and at the close remains unchanged at this figure. Report on the growing crops on December 5 read: "Weather unfavorable for crop work," and cable on December 8 reported, "No change in the situation." United States refined market has remained quiet with little business doing and prices unchanged. Refiners have been unwilling to make time contracts, while buyers have been indisposed to purchase for prompt delivery only. Present prices for refined are low, leaving margin of only from to 73 1/2c. over raws. Our local market has been without special feature, trade continuing on a hand-to-mouth basis only, with only a moderate distribution for this season of the year. At the close there are no special indications and the list remains as below:

Paris lumps, in 50-lb. boxes.....	4 78
" " in 100-lb. ".....	4 68
St. Lawrence granulated.....	4 13
Redpath's granulated.....	4 13
Acadia granulated.....	4 03
Berlin granulated.....	4 03
Standard granulated (Wallaceburg).....	4 03
Crystal granulated (Wallaceburg), 1902.....	3 93
Imperial " (Dresden).....	3 98
Beaver " (Wiarnton).....	3 98
Phoenix.....	3 98
Bright coffee.....	3 83
Bright yellow.....	3 78
No. 3 yellow.....	3 73
No. 2 ".....	3 53
No. 1 ".....	3 43
No. 1 " (Wallaceburg).....	3 43
No. 1 " (Berlin).....	3 43
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

SPICES.

There is little change in spices; in fact, absolutely no new development from last week. The market is featureless and prices maintained as before. Locally the wholesalers are finding a reasonable demand and are satisfied. We quote:

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

SYRUPS AND MOLASSES.

These lines are moving well. There is quite a lot of molasses selling just at present, this being its especial season. Syrup also is in good demand, the call being principally, in fact, almost altogether, for the corn article.

RICE AND TAPIOCA.

A fair demand for the season is reported. Tapioca is in a peculiar position. The heavy stocks held locally bought at low prices have kept the market here below what stocks could now be replaced for. There is no change in rice. We quote:

Rice, stand. B.....	Per lb.	0 03 1/2	Sago.....	0 03 1/2	0 04
Patna.....	0 05	0 03 1/2	Tapioca.....	0 03 1/2	0 03 1/2
Japan.....	0 07	0 07	Carolina rice.....	0 10	0 10

TEAS.

There is nothing of note in the tea situation this week. A demand from United States markets for China greens being the one feature. Locally there is a demand for Japans to retail at 25c., but

THE MARKETS

hardly anything can be had around that price of good value. The markets in London were maintained at recent easing off, and a cable the early part of the week seemed to indicate a slight revival in Indian.

FOREIGN DRIED FRUITS.

Arrivals of new shelled walnuts are at hand this week, and owing to complete absence of old stock were absorbed at once. Further shipments are close at hand, and prompt orders may be filled for Christmas trade. Shelled walnuts are unusually early this year. Malaga blue raisins are of very superior quality this year. Extra dessert clusters have gone freely into consumption, and considerable buying has taken place between wholesale houses, some of whom have been short. One sale is reported of 100 boxes of Beven's Imperial Russian clusters. A feature of the Malaga fruit this year has been a 20-lb. box of clusters divided into 1-lb. bunches by the insertion of waxed paper, so that fruit can be lifted out without tearing the clusters, and thus having the bunch perfect. This is the creation of Beven & Co., Malaga, who introduced it for their New York trade. It has taken well here. There has been an enormous development in the shelled nut business of late, not only for confectionery purposes, but also for sale in grocery stores. Where five years ago a wholesale house would take five boxes, many retailers now take as many as ten. Two-thirds of the nuts imported now come shelled. Orders have been placed in France for several thousand cases of shelled almonds for monthly delivery as far ahead as June, 1904. In our last issue it was stated that Valencia raisins were not in too plentiful supply, and that quantity in country would be not much more than sufficient for holiday trade. This has been verified during the week by inquiries from several importers for quotations on shipments from Spain. There is little change in foreign markets. At end of November there were some 200 tons left in Spain held at a price equal to 6½c. delivered here for selected. Steamship Velarde, which sailed for Liverpool, November 23, had on 4,000 half boxes for Canada, which will arrive about the first of the year. The market in currants is unchanged. Patras reports that recent sales for Canada apparently showing drop in market were executed in consequence of a favorable rate of exchange, the first cost remaining unchanged. The position is considered strong for the future. We quote:

CURRANTS.		
	Per lb.	Per lb.
Fine Filiatras.....	0 04½ up	Vostizzas..... 0 07 0 08
Patras.....	0 06 0 06½	

RAISINS.		
	Per lb.	Per lb.
Valencia, fine off-stalk.....	0 06½ 0 07	
" selected.....	0 07 0 09	
" selected layers.....	0 08 0 09½	
Sultana.....	0 06½ 0 10	
California seeded, 12-oz.....	0 08½ 0 09	
" 1-lb. boxes.....	0 10½ 0 11	
" unseeded, 2-crown.....	0 07½	
" 3-crown.....	0 08 0 08½	
" 4-crown.....	0 09 0 10	

DATES.		
	Per lb.	Per lb.
Hallowees.....	0 04½ 0 05	Fards..... 0 07½ 0 09½
Sairs.....	0 04½ 0 04½	

PRUNES.		
	Per lb.	Per lb.
100-110s.....	0 04	60-70s..... 0 07 0 07½
90-100s.....	0 04½ 0 05	50-60s..... 0 08 0 08½
80-90s.....	0 06 0 06½	40-50s..... 0 08½ 0 10
70-80s.....	0 06½ 0 07	

CANDIED PEELS.		
	Per lb.	Per lb.
Lemon.....	0 10 0 12½	Citron..... 0 15 0 18
Orange.....	0 11 0 13	

FIGS.		
	Per lb.	Per lb.
Tapnets.....	0 03½	Elemes..... 0 09 0 20
Naturals.....	0 06½ 0 09½	

APRICOTS.		
	Per lb.	Per lb.
Californian evaporated.....	0 10½ 0 15	

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

NUTS		
	Per lb.	Per lb.
Hickory nuts, per basket.....	0 65 0 75	
Cocanuts, per sack.....	4 00	
Jumbo hickory nuts, per lb.....	0 08	
Italian chestnuts, per lb.....	0 10	

COUNTRY PRODUCE.

EGGS.

The egg market continues very firm with an upward tendency. Stocks are light, receipts are insignificant and the demand is at this season quite brisk. Buyers who object to the price to-day pay more to-morrow. Eggs are certainly a good stock at this juncture. We quote:

Eggs, strictly new laid, per doz.....	0 30
" selected, per doz.....	0 28 0 27
" cold storage per doz.....	0 22 0 23
" pickled, per doz.....	0 20 0 21

WHITE BEANS.

There is no change of importance to be noted in beans. Prices are maintained at about previous quotations. We quote:

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

HONEY.

Honey continues steady with a normal demand at prices quoted. We quote:

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

DRIED APPLES.

This market is featureless. Values are maintained but little interest is manifested. We quote:

Apples, dried, per lb.....	0 04½ 0 04½
" evaporated.....	0 06 0 06½

POULTRY.

Turkeys and geese are scarce and meeting with a good demand. Chickens are more plentiful than recently. We quote:

Chickens, live per lb.....	0 07 0 08
Old hens.....	0 05 0 05
Ducks.....	0 08 0 09
Turkeys.....	0 10 0 11
Chickens, dressed, per lb.....	0 10 0 11
Old hens.....	0 06 0 07
Turkeys.....	0 12 0 13
Geese.....	0 07½ 0 8½
Ducks.....	0 10 0 11

FISH.

The fish market is quite brisk. There is a first-rate demand and supplies are ample. Oysters are being sought more of late, and a good demand is anticipated till after the New Year. We quote:

Whitefish, frozen, per lb.....	0 09
Trout, frozen, per lb.....	0 09
Herrings, fresh, per lb.....	0 07
British-Columbian salmon, frozen, per lb.....	0 12
Halibut, frozen, per lb.....	0 12
Perch, per lb.....	0 05
Mackerel, frozen, per lb.....	0 10
Haddock, per lb.....	0 07
Cod, per lb.....	0 08
Tullibees, per lb.....	0 06
Gold eyes.....	0 04½ 0 05
Finnan haddies, per lb.....	0 08 0 09
Bloaters, per box.....	1 25
Oysters, standard, per small pail.....	4 05
" selects.....	4 65 4 95

GREEN FRUITS.

California navels and Mexican oranges have arrived this week and are meeting with a good demand. Holly is meeting a lively market; it is bright and well berried. Jamaica oranges by the barrel,

Messina lemons and Florida grape fruit are easier. Other fruits have maintained their values. Next week the bulk of the Christmas fruit will be in the hands of the commission men or on the way to the retailers. The season has proved very satisfactory and the outlook is bright. We quote:

Jamaica oranges, per bbl.....	4 50
" " per box.....	2 75
Florida " per box.....	3 50
California navels, per box.....	3 50 3 75
Mexican oranges.....	2 35 2 50
Messina lemons, new, per box.....	2 75 3 00
Florida grape fruit, per box.....	5 00 5 50
Florida pineapples, per crate.....	4 00 4 50
Bananas, large bunches.....	1 75 2 25
" small bunches.....	1 25 1 40
Apples, per bbl.....	2 00 2 50
Pears, winter varieties, per basket.....	0 25 0 40
Almeria grapes, per keg.....	5 50 6 50
California grapes (Emperor), per crate.....	3 50
Florida tomatoes, per crate.....	4 50
Cranberries, Jersey, per bbl.....	9 50
Limes, per case.....	1 25
Holly, per case.....	4 50

VEGETABLES.

The vegetable market is practically unchanged with the exception of potatoes. Of these there is a local scarcity, due largely to the cold weather. The tubers have advanced to 80c., by the bag, and 75c. the bag in carlots. Cabbage are also in good demand. We quote:

Cabbage, per doz.....	0 40 0 50
" red, per doz.....	0 40 0 75
Potatoes, per bag.....	0 80
Potatoes, per bag, car lots.....	0 75
Sweet potatoes, per bbl.....	3 00 4 25
Onions, per basket.....	0 30 0 40
Onions, per bag.....	1 25 1 40
Spanish onions, per crate.....	1 00
Spanish onions, large cases.....	2 50
Bunch lettuce, per doz. bunches.....	0 30
Radishes, per doz. bunches.....	0 50
Spuds, per bush.....	1 00
Mushrooms, per lb.....	0 60 0 75
Mint, per doz bunches.....	0 20
Parsley.....	0 20
Beets, per bush.....	0 40
Cauliflowers, per doz.....	0 75 1 50
Carrots, per bag.....	0 50
Parsnips, per bag.....	0 60
Vegetable marrows, per doz.....	0 40 0 75
Celery, per doz.....	0 25 0 60
Butter squash, per doz.....	0 75 1 25
Hubbard squash, per doz.....	0 75 1 50
Pumpkins, per doz.....	0 75 1 25
Yellow turnips, per bag.....	0 35
White turnips, per bag.....	0 50
Oyster plants, per doz.....	0 20 0 30
Leeks, per doz.....	0 30
Sage, per doz.....	0 10
Savourey, per doz.....	0 10
Citrons, per doz.....	0 50 1 00
Artichokes, per bush.....	0 75

SEEDS.

There is a good demand for red clover of good quality, but little up to the mark offered. Ordinary timothy is dull, but flail-threshed will bring an advance on quotations. Alsike is unchanged and featureless. We quote:

Red clover, per bush.....	5 50 6 25
Alsike.....	4 75 6 00
Timothy, per ".....	1 10 1 35

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.

Both Manitoba and Ontario wheat are plentiful, but cars are scarce. Manitoba wheat is unchanged. Red wheat is 1 to 1½c. easier; white wheat 1c. easier; oats are 1c. lower. We quote:

Manitoba wheat, No. 1 hard, per bush, Toronto.....	0 91½ 0 92½
" Northern No. 1.....	0 88 0 88½
Manitoba wheat, No. 2.....	0 86 0 86½
Red, per bushel, on track Toronto.....	0 79 0 80
White.....	0 80 0 81
Barley.....	0 44 0 48
Oats.....	0 31 0 31½
Peas.....	0 65 0 66
Buckwheat.....	0 47
Rye, per bushel.....	0 56 0 57

FLOUR.

The flour market is firm this week. Last week's prices continue unchanged. Our quotations are:

Ontario patents, per bbl.....	3 80 4 05
Hungarian patents.....	4 30 4 50
Manitoba bakers.....	4 00 4 15
Straight roller.....	3 50 3 60

Highest Standard Quality Domestic
Canned Fruits and Vegetables

At Lower Prices than Common Grades.

SIMCOE LYNN VALLEY BRAND.

	Canners' Net Prices to the Wholesale Trade	OUR PRICES to the Retail Trade.
3 -lb. Preserved Apples	\$ 1.25	\$ 1.10 per doz.
2 -lb. Preserved Grapes	1.26	1.10 "
2½-lb. Preserved Grapes	1.57½	1.40 "
3 -lb. Yellow Peaches	2.34	2.25 "
2½-lb. Bartlett Pears	1.75½	1.60 "
3 -lb. Bartlett Pears	1.89	1.80 "
Gallon Standard Pears	3.15	2.75 "
2 -lb. Bahama Sliced Pineapples	2.00	1.90 "
3 -lb. Bahama Whole Pineapples	2.35	2.00 "
2 -lb. Bahama Grated Pineapples	2.25	2.10 "
2 -lb. Lombard Plums, in Heavy Syrup	1.17	1.00 "
2½ lb. Lombard Plums, in Heavy Syrup	1.39½	1.25 "
3 -lb. Preserved Rhubarb	1.62	1.50 "
2 -lb. Strawberries, in Heavy Syrup	1.26	1.25 "
2 -lb. Preserved Strawberries	1.44	1.35 "
Gallon Standard Strawberries	4.50	4.00 "
2 -lb. Sliced Sugar Beets .....	.81	.50 "
2 -lb. Whole Sugar Beets .....	.81	.50 "
3 -lb. Whole Sugar Beets .....	.90	.60 "
2 -lb. Select Table Onions	1.25	1.00 "
2 -lb. Select Table Parsnips .....	.81	.60 "
2 -lb. Select Table Spinach	1.26	1.25 "
3 -lb. Select Table Turnips .....	.90	.70 "
Log Cabin 2-lb. Succotash .....	.90	.90 "

HUDON, HEBERT & CIE.,

Wholesale Grocers and Wine Merchants,

MONTREAL.

The Most Liberally Managed Firm in Canada.

Not Yet too late

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

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

We also make "Quaker" Marmalade.

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

**TOBLER'S
SWISS MILK CHOCOLATE**
is delicious. Try it.

BROWNE & WELLS, Limited, TORONTO
CANADIAN AGENTS.

FISH AND OYSTERS WHOLESALE.

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

**Butter Eggs
Poultry Game**

CORRESPONDENCE SOLICITED.

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

BUTTER and EGGS
— WE ARE —
BUYERS and SELLERS

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

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

BREAKFAST FOODS.

The market for breakfast foods continues good with prospects of a rise in prices by the beginning of the new year. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 25
Rolled oats, standard, carlots, per bbl. in bags	3 50
" " " " " " in wood	3 90
" " " " " " for broken lots	4 00
Rolled wheat, per 100-lb. bbl.	2 50
Cornmeal	4 00
Split peas	4 75
Pot-barley, in bags	4 00
" " " " in wood	4 25
Swiss food, per case	2 88
Aunt Sally's Pancake Flour, per case	2 00

HIDES, SKINS AND WOOL.

There is no special feature in the market this week. The demand still keeps moderate. We quote prices unchanged from last week:

No. 1 green, per lb.	0 07½
" 2 " steers, per lb.	0 08½
" 2 " " "	0 07
Cured, per lb.	0 08½

CALFSKINS.

Veal skins, No. 1, 6 to 12 in. inclusive	0 09
" " " 2 " " "	0 07
" " " 1 15 to 20 lb " "	0 08
" " " 2 " " "	0 06
Deacons (dairies), each	0 60
Lamb and sheep skins	0 80

WOOL.

Unwashed wool, per lb.	0 09	0 16
Fleece wool, " "	0 16	0 17½
Pulled wool, super, per lb.	0 17	0 19
" " extra " "	0 20	0 21
Tallow, per lb.	0 04½	0 05

QUEBEC MARKETS.

GROCERIES.

Montreal, Dec. 10, 1903.

TRADE during the past week, taking it all around, has been very satisfactory. The feeling in tea has been somewhat better, though no sales of any amount have been made. The approach of stock-taking is given by the jobbers as the reason for few offers. What little business has been done has been equally divided amongst Japans, Ceylons (both green and black), Young Hysons and China blacks. Brokers all look for a quiet time until after the turn of the year. The sugar market continues quiet, and there is not much incentive to buy even at the reduction made last week. The situation in the United States Congress as regards the ratification of the Cuban Treaty is being watched by the trade. There is practically nothing new to report in canned goods this week, trade being very quiet. French sardines are reported scarce and prices are higher. Molasses during the past week has been more inquired for. This is due no doubt to the importation of several fair-sized parcels of mixed Barbadoes, which have been selling a few cents per gallon under the pure goods. That Canadian refined syrups are receiving more attention at the hands of the trade is no doubt due to the manner in which the refiners are putting up these goods in convenient packages for retailers and consumers. The coffee market is turning decidedly interesting, and the opinion among the trade here is that the statistical position will very shortly necessitate an advance being made. In another column will be found a more detailed description of the coffee market. Spices of all kinds continue showing up strong with the exception of nutmegs. Local spice dealers are holding stocks firm. In foreign dried fruits the attention is principally centred on raisins, figs, dates and nuts, and a good trade is being done all around. In

green fruits the arrival of the first car of California navel oranges is the only interesting feature to note. The stock received shows up fine. Business in all grades of fish has improved, the recent cold spell and arrival of snow having brightened up trade. Rice and tapioca are both of interesting character. Potatoes are in good demand, with slightly higher prices, due to high freights, as heated cars are now required to bring them in. Canadian red onions still maintain their strong position. In country produce eggs are looked to as likely to show a further advance, stocks throughout the country being reported very light. A very pessimistic view is expressed by several of the larger dealers. Butter stocks continue light and prices steady. Goods of Winter make arriving are reported not quite up to the standard, and the consumer is demanding Fall make. Cheese prices locally are unchanged, the demand being rather on the quiet side, though the English market is taking a turn for the better. The provision market shows an improvement. Lard and smoked meats are in good demand. Wheat is fluctuating, and though advanced lately in Chicago, has fallen off again. Baled hay is being offered none too freely, and only a limited amount of trading is done. New York market advanced 50c., but this figure is not high enough to warrant export business. Rolled oats and cornmeal are quiet, and only a fair amount of trading is done. Flour is firm and good business doing. Evaporated apples are steady with an improved demand. Honey is quiet with little offering. Business in maple products is quiet. Beans are unchanged in price with an easier feeling. Raw fur season has opened up with prices declined about 15 per cent., and dealers look for a further drop shortly.

SUGAR.

Business continues quiet, very little extra buying having been noted, even at the decline of 5c. per 100 pounds noted last week. The character of the buying seems to be conducted on a hand-to-mouth basis, jobbers refraining from stocking to any extent. The deterrent feature seems to be the probable effect of the ratification of the Cuban Treaty by the United States Senate. Jobbers are apparently watching the pendulum at Washington. We quote:

Granulated, bags and bbls.	\$4 05
" " ½-bbls	4 20
" " bags	4 00
Paris lump, boxes and bbls.	4 60
" " ½-boxes and ¼-bbls.	4 70
Extra ground, bbls.	4 45
" " 50-lb. boxes	4 65
" " 25-lb. boxes	4 75
Powdered, bbls.	4 25
" " 50-lb. boxes	4 45
Domino lumps, boxes and bbls.	4 50
" " ½-boxes and ¼-bbls.	4 60
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2 " "	3 45
No. 1 " " bags and bbls.	3 30
Raw Trinidad	3 10
Trinidad crystals	3 15

SYRUPS AND MOLASSES.

Molasses during the week is reported as being inquired for somewhat more. This is no doubt attributable to the importation lately of several fair-sized parcels of mixed Barbados, which have been selling at a few cents per gallon under the genuine pure unblended Barbados. Prices are steady for the pure goods, and market generally is of a firm tone. Investigation by "The Grocer" shows that stocks gen-

XMAS COMING.

Here is a Chance for You.
"Don't Miss It."

1,000 Boxes Trenor "Blue Eagle" F.O.S. Raisins,
1902 crop (in good condition)..... Box, \$1.20

175 Cases G & S. Evaporated Apricots, 48 x 1 lb.
cartoons..... 10c. lb.

"Due Thursday" this week.

1,000 Cases G & S. Evaporated Peaches, 48 x 1 lb.
cartoons..... 9c. lb.

90 Boxes California Seeded Raisins,
Choicest Quality, 16 oz. packages.

In Store.

100 Cases Fancy Sultanas "New Crop,"
Cleaned, 50 x 1 lb. cartoons,
"OWL" and "KING EDWARD"

5,700 Boxes G & S. Fancy Santa Clara "New Crop,"
Prunes, Apricots, Peaches, in 25 lb boxes.

Part of Our Purchases.

More to Follow.

Arriving This Week.

50 Bales New Crop "Pure Mayettes" Grenoble Walnuts.

Best assorted stock to be found in any Wholesale House in Canada.

Ask for Prices and Samples.

We want to sell you.

Quickest Shippers in Montreal.

L. CHAPUT, FILS & CIE.

Wholesale Grocers,

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Importers of *TEAS, WINES and LIQUORS.*

Distributing Agents for the Famous "*UBERO*" Coffees.

Sole Agents for the Celebrated "*DUBONNET*" Tonic Wine.

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erally are held close at different points in the east, and no prospect of a decline is evident. Buyers generally throughout Quebec have held off as long as possible, but must soon come into the market for their Winter supplies, and the least increase in demand will probably mean higher prices. The statistical position is so strong that the wise buyer will mark its import and buy. It is becoming more apparent every week that the consumption of refined Canadian made syrups is on the increase. This feature is undoubtedly attributable to the manner and style in which Canadian syrup makers have been placing their product on the market during the past season. The packing of these goods in handsomely labelled, clean tins, has been appreciated by both consumers and dealers. The former is assured of cleanliness and convenience in buying, and the merchant of less trouble and the buying in smaller quantities and the bother and worry of handling large bulky packages. The free advertising also that is being done in the press by the more up-to-date and progressive manufacturers is having an effect on the jobbing trade. We quote:

Barbados, in puncheons, old.....	0 39
new.....	0 42 0 43
in barrels.....	0 42 0 44
in half-barrels.....	0 43 0 45
New Orleans.....	0 22 0 35
Antigua.....	0 45 0 48
Porto Rico.....	0 02 0 03
Corn syrups, bbls.....	0 02 0 03
1-bbls.....	0 03
3 1/2-bbl. pails.....	1 30
25-lb. pails.....	0 90
Bbls., per 100 lb.....	2 75
1-bbls.....	2 75
Kegs.....	3 90
Cases, 2-lb. tins, 2 doz. per case.....	1 90
5-lb. " 1 doz. ".....	2 35
10-lb. " 1/2 doz. ".....	2 25
20-lb. " 1/4 doz. ".....	2 10

TEAS.

A slightly better feeling seems to prevail in tea circles this week, though no large sales have been made. Inquiries are principally for small, hand-to-mouth lots. It is generally expressed that there will be very little doing until after the turn of the year. Jobbers are getting close to and ready for their annual stock-taking, and are not anxious to load up any too much on teas. What little business has been done was about equally divided amongst Japans, Ceylons (green and black), Young Hysons, with some China blacks. Ceylon greens still hold the attention of a portion of the trade. China blacks in London have been reduced in stock owing to the firmer prices of Ceylon greens. We quote:

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

COFFEE.

That the coffee market is interesting at the moment seems to be the opinion of the trade, and the feeling is about that higher prices may be looked for any moment. The statistical position is very strong, and reports from New York indicate that the trade there and in the United States generally is preparing for an advance. Canadian buyers should should study the situation closely. In another section this week will be found a fuller description of the coffee situation. We quote:

Good cencutas.....	0 09 0 09 1/2
Choice.....	0 11 0 12 1/2

Jamaica coffee.....	0 08 0 10 1/2
Java.....	0 17 0 22

SPICES.

The market still shows strong feeling in all lines except nutmegs. Cloves, cassia, pimento and pepper are strong and show no tendency towards weakening. Stocks of pepper and cloves in New York seem to be fairly well under the control of a few leading dealers, who are not likely to ease off prices or throw the goods on the market, as the statistical position is too strong. Locally holders of stocks are firm and not much free selling is going on. We quote:

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

RICE AND TAPIOCA.

Business in both these lines is very quiet; in fact, it is difficult to get a line on the market. Japan rice is given out, as firmer, though no change locally is made by the jobbing trade. Tapioca is dull and little trade noted. We quote:

B rice, in bags.....	3 40
1-bags.....	3 40
1-bags.....	3 50
pockets.....	3 50
In 10-lb bag lots an allowance of 10c. is made.	
CC rice, in bags.....	3 30
1-bags.....	3 40
1-bags.....	3 40
pockets.....	3 40
Imported Patna rice, in bags.....	4 62 1/2
in 1-bags.....	4 75
in 1-bags.....	4 87 1/2
In the open territory prices are about 10c. less "MOUNT ROYAL" FANCY RICES.	
Mandarin Patna.....	4 25
mp. Glace Patna.....	4 50
Crystal Japan.....	4 50
Polished Patna.....	3 87 1/2
Indian Bright.....	3 60
Java Caroline.....	3 50
Lustre.....	3 75
Snow Japan.....	4 87 1/2
Japan Ice Drips.....	5 25
Tapioca, medium pearl.....	0 02 1/2 0 03
seed pearl.....	0 03 0 03 1/2
flake.....	0 03 0 03 1/2
Imported Italian.....	0 09
Fancy Head Carolina.....	0 10

CANNED GOODS.

In canned goods there is practically nothing to report. Retailers have about placed and received into store their requisite stocks for some months ahead, and any little buying that is being done is for odd lines of fruits, for which, in some lines, probably not sufficient stock was laid in. Corn and tomatoes as the leading vegetables are firm, and everyone seems to have received his complement, though, in the former, there still continues some inquiry. Salmon are firm and selling at the high prices that have been ruling for some months, and there does not seem to be any likelihood of easing up. Sardines are reported as likely to show higher prices, the French fisheries being short this season. Canadian sardines are also strong. We quote:

Tomatoes.....	1 05
Corn.....	1 00
Peas.....	0 87 1/2 0 85
String beans.....	0 82 1/2 0 85
Strawberries, preserved.....	1 40 1 60
Succotash.....	1 00
Blueberries.....	1 10
Raspberries.....	1 40
Lawtenberries, 2s.....	1 50
Raspberries, black.....	1 35
Gooseberries.....	1 55
Pears, 2s.....	1 40 1 60
3s.....	2 10
Peaches, 2s.....	1 55 1 67 1/2
3s.....	2 40 2 60
Plums, Lombard 2s.....	1 30
Green Gage, 2s.....	1 40

Cherries, red pitted, 2s.....	2 20
Baked beans, 3s.....	0 90
3-lb. apples.....	0 90
Gallon apples.....	2 20
2-lb sliced pineapples.....	2 00 2 10
Grated pineapples.....	2 40
Singapore whole pineapples.....	2 40
Pumpkins, per doz.....	0 95
Spinach.....	1 40
Sugar beets.....	0 90 1 00
Salmon, pink.....	0 90 0 95
spring.....	1 40
Rivers Inlet red sockeye.....	1 50
Fraser River red sockeye.....	1 50 1 70
Lobsters, tails.....	3 45
1-lb. flats.....	4 00
1-lb. flats.....	2 25
Canadian Sardines, 1s.....	3 65 4 00

FOREIGN DRIED FRUITS.

Among the import brokers it is difficult on the moment to get any interesting information on the dried fruit situation. "There is nothing to report," said one of the leading import fruit brokers, "we are practically through with this season's business; you will have to go to the jobbers for any news." The jobbers report good trade in all lines of raisins, currants, figs, dates, nuts, etc. "Now is our time for these lines; the holidays are nearing and fruits absorb a great deal of our attention." Tarragona almonds, as reported last week, are higher; some little business has been done at the advance. New dates are selling freely. The attention that has been paid lately by packers to putting up this delicious fruit in less bulky and more tasty-looking parcels cannot but help to stimulate the trade and increase the demand with the consumer. We quote:

Fine Filiatras, per lb. in cases.....	0 05
cleaned.....	0 05 1/2
in 1-lb. cartons.....	0 06
Finest Vostizzas.....	0 06 1/2 0 07 1/2
Amalias.....	0 05 1/2
CURRANTS.	
SULTANA RAISINS.	
Sultana raisins, per lb.....	0 06 1/2 0 09
VALENCIA RAISINS.	
Finest off-stalk, per lb.....	0 06 1/2 0 07
New, finest off-stalk, per lb.....	0 07 1/2 0 07 1/2
Selected, per lb.....	0 07 1/2 0 07 1/2
Layers.....	0 07 1/2 0 08

FIGS.	
Comadres, per tapnet.....	1 00 1 10
Elemes, per box, new.....	0 75 0 85
DATES.	
Dates, Hallowees, per lb.....	0 04 1/2 0 04 1/2
CALIFORNIAN EVAPORATED FRUITS.	
Apricots, per lb.....	0 11 0 12
Peaches.....	0 09 0 09 1/2
Pears.....	0 12 1/2

MALAGA RAISINS.	
London Layers.....	1 75 1 90
"Connoisseur Clusters.....	2 25
"Royal Buckingham Clusters," 1/2-boxes.....	1 15
"Excelsior Windsor Clusters," 1/2-boxes.....	1 50 4 60
1s.....	1 30 1 40

CALIFORNIAN RAISINS.	
Loose muscatels, per lb.....	0 10 1/2
seeded, in 1-lb. packages.....	0 10 1/2
in 12-oz. packages.....	0 08

PRUNES.	
Per lb. Per lb.	
30-40s.....	0 09
40-50s.....	0 07 1/2
50-60s.....	0 07
60-70s.....	0 06 1/2
70-80s.....	0 06 1/2
80-90s.....	0 06
90-100s.....	0 05 1/2
Oregon Prunes (Italian style) 40-50s.....	0 07 1/2
50-60s.....	0 07
Oregon prunes (French style), 60-70s.....	0 06 1/2
90-100s.....	0 04 1/2 0 04 1/2
100-120s.....	0 04

GREEN FRUITS.

The arrival of the first California navels has proved interesting to dealers. First lots are selling at from \$3.25 for 250s to \$3.75 for 96s. The stock shows up well and no doubt will be disposed of rapidly. Cranberries are in good demand and quoted Nova Scotias at \$9. Jerseys at \$9.75, and Cape Cod at \$11.50 per barrel. Sweet potatoes, finest stock seen on this market for a long time, are

Talbot Freres

CHOICE QUEEN OLIVES

64 oz. bottles, cases	$\frac{1}{2}$ doz.....	\$8.50 per doz.
36 oz. bottles, cases	1 doz.....	5.00 "
20 oz. bottles, cases	1 doz.....	3.40 "
10 oz. bottles, cases	2 doz.....	2.10 "

FRENCH PEAS, - - - Cases 100 tins.

Sur-Extra-Fins.....	\$16.00 per case
Extra Fins.....	13.50 "
Fins.....	11.50 "
Mi Fins.....	10.00 "

MUSHROOMS, - - - Cases 100 tins.

ler Choix.....	\$18.00 per case
Hotel.....	14.00 "

HARICOTS VERTS, - - - Cases 100 tins.

Moyens.....	\$12.00 per case
Fins.....	13.00 "
Extra-Fins.....	15.00 "

Macedoines, ler Choix	-	\$11.00	Epinards au naturel	-	\$13.00
Flageolets Fins	-	14.00	Asparagus Tips	-	19.00

Pate de Foie Gras, boxes 1 doz, $\frac{1}{8}$ Tins \$5.50, $\frac{1}{4}$ Tins \$9.50 per doz.

Truffles Brushed, boxes 1 doz., $\frac{1}{8}$ Tins \$4.50 per doz.

Truffles Peeled, boxes 1 doz., $\frac{1}{8}$ Tins \$5.00 per doz.

Olive Oils, different grades and styles.

Red Cherries in Maraschino, cases 1 doz., Bottles, \$6.50, $\frac{1}{2}$ -Bottles, \$4.00.

ALIMENTARY FRENCH PASTES

Macaroni, Vermicelli, Spaghetti, Alphabets, Petites Pates,
Letters and Figures, Nouilles, Coudes.

1-lb. packages, boxes 25 lbs., .07 $\frac{1}{2}$ c. per lb.
Bulk, boxes 25 lbs., .06 $\frac{1}{2}$ c. per lb.

HUDON, HEBERT & CIE.

WHOLESALE GROCERS AND WINE MERCHANTS,

The most liberally managed firm in Canada

 MONTREAL.

USE

LEA & PERRINS' SAUCE

"The Finest Relish in the World."

SELL

LEA & PERRINS' SAUCE

"The Most Reliable Article in the Grocery Line."

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

MONTREAL.

NOVA SCOTIA MARKETS.

Halifax, Dec. 7, 1903.

BUSINESS was fair last week, but was somewhat interfered with by extremely bad weather. The strike of the miners at Springhill has caused travellers visiting that centre to leave without a single order. About one thousand men are idle and as neither the men nor the management seem inclined to yield the prospect is for a protracted struggle. Manager Cowans has published a statement showing the earnings of the men several of whom have been receiving considerably over one hundred dollars a month. The men in a portion of the mine have been paid by measurement for drawing pillars but the management refuse to continue this, but will pay the men engaged at this work according to the number of boxes of coal they send to the surface. The reason for this change is that in the last three months there has been a shortage of 1,300 boxes of coal from the amount the measurement disclosed which the management claims has been wasted as the men had no financial interest in sending it up.

Collections have scarcely been up to expectations of late. There has been an important failure in which several Halifax wholesale grocers lost rather heavily and taking it altogether the last week or two have brought more than the usual amount of worry to the trade.

Some friction has arisen between the Wholesale Grocers' Guild and one of its members, who conducts a branch store at Sydney and has been in the custom of wholesaling sugar from that point, which, it is claimed, his membership does not entitle him to do. The party in question intends to continue as he has been doing and has issued a circular to his Cape Breton customers asking for their support.

Flour is firmer than last week. One brand of Manitoba flour has been advanced and prices of other flours, which last were being slashed slightly, have now been restored. Cornmeal has declined ten cents and beans are five cents

down and extremely quiet. Oats have declined one cent.

Arrivals of Prince Edward Island produce have been very heavy during the past week, but prices have been well maintained. Sales have been small as the bad weather did not allow of the vessels' hatches being opened to remove cargoes. Quite a large quantity of red potatoes have been shipped here by the island growers this season, but there is no demand for them on this market as they are not liked here. Some, however, have been bought for export. South calico potatoes are selling ex-vessel at 35 cents per bushel and oats at 39 cents.

Butter is in better supply owing to the arrival of shipments from Ontario. The market is firm. Tail-end cheese are jobbing at 11 1-2 cents, but being tough and pasty these are not very suitable for grocery trade and most grocers prefer to pay 12 cents for best Septembers. Eggs have advanced a cent and are now jobbing at 23 to 24 cents.

Pork has suffered another decline. Wholesale houses report a very light business in this line at present. Local packing houses are in active operation and seem well supplied with hogs so far this season. Pure lard is now selling at 9 cents.

Sugar is steady at last week's decline and there seems rather more demand. There is a fair movement of molasses at unchanged figures. Fish of all kinds are in short supply and rule high.

BLUOL—THE NEW ROYAL BLUE.

THE grocery and general store trade of Canada has long been familiar with the various brands of English and American blueings on sale, and while there are a number of domestic brands that have received and are receiving attention at the hands of the trade and the public, the impression has prevailed that the foreign products are of superior merit. That fine blues of Canadian make are coming to the front is evidenced in the placing on the

market by J. M. Douglas & Co., Montreal, of a blue that is claimed by the manufacturers as of the highest quality and without a superior. Bluol, is a "Royal" blue, of the finest texture, free from grit and streaking qualities. Douglas & Co. call the attention of the trade to their ad. in this issue and will be pleased to send samples and full particulars. Their motto "Made in Canada" should appeal to every merchant.

TEA EXPORTS FROM JAPAN.

C. M. Bernard, Chicago, advises THE CANADIAN GROCER, that the following are tea exports from Japan to 31st October :

New York.....	\$12,941,664
Chicago.....	16,425,742
San Francisco.....	5,324,323
Canada.....	4,688,165
	\$39,379,894
Increase over last year.	\$ 6,337,766
Increase to Canada....	1,664,035

MANITOBA MARKETS.

Winnipeg, Dec. 5, 1903.

TO-DAY closes navigation on the great lakes and wheat trade is settling down to the winter and all-rail basis. As usual with the close of navigation spot and December wheat are dull, but already trading has begun in May and quotations for May were made for the first time to-day. The prices of December and May show a spread of 4 1-2c. The winter wheat business promises at present to be larger than usual. Jobbing trade is good, seasonable lines are going out steadily and the only complaint is delay in the delivery of goods.

Collections are coming in very fairly. There is one thing that eastern jobbing houses will do well to remember and that is the large number of new stores opened in new districts. It is from these points that collections are likely to be disappointing, if they are from anywhere. The volume of money coming in is larger than last year, but it is not so large as was anticipated owing to the delays in the movement of wheat spoken of last week.

Labor of all kinds is well employed

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both in city and country and the buying for Christmas has already begun in a retail way.

The frozen apples spoken of at length last week, in the Fruit Department are being offered for sale by auction. It is claimed by some who have tried the experiment that by taking off the top of the barrel and covering the apples with snow and leaving for a few hours the frost is drawn out and the apples are as firm and good as ever. Their keeping qualities, however, are not guaranteed. The damage to these apples is a very serious matter as so many country merchants were depending upon them for their Christmas trade.

There are few changes of prices to report for the week, but new lines of goods specially designed for the Christmas trade are coming in and prices for them are being made as they arrive.

RAISINS—New table raisins have arrived and show fine quality. Prices for the various qualities have been made as follows: London lavers, \$1.80; connoisseur clusters, \$2.40; in 5 1-2 lb. boxes 75c each; dessert, \$3.15; Imperial Russian, \$4.00; 1 lb. cartoons, 20 to the case, \$3.15 per case; new sultana raisins are also in and are quoted at 81-2. Some of the local houses are cleaning sultanas and putting them up in 1 lb. cartoons to sell at 10c. Fine, off stalk Valencia, \$2.00. Muscatels, 81-2 to 91-2c.

DATES—New Hallowee, 53-4c.

CURRENTS—New Filiatras have arrived and are quoted at 53-8c; dry cleaned, 55-8c and 1 lb. cartoons 65-8c.

FIGS—Choice new cooking figs in 25 lb. mats have arrived and are quoted at 41-4c. Prices of table figs are unchanged.

EVAPORATED APPLES — Prices are firm at 61-2c and dried apples are almost as dear, being quoted at 6c to 61-8c.

SUGAR—There has been no change in sugars for a long time, quotations standing at the same figures for weeks.

SYRUPS—Corn syrups have declined slightly and the new quotations are: Half barrels, 33-8; barrels, 31-4; 2-lb. tins, 2 dozen in case, \$2.40; 5-lb. tins, \$2.80; 10-lb. tins half dozen in a case, \$2.50; 20-lb. tins, quarter dozen in a case, \$2.50.

CANDIED PEELS—There is the customary good demand for all lines of candied peels and the price is slightly under that of last year, orange being quoted at 91-4c; lemon, 9c; citron, 131-4c.

RICE AND TAPIOCA—The entire bottom seems to have fallen out of the Japanese rice market and prices have dropped to 51-8c; Patna is unchanged at 51-4c and B. rice 4 to 41-4c. Tapioca is firmer and is quoted at 31-4c, as against 31-8c.

COFFEE—Prices are firmer and No. 5 Rios are worth 81-2c.

CANNED VEGETABLES—The situation really presents no changes except

Clark's Sliced Smoked Beef

Makes a delicious winter breakfast. Starts the day right.

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

Try it and see.



Now is the Time for Mince Meat

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

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

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

GRATEFUL. COMFORTING.

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

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

THE MOST NUTRITIOUS.

COCOA

Genuine Pratts Astral Lamp Oil

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

WHOLESALE ONLY

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

James Ewart

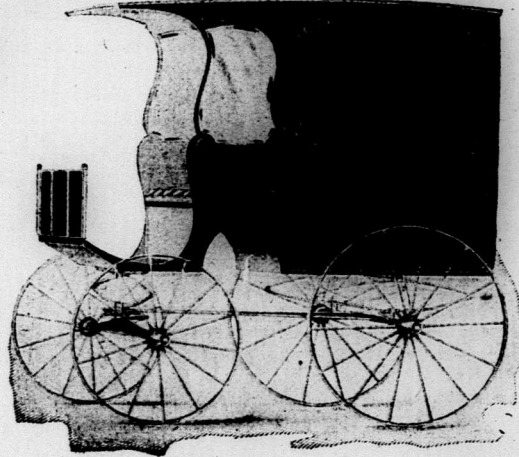
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High-Grade Delivery WAGONS

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

257-9 QUEEN ST. EAST TORONTO.

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that tomatoes have eased off slightly and corn is a shade higher; quotations are, tomatoes, \$2.65 to \$2.70; peas, \$2.00 and corn \$2.10.

NUTS—There is a good sale for all kinds of nuts and many of the new lines are in, though not all; walnuts, Marmots, 101-2 to 11c; Grenobles, 121-2c; filberts, 93-4c; Brazils, 15c; shelled almonds, 26c; peanuts, roasted, 10c.

FISH—Haddies, smoked, are scarce and dear, at present it is hardly safe to quote a price though 121-2c is probably correct for the time being; Labrador herring in pails \$.25; herring in half barrels, \$4.25; mackerel in kits, \$1.80; bloaters, 100s, \$1.25; oysters, selects, \$2.25 per gallon; standards, \$2.00.

POULTRY—Receipts of Manitoba grown birds are very light and prices remain firm at 10c for chickens, geese and ducks and 12 to 14c for turkeys.

GREEN FRUITS—There is trouble in the camp of the fruit men over the railway companies refusing to handle fruit even in heated cars except at the owners' risk and it looks as if Christmas trade would be interfered with on this account. There is not much new to talk about, all seasonable lines being in full supply. Prices are as follows: California naval oranges, \$4.25 to \$4.75 according to size; Mexicans, \$4.50; California lemons, \$6.00; California pears, \$3.75 per case; Washingtons, \$2.75; B. C. pears, \$2.75; Malaga grapes, \$8 per keg; bananas, \$4.00 per bunch; apples, Spies, \$4.00; Fameuse, \$5.50; Snows, \$5.50; common winter varieties, \$3.75.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Dec. 7, 1903.

CHRISTMAS business among the retail merchants has hardly begun to open up as it might be expected. There is nevertheless a very satisfactory regular trade being done. Preparations for the Christmas season are on an elaborate scale. This year the gift enterprise has struck the retail merchants of Vancouver like an epidemic. It is nothing to get a "chance" on a piano for buying a collar or tie, or for giving an order for a dollar's worth of sugar. The grocers have hitherto kept pretty well out of the proposition, but recently they too have got into line. Now a piano can be seen in the window of one grocery, to be given away with the goods sold. Perhaps it never strikes the merchant that the wholesale people try hard to sell goods to him, but they never give pianos as premiums. It would stand some thinking on his part.

Christmas groceries were liberally represented in the cargo of the steamer Queen, which arrived from San Francisco this week. Large shipments of fancy raisins, figs, nuts, etc., for local dealers, were included in the cargo. The leading grocery staples were large consignments of dried fruits for Winnipeg and Brandon. The last two boats to arrive from Fris-

co have carried big lots of dried fruits for the Manitoba dealers.

The festive Christmas boards which are supplied with good eastern Canadian turkey this year will have to pay for it. Though there have been one or two people taking orders for Christmas poultry at low figures, there is not much likelihood of any of the cheap fowl materializing. The regular dealers are invariably quoting the price as they find it. The chance of selling turkeys at 15½ and 16c. to the retail dealers, as some claim to have bought, is rather slim when the jobbers find the farmers in Ontario are getting that or nearly that for them as they are delivered.

The price here is likely to rule at 23 to 25c. wholesale and 28 to 30c. retail. That figure does not stagger the housekeeper here any longer. There have been some lots sold here in the past week or so as high as 35c. per pound, in limited quantities, but one or two of these importations cost nearly that much. The birds came from eastern Washington, and the price in Seattle was 24c. wholesale, so that with a 20 per cent. duty and about ½ to 1c. charges for transportation, there was not much in it at even 30c. What the consumer thought did not apparently cut any figure. The birds went all right. Of course, there was a little special demand last week because of Uncle Sam's Thanksgiving Day coming in it. The members of the American colony on this side of the line had two Thanksgiving Days to enjoy this year.

Dealers here say that in buying their Christmas poultry in the east, they find that the competition of buyers for the Old Country market has put the price up as well as improved the quality of the stock. The methods of handling have improved, the farmers bringing their birds to central points and delivering them live. The dealers in many cases merely wring the necks, or stretch the necks of the birds, and they are shipped in cold storage, feathers and all, to England, where they command high prices. That makes it dear for the market here, which is dependent entirely on eastern supplies.

The fruit market shows the same condition as last week. The little Jap orange dominates the market. It is the leading fruit and is selling freely. Two more big consignments were received this week. The C.P.R. ss. Athenian, which arrived on Sunday from the Orient, brought no less than 11,000 boxes, and, as if that were not enough to throw into an already overloaded market, another one of the Japanese line of steamers arrived at Victoria yesterday with another large shipment. The prices here are down to 30c. wholesale, and even lower, while 35c. per box retail is common. It is said the fruit is being sold below cost.

Dealers in California oranges say they can sell nothing and that they do not expect to until after the season of the Jap orange is over. That will not be before January 1.

Other fruits are limited in quantity now. The apple crop of this province, which has come forward in very good shape this year, is being well cleaned up. There has been a large percentage of good stock this season. So much so that not many apples have been imported from Oregon and Washington. There is still enough fancy stock for the demand. Cheaper grades are being run off rapidly, and the results to the growers this year should be very satisfactory.

In addition to large supplies of superior stock shipped down from the Coldstream ranch in the Okanagan, the Kamloops district has this year been sending some apples to the coast. This is practically the first time that fruit has been received from that locality, most of the surplus having been shipped into the Northwest Territories previously.

The produce market is in a very quiet condition. The quantity of butter on hand is limited, but so far there has been no stringency. Eggs are in fair supply, though there are few strictly fresh eastern eggs. Some which have been received are selling at 30c. wholesale. Pickled and old storage eggs are the main supply and will be from now on till the Spring. They are commanding much lower figures, not more than 20 to 22c. Fresh local eggs are over 60c. retail, when they can be obtained.

Sugar to Burn

Is not the kind we handle. We will have a shipment of **Demerara Raw Sugar** this month that we can offer much below regular quotations.

Canned Salmon—We still have a few hundred cases Red Sockeye Brand at \$1.25 per dozen. This offer is worth considering if you are likely to need Salmon before next season's pack.

Sultana and Valencia Raisins—New stock, prices low.

Also **Seeded Raisins, Shelled Almonds and Walnuts, Grenoble Walnuts, S.S. Almonds and Filberts.**

Our stock is complete in all lines of seasonable goods, and it will pay you to communicate with us for any of the above lines or anything else that you may require.

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

WHOLESALE GROCERS AND TEA IMPORTERS,

Geolph, Ont.

**That Delicious
Fresh Fruit Flavor**

is always found in

**GOODWILLIE'S
FRUITS**

Put up only **IN GLASS.**

HAVE YOU ORDERED?

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Machine-Cut Mixed Peel

½-LB. AND 1-LB. DRUMS.

IN DEMAND

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

BE SURE TO STOCK IT.

ROSE & LAFLAMME,
Agents,
MONTREAL.

**BRAND'S
ESSENCE
OF
BEEF
FOR INVALIDS**

(Established over half a century.)

Prescribed by all the leading physicians, and sold
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SOLE MANUFACTURERS,
BRAND & CO., Limited, MAYFAIR, LONDON, ENG.

Grimble's



Pure Malt

VINEGAR

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

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

**I. S. WOTHERSPOON,
204 Board of Trade Building,
MONTREAL, P. Q.**

Berries that stay on

Our Holly Berries are that kind—they don't drop off because you look at them. That's the Holly you want for decorating. Buy a case at price given on our Xmas List.

25 Church St., Toronto.



'Phone Main 645-3394.

XMAS Goods Now Arriving.

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

The above are in stock, all finest quality.

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

SOLICITING YOUR ORDERS.

HUGH WALKER & SON,
GUELPH, ONT.

GREEN FRUITS

Health Value of Apples.

A medical writer says: "The more mellow apples one eats the better, provided they be taken at meal time. It is best of all to eat fruit before meals, and freely as you like."

This will prevent loading the system with a heavy weight of less digestible foods, says the Independent. Senator Vest says that if a man wishes to live long and be able to keep up his work he must eat, not less than one apple with every noon lunch; we are not sure that he said half a dozen. The no-breakfast fad tells us that he must not only go without the morning meal, but that he must live much more largely upon fruit. Some of its disciples insist that the apple may be taken in the place of the ordinary breakfast. John Wesley once referred to apple dumplings as an illustration of the alarming advance of luxuries in England. Charles Lamb quotes a friend who says that "a man cannot have a pure mind who refuses apple dumplings," and Dr. Johnson speaks of a clergyman of his acquaintance who brought his family up almost altogether on this Anglo-Saxon combination. We have recollections of dumplings which might accord with the opinion of Lamb; and then we have recollections of other dumplings which might have been the origin of Calvinism. It must be borne in mind that the ideal apple is one that is fit to be eaten raw, yet the glorious old Spitzenberg is only fit for the cook—in whose hands it may become the very perfection of pie apples. The nineteenth century went out with a marvellous evolution of new sorts of fruits of all kinds, but there was nothing in the list to exceed the delicious juices of the Northern Spy, the Macintosh Red, the Shannon or the Stuart's Golden.

There is nothing in the world to exceed the beauty of the apple blossom; while the air is laden with an exquisite perfume that has charmed a hundred generations—has added to the posey, the love and the comfort of Greek, of Roman and of Briton. But if there be anything more beautiful than the apple in blossom it is the same tree loaded down with crimson and golden fruit.

Then it is that the apple touches human nature and wakens in the housekeeper the highest conceptions of the science and the fine art of dietetics.

Export of Canadian Fruit.

OUR American neighbors are manifesting an interest in the way we Canadians handle our fruit. A recent issue of the U. S. Consular reports contains the following paper on the Niagara fruit district, by Mr. Jas. M. Shepard, U. S. Consul at Hamilton, Ont.:

The Hamilton consulate is in the heart of Canada's great fruit-growing district, and hence an important shipping point. The Niagara district is about 50 miles in length and averages 10 miles in width, though at some points within a distance of about 20 miles from this city eastward the finest fruit lands are not more than 2 miles in width. There is nothing in the fruit line that can be raised in this climate but what is grown in profusion—apples, pears, cherries, peaches, plums, grapes, and berries of all varieties. Apples, however, pay the best, for rarely is there a failure in the crop, and there is always a foreign demand for the surplus.

This year the apple crop is good and nets the grower \$2 per barrel of three bushels, though fancy fruit, weighing seven ounces and more, packed in bushel boxes, brings as high as \$1 per box. Fancy apples for the British market are examined, and all having any blemish are thrown out. Each apple is wrapped in tissue paper, as the orange growers of California pack their fruit, and then carefully laid in a row in the box, so that in the handling of the packages the fruit will not be bruised.

Mr. Linus Wolverton, living near Grimsby, has a large fruit farm, 50 acres of which are devoted to apple culture. He has made a special study of fruit raising, having, been for years secretary of the Ontario Fruit Growers' Association, and is editor of a magazine principally devoted to fruit culture. From him I have gained information that may be profitable to the fruit growers of the United States. He has found that it pays to be careful in the packing

of fruit for the foreign markets, as there is always a good demand for it, and at prices much higher than can be realized at home. Apples wrapped in tissue paper and packed in bushel boxes will always pay a better profit to the shipper than those packed in the ordinary way in barrels. Some consignments that Mr. Wolverton shipped to the English markets in boxes returned him as high as \$1.50 per bushel after all expenses were paid.

Apples and pears are the most profitable fruits to raise for export. Plums and peaches are more uncertain, as, while they would pay well if landed in good order, only the hardier varieties will stand shipment.

The Canadian steamship owners have fitted their vessels with cold-storage rooms and ventilating fans in order to secure the export trade in fruit, the government giving them assistance at the outset. Fall apples and pears are generally shipped in cold storage, but the winter fruits can be safely transported in the holds of vessels fitted up with fans. It has been demonstrated that the principal cause of the rotting of fruit shipped in the ordinary way is the foul air that gathers in the holds of the steamers. The fans obviate this by keeping a constant circulation of pure air and a cooler temperature. Choice apples and pears packed in boxes are shipped in cold storage, while the same fruit in barrels is shipped in the holds purified by ventilating fans. The difference in freight charges is considerable. Occasionally a shipment in cold storage or in the part ventilated by fans arrives at its destination in bad order because of neglect to keep the temperature uniform. The fruit is usually packed before it is thoroughly ripened, and the temperature should be from 40 degrees to 50 degrees—never higher—to keep it in good condition. It takes about twelve days for a shipment of fruit from Hamilton to reach Liverpool. Of pears the Bartlett is the best for export trade. This year shipments in half-bushel boxes have netted the shipper as high as \$1.50 per box. Grapes can only be shipped in cold storage, and if carefully packed can be profitably exported.

Arizona Oranges Low.

A remarkable commentary on the demoralized state of the orange market, says The Fruitman's Guide, of New York, was shown on Tuesday when a car of oranges from Phoenix, Ariz., shipped by W. E. Ellwanger, of that

XMAS—ORANGES of all kinds
LEMONS BANANAS NUTS
CRANBERRIES FIGS DATES OYSTERS
HOLLY—Large cases ; small boxes.
EVERYTHING THE BEST AND LOWEST IN PRICE
 Our XMAS PRICE LIST a World Beater in Prices.
WHITE & CO.,
 Wholesale Fruits, Toronto.
 Consignments of Poultry and other produce carefully handled. Prompt returns.

F. KESSELL & CO. 7&8 Railway Approach, ENGLAND
 London Bridge,
 ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN
FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL PRODUCE For GREAT BRITAIN
 HIGHEST REFERENCES. CORRESPONDENCE INVITED.
BANKERS—LONDON JOINT STOCK BANK, LONDON.

References—THE TRADE. L.D. Phone 578.
GEORGE H. DUCK,
 Importers' Agent and Fruit Broker.
 Correspondence Solicited. TORONTO, CANADA.

Christmas Fruits.
 Get our quotations before placing your Christmas orders. It will pay you.
HUSBAND Bros. & Co.
 Wholesale Fruit and Commission Merchants.
 82 Colborne St., TORONTO
 Phones—Main 64, Main 3428.

Xmas Anticipations
Oranges—All kinds
Lemons—New Messinas.
Nuts—All varieties.
PRICES RIGHT.
 Address just . . .
CLEMES BROS.
 TORONTO.

The
DAWSON Commission Co., Limited
FRUIT, PRODUCE AND COMMISSION MERCHANTS.
 Cor. Market and Colborne Streets, TORONTO

DRIED APPLES
 WE ARE BUYERS
 LARGEST DEALERS IN CANADA
The W. A. GIBB CO.
 5 and 7 Market St., HAMILTON

Dried Fruit
 cleaned and renovated by the latest improved machinery and appliances.
 GUARANTEED TO GIVE SATISFACTION.
J. T. ADAMSON & CO.
 27 St. Sacramento Street,
 MONTREAL.
 Tel. Main 778.

place, who came on himself to witness the sale, were offered at auction. In previous years these oranges, the bulk of which have been handled by Emil Zucca, have brought remarkably high prices, as high as \$8 a box having been

obtained and cars averaging \$5 or thereabouts. On this car of Arizonas the top price was \$3.20, and 80s. and 50s. inclusive brought \$2.75, with 176s. at \$2.62 1-2. Half boxes sold from \$1.40 to \$2.05.

MADAM HUOT'S COFFEE THE GEM.

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

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

DECEMBER IS A QUIET MONTH IN TEAS.

To make it lively and induce you to buy, prices must be very attractive. **So I make them. Look at these. Ask for samples and you will buy:**

353 half-chests natural leaf Japan Tea, surprisingly good liquor, at	- - -	16½c.
180 " natural Japan Tea, well made clean leaf, bright strong liquor, at	- - -	17½c.
I have Japan Nibbs, choice quality, at	- - -	16½c.
I have extra good Japan Siftings, at	- - -	7, 8 and 9c.
I have fine Japan Dust, at	- - -	6c.

"Condor" LX Japan Tea in lead packets is the finest out to retail, at 40c. I make you a special price of **27½c.**

TRY IT. IT ADVERTISES ITSELF.

A Drive in Sow Mee Points, Young Hyson

They are to slow for me. They show me a loss, but I want to clean them out:

43 half-chests, extra good value at 20c., price	- - -	18c.
8 " " " 23c., now	- - -	20c.
8 " " " 16½c., now	- - -	15c.

EX. STR. "ATHENIAN," AT VANCOUVER ON 3RD INSTANT.

297 catties Imperial Gun Powder Tea, at	- - -	13½c.
100 matts, 8x5-in. boxes each, Japan Tea, natural, clean leaf, splendid liquor, at	- - -	21½c.

Special Value

275 half-chests Kaison Congou Black Tea, at	- - -	10½c.
---	-------	-------

These teas are scarce. Buy now before they go higher.

My lot of **358** half-chests Siftings, in some days ago, is going fast at **7c.** Don't miss this chance; there is nothing like it in the market.

E. D. MARCEAU

281-285 ST. PAUL STREET

MONTREAL

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

"ONE"
Baking Powder, Vinegar,
Spices, Coffee

Durable Artistic
and not Expensive

Three urgent reasons why you
should use our

**Metallic
Ceilings and Walls**

They appeal to practical people
everywhere.

Strictly Sanitary — Beautiful in
Design and Finished Effect—and
made in a multitude of patterns
suited to all kinds of buildings.

Reliable Goods That Never Disappoint

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

To Butchers and Hide Buyers!

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



GOOD BIRD SEED

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

SEED and ask for it.

Be ready for the demand.

Samples and full particulars free

NICHOLSON & BROCK, TORONTO

We Make Brooms

The kind that sell.

WRITE US. Our prices are right

THE CANADIAN BROOM CO.,

LIMITED

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

PERSONAL MENTION.

Mr. D. McLachlan, Woodville, Ontario,
was a caller at the Toronto office of THE
GROCER last week.

Messrs. Geo. Bristol, H. C. Beckett,
W. D. Wilson and —. Scott, of Toronto,
were visitors to Montreal this week.

Mr. A. J. Hughes, representing The
"Ozo" Co., Ltd., Montreal, has just
returned from his trip east to Quebec City
and other centres. He reports good sales.

A visitor to Montreal trade this week
was Mr. Geo. Lightbound, of Toronto.
Mr. Lightbound is on his way to Quebec
City looking after the interests of his
numerous agencies.

Mr. H. Martin has been appointed
agent in Toronto for B. O. Beland, 26
Lemoine street, Montreal, dealer and im-
porter of fine grocers' specialties, choco-
lates, French cheese, sardines, olive oils,
etc.

Mr. Charles Pickford, of Pickford &
Black, who has been in Ontario for several
months in the interest of West Indian
trade, left on Sunday for Halifax en route
for the West Indies, where he will spend
the next seven months.

Mr. and Mrs. J. H. Simpson, of R. &
J. H. Simpson & Co., of Guelph, were in
Toronto last week attending the marriage
of Mrs. Simpson's sister, Miss Rebena E.
Smith, who is being married to Geo. L.
Gardiner, son of Jas. Gardiner, late of
The Pure Gold Co.

PICKLING HOUSE FOR HAMILTON.

It is reported that a large American
pickling firm is contemplating the estab-
lishment of a branch near Hamilton, Ont.
The firm has written the local Tomato
Growers' Association, asking permission
to send representatives over to have a talk
with the members. The name of the con-
cern is a state secret for the present. The
association was to have met Saturday to
fix prices for the season, but some of the
largest growers were not present, and
another meeting has been called for a
week from next Saturday. It is likely
that last year's price, 25c a bushel, will
be agreed upon, but there are some who
would like to boost it to 30 cents.

BIG SHIPMENTS.

Last Saturday, Dec. 5, it required 13
Grand Trunk double lorries to carry an
immense shipment of "Salada" Ceylon
teas consigned to the Montreal branch.
This is no rare occurrence, and indicates
a popular demand for "Salada."

**CONDENSED OR "WANT"
ADVERTISEMENTS.**

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

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

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

AGENTS WANTED.

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

SITUATIONS VACANT.

BAKER—Second hand—Steady job to right man.
Address Box 150, THE CANADIAN GROCER,
Toronto. f

MILLER—Young man—3 or 4 years' experience;
Universal system; must be steady. Address
Box 115, THE CANADIAN GROCER, Toronto. f

SECOND MILLER—Sober and industrious;
one with knowledge of custom work preferred.
Apply quick, stating salary and reference, to Box
152, THE CANADIAN GROCER, Toronto. f

BAKER—First class on bread and cakes; state
wages; steady job. Address Box 153, THE
CANADIAN GROCER, Toronto. f

GOOD CIGARMAKER—To take half interest
in small factory; good opening in live town.
Apply Box 155, THE CANADIAN GROCER,
Toronto. f

BUTCHERS—Young men with some knowledge
of killing cattle. Address Box 156, THE
CANADIAN GROCER, Toronto. f

TRAVELLING SALESMAN—Familiar with
the provision and meat trade. Apply by
letter, stating experience, references and salary
expected, to Box 157, THE CANADIAN GROCER,
Toronto. f

SITUATIONS WANTED.

OATMEAL MILLER—First class reference.
Address Box 154, THE CANADIAN GROCER,
Toronto. f

PARTNER WANTED.

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

IRELAND.

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

The popularity of our seal quarts is evi-
denced by our sales. Are you handling this
up-to-date style of package? The housekeep-
er's verdict being, it pays to get the big bottle.
Are you still using soap in bath or have you
reached that pinnacle of fashion where Per-
fumed Toilet Ammonia is craved for?

JOHN G. HARVEY,
Manufacturing Chemist, Todmorden, Ont.

FLOUR AND CEREAL FOODS

Cereals for Christmas.

DESPITE the fact that roast turkey and plum pudding are occupying the attention of a large percentage of the Canadian people these December days, it does not follow that breakfast foods are relegated to the background. The very fact of heavy meals for dinner makes all the more necessary the healthful cereal foods which have so dominated the breakfast table the last few years.

In making his Christmas arrangements the grocer should not overlook this fact; indeed, he should bring it strikingly before his customers. A holiday breakfast window or inside display is well worth a little thought. A well conceived cereal exhibit with the food ready for consumption grouped around with the various accessories with a background of the package goods, would have at once a striking and a business-getting effect. If possible, a breakfast table set with snowy white linen and dainty china should be used.

If the grocer has a pair of good windows for display purposes it would be a capital idea to have one set for the Christmas dinner and the other as above for the next day's breakfast. This idea might be suggested by neatly lettered cards. The public would see the point and appreciate it.

In any event the grocer should not lose interest in his cereal and breakfast food department in the rush of holiday specials. It will pay for a little attention.

The Old-Fashioned Biscuit.

How dear to my heart is the biscuit of childhood.

The rolled out and beaten and snowy dough ball

That the cook, with the speed of a deer in the wildwood,

Used to rush through the yard when she heard Missus call!

How the pyramids shone on the dishes that held them

When the napkins fell off and she placed them before us.

How the old folks saw, and the youngsters who smelled them

Brought the grin to her face with their joyful chorus!

Oh, the old-fashioned biscuit, the beaten-out biscuit,

The glowing baked biscuit, the best of them all,

That the cook used to fetch with a speed that would risk it

Through the yard in response to her ole Miss's call!

—Harry Stillwell Edwards.—

Home of Macaroni Wheat.

Although Italy was the original home of macaroni, "the scepter has departed" from her, owing to the disappearance of the variety of wheat from which the flour was made for the paste. This wheat was originally grown in Sicily, but the land is now generally devoted to the grape. Marseilles, France, is now the real seat of the macaroni industry, although it is found in many parts of France. The wheat used to make the macaroni flour in France is grown in the south of France and across the Mediterranean in Algiers and Tunis, but is milled at Marseilles.

The Gentle Art.

"The Grocer" has received a copy of that very neat and tastily gotten up little booklet entitled "The Gentle Art of Using Force." The little book is replete with attractive illustrations of the gentle art, and Sunny Jim's optimistic philosophy permeates its every page. Copies may be had by writing to The Force Food Co., Toronto, Ont.

Want Flour From Colonies.

Three hundred and sixty-two farmers interested in over 150,000 acres of land in Herts and Essex forwarded a petition to Mr. Chamberlain yesterday, which, while approving of the changes in the fiscal policy, did not consider the proposed duties on foreign corn, meat and dairy products sufficient to stimulate greater production here. From the colonies they want flour and they want a heavy duty placed on hay and straw.

Macaroni Wheat Graded.

The Grain Trade Committee of the New York Produce Exchange has established wheat grades to cover the macaroni wheat. These grades are described as follows: Rice, or goose, wheat that is bright, sound and well cleaned is to be

graded No. 1; that which is bleached or shrunken as No. 2; and rejected macaroni wheat as No. 3.

Bread of the Mokis.

A MAGAZINE writer, who has spent some time among the Moki Indians of Arizona and New Mexico, gives the following interesting description of the cornmeal bread that forms the principal article of diet of the Mokis:

"When we had progressed midway into the plain and reached a somewhat broken stretch of ground, we saw the Mokis, who were in advance of us, halt and dismount from their burros. The noon hour had arrived and luncheon was to be served. We likewise halted and the cook set about preparing our dinner. While it was cooking I had an opportunity of investigating the Moki bill of fare. It was a cold lunch and seemed to consist almost wholly of their cornmeal bread, called 'wyavi,' or 'pi-ki.'

"It bore a curious appearance, being made in rolls or sticks 12 to 15 inches in length and perhaps an inch or more in diameter. Each roll was made of several thin layers wrapped around each other and was very brittle. Some rolls were yellow, some blue, others white and still others red. I ate some of it, and while it tasted very flat, yet it was not repulsive. It would require a cultivated taste to

NAPOLI

ABSOLUTELY
PURE

MACARONI

Machine-handled

Following assortment:

MEZANI, MEZANELLI, SPAGHETTI,
VERMICELLI, WEDDING RINGS,
ALPHABETS, STARS, TUBETI,
TUBETINI, DITALINI.

Put up in attractive 1-lb. packages, 48 t case, assorted if desired.

Send for samples and our book PURITY free of all charges.

NAPOLI MACARONI CO.,
HAYTER and TERAULEY STS., - TORONTO.

Canadian Oats for Canada's Breakfast

For over fifty years we have been buying and milling Canadian Oats.

Persistent carefulness has made our product the standard at which other millers aim.

Tillson's pan-dried Oats

are the best oats to start with, and they are milled by the best process.

Anyone who has tried Tillson's Oats won't use any other.

The Tillson Company, Limited
TILLSONBURG, CANADA.



relish it. I afterwards witnessed the process of making it.

"The Mokis raise corn of the four—even more—colors indicated, red, white, blue, and yellow, and one can see it hanging from the rafters of their houses in heavy bunches and festoons, and stored in interior store rooms, in large quantities. A famine in this region once upon a time, so tradition runs, taught them to keep on hand a two years' supply of corn and other food, to guard against future failures of crops.

"Much of the corn is ground into meal and when 'pi-ki' is to be made, the meal is converted into a very thin mush. In the fireplace a long, narrow, flat stone is placed upon stone supports at each end, and, with fire underneath, is thoroughly heated. A woman then scoops up with the hand a handful of the mush and smears it lengthwise over the stone and it is cooked in an instant into long, thin, crisp, wafer-like sheets. A number of the sheets are then rolled together, as the cooking progresses, and the 'pi-ki' is ready to be eaten."

Canadian Biscuits in London.

The London, England, representative of "The Canadian Grocer," while passing through the grocery department of the "Army & Navy Stores" recently, noticed

TELEPHONE { MAIN 1257
" 4675

Wm. McCann Milling Co.

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

John MacKay

Limited
Successors to John MacKay, deceased
ESTABLISHED 1854.

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

Caledonia Mills,
BOWMANVILLE, ONT.

Correspondence solicited.

FLOUR

FEED

CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

a pyramid of The Christie Brown Co.'s biscuits. Most prominent were boxes of "Dandy Oysters." Several other lines were also selling in fair quantities—the "Graham Wafers" and "Cheese Wafers" in particular. Is Britain's granary becoming Britain's bakery also?

Ontario Grain Standards.

A SPECIAL session of the grain section of the Toronto Board of Trade was held Tuesday noon to discuss a resolution brought forward by C. B. Watts, president of the Dominion Millers' Association, to the effect that the Government standards for Ontario grain should be set annually as heretofore, and that the Government be requested to strike out the amendment to the Inspection Act by which the annual making of Government standards of grain was done away with.

Mr. Watts said they could not afford to do away with the standards, as it would result in injury to all parties concerned. Last year 25 per cent. of Manitoba wheat had classed as No. 1 hard, but this year there would not be 5 per cent., while he ventured to say that the No. 1 northern would make better flour than last year's best.

Mr. McLaughlin said that from the nature of the growth, it would be unfair to grade this year's crop by last year's standard, as it would not be the same kind of grain.

Arch. Campbell, M.P., protested against new standards and new samples every year. He wanted No. 1 hard to be always the same. If the standards were not changed every year, it would be because it was unnecessary to do so.

The chairman agreed with Mr. Campbell, saying they must have a standard, but did not want it changed every year.

Mr. Campbell moved an amendment as follows:

"That in the opinion of this meeting the Inspection Act should be revised so as to define more clearly some of the grades, and that standards once fixed should remain until changes are deemed necessary."

This was lost on a vote of 8 to 7, and Mr. Campbell moved that the matter be held over for further consideration.

It was finally decided to adjourn the meeting for one week.

A Campaign of Purity and Cleanliness.

EVIDENTLY The Napoli Macaroni Co. do not intend that their goods shall remain unknown for the lack of effective advertising. Already this firm have distributed over 10,000 free sample packages amongst the trade and to consumers. They have now issued a most attractive booklet called "Purity." This is by far the most handsome book of the

kind that has come to our notice for some time. The cover design is most attractive, though perfectly simple. On the back cover of the book appears a cut of their famous dust-proof package. The book contains an article called "Knowledge," which is both interesting and instructive. It describes in detail the methods employed in the manufacture of Napoli Macaroni—the great care exercised in selecting the right material for manufacture, the elaborate curing system through which the goods have to pass, and the absolutely cleanly conditions which prevail in every department of the factory.

Following this descriptive article comes the retail selling price of Napoli Macaroni. The firm are endeavoring to establish a recognised price for their goods all over the Dominion.



establish a recognised price for their goods all over the Dominion.

The remainder of the book is taken up with recipes for preparing macaroni, compiled by Mrs. Jean Joy, late of the Toronto Technical School of Domestic Science.

The manager of the company is appointing agents for the sale of their goods. The MacLaren Imperial Cheese Co. are agents for Ontario, and arrangements are being made with other agents in every part of the Dominion.

The company are most anxious that not only shall every consumer of macaroni become familiar with its goods, but that the name of Napoli Macaroni shall be a household word throughout the length and breadth of Canada, and are desirous of sending to every merchant that handles their product a liberal supply of free sample packages and booklets for distribution amongst his customers.

A post card addressed to the firm will bring a fresh supply whenever needed.

The two points which The Napoli Macaroni Co. are endeavoring to impress on the minds of the public are the absolute purity of its goods and the scrupulous cleanliness with which they are made.

A number of prominent people in Toronto have had the opportunity of visiting the factory, and expressed satisfaction with the way in which the macaroni was handled whilst going through the various processes of manufacture, clever mechanical devices taking the place of the human hands.

The starting of a strictly first-class macaroni factory in Canada has filled a long-felt want, macaroni, like most cereals, losing much of its nutritive value unless quite fresh.

United States Oatmeal.

Exports of oatmeal from the United States for the month of September amounted to 1,852,085 pounds, valued at \$54,662, as compared with 4,750,945 pounds, valued at \$132,840 for the preceding September. The total exports of oatmeal for the nine months ending with September aggregated 30,908,098 pounds, valued at \$852,044, as compared with 39,197,756 pounds, valued at \$1,073,229, for the corresponding period ending with the preceding September.

West Elgin Milling and Produce Co.

A CHARTER, under the Ontario Companies' Act, has been granted, creating Archibald McKillop, Daniel McKillop, John A. McKillop, Hugh C. McKillop, lumbermen, all of the village of West Lorne, Ont., and Malcolm McKillop, farmer, and Isabella Fuller, married woman, both of the Township of Aldborough, County of Elgin, Ont., a corporation for the purposes and objects following, viz: To deal in grain, live stock, and other farm produce, and to manufacture and deal in flour, meal and cattle feed of all kinds; the corporate name of the company to be The West Elgin Milling and Produce Co., Limited. The share capital of the Co. to be \$25,000, divided into 250 shares of \$100 each; the head office of the Co. to be the said village of West Lorne, and the provisional directors to be, Archibald McKillop, Malcolm McKillop, and Daniel McKillop, hereinbefore mentioned.

Cereal Notes.

Farmers in the neighborhood of Zumbrota, Minn., threshed wheat by electric light, a rig for which was attached to the separator engine.

"Gran' for the Morn's Mornin'"

"Wee McGregor's" Breakfast Food

We were a "leettle bit scared" putting a new breakfast food on the market, but orders are coming from coast to coast. It is pleasant and profitable.

Retails at 25c. for 6-lb. linen sack.

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

"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.

Dealers, do you want to sell your Goods ?

If so, you doubtless realize that the goods must be the best of their kind in quality and workmanship. This is especially true of brushes. For nearly half a century

see page 24
Boeckh's Household Brushes

have been upon the market. They are in the very front rank as ready sellers because their manufacturers' highest and constant aim is to please both dealer and purchaser. Larger facilities in making now enable us to manufacture better goods than ever, and at lower prices, with the widest margin of profit to dealers.

—Send your name for our
—new folder, "Broom-ology."

UNITED FACTORIES,
LIMITED.

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

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

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by

W. Arthur
Lydiatt,

TORONTO.

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

An Advertisement May Attract a Lot of Attention And Yet Sell No Goods.

THE rapid growth and development of holiday advertising is a marked characteristic of the merchandising of to-day. The advantages of holiday advertising are many, and they are such as will commend themselves to those who give the subject a little thought. In the first place, it shows that the merchant who makes a special bid for the holiday trade is wide-awake and keeps in touch with the spirit of the times. It indicates that he keeps careful watch of the changing seasons, and is always ready to anticipate the wants and wishes of his customers. This spirit is appreciated by the public, and their approbation is frequently manifested by a largely increased patronage. Holiday advertising appeals to the people when they are in a receptive mood. It is placed before them when they are anticipating a period of enjoyment and are disposed to give pleasure to others. It suggests purchases they might otherwise overlook, and would be sorry to miss. It brings the advertiser into closer touch with his patrons, and makes him, to some extent, a sharer in their joys and recreations. Beyond question it imparts a valuable impulse to trade—perhaps at a Season when it is most needed. It admits of striking display which would be unsuitable to ordinary occasions, and makes a pleasing variety where there might otherwise be a tendency to monotony. In short, it is judicious advertising, for it suggests the things the public want at the very time they require them, and thus benefits the buyer as well as the seller.

Christmas advertising is usually chiefly confined to the good things of the table—creature comforts, as the old divines used to call them—but even these cover a wide field and admit of pleasing illustration. Beginning with the good old turkey, with chestnuts for stuffing and cranberries for sauce, followed by the traditional plum pudding, the list runs through all kinds of poultry, meats, and vegetables. All kinds of groceries contribute their quota to the feast; the fruits of the tropics as

well as of temperate climes are in demand, and in many homes the festival is incomplete without a generous supply of "old October" and wines of the choicest vintage. The luxuries of the table require an appropriate setting, hence fine napery, delicate china, sparkling glass, and gleaming silver are in demand. These in their turn suggest table cutlery; and, when all the table requirements are complete, flowers for its adornment should not be forgotten. A well-appointed festal board would seem incongruous if its surroundings were inappropriate, and a handsomely furnished room imperatively demands that all who enter it shall be correctly clothed. Hence it will be seen that there is no lack of subjects for special advertisements at Christmas time, and the merchant who

Teas, Coffees, Spices

Standard Brands
Always Fresh

WM. JOHNSTON, Grocer

Christina Street, South of Market.

fails to utilize the holidays for advertising purposes misses a golden opportunity.

A correspondent writes me as follows:

In your criticism of the ad of J. H. Lacey in last week's CANADIAN GROCER you might have added that it is impossible for John Mathieson or anybody else to get 154 lbs. of bread out of one bag of "Gleanora" flour or any other flour. If a baker gets 140 lbs. bread out of a bag of flour he thinks he is doing extra well. Of course, the ad might pass amongst people who don't know these things, but I consider it is not a truthful statement of the fact. Any Toronto baker will bear me out in this.

Advertising Deeds.

I wonder if the man who caused the above ad. to be inserted—and paid the cost thereof—really thought he would get any results.

I wonder if he thought it would help in any way to increase his trade.

I doubt it. I am inclined to think that he didn't give much thought to it, and

likely the only time he worries at all about it is when the bills have to be paid, and then I guess he sometimes stops and wonders if his advertising really pays him.

Good advertising doesn't always get credit for the good it does do, and ordinary advertising sometimes gets credit for doing things it doesn't do.

I remember a man who did some very poor advertising for a very good store, and because his business increased considerably during the year he credited his advertising with being the cause of the increase.

Well, the advertising he did might have helped some, but the increase was really natural, and was accounted for by the satisfactory way in which he did business and the general need for such a store as his in that locality.

Suppose you advertise to the extent of \$5 a week. Why don't you make that advertising "worth its salt"?

If you hire a clerk at \$5 a week and he doesn't earn it you fire him and get another. You don't do without a clerk simply because those you have had weren't any good, because you need a clerk to help you run your business. If you can't get a good enough clerk at \$5 a week, you pay \$6, or even \$10, if you think the better clerk will earn his wages.

So if your \$5 a week advertising is not good enough to make it worth the expense, why, get the kind of advertising that will. Don't do without advertising altogether, because the right kind of advertising can certainly make itself worth having. And if you can't get good enough advertising for \$5 a week, pay \$6 or \$10 if the increased amount will get the kind of advertising that will pay for itself.

Better spend \$10 a week for advertising that pays a profit than \$5 a week for advertising that doesn't.

If you haven't the time, inclination or ability to write your own ads., get someone who can, and even if he does make your advertising bills a little higher, he is likely to pay good interest on the invest-

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce.
For quotations address

Montreal Agents: **S. H. EWING & SONS,**
96 King St., MONTREAL

Telephone Bell Main 65.
" Merchants 522.

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



For Sale Everywhere.
ASK FOR
MOTT'S.

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



IF A MAN WANTS CREDIT

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

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. G. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited TORONTO

THE
Burlington Canning Co.

Burlington, Ont. Limited

Manufacturers of
ALL KINDS OF CANNED GOODS

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

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

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

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

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

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

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

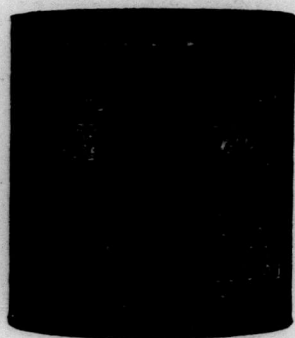
In manufacturing our brown and manilla

Wrapping Paper

we keep in mind the use to which it is put when made. Therefore we give it the durability, weight and strength that makes it very reliable and satisfactory.

Canada Paper Co., Limited

Toronto, Montreal and Windsor Mills, Que.



1 and 2-lb. Tins.

QUALITY, RELIABILITY, UNIFORMITY,
ARE THREE IMPORTANT FEATURES OF
S. H. & A. S. EWING'S
HIGH-GRADE
COFFEES and SPICES

Where QUALITY counts, you will find "S. H. & A. S. EWING'S" (products of the old reliable firm) the standard of COFFEE and SPICE QUALITY. Have stood the test of over half a century.

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

ment, and that's better than continually charging advertising up to "Expense."

Don't spend money to merely tell people that you have a grocery store, when they already know it.

Rather show them how well equipped you are to supply their needs; and you can best do that by suggesting those needs and telling about the things that will fill them.

INSTALLED COCOANUT PLANT,

To the many other departments of their business The Robert Greig Co., Limited, Toronto, have just completed the installation of a cocoanut plant. The machinery and all other arrangements are up-to-date in every detail, and combine the latest improvements in the art of preparing cocoanut for family use. This department is under the personal supervision of A. H. Parker, who was Canadian manager for The L. Schepp Cocoanut Co. for many years. This fact in itself is warrant for the high grade goods that will be turned out. Since moving to their new building,

the White Swan Mills, The Robert Greig Co. report having nearly doubled their business in all departments.

A PUZZLER.

E. W. Gillett Co., Limited, Toronto, have issued a very interesting puzzle, one that is absolutely "on the square." Readers of "The Grocer" who are fortunate enough to get one will have an interesting time ahead of them. One thing is sure: they'll know all about the merits of certain goods before they are through with the job. "The Canadian Grocer" had an interesting time with it. If you like to experiment and exercise your patience, drop a card to E. W. Gillett Co., Limited, Toronto.

GEO. A. MCGOWAN CIGAR MFG. CO., Ltd.

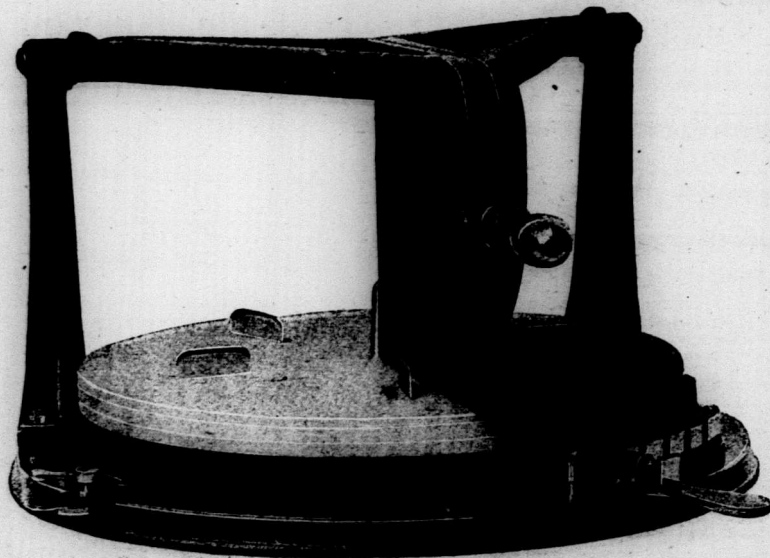
A CHARTER has been granted, under the Ontario Companies' Act, creating George A. McGowan, manufacturer, Hugh Bennett, cigar maker, Sarah K. McGowan, married woman, John Orr, bookkeeper, and William J. B. White,

insurance agent, all of the City of Kingston, Ont., a corporation to deal in, manufacture and sell tobacco and cigars; the corporate name of the company to be The George A. McGowan Cigar Manufacturing Co., Ltd.; the share capital of the company to be \$75,000, divided into 3,000 shares of \$25 each; the head office of the company to be at the said City of Kingston, and the provisional directors to be, George A. McGowan, Sarah K. McGowan, and William J. B. White.

CANADIAN-BRITISH TRADE.

The imports to Great Britain from Canada for the month of November were as follows:

Cattle	14,680	£246,487
Sheep and lambs.....	15,676	25,119
Wheat, cwt.....	1,077,000	375,771
Wheat meal and flour.....	356,700	190,376
Peas, cwt.....	34,040	16,582
Bacon, cwt.....	67,078	166,822
Hams, cwt.....	17,443	44,314
Butter, cwt.....	20,226	96,094
Cheese, cwt.....	178,800	471,521
Eggs, great hundreds	236,661	91,228
Horses, head	21	630



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

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

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

Sold on Easy Terms.

Write us for particulars

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

Imperial Mixed.

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

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

We Couldn't—Could Anyone?—

build up a phenomenal trade such as we have done on **PERFECTION CREAM SODAS** unless the goods were right in every way. Sold to the finest trade, too. That means everything. This trade also buys our **SWEET and FANCY BISCUITS** and our **AVON CHOCOLATES**, with "The Name on Every Drop," made with the finest white cream centre and coated with the best chocolate that can be purchased. **Are you selling our goods? If not, fall into line.**

The MOONEY BISCUIT & CANDY CO., Limited, Stratford, 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.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.



The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

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

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

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

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

Walter Baker & Co. Ltd.

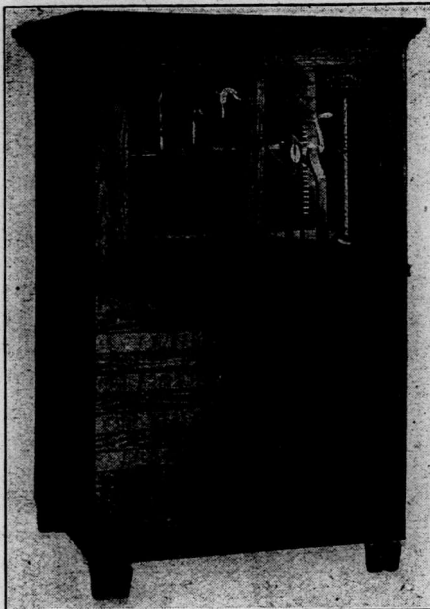
Established 1780.

Dorchester, Mass.

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

A WISE MAN ONCE SAID

"It is better to be sure of a few facts than to know a great many things that are not true."



FIRST FLOOR CABINET.

To an ordinary mortal that statement savors of good sense. There are a few facts about oil tanks of which we are absolutely sure. We refer more particularly to....

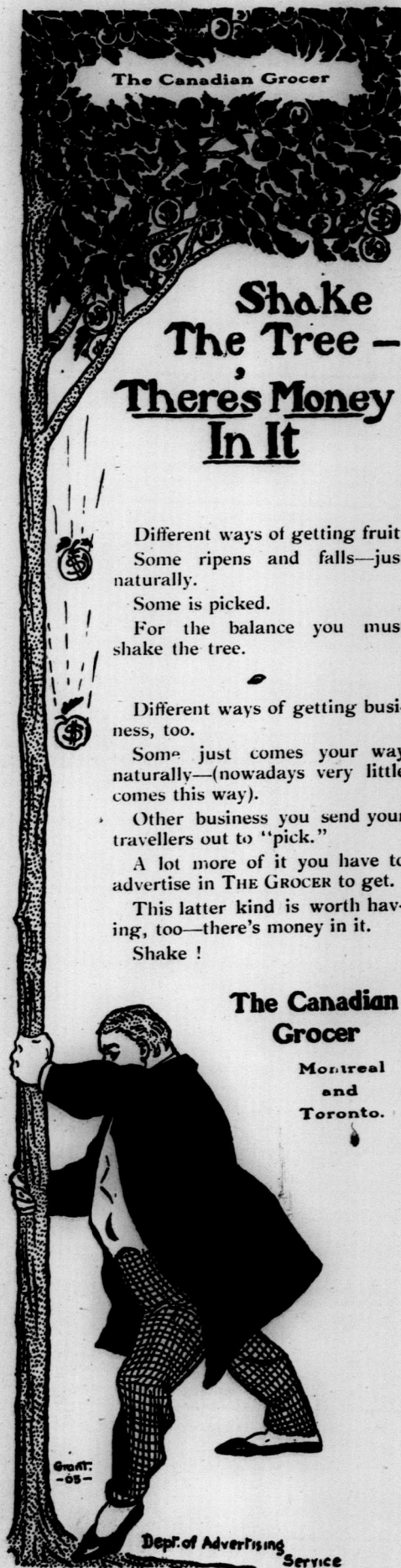
BOWSER
3 Measure Self Measuring
OIL TANKS

Which we believe are
THE BEST OIL TANKS
UPON EARTH.

The reason for our faith is that we know HOW and OF WHAT they are built. We know the patience, and care, and skill, and honesty that is built into every one of them. We know their accuracy of measurement. We know their value from the standpoint of economy of oil and of time, and labor. We know they are cheap at the price we get for them. In fact we know all about them and we would like you to know. The best years of our lives have gone into the labor of bringing Bowser Tanks to their present state of mechanical perfection. The labor has been ours—the result is yours. We build them not for ourselves, but for you. All we ask of you is a chance to demonstrate their worth and adaptability to your needs. This will cost you nothing.

WRITE FOR CATALOGUE "B."

S. F. BOWSER & CO., Factory  FORT WAYNE, INDIANA.



**Shake
The Tree —
There's Money
In It**

Different ways of getting fruit.
Some ripens and falls—just naturally.
Some is picked.
For the balance you must shake the tree.

Different ways of getting business, too.
Some just comes your way naturally—(nowadays very little comes this way).

Other business you send your travellers out to "pick."

A lot more of it you have to advertise in THE GROCER to get.

This latter kind is worth having, too—there's money in it.
Shake !

**The Canadian
Grocer**

Montreal
and
Toronto.

Dept. of Advertising
Service

CEREAL MAN MARRIED.

A QUIET wedding took place recently in St. Stephen's Church, Weredale Park, Montreal, when Miss Olive Sutcliffe, daughter of Mr. William Sutcliffe, of Lancaster, was united in marriage to Mr. Albert Norton Reay, son of Mr. Charles Reay, of Montreal. The ceremony was conducted by the Very Rev. Dean Evans, in the presence of relatives and friends. The bride wore her travelling suit of brown broadcloth, with white satin blouse and white hat, and she carried a bouquet of white roses. She was attended by her sister, Miss Estelle Dorothy Sutcliffe, as bridesmaid, wearing cream-nuns' veiling gown, black picture hat, and carrying pink roses. Mr. John Reay, brother of the groom, was best man. After a reception for relatives at the home of the bride's aunt, Mrs. H. M. Childs, Clarke avenue, Mr. and Mrs. Reay left for Quebec on a wedding trip, and later for Toronto, where they will make their home. The bride was the recipient of a number of handsome and useful presents, including a silver-backed toilet set, the gift of the groom, who presented the bridesmaid with a pearl brooch, and the best man with a watch. Mr. Reay, who, as manager of the sales department for Canada of The Force Food Co., is well-known to the trade, is now receiving congratulations.

NATIVITY OF THE POTATO.

THERE is as much mystery as history connected with the common tuber called the potato. Its nativity, original place in the kingdom of nature and several other things regarding it are still open questions. As to its nativity, the weight of argument seems to favor the tropical or subtropical regions of America. There is a tradition that the vines once grew to monstrous size and that the "balls" were of the "bigness of melons," and at that time the roots were not tubers, the edible parts growing among the branches. It seems that they were first introduced into Europe in the year 1565.

Haskell's "Roots and Wild Plants" says, "Wamkins first fetched a queer, bulbous root out of America which some called a 'bodado,' while others, who had heard the Peruvians mention it, spoke of it as a potato." Periam's Cyclopaedia of Agriculture says that Sir John Wamkins found it growing wild near Santa Fe de Bogota at an altitude of 8,000 to 13,000 feet. He also says that it was "fetched out of America" at about the time settled upon by Haskell—viz. in the year 1565.

**Smith & Gregory,
Bristol, England,**

MANUFACTURERS

"WINDSOR CASTLE" Blue.

"ELECTRIC" Black Lead (or Paste in Tins).

"BEST OF ALL" Metal Polish.

Gold Medals and Highest Awards,
1882, 1885, 1887, '888, etc.

Want Cash Buying Agents

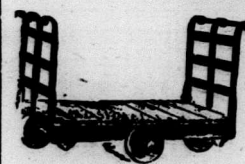
Useful to pushing cash firms, who have a demand for these articles and want them on best terms.

HIGH-CLASS QUALITY. LOW PRICES.

No advertising except by show cards, but agents would be well supported by this old established firm.

TRUCKS

for Warehouse
and Factory.



Save You Money
Do Men's Work
Draw no Salary

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

MADE IN CANADA.

H. C. Slingsby for Canada.

Factory,
Ontario Street,

Temple Building,
MONTREAL.

BUY

Star Brand

**COTTON
CLOTHES
LINEN**

— AND —

**COTTON
TWINE**

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

For sale by all Wholesale Dealer.

See that you get them.

MONTREAL RETAIL GROCERS.

THE monthly meeting of the Retail Grocers' Association was held on the 2nd inst., at Monument National. A large number of members were present and the various questions brought up were discussed with interest. President N. Chartrand presided.

The question of early closing of stores was brought up and strongly advocated by all present, and as a result of the discussion committees were appointed for the various sections of the city to visit the grocers generally and to ascertain their feelings, and it is hoped that this laudable desire to close early will be attained. The grocers at Point St. Charles now all close up their stores on Thursday evening. The Retail Clerks' Ass'n. should co-operate earnestly with the view of securing at least one evening off in the week.

A deputation was also appointed to visit the Wholesale Grocers of Montreal with the view of having a stop put to the selling to consumers, and others not engaged in the legitimate retail grocery trade.

The Peddling Nuisance question also received a warm discussion.

Sunday selling by grocers was condemned and it was resolved to interest the Chief of Police of the city to put a stop to this practice. It was admitted that the most of this Sunday selling was done by the foreign element, but it had grown to such an extent that some steps were deemed necessary to put a stop to this business.

A report of the Auditors which had been asked for at the last meeting was presented, read and accepted.

A vote of thanks was passed to THE CANADIAN GROCER, also Le Prix Courant for the services which these journals had rendered the Association.

Four new members were taken into the Association.

The next meeting will be held on Wednesday, Jan. 13, instead of the 6th, the regular day.

PURITY OF HONEY EXAMINED.

The Inland Revenue Department has issued a bulletin showing the results of the investigations of the Dominion analyst in regard to honey. The report is, on the whole, very satisfactory. Of the 99 samples examined, gathered from all parts of the Dominion, the following classification was made :

Genuine.....	81
Doubtful	5
Adulterated	2
Adulterated with glucose syrup....	6
Adulterated " cane "	5

99

MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.

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

M. G. STAGG & CO.

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

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

CALGARY.

HULL & SHARPE,

Manufacturers' and Commission Agents,

CALGARY, - ALBERTA.

QUEBEC, P.Q.

J. P. THOMAS

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

To Manufacturers' Agents

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

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

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

Their cost is so trifling

and their convenience so great that the wonder is that merchants do without RUBBER STAMPS.

Tell us what you would like and we'll tell you the cost.

C. G. Young Co., 1 Adelaide E., Toronto

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. C.

Importers of . . .

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

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

VICTORIA, B.C.

R. W. CLARK & CO.

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

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

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

WINNIPEG.

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

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

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

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are
turned on

MANITOBA AND THE WEST.

I

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

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker'

TEA.

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

"COMMISSIONER,"

CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Make Department Seasonable.

THE tobacco department in the grocery is becoming more firmly established every day. The time is passed when the grocer is content to keep a few caddies of chewing and smoking, with perhaps a brand or two of package tobacco.

These are all right, but when there is the trade to be had by carrying just a little more complete stock, the grocer is not the man to let it go by.

A prime requisite for a well-appointed cigar department is a neat and attractive showcase—no necessity for it being over large—in which cigars may be at once displayed to the smoking public, and at the same time kept as fresh as if the inland revenue stamps were still unbroken. A small glass containing a wet sponge, which is never allowed to dry up, will keep the cigars in first-class condition for the short time before, in the well-regulated department, they are sold and have floated away in smoke.

A corner in the showcase may also be utilized to suggest the fact that an interesting line of pipes are kept in stock. The assorted lines which are now put up by the wholesale tobacconist especially for the grocer trade do not run into much money, but the choice they afford would surprise one who had not looked into the matter.

Now that Christmas time is at hand, it would be a good idea to line the inside of the cigar showcase with holly. It will be a novelty for one thing. It is sure to attract attention and suggest the holiday and gift-giving spirit. A few neatly lettered cards suggesting this box or that pipe as a suitable Christmas present should so supplement the suggestion of the holly in the minds of prospective donors of presents that the sales of the department would be materially increased.

Licorice in Italy.

The British Consul at Palermo states that Sicily produces wild licorice to the extent of about 1,000 tons annually. This is not, however, sufficient for the requirements of the manufacturers of the juice, who are obliged to import root from Greece and Turkey. During 1902 it was

estimated that about 4,000 tons were imported. It generally requires about six tons of root to make one ton of juice. The latter is principally employed in the tobacco trade; but for this the more bitter root from Asia Minor appears to have advantages over the Sicilian variety, which appears to affect the keeping quality of the tobacco. Catania is the principal seat of the licorice trade, and the output of juice there is estimated at between 300 and 500 tons annually, while Messina turns out from 100 to 150 tons per annum. Palermo, Caltagirone, Terranova, Termini and Trapani are all producers.

High Prices for Turkish Tobacco.

The high prices which have been paid for the 1902 crop, says the Salonica correspondent of The Deutsche Tabak Zeitung, have much encouraged growers of tobacco, and in this district they have planted 25 per cent. more tobacco than they did last year. In June the rainy weather was most favorable for the tobacco. In many districts, however, there was too much rain, and it is almost certain that there will not be much good tobacco in this year's crop.

Tobacco in West Africa.

A WRITER to The Western Tobacco Journal from Western Africa gives some very interesting information as to the customs current among the natives:

"Carriers are," he says, "generally paid in merchandise, and the most common commodity used for this purpose is tobacco. This is the leaf tobacco prepared for Africa and other tropical countries. It is imported in hogsheads or tierces, or in boxes convenient for trans-

The enormous sale of

OLD CHUM Cut Plug Smoking Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.
OF CANADA, Limited.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Want Christmas Trade?

About this time look out for the woman who is after highest quality for the family's Christmas Dinner.

Get at the woman through the husband—get at the husband by selling him my Cigars. **Get on the soft side of hubby!**

Payne's Cigars

(Trial order at my expense.)

J. BRUCE PAYNE, Limited
Granby, Que.

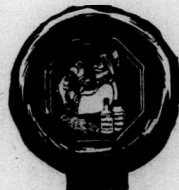
O Yes!

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

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

No store is complete without it.

In witness thereof we have affixed our name:



ESTABLISHED 1824.

Batty & CO.

LIMITED

Sauce and Pickle Specialists.

LONDON, S.E.

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

T & B

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

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

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

Sell Pipes. Our offer to send on approval, charges paid, assorted lot of 3 dozen pipes, to retail at from 25c. to 75c. each, for Six Dollars, is still good. Return if not right at our expense. W. B. Reid & Co., 58 Yonge St., Toronto.

Popular Brands:

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

MANUFACTURED BY
The Erie Tobacco Company
WINDSOR, ONTARIO.

Tobaccos

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

Cigars

ONTARIO
STATESMAN

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

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF

Cigarettes and Cut Tobaccos

Fireside Talk

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

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

It will pay you.

For the Man who Chews.

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

Smoking :

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

Chewing :

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

portation into the interior, more often the latter, and usually comes from England or Germany, as most of the trade in this part of Africa is in the hands of English or German firms. There is some importation direct from the United States, but it comprises only a small part of the whole.

"There is a strong demand for tobacco by the natives, and it ranks with the vile variety of liquid poison known as rum as one of their choicest luxuries. The white man who sinks low enough to use this rum, by the way, is considered as ready for suicide. This is the opinion, too, of men who are themselves pretty liberal drinkers of other spirits.

"It is a curious fact that I have seen more women than men using tobacco since I came to Africa.

"Except in the interior, further than I have been, imported clay pipes are used, supplanting a deep-bowled, short-stemmed clay pipe of native manufacture, of which I have seen a few.

"No tobacco is grown in this part of Africa, but I see no reason why it might not be. The quality might not suit a cultivated taste, but it would certainly do for local consumption, where the quality of any commodity is a very minor consideration."

Japanese Tobacco Monopoly.

A despatch from Tokio announces that the Japan Government will introduce in the Diet next month a bill creating a tobacco monopoly, somewhat similar to the Government monopoly, in France. It is proposed to appropriate 36,000,000 yen (about \$18,000,000) to compulsorily buy out the manufacturers at the appraised value of their lands, buildings, stocks and machinery, while only a year's income will be paid for their good-will. Inasmuch as there are 6,000 manufacturers and 700 leaf tobacco dealers in Japan owning 17,500 machines, traders regard the appropriation as absurdly inadequate.

A number of British and American capitalists are interested in the matter. It is understood that despatches concerning their protests are passing between London and Washington.

Smokers of Non-Union Cigars.

The cigar makers' unions of New York City have appointed an "entertainment committee" to deal with union men who smoke non-union cigars. Their plan is to keep members of the camera corps near the stores where non-union cigars are sold, and if they found a union man going in

they would take a snap shot of him as he came out. The cigar makers' union claim that members of other trade unions don't care whether they smoke union cigars or not, and hope by the camera method to check the use of non-union cigars among the federated unions.

A Match With Each Cigar.

An inventor has submitted to the U. S. Commissioner of Inland Revenue a device in the shape of a band with match attached, intended to be placed around cigars. The match can be drawn from under the band, and one portion of the band contains a striking surface. He desires to know whether such device is contrary to the regulations.

He was advised that the regulations prohibit the inclusion of any foreign matter in packages of cigars, tobacco, cigarettes or snuff, with the one exception that manufacturers may place within the package small advertising cards, coupons, certificates, etc., which do not materially increase the size of the package, and which are intended as an advertisement of their business solely, and no other business. Therefore the device was declared contrary to the regulations.

Cuban Seeding Methods.

A PENNSYLVANIA tobacco man who has spent the last six months among the tobacco plantations of Cuba, is not very favorably impressed with the methods there pursued. He says:

"For years and years they have raised seed from the second crop of suckers, as the first prime crop was too valuable to waste. This resulted in a great deterioration of the seed, and I often wonder that they raise any tobacco at all. Plants command fabulous prices, and even then are hard to get. They tried to raise some here. They sowed 10 lbs. of seed on an acre, and didn't get enough plants to set an acre of tobacco. Forty miles from here a company has a seed bed of 30 acres.

"Over 100,000 plants came in this morning, packed in a cart. They had been pulled yesterday and the day before and will be set out to-morrow. There is a man over the hill from here who paid \$7,000 for plants alone last year. His crop brought \$6,000. Even these little scrub farmers around here, who raise four or five acres, have seed beds bigger than an ordinary Lancaster County garden, and sow outrageous quantities of seed."



SECURITY

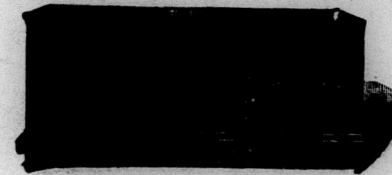
Best
10c.
Cigar
In Canada.

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

McDougall's Scotch Clay PIPES

are the standard of the world.

D. McDougall & Co., Glasgow, Scotland.



OUR "CORONATION."

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

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

Dominion Show Case Co.

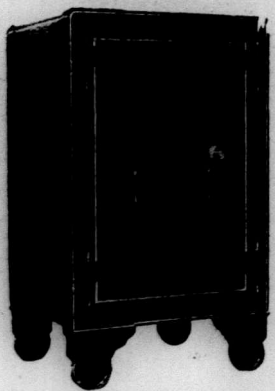
53 Richmond St. East, - - TORONTO.

Tobacco Notes.

Mr. J. A. McNeil is representing J. M. Fortier & Co. in the Eastern Townships, and very good sales are reported from this district.

Orders for the special lines of Christmas cigars put up by J. M. Fortier & Co., Montreal, have been coming in freely and are going out rapidly to the trade.

Some little time ago a grocer in St. John's, Newfoundland, ordered a sample lot of cigars from Horrocks, the cigar manufacturer in Toronto, saying that he had seen his ad. in THE GROCER. A traveller who recently visited St. John's tells how on seeing the "Ronto" cigar in the grocery store referred to, he went in to investigate, and found it regarded as a staple line and selling at two for a quarter.



FORD & FEATHERSTONE

Importers and dealers in

**FIREPROOF SAFES,
STEEL BANK SAFES,
VAULTS, TIME LOCKS,
DEPOSIT BOXES.**

Combination locks put on and combinations changed. Safes repaired, etc.

10 John St. N., Hamilton, Ont.

ESTABLISHED 1855

TAYLOR'S

CO. OF

SAFES

147 FRONT ST. EAST, TORONTO.

The Hallwood

The name that should be on every cash register you see. If the cash register bears any name other than **THE HALLWOOD**, be sure of this one thing :

It is Inferior to the Hallwood.

THE HALLWOOD delights in competition. It seeks for comparisons. It is then that its points of superiority are brought out strikingly.

There are good cash registers to be had that are not **HALLWOODS**, but the **best**, and it is the best most men want, is **THE HALLWOOD**.

THE _____

Hallwood Cash Register Co. of Canada

78-80 King St. E., - TORONTO.

Special Advertising Rates have been arranged for space in "The Office," and will be gladly quoted on request.



WE ARE GROWING !

We have moved to larger quarters, and with increased plant and facilities, are better able than ever to handle your work. Drop us a card, we would like to write you about it.

G. A. WEESE & SON, 44 YONGE STREET.
(Note new name and address)
STATIONERS and PRINTERS.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates :

PORT ROWAN	- -	50c.
ST. WILLIAMS	- -	50c.
VICTORIA	- -	40c.

The Bell Telephone Co. of Canada



TENGWALL TIME SAVERS

TENGWALL AND OPALLA LOOSE LEAF LEDGERS

—AND—

LOOSE LEAF BINDERS FOR ALL KINDS OF LOOSE LEAF SYSTEMS.

SEND FOR COMPLETE NEW CATALOGUE.

HART & RIDDELL

Manufacturing Stationers . . .

40 Wellington St. East
TORONTO.



Does it Pay You to Sit Down ?

at the end of every month for two or three days to render your accounts ? With our system you can render 300 accounts in twenty minutes, any day in the month. Bills are always ready.

Write for particulars.

THE BRIGGS LEDGER SYSTEM CO., Limited

75 York St., - Toronto, Can.

THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

MERCANTILE SECRET RESERVES.

By SEYMOUR WALTON.

AT the time of a large defalcation in one of the New York banks, it was stated by the officers of the bank that the entire amount could be taken up without charging any of it to the undivided profit account. A great many persons were unable to understand how this could be done, and only a few were any wiser when told that the bank had a secret reserve.

It appears that the practice of accumulating secret reserves is a growing one, and that it is by no means confined to banks. It consists of an undervaluation of assets during the prosperous years, the difference between the market price and the value carried on the books forming a fund which can be drawn on at any time, either by a sale of a portion of the securities or by an entry placing them on the books at a higher value, not greater than the market price. This is more easily done with the stocks and bonds account than any other in a bank, but in a mercantile or manufacturing company the manipulation appears in the inventory or the valuation of the plant.

The question of the advisability of such a proceeding has been hotly argued. Those who defend it seem to look upon the bank or company as an unchanging entity, claiming that it is better to conceal abnormal profits one year so as to provide against the necessity of showing unusual losses in another year. In the case of a close corporation whose stockholders know all about the company, there would be no serious objection, but there would also be no special reason for doing it. In the case of a company or bank, whose stock is somewhat scattered, and may be sold at any time on the basis of the published statements, it seems impossible to find any justification for the practice. The seller of such stock is unquestionably defrauded out of the increased price that he could have obtained for his stock if the true condition of the company had been known to him and the buyer. In the case of the bank mentioned the one item referred to amounted to fourteen per cent. of the total capital. All sales made prior to the discovery of the shortage were based on wrong assumptions, to the detriment of the sellers.

To obtain a clearer idea of the justice of such a practice it is necessary only to look at the true nature of a corporation. It is not probable that any one would defend the managing partner of an ordinary copartnership if he deliberately understated the profits as to prevent his partners from drawing out a greater dividend than he thought proper. But the president and directors of a corporation are simply the managers of a partnership affair, the act of incorporation being for the purpose of limiting the liability, and for greater convenience, but not in any other way causing the company to differ from an ordinary partnership.

The accountant who is acting for the stockholders of a company is not justified in signing a certificate to a statement which contains a secret reserve or any other element that is not exactly in accordance with the facts. Not only is he bound to tell the entire truth for truth's sake, but he is also under obligations to give all the stockhold-

ers all the information in his power. Those accountants who take a different view of this question defend their course on the ground that they are employed by the president and directors of the company, and are not supposed to criticise their management of the business. While it is true that it would be better to follow the English plan and have the auditors appointed by the stockholders as their special representatives, it does not seem clear that the appointment by the directors absolves the accountant from his duty to the stockholders. Although not made directly to them, his report is to be used with the stockholders, and it should be as carefully prepared as if made originally to them, and should contain nothing which would cause any stockholder to make an incorrect deduction as to the true condition of the company.

CO-OPERATION IN REGARD TO CREDITS.

By D. H. KIRKLAND, Atlanta, Ga.

ONE of the most striking facts in the economic history of the United States for the past 40 years is that in each decade the losses by failures have equalled one-half the capital employed in manufacturing and mercantile pursuits. In the ten years from 1890 to 1899 inclusive, the proportion of bad debt loss to capital employed was even greater. It amounted to the stupendous sum of one billion eight hundred million dollars. In order more readily to grasp the meaning of these figures a few comparisons will be of value.

It was more than three times the capitalization of all the national banks of the country.

It was five hundred million dollars more than the fire losses reported during the same interval.

It was nearly equal to the entire sum of money in the country, which, according to the report of ex-Secretary Gage, was two billion two hundred and fifty million dollars.

It is difficult to comprehend what is included in this array of facts and figures. It staggers me to read of the immense loss of bad debts. The wonder is that as many persons succeed in business as do, considering the chances taken in selling goods; the meagre information upon which it is necessary for the credit man to predicate his decision.

It is pertinent to ask, are the foregoing results the effect of too meagre credit information or the over-eagerness to sell, which makes credit so cheap? If it is the result of too meagre credit information, are not the merchants to a certain extent responsible for the meagreness by withholding information from the organized agencies, the acknowledged channels through which mercantile information is transmitted, in the mistaken idea that in secrecy and in the withholding of information from the trade generally they control the trade of a customer. If, on the contrary, these results follow an over-eagerness to sell, can the formation of a credit league control that over-eagerness and prevent these astounding results?

The great anxiety to increase the volume of business, the jealousy of each other, and the natural cupidity, inherent and inborn in all of us, have brought about a state of affairs that is anything but complimentary to those who indulge in it. The failure of the agency to furnish us with information that we desire, upon which to predicate a

credit, is not wholly chargeable to them, if merchants feel that such information is wrongfully placed in their hands.

Credit is too cheap, and its increasing cheapness requires additional safeguards in the shape of more detailed and specific information concerning a certain risk. On every side we hear the old story of going into business with a few hundred dollars, and by the end of the year owing several thousand, with most of the assets outstanding. Once a retail merchant's capital is on his books, and it is only a question of time when he will go under, as he can never figure on prompt collections, but is always asked to meet his maturing bills. For a little while he may manage to buy from one merchant, when his line with that merchant is full; based upon a show of success he easily transfers his account, while owing his original creditor, to another over-zealous merchant desiring to increase his trade. In the course of a little while he becomes slow with his second creditor, and must transfer to a third, and so on down the line, until his reputation for slow pay is established, and then his doom is sealed; it is only a question of what job or jobbers will be the victim and to what extent.

These results are of simple explanation; it is the same the country over. A retailer need never refer to a jobber; all he needs is to let the over-zealous salesman know from whom he has bought goods and the balance may be safely left to the salesman. The reasoning in the majority of cases is about as follows: "If A can carry this account, why cannot I carry it? Why should I bring the fact to A's attention that his customer is about to divert his trade to me?" Discretion, secrecy, diplomacy, if you please, is looked upon as sound business doctrine. Information, instead of being freely circulated is withheld. Sooner or later comes to the surface the startling intelligence that a bankrupt who has been buying from a dozen different jobbers, victimizing them all, has credit extended to him beyond all reason and beyond anything to which he was ever entitled.

If we feel inclined to charge these results to insufficient practical credit information received through the commercial agencies whom we pay for this service, is not their inability to furnish this information so much to be desired largely chargeable to that class of merchants who feel that in giving valuable information to the mercantile agencies they are doing so under protest? Is it not due to a large extent to that old credit system of secrecy and self-delusion which was in vogue 25 years ago? What a commentary on the selfishness and egotism of the man who believes that he is better prepared, more experienced and more invulnerable than his fellow merchants, and that his information is more valued or more valuable than that which he can derive from all his competitors combined! Credit would not be so cheap, nor losses so high, if a rigid system of interchange of reports were thoroughly carried into general practice. There is no better way of learning a merchant's credit worth than by comparing notes with his creditors as to what he owes in all the markets in which he buys. There is no better way of finding out whether or not a man's line is full than by competing trade centres comparing notes as to his debts, purchases and methods of payment.

MACHINE TO REPLACE THE USUAL STENOGRAPHER.

IT is no new thing—the use of a talking machine in the office to receive dictation. Business men have been dictating office correspondence on a graphophone for a long while; but Thomas A. Edison has now perfected his idea of such an instrument and the commercial world will look forward with interest to its introduction. The new machine will employ cylinders nine inches long, each of which holds a number of letters. The cylinder may be shaved 175 times; thus making its use as cheap as the

present blank book. There is also a foot stop, and arrangement for repeating the last part of a dictation.

Two of such machines and one typewritist are said to do the work of eight ordinary stenographers.

"To the stenographer," remarks Business World, "let us drop a word of advice: Don't set to work to simply oppose the introduction of the new dictating mechanisms, whatever their kind. Accept them as gracefully as you can, and line up with the step of progress their introduction typifies, and become an operator of the up-to-date variety. Don't regret the farewells and parting with shorthand and all its uncertainties and delightful puzzles. Put forth your efforts now—not to fight the inevitable, but to equip yourself with proficiency which shall give you new facilities and earning power, and make you, for the future years, as capable a letter-producer by machinery of improved kind, as you have previously been by the machinery of older days—that is, by the pencil.

"Saving of labor is the greatest possible saving in the advancement of any art; and we should welcome the devices that effect it and seek to conform to the new conditions of their adoption."

ANALYZING A BUSINESS PROPOSITION.

By W. T. FENTON.

NO general rule in regard to the consideration of important business problems has been of greater service to me than that which may be tersely stated in the words: "Let the other man do the talking." The soundness of this maxim has been so conclusively demonstrated, so far as my own experience goes, that I do not hesitate invariably to adhere to it and to urge it as a cardinal rule that will serve on all occasions. The logic of this procedure is apparent when it is remembered that every man who is charged with the responsibility of presenting an important business proposition goes to his task prepared to answer questions and objections which the man with whom he desires to treat is most likely to offer. I doubt if there is an exception to this rule. "What questions will he ask me and what objections will he raise?" furnishes the groundwork for the preparation which every man makes for the presentation of a business proposal to the man he hopes to interest.

When these questions are brought forward he is ready to answer them; by asking the questions naturally suggested by his statements you are playing directly into his hands and are doing precisely what he desires you to do, carrying out the line of campaign which he has devised. He is ready to meet you at every point with the answers and arguments carefully prearranged and best calculated to win success for his cause.

But what is the result if you place the burden of conversation on him, force him to do the talking and fail to come forward with the questions which he has prepared himself to answer? Simply this: He is thrown off from his predetermined line of attack. This naturally disconcerts him and he finds himself obliged to adopt a new line of campaign. So long as you are attentive to his arguments he must keep on presenting them until he has literally "talked himself out."

In the course of this process he is bound, sooner or later, to drop a word here and there which will give you the clew to his motives and aims and which will place in your hands the possibility of getting to the bottom of the subject.

Consequently I would place particular emphasis on the simple rule of forcing the man who submits a business proposition to do the burden of the talking. This is a very simple point of practice, yet so far as my own observation is concerned, it is more effective than any other in bringing to light the weaknesses of any business proposal.—System.

ESSENCES NOT INJURIOUS.

AFTER examining 100 samples of flavoring extracts and essences, including lemon, vanilla, peppermint, raspberry and strawberry, Mr. A. McGill reports this to Mr. Thos. Macfarlane, chief analyst of the Department of Inland Revenue :

SIR,—I have the honor to hand you, in tabular form, with appended notes, the results of work upon a large number of samples of flavoring essences ; as also upon two samples of cochineal extract, which does not properly come under this head, being used for coloring rather than for flavoring.

Since no generally accepted standards exist for the preparation of these substances, I have thought it sufficient to ascertain the absence of matters dangerous to health ; and I find nothing that can be condemned on this score. The question of foreign coloring matter, in its relation to health, must be considered an open one for the present.

The small quantity of material at my disposal has prevented fuller investigation in certain directions. In the event of another collection of like kind, I beg to recommend that officers be instructed to confine their samples to one particular essence or extract at a time, so that fuller justice may be done to it.

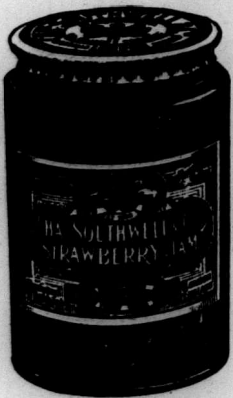
GROCERIES ON A CUNARDER.

The following are the particulars of stock of groceries, etc., carried on a Cunard steamer for one voyage : Tea, 728 lb. ; sugar, 8,228 lb. ; coffee, 1,500 lb. ; mustard, 236 lb. ; sauces, 234 bottles ; vinegar, 120 bottles and 30 gallons ; flour, 191 barrels ; hams, 1,590 lb. ; bacon, 1,900 lb. ; cheese, 1,430 lb. ; butter, 3,260 lb. ; soap, 828 lb. and 1,000 tablets ; preserves, 1,448 lb. ; rice, oatmeal, etc., 6,816 lb. ; potatoes, 400 cwt. ; pepper, 146 lbs. ; eggs, 21,000 ; biscuits, 403 tins.

<p>This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>		<p>Leading Canadian Accountants and Auditors</p>		<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>					
<p>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 207 Manning Chambers, City Hall Sq., Toronto, Canada.</p>	<p>F. H. KIDD, Chartered Accountant, Auditor, Assignee, Etc. Room 50, 77 York St., Toronto.</p>	<p>HENRY BARBER & CO., Accountants and Assignees. Offices : 18 Wellington St. E., Toronto, Ont.</p>	<p>GEO. O. MERSON, Chartered Accountant, Trustee, Assignee, Liquidator, Auditor, Etc. 27 Wellington St. E., Toronto. Phone Main 4744.</p>	<p>Cable Address : "Wigwam." T. G. WILLIAMSON, Chartered Accountant and Auditor, 15 Toronto St., Toronto, Canada.</p>	<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents. 15 1/2 Toronto Street Toronto. 465 Temple Building, Montreal. 100 William Street, New York.</p>	<p>WILLIAM FAHEY, Accountant and Auditor 442 McKinnon Building, Toronto.</p>	<p>This space \$15 a year.</p>	<p>This space \$15 a year.</p>	<p>This space \$15 a year.</p>

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>		<p>LEGAL CARDS.</p>		<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>		
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<p>Educational Department.</p>		<p>The following institutions for the education of business men's sons and daughters are recommended by this paper :</p>	
<p>BRAINS IN BUSINESS Success in business to-day is a question of brains, education and attention to details. You have the brains, why not improve your education by taking a thorough business course by mail? The proper use of your spare time will open the door to better positions and better pay. Write for our free booklet re CHARTERED ACCOUNTANT'S WORK, BOOKKEEPING, SHORTHAND, COMMERCIAL ARITHMETIC, COMMERCIAL LAW, BUSINESS CORRESPONDENCE, PENMANSHIP, ETC. Address— Canadian Correspondence College, Limited, 42-46 King W., - TORONTO, ONT.</p>		<p>Western Business College Cor. College and Spadina avenue, TORONTO. Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship ; individual instruction. A. J. HOARE, Principal.</p>	
<p>St. Margaret's College, Toronto A Boarding and Day School for Girls. Thorough courses in every department. Only teachers of the highest academical and professional standing employed. GEORGE DICKSON, M.A., Director. MRS. GEORGE DICKSON, Lady Principal</p>			



As near to the "home-made" as possible is the aim of

SOUTHWELL'S JAMS.

They are in demand at this time of year when stocks in the cellar are low. Good profits and pleased customers.

Price List, etc., for the asking.

FRANK MAGOR & CO.,

DOMINION AGENTS,

403 St. Paul St., MONTREAL.

FORGING AHEAD!

Dwight's Baking Soda still leading.

RETURNED

APR 22 1903

Ret B

Per



Storms of competition have come and passed, leaving

DWIGHT'S BAKING SODA

A head of all others.

Quality and sure selling does it.

John Dwight & Co., Manufacturers

Current Market Quotations for Proprietary Articles

December 10, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Brand/Size	Per doz.
Cook's Friend—Size 1, in 2 and 4 doz. boxes	\$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " "	14 00

W. H. GILLARD & CO.

Diamond—1-lb. tins, 2 doz. in case	\$2 00
" 1-lb. tins, 3 " "	1 25
" 1-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	16-oz.	4 45
3 doz.	16-oz.	4 35
1 doz.	2-lb.	10 40
1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
6 doz.	5c.	\$0 40
4 " "	6 " "	0 60
4 " "	8 " "	0 75
4 " "	12 " "	0 95
4 " "	16 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2-lb.	4 10
1 " "	5 " "	7 30
1 " "	6 " "	Per case \$4 55
1 " "	16 " "	" "

JERSEY CREAM BAKING POWDER.

2c, 5 doz. in case	\$0 40
" 1 " "	0 75
" 2 " "	1 25
" 3 " "	2 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

ROYAL BAKING POWDER CO.

Sizes	Per Doz.
Royal-Dime	\$ 1 00
" 1 lb.	1 60
" 6 oz.	2 25
" 4 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

CLEVELAND'S-DIME.

Sizes	Per Doz.
" 1 lb.	\$ 1 00
" 6 oz.	1 50
" 4 lb.	2 20
" 12 oz.	2 80
" 1 lb.	4 25
" 3 lb.	5 50
" 5 lb.	15 00

Blacking.

HENRI JONAS & CO.	
Jonas' "Ceruss," per gross	\$9 00
Froments " "	7 50
Military dressing " "	24 00

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1 gross box	2 00
Nixey's "Ceruss," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1 gross, 4 oz.	
Nixey's Refined, per 9-lb. box of 12 1 doz. chip boxes	1 50
Nixey's, as supplied the King, per 9-lb. box of 12 doz. block	1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6 oz. size.	

BORAX.

"Bee" brand, 5 oz. cases, 40 pkgs.	1 40
" " 10 oz. cases, 48 " "	3 25
" " 16 oz. cases, 48 " "	4 25

Brooms.

UNITED FACTORIES, LIMITED. doz. net.

Boeckh's Bamboo Handles, A, 4 strings	\$4 70
" " " B, 4 " "	4 40
" " " C, 3 strings	4 10
" " " D, 3 " "	3 85
" " " F, 3 " "	3 55
" " " G, 3 " "	3 20
" " " I, 3 " "	2 85

CANADIAN BROOM CO. Doz. Net.

Warehouse, 4 strands	\$3 15
Special; 4 " "	3 15
Crown, 4 " "	2 75
Maple Leaf, 4 " "	2 40
Electric, 4 " "	2 25
Queen, 3 " "	1 90
Crescent, 2 " "	1 60

Canned Goods.

HENRI JONAS & CO.	
Mushrooms, Rionel	\$15 50
" 1st choice Duthell	18 50
" " Lenoir	19 50
" " extra Lenoir	22 00

Per case, 100 tins.

French Peas, Delory's—Moyen's No. 2	\$9 00
" No. 1	10 50
1 Fins	12 50
2 Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18 00
French Sardines—1 Holland	9 50
1 Delory	10 50
1 Club Alps	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" 7-lb. cotton bags, per bag.	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case.	3 00
Tillson's Oats, 2-lb. pkgs., per case.	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—Hygienic, 1-lb. tins	per doz. \$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 60
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.	

Chocolate—Queen's Dessert, 1/2's and 1/4's	per lb. \$0 40
" " 6's	0 42
Mexican Vanilla, 1/2's and 1/4's	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 8's	0 28

FRY'S.

Chocolate—Caracas, 1/2's, 6-lb. boxes	per lb. \$0 42
Vanilla, 1/2's	0 42
"Gold Medal" sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa—Per doz.

Concentrated, 1/2's, 1 doz. in box	2 40
" " 1-lb.	4 50
" " 1-lb.	8 25
Homeopathic, 1/2's, 14-lb. boxes	
" " 1/2's, 12-lb. boxes	0 35
Epp's Cocoa, case of 14 lb., per lb.	0 37 1/2
Smaller quantities	0 37 1/2

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

Mott's Broma	per lb. \$0 30
Mott's Prepared Cocoa, 1/2 and 1/4 boxes	0 28
Mott's Breakfast Cocoa, 1/2 in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracas Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2 in boxes	0 27
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 35
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21 0 32
Mott's Sweet Chocolate Liquors	0 20 0 38

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	per lb. \$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 35
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 58

—haven't you noticed how your
Syrup trade has increased, and your
Molasses trade dropt off ?

The reason is easily given :—

Syrups are cleanly packed, cleanly
made — they are healthy, pure and
nourishing—

The Premier Syrup of Canada

IS
"Crown" brand  Table Syrup

Look for the "Crown" on the package.

Put up in 2-lb., 5-lb., 10-lb. and 20-lb. tins,
also bbls., ½ bbls. and kegs.

MANUFACTURED BY . . .

The EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, QUE.

Condensed Milk.

Anchor brand, cases 4 doz., per case \$5 00
evap. cream, cp. 4d. " 4 65



Borden's Condensed Milk Co.
Eagle brand . . . \$1 65
Gold Seal brand . . . 1 30
Peerless brand evaporated cream . . . 1 02

Canadian Condensed Milk Co.



"Dominion" brand,
cases 4
doz. (48
lb. net)
. 5 50



"Reindeer" Brand
Case (4 doz) \$5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins 9 00
" " 2 lb. tins, cases, 15 tins 8 70

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 28
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO. Per lb.
Mecca \$0 32
Damascus 0 28
Cairo 0 20
Sirdar 0 17
Old Dutch Rio 0 12

E. D. MARCEAU, Montreal. Per lb.
"Old Crow" Java \$0 22
" " Mocha 0 22
"Condor" Java 0 27
" " Mocha 0 27
15-year-old Mandehing Java and hand-picked Mocha 0 50
1-lb. fancy tins choice pure coffee, 48 tins per case 0 20
Madam Huot's coffee, 1-lb. tins 0 31
" " 2-lb. tins 0 30
100 lb. delivered in Ontario and Quebec.
Rio No. 1 0 11

Cheese.

Imperial—Large size jars	per doz. \$8 25
Medium size jars	4 50
Small size jars	2 40
Individual size jars	1 00
Imperial holder—Large size	18 00
Medium size	15 00
Small size	12 00
Roquefort—Large size	2 40
Small size	1 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un- num bered.	Coupons numbered.	Covers and numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.
Allison's Coupon Pass Book.		
\$1 00 to 3 00 books	3 cents each	
5 00 books	4 "	
10 00 "	5 "	
15 00 "	6 "	
20 00 "	7 "	
25 00 "	8 "	
50 00 "	12 "	

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case \$0 62
4 doz. packages (12 to a case) 0 75
6 doz. packages (12 to a case) 0 95



The Davidson & Hay, Limited, Toronto.

Cleaner. Per doz.
4-oz. cans \$ 0.90
6-oz. " 1.35
10-oz. " 1.85
Quart " 3.75
Gallon " 10.00

Wholesale Agents:

Extracts.

HENRI JONAS & CO. Per gross.

1-oz. London extracts	\$ 6 00
2-oz. " " (no corkscrews)	5 50
2-oz. " "	9 00
2-oz. Spruce essence	6 00
2-oz. " "	9 00
2-oz. Anchor extracts	12 00
4-oz. " "	21 00
1-oz. " "	36 00
1-lb. " "	70 00
1-oz. flat " "	9 00
2-oz. flat bottle extracts	18 00
2-oz. square bottle " "	21 00
4-oz. " " (corked)	36 00
8-oz. " "	72 00

Per doz.
8-oz. " glass stop extracts \$3 50
8-oz. " " 7 00
2½-oz. round quint essence extracts 2 00
4-oz. jockey decanters 3 50

Food.

Per doz	
Robinson's patent barley 1-lb. tins	\$1 25
" " 1-lb. tins	2 25
" " groats 1-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.
Orange marmalade \$1 50
Clear jelly marmalade 1 80
Strawberry W. F. jam 2 00
Raspberry " " 2 00
Apricot " " 1 75
Black currant " " 1 55
Other jams \$1 55
Red currant jelly 2 75

T. UPTON & CO.

Pure Fruit Jams—
1-lb. glass jars, 2 doz. in case, per doz. \$0 95
2½-lb. tin pail, 2 doz. in crate, per lb. 0 06
5 and 7½-lb. tin pails, 8 and 9 pails to crate per lb. 0 06
7, 14 and 30-lb. wood pails, per lb. 0 06
Pure Fruit Jellies—
1-lb. glass jars, 2 doz. in case, per doz. 0 95
7, 14 and 30-lb. wood pails, per lb. 0 06
Home Made Jams—
1-lb. glass jars (16-oz. gem.) 1 doz. in case per doz. 1 50
5 and 7-lb. tin pails per lb. 0 09
7, 14 and 30-lb. wood pails 0 09

BRAND & CO.
Brand's calf's foot \$3 50
Real turtle jelly 7 75

Licorice.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper per lb. \$0 40
Fancy boxes (36 or 50 sticks) per box 1 25
"Ringed" 5-lb. boxes per lb. 0 40
"Acme" pellets, 5-lb. cans per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans per can 2 00
Licorice lozenges, 5-lb. glass jars 1 75
" " 20 5-lb. cans 1 50
"Purity" licorice 10 sticks 1 45
" " 100 sticks 0 75
Dulce large cent sticks, 100 in box

Lye (Concentrated).

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

THE CANADIAN GROCER

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

Mustard.
COLMAN'S OR KEEN'S.
D.S.F., 1-lb. tins. per doz. \$ 1 40
" 1-lb. tins. " " 5 00
Durham 4-lb. jar. per jar. 0 75
F.D., 1-lb. tin. per doz. 0 85
" 1-lb. tins. " " 1 45

HENRI JONAS & CO.
Per gross.
Pony size. \$ 7 50
Imperial, medium. 9 00
Imperial, large. 12 00
Tumblers. 12 00
Mugs. 13 20
Pint jars. 18 00
Quart jars. 4

E. D. MARCEAU, Montreal.
"Condor," 12-lb. boxes—
1-lb. tins. per lb. \$ 0
" 1-lb. tins. " " 0 35
" 1-lb. tins. " " 0 32 1/2
4-lb. jars. per jar. 1 20
" 1-lb. jars. " " 0 35
"Old Crow," 12-lb. boxes—
1-lb. tins. per lb. 0 25
" 1-lb. tins. " " 0 23
" 1-lb. tins. " " 0 22 1/2
4-lb. jars. per jar. 0 70
" 1-lb. jars. " " 0 25


Olive Oil.
Per case
Barton & Guestier's quarts. \$ 9 00
pints. 9 00

Orange Marmalade.
THE EBY, BLAIN CO., LIMITED.
"Anchor" brand, 1-lb. glass. \$1 50
quart gem jars. 3 40
T. UPTON & CO.
1-lb. glass jars, 2 doz. case. per doz. \$ 0 95
Home-made, in 1-lb. glass jars. 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

CLEMES BROS.
Pure fruit stock—
10-oz. glass jars, 2 doz. case. per doz. \$1 00
16-oz. glass jars, 2 doz. case. " 1 50
Quart gems, 1 doz. case. " 3 35
In 5-lb. tins. per lb. 0 09

Pickles.
STEPHENS.
A. P. Tippet & Co., Agents.
Cement stoppers (pints) per doz. \$ 2 30
Corked. 1 90

Fauces.
BRAND & CO.
Worcester. \$1 85
Tomato catsup. 2 60
Mayfair relish. 2 60
Indian chutney. 1 75
Mango. 2 25
A 1. 1 70 2 60 3 15

Soda.
COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, \$3 00.
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. (containing 96 pkgs.), per box, \$3 00.

"EMPIRE" BRAND.
Brunner, Mond & Co.
Case 120 1/2-lb. pkts. (60 lb.), per case, \$2 70.
Case 96 10-oz. pkts. (60 lb.), per case, \$2 80.

"MAGIC" BRAND.
Per case.
No. 1, cases, 60 1-lb. packages. \$ 2 75
No. 2, " 120 1/2-lb. " " 2 75
No. 3, " 30 1-lb. " " 2 75
" 60 1/2-lb. " " " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case. 2 85
" cases. 2 75
"BEE" BRAND.
"Bee" brand, 8 oz., cases, 120 pkgs. Per case. 3 75
" 10-oz., cases, 96 pkgs. " " " 3 75
" 16-oz., cases, 60 pkgs. " " " 3 75

Soap.
A. P. TIPPET & CO., Agents.
Maple soap, colors. per gross \$10 20
" black. 15 30
Oriole soap. 10 20
Gloriola soap. 12 00
Straw hat polish. 10 20

Starch.
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb.
No. 1 White or blue, 4-lb. cartons. \$ 0 06
No. 1 " 3-lb. " " 0 06
Canada laundry. 0 05
Silver gloss, 6-lb. draw-lid boxes. 0 07 1/2
Silver gloss, 6-lb. tin canisters. 0 07 1/2
Edward's silver gloss, 1-lb. pkg. 0 07 1/2
Kegs silver gloss, large crystal. 0 06 1/2
Benson's satin, 1-lb. cartons. 0 07 1/2
No. 1 white, bbls. and kegs. 0 05 1/2
Benson's enamel. per box 1 25 to 2 50

Culinary Starch—
Benson & Co.'s Prepared Corn. 0 06 1/2
Canada Pure Corn. 0 06 1/2
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps. 0 08 1/2
"Bee" brand, cases, 64 packages. 5 00

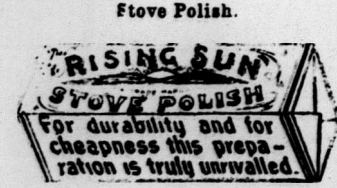
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 05
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 05 1/2
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb. 0 06
Barrels, 200 lb. 0 05 1/2
Kegs, 100 lb. 0 05 1/2
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07 1/2
6-lb. toy trunks, 8 in case. 0 07 1/2
6-lb. enameled tin canisters, 8 in case. 0 07 1/2
Kegs, ex. crystals, 100 lb. 0 06 1/2
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 07 1/2
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case. 3 40

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb. 0 06 1/2
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. 0 06 1/2
Crystal Maise Corn Starch—
1-lb. packages, boxes 40 lb. 0 06 1/2

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.
Culinary Starches—
St. Lawrence corn starch, 40 lb. 0 06 1/2
Durham corn starch, 40 lb. 0 05 1/2
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb. 0 06
" 3-lb. cartons, 36 lb. 0 06
" 200-lb. bbl. 0 05 1/2
" 100-lb. kegs. 0 05 1/2
Canada Laundry, 40 to 45 lb. 0 05
Ivory Gloss, 8-6 family pkgs., 48 lb 0 07 1/2
" 1-lb. fancy, 30 lb. 0 07 1/2
" large lumps, 100-lb kegs. 0 06 1/2
Patent starch, 1-lb. fancy, 28 lb. 0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb. 0 05 1/2



OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4. less 5 per cent.



Per gross.
Rising Sun, 6 oz. cakes, 1-gross boxes \$3 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1-gross boxes. 10 00
Sun Paste, 5c. size, 1-gross boxes. 5 00



Syrup.
"CROWN" BRAND PERFECTION SYRUP.
Per case.
Enamelled tins, 2 doz. in case. \$2 40
Plain tins, with label—
2 lb. tins, 2 doz. in case. 1 90
5 " 1 " " " 2 35
10 " 1 " " " 2 25
20 " 1 " " " 2 10
(10 and 20 lb. tins have wire handles.)



Teas.
SALADA CEYLON.
Wholesale. Retail.
Brown Label, 1's. \$0 20 \$0 25
" 1's and 1/2's. 0 21 0 26
Green Label, 1's and 1/2's. 0 22 0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's. 0 30 0 40
Red Label, 1's and 1/2's. 0 35 0 50
Gold Label, 1's. 0 44 0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.
Black Label, 1-lb., retail at 25c. \$0 19
" 1-lb. " " 0 20
Blue Label, retail at 30c. 0 22
Green Label. 40c. 0 28
Red Label, " 50c. 0 35
Orange Label, " 60c. 0 42
Gold Label, " 80c. 0 55



Cases, each 60 1-lb. \$0 35
" 60 1-lb. } 0 35
" 30 1-lb. }
" 120 1-lb. } 0 36



LUDELLA CEYLON, 1'S AND 1/2'S PKGS.
Blue Label, 1's. \$0 18 1/2 \$0 25
Blue Label, 1/2's. 0 19 0 25
Orange Label, 1's and 1/2's. 0 21 0 30
Brown Label, 1's and 1/2's. 0 28 0 40
Brown Label, 1's. 0 30 0 40
Green Label, 1's and 1/2's. 0 35 0 50
Red Label, 1's. 0 40 0 60

TETLEY'S INDIAN AND CEYLON TEAS.
"Elephant" Brand.
Blacks— Wholesale. Retail.
Tetley's Extra quality. \$0 65 \$1 00
" No. 1 " 0 50 0 70
" Special " 0 42 0 60
" No. 2 " 0 35 0 50
" No. 3 " 0 30 0 40
" 30c. " 0 22 0 30
" No. 4 " 0 20 0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2-lb. packets.

Ceylon Greens— Wholesale. Retail.
No. 1. \$0 35 \$0 50
No. 2. 0 30 0 40
No. 3. 0 20 0 25
Packed same as blacks.

"CROWN" BRAND.
Wholesale. Retail.
Red Label, 1-lb. and 1/2's. \$0 35 \$0 50
Blue Label, 1-lb. and 1/2's. 0 28 0 40
Green Label, 1-lb. 0 19 0 25
Green Label, 1/2's. 0 20 0 25
Japan, 1's. 0 19 0 25

E. D. MARCEAU, Montreal.
Japan Teas—
"Condor" I 40-lb. boxes. \$0 42
" II 40-lb. boxes. 0 40
" III 80-lb. " 0 37
EMD AAA Japan, 40 lb " at. 0 35
A.A. 40 " " 0 32 1/2
Blue Jay, basket fired Japan, 70 lbs., 0 30

"Condor" IV 80-lb. " 0 43
" V 60-lb. " 0 30
" XXXX 80-lb. boxes. 0 26
" XXXX 80-lb. " 0 22 1/2
" XXX 80-lb. " 0 23
" XX 80-lb. " 0 20
" X 80-lb. " 0 21
" LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 30

Black Teas—"Nectar" in lead packets
Green Label.retails 0 26 at 0 20
Chocolate Label. 0 35 at 0 25
Blue Label. 0 50 at 0 36
Maroon Label. 0 60 at 0 45
Fancy tins—Chocolate, 1-lb. 0 32 1/2
" " Blue, 1-lb. 0 42 1/2
" " Maroon, 1-lb. 0 50
" " " Maroon, 1-lb. 1 56

"Condor" Ceylon black tea in lead packets
Green Label, 1's, 1/2's and 1's. 0 25 at 0 20
60-lb. cases. 0 35 at 0 25
Grey Label, 1's, 1/2's and 1's. 0 30 at 0 23
60-lb. cases. 0 30 at 0 23
Yellow Label, 1's and 1's. 0 35 at 0 26
60-lb. cases. 0 35 at 0 26
Blue Label, 1's, 1/2's and 1's. 0 40 at 0 30
50-lb. cases. 0 60 at 0 45
Red Label, 1's, 1/2's and 1's. 0 50 at 0 34
50-lb. cases. 0 60 at 0 45
White Label, 1's, 1/2's and 1's. 0 60 at 0 40
50-lb. cases. 0 60 at 0 40

Black Teas "Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.
No. 1. per lb. 0 35
No. 2. " " 0 30
No. 3. " " 0 25
No. 4. " " 0 20
No. 5. " " 0 17 1/2

LIPTON'S TEA (in packages). Per lb.
No. 1, cases 50 lb., (50 1-lb. packages. \$0 35
" 25 1-lb. " " 0 34
No. 1, cases 50 lb., in 5-lb. tins. 0 35
" 25 1-lb. packages. 0 29
No. 2, cases 50 lb., (50 1-lb. packages. 0 28
" 25 1-lb. " " 0 28
No. 1, cases 50 lb., in 5-lb. tins. 0 29
" 25 1-lb. packages. 0 23
No. 3, cases 50 lb., (50 1-lb. packages. 0 22
" 25 1-lb. " " 0 22
No. 3, cases 50 lb., in 5-lb. tins. 0 23
" 25 1-lb. packages. 0 35
Green Ceylon, No. 1, (50 1-lb. packages. 0 34
" 25 1-lb. " " 0 29
Green Ceylon, No. 2, (50 1-lb. packages. 0 28
" 25 1-lb. " " 0 28

Tobacco.
THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3/4s, 5s. and 10s. \$0 39
" Amber, 8s. and 3s. 0 60
Chewing—Stag, bars, 10oz. 0 43
" Bobs, 5/4s and 1/4s. 0 44
" 10oz. bars, 6s. 0 44
" Currency, 12 oz. bars, 12s. 0 47
" 6/4s and 12/4s. 0 47
" Old Fox, narrow, 12s. 0 47
" Snowshoe, 14oz b'rs, sp'd 6 1/2 0 51
" Pay Roll, 7s and 6/4s. 0 52
" Fair Play, 8s. and 13s. 0 53

Vinegars.
E. D. MARCEAU, Montreal. Per gal.
EMD, pure distilled, highest quality. \$0 30
Condor, pure distilled. 0 25
Old Crow. 0 20
Special prices to buyers of large quantities
JOHN HOPE & CO., Montreal.
Sir Robert Burnett & Co.'s English Malt Vinegar. 0 60

GRIMBLE'S MALT.
Bulk, 1-casks, 25 gals. \$5 45 \$10 95
" casks, 60 " 10 25 22 40
Bottles, cases, 3 doz. 3 25 4 40

Washing Powder.
FAIRBANK'S GOLD DUST.
Five cases assorted—
24 25c. packages. \$4 66
100 lb. " 7 80
100 5c. " 3 90
Freight prepaid.

Cane's Woodenware.
UNITED FACTORIES, LIMITED.
Per doz.
Washboards, Victor. \$1 35
" Crown. 1 45
" Improved Globe. 1 60
" Standard Globe. 1 70
" Original Solid Globe. 2 00
" Superior Eld. Bk. Globe. 2 15
" Jubilee. 2 10
" Pony. 0 95
Dominion King (glass). 3 10
Tubs, No. 0. 10 50
" 1. 8 50
" 2. 7 50
" 3. 6 50
Pails, No. 1, 2 hoops. 1 75
" 1 90

Yeast.
Royal yeast, 3 doz. 5c. pkgs. in case. \$1 0c
Gillett's cream yeast, 3 doz. 1 00
Jersey cream yeast cake, 3 doz. 5c. 0 35
Victoria " 3 doz. 5c. 1 00
" " 3 doz. 10c. 1 80