

PUBLISHED EVERY  
FRIDAY

CIRCULATES IN  
EVERY PROVINCE

THE  
**CANADIAN GROCER**  
AND  
GENERAL  
STOREKEEPER

**SELL  
ONLY  
THE  
BEST!**

In Competition with the World  
we have received the

**Highest Awards  
Made . . .**

These substantiate our claim  
that : : : :

**Colman's  
Mustard**

**IS THE BEST IN THE WORLD**

**Still On.**

The demand for Plum Pudding is still on. The economical housewife, anxious to have good pudding at lowest cost, and the hostess whose only concern is to have "the best"—both find satisfaction in our

**Plum Pudding**

in key tins. One and two pound packages.

There are a dozen reasons why these puddings sell well. The best of all is that they are prepared from a fine old recipe, with scrupulous care and cleanliness, and delivered to the user ready for the table—all but the warming.

Do you want a dozen or two ?

**Christie, Brown & Co., Limited,**

**TORONTO and  
MONTREAL.**



We find this brand of Table and Dairy



# SALT

rapidly increasing in favor—

WHY?

## Because

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

R. & J. RANSFORD,

Established  
1868

Clinton, Ont.



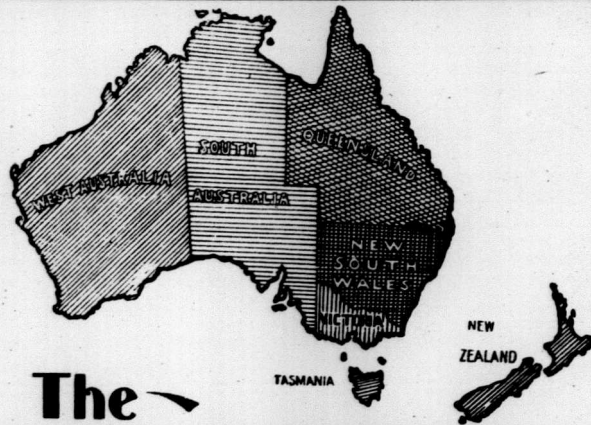
## LICORICE . . .

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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.



## The Australasian Grocer

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

Subscription \$2.50 per Ann.

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

**PUBLISHING OFFICES:**

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

**BRITISH OFFICES:**

London, - - - 42 Cannon St., E.C.

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

Specimen Copies Free on Application.

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

# British West Indies

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

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

Pickford & Black - Halifax



# Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—the *highest*. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—you'll gain it and you'll keep it.

## Prunes.

### "Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed in the vineyards where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

### "Easter" Brand.

## Seeded Raisins.

Clean and perfectly cured. Sound fruit always. You should place your orders *now* for prompt delivery. Ask your wholesaler. Insist on having the "Griffin" Brand. *They satisfy!*

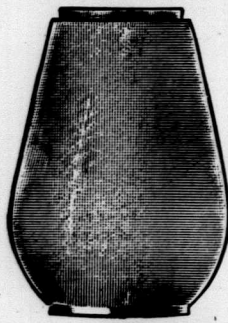
*Sold by Leading Wholesalers.*

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.



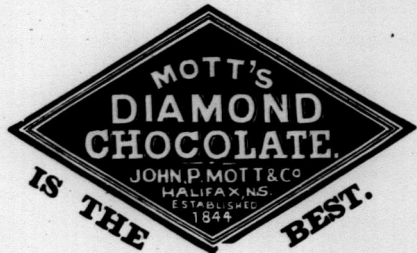
ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

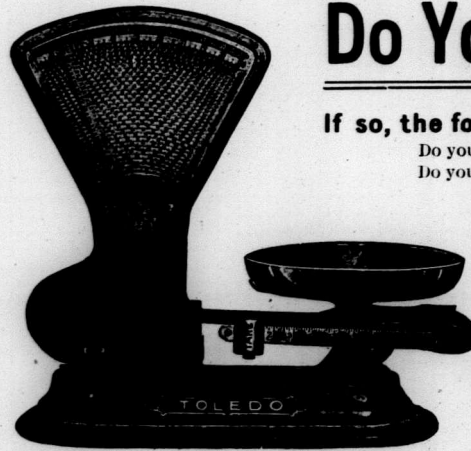
Aetna or  
Quaker Flint  
Chimneys?

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



For Sale Everywhere.

ASK FOR  
**MOTT'S**



## Do You Use Scales?

If so, the following facts should interest you:

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

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

**MADE IN CANADA.**

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

## James Ewart

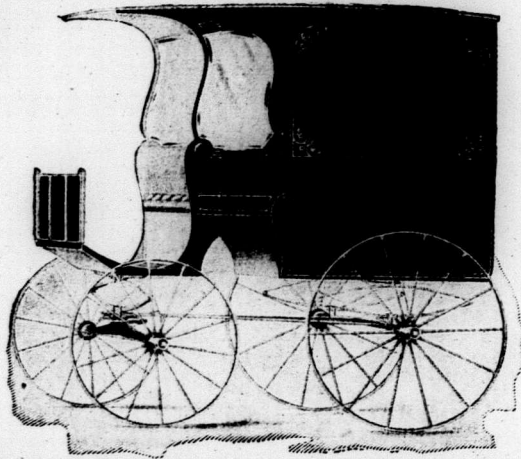
MANUFACTURER OF

High-Grade Delivery  
**WAGONS**

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

257-9 QUEEN ST. EAST  
**TORONTO.**

Write For Prices. Phone Main 1188.



# Salmon . . .

### RED SOCKEYES

- "Nimpkish"
- "Griffin"
- "Sunset"
- "Lowe Inlet."

### COHOES

- "Eagle"
- "Golden Net"
- "Harlock"
- "Empress."

We have yet on hand a few brands of Salmon—some of which are given herewith. A full list of our brands will shortly be published.

We are **Packers of Canned Salmon** and dealers in all classes of

## FROZEN, SALTED and PICKLED FISH.

### The British Columbia Packers' Association

Cold Storage Plants in New Westminster, B.C.

**VANCOUVER, B.C.**



**A HAPPY NEW YEAR**

**Why Not Get in Line**

with the beginning of the New Year  
and investigate

**The "Perfection" Canister?**

It is the Cheapest  
Because it is the Best.

Write for sample and have a  
look at it.

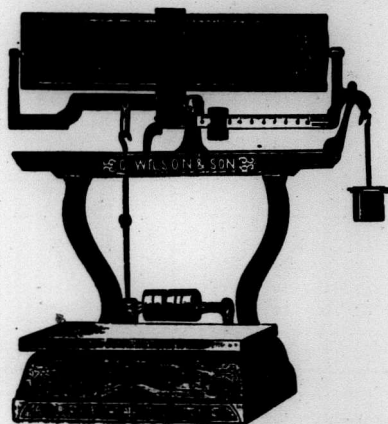
**The Dominion Canister Company, Limited**  
DUNDAS, ONTARIO, CANADA.

**"STERLING"  
BRAND  
CATSUP.**

**Something  
that  
sells  
well.**

This Catsup is  
delicious. It has  
been pronounced  
better than the  
best home-made  
catsup by house-  
keepers who  
know. Its tasty,  
spicy flavor wins  
it praise from all.  
Put up in an  
attractive form.

**T. A. LYTLE & CO.**  
124-128 Richmond St., West, TORONTO.



**Honesty Goes Hand in Hand With Prosperity.**

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

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

Wilson's Scales  
are  
"MADE IN CANADA"

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

*"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.



## A FEW PLAIN FIGURES

For the past four years **Japan Tea** crops have had a falling off, and this is responsible for the advance in prices, as well as the abatement, to a certain extent, of the increase in the business. The following is a list of the total exports of **Japan Teas** for the past four seasons :—

Season	1899-1900	-	40,801,837	lb.
"	1900-1901	-	37,816,981	"
"	1901-1902	-	36,014,708	"
"	1902-1903	-	31,667,089	"

(Up to October 29.)

Several remarks have been made as to the decrease in Canadian Exports. This is accounted for by the fact that the United States will pay the advance for **Japan Tea** while a good many Canadians will not, and, therefore, have to use a cheaper and inferior tea.

**JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.**

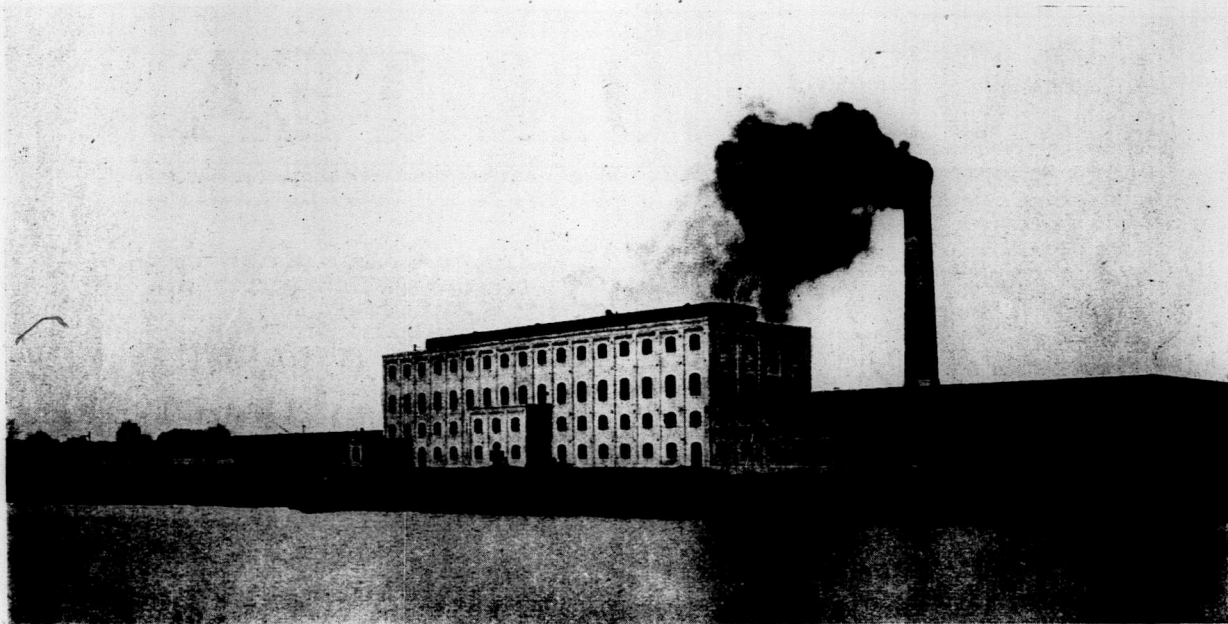
Trafalgar Chambers, Sun Life  
Building Annex.

Tel. Main 4142. MONTREAL, CANADA.



# STANDARD GRANULATED SUGAR.

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

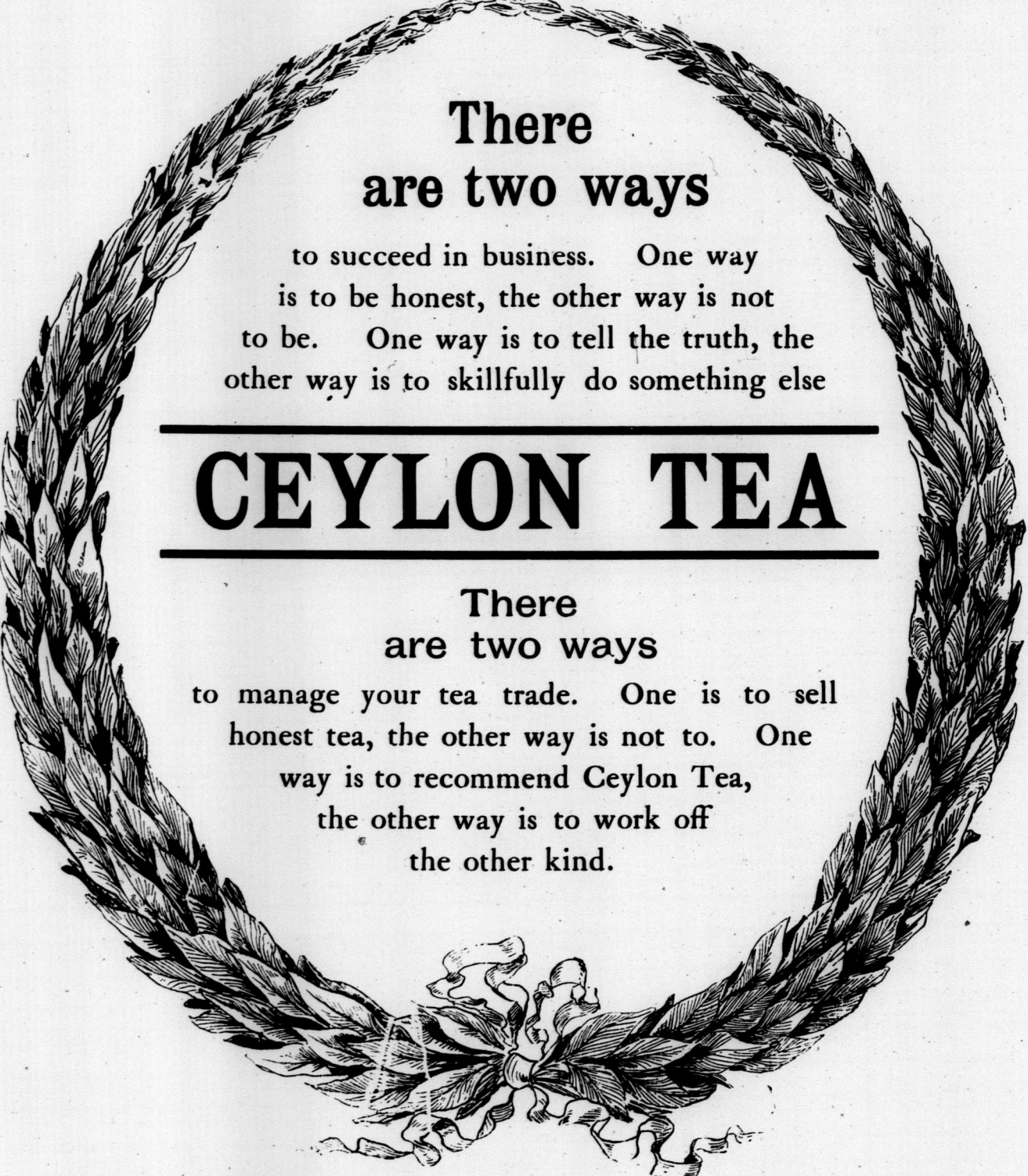


New 700-ton Beet Sugar Factory of the

**WALLACEBURG SUGAR CO., LIMITED**  
at WALLACEBURG, ONT.

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





**There  
are two ways**

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

---

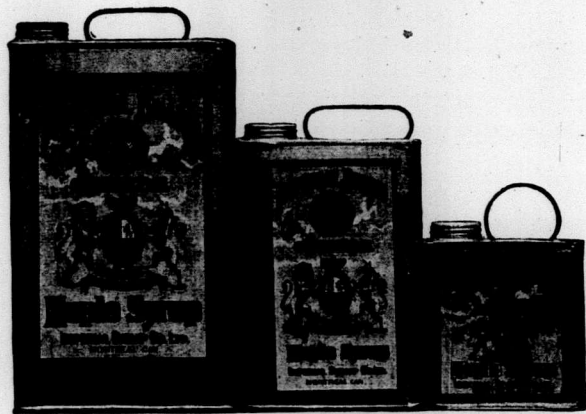
**CEYLON TEA**

---

**There  
are two ways**

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





# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

Merit Acknowledged  
Superiority Admitted.

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents  
Montreal.

### YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

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

Brands also manufactured for kitchen purposes.

**THE ST. LAWRENCE STARCH CO.,**  
LIMITED

PORT CREDIT, ONT.

## THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

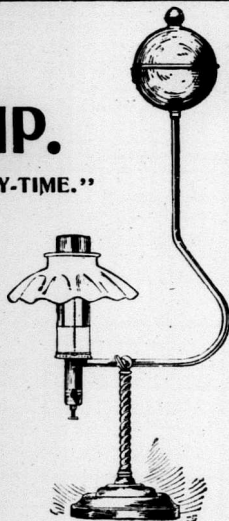
New Styles. Lower Prices.

Do you want a lamp which won't tire your eyes?

Do you want a lamp which makes sewing or reading a pleasure?

Do you want a lamp which gives more light than half a dozen kerosene ones for less money?

Do you want to sell the best lamp on the market?



No. 21  
100 Candle Power.

— THEN WRITE FOR —  
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

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

# MOLASSES

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

## FINE QUALITY

### The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.



## ARE YOU OPEN

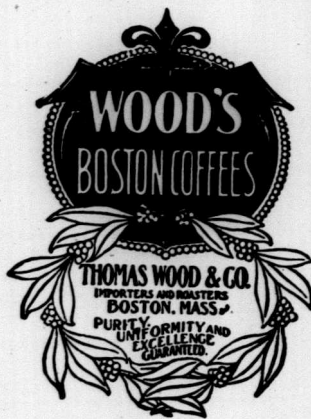
for FIGS, PRUNES, and Mediterranean Fruits?

We have special values: It will pay you to carefully consider the lines our travellers will have to show you.

### SOMETHING SPECIAL IN TEAS

to show you as well: Our travellers will explain.

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



## COFFEE WITH A MARK

In Coffee one wants CHARACTER—something that satisfies—not a negative, sloppy, insipid decoction. Our

### WOOD'S COFFEES

are satisfying, fine flavored articles of positive character, and therefore a great popular selling commodity.

They are Coffees of MARK, and we protect you in your purchase with a TRADE MARK that has achieved great popularity during many years.

Our position is a strong one. Honest grocers acknowledge it: Our great sales prove it.

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



# TEA



When the activity of the holiday season is over, those interested in groceries have time and opportunity to look into their stock, and usually find that Teas require their attention first, having been largely overlooked for some time on account of the scramble for other delicacies. In consequence, Grocers' Wholesale Co. beg to call your attention to their complete stock, which includes some of the best goods that money can buy, and they can offer you goods fit for any table, in leaf teas, from 13c. per lb. to 48c. per lb., and these have all been secured previous to the late sharp advance, consequently they are not only able, but willing, to give their shareholders and other cash buyers the benefit of these purchases until they are sold out. Every careful buyer examines all the samples submitted before making his selection. Where such is done without prejudice of any nature, we can gratefully say that we get our full share of the business.

We are always pleased to send samples in reply to any inquiries promptly, and do not doubt the result of this notice.

## Grocers' Wholesale Company, Limited, Hamilton.

CORRESPONDENCE SOLICITED.



T

The  
of ge  
eman  
const  
liever  
floor  
it if  
thro  
good  
tra h  
side  
less  
done  
than

and  
that  
Keep  
of i  
taki  
othe  
wha  
it, i  
thar  
of y  
in t  
shov  
clev

and  
mat  
The  
sale  
wit  
cro  
sibl  
are  
and

th  
ev  
is  
go  
la  
an

an  
gr



## ADVERTISING AND SHOP MANAGEMENT.

By H. C. W.

**T**HE conduct of a business is in itself largely responsible for the success or non-success of its advertising. The writer has tried to show how much of good and how much of profit may emanate from the office as a source of constant advertising, and is a firm believer in the fact that every man on the floor may do his share. He will not do it if his every effort is toward getting through with the customer, throwing the goods on the shelves, growling at an extra bit of labor and breaking for the outside at the meal or closing hour, regardless of the little undone things that if done make him valuable and are more than noticeable.

### PLEASE THE PUBLIC

and they'll talk to you to the extent that it is your very best advertisement. Keep giving them something new to talk of in the arrangement of your store, in taking up new lines, in handling what other stores do not handle, in getting what they want when you do not have it, in your better knowledge of their wants than the other man, in the good address of your clerks, as compared with others, in the arrangement of your stock, your showcases and your wall-cases, in the clever arrangement of your

### SHOW WINDOWS,

and these latter are not the least, by any manner of means. As an advertisement. They are not equalled, and as a silent salesman, when rightly treated, every man with experience knows their worth. Overcrowding spoils them as nothing else possibly can. A few good things at a time are enough and often better only one, and that one or with all of them always

### Cheap Groceries !

We know our customers are eagerly watching this space, so not to disappoint you we are going to quote a few of the many bargains we are giving, which are worthy of special notice :

A lovely Golden Brown Sugar. 8 lb. for 25c.  
Choice Tapioca ..... 8 lb. for 25c.  
Nice Fresh Lemon Biscuits...3½ lb. for 25c.  
Nice New Figs, just arrived...6 lb. for 25c.  
Nice Fresh Raisins ..... 5 lb. for 25c.

We bought our Groceries early, before the advance in prices, so our customers are reaping the benefit thereof.  
Highest market cash price paid for Butter and Eggs.  
Bring your Produce to us. 5c per pound for Dried Apples.

**GEO. POWELL.**  
**PRETORIA BLOCK, BLYTH.**

the price. Price on anything, price on everything, and half the work of selling is done; sometimes all of it, for many goods are brought from your doorway, laid on your counter, the price with them, and all that is asked is the wrapping up.

### BUY BARGAINS.

and let it be known you buy them; then give them just as freely. They need not

necessarily be shoddy because cheaper than your neighbor's. Good, sound judgment will lead a man right in what he buys as in anything else. Bargain counters need not in any way partake of the 5 and 10 cent stores or the department store. They may be made up in part of stock not saleable at a full or a present value, and the fact that you are known to have them is certainly a long card and a strong card in advertising that costs you less than any other class.

### TAKE A TRIP.

Get out occasionally to other towns and other stores; see how other mer-

**TRY WHEAT  
OLENE**

The New Breakfast Food  
8 lb. for  
25c.

---

All best grades of  
**GROCERIES**  
At lowest prices

---

**TEAS AND COFFEES**  
A Specialty.

---

**BARGAIN HOUSE,  
Snelgrove Bros.**

chants do business. No one of us has it just right, and I doubt not each one of us can learn enough to justify the time and expense of going. Then the knowledge that you go and that you improve each time is in itself a clever advertisement with a much larger class of people than is dreamed of. People like to patronize merchants who are up-to-date and willing to learn.

### HAVE YOUR CLERKS POSTED.

Have them know all about the goods they seek to dispose of; who makes them, where made, how made and of what material. Nothing so attracts a prospective buyer as to find a salesman who is able to talk to him in this way. No one thing will drive him out so quickly as to drop on to the fact that he is a paid ignoramus on the subject.

### RETURN THE MONEY

and without argument, when goods are brought back as unsatisfactory. It is a little bit hard to do it with a smiling face, to see it go back after having once owned it, and yet that one thing has founded the fortune of some of the best merchants this country knows to-day. We may occasionally be imposed on, but even the imposter will talk of it. If it is not done pleasantly the man is ever after your enemy; so is the woman. And the damage done in their repetition of the deal

cannot be estimated. On the other hand, the pleasant return and the "come again" is just as liable to bring dozens as the one interested, and your advertisement is made.

### YOUR CUSTOMERS

are your best advertisers always. It is sometimes pretty hard to get this fact through the heads of employes, but it is as true as that the sun rises.

Treatment of children.—Have you noted how much a stir is created at the perhaps unintentional injuring of a child's feelings, or the rude neglect because it happens to be a child? Do you know the woman doesn't live who ever forgets or forgives an injury at the hands of employer or employe? Years after you will hear of it through the medium of some near neighbor to whom she has gone with her woe.

Courtesy.—It is an awfully safe rule and a splendid advertisement to never for a moment allow argument or dictation with a customer, to ever and always treat the child with courtesy and kindness and insist on having it done, and, in fact, to yourself set the example of being a gentleman always

### YOUR COMPETITOR

should be your friend. If he will not then perhaps you cannot, but it's wise to do our best to that end. Enmity at least need not be created as far as you are concerned. There is no question but that both can do more business, can make more money, when on good terms than the reverse. There is no question but that a friendly state of affairs permits exchange of favors that never come in its

### HIGH CLASS GROCERIES.

We purchase our stock from reliable dealers, and our goods at all times will be found strictly fresh and of the choicest quality. We make a specialty of keeping on hand the choicest lines of

### Canned Meats, Fruits and Vegetables

Quality is an essential in this class of goods.

We place in stock only the most reliable brands.

### TAYLOR & CRUSO,

Victoria Block, Fort William.  
Successors to Jas. Miller.

absence. But if it must be and he must talk of his neighbor, it's a pretty good advertisement for the other man that he keeps quiet. He rather has the best of it, and as most people will learn the truth, he is also getting a good deal of free advertising. A man who can keep on good terms with his neighbors and competitors is a pretty safe man to buy goods of.—Iron Age.



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

**IN CAKES**  
WELL KNOWN AND RELIABLE

**IN TINS**  
GUARANTEED TO THE TRADE



**DURABLE ECONOMICAL**  
3000 TONS SOLD YEARLY

**DUSTLESS. LABOR SAVING.**  
BEST IN THE WORLD.

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

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

**MORSE BROS. Proprietors. Canton. Mass.**

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

### COMMERCE AND EDUCATION.

IN view of the attention that is being increasingly paid to commercial education, especially in England, Germany and America, it seems not improbable that a few years will witness the introduction of business courses into all the more important colleges and universities in these countries. Naturally this movement has come from outside. Educational institutions, as at present constituted, have little in common with the world of business. It is the business men who have realized the advantages which well-organized colleges possess, as places of instruction, and who have come forward and adapted these advantages to their own purposes.

The struggle for commercial supremacy has yearly been becoming keener. At first business was practically chance work. Then knowledge of goods and methods became necessary. Finally, ability has had to be fostered by general and systematic training, and local knowledge has had to be supplemented by an acquaintance with the general commercial structure of the business world. In fact, higher commercial education has been rendered necessary in order to meet the requirements of the times.

This march of progress is readily followed. The teaching of an elementary business course has been for some time carried on in our secondary schools and a more thorough practical training has been afforded in the so-called business colleges.

These courses have turned out good, practical business men with a sound knowledge of correct methods. But they have fallen short in another direction. They have failed to afford an acquaintance with the great underlying principles of the structure and organization of modern industry and commerce.

Naturally, this training cannot be supplied adequately in secondary schools. It

is the work of special colleges and of universities, and the time is now ripe for the development of commercial courses in these institutions.

Commercial undertakings are conducted on a far larger scale to-day than ever before, and it has become more and more necessary for their promoters to be thoroughly grounded in the economic principles underlying them. This should be the main work of those higher institutions.

A valuable example of the practical application of these theories is afforded by the London School of Economics and Political Science, which was founded in 1895. Prior to that date commercial education of a university type was an unknown quantity in England. It is true the older universities did afford a training in economics and political science, but it was for no commercial purpose. Their object in imparting a knowledge of these subjects was purely academic and in the interests of learning in general.

On the continent, French students were able to secure higher commercial training at L'Ecole Libre des Science Politiques, and in Austria, Germany and the United States, many of the universities devoted considerable attention to it. Indeed, definite commercial courses were established at many of these institutions.

From the standpoint of industrial training, greater progress had been made. Already numerous highly-endowed technological institutions had been established. In fact, the laborer was in a far better position to improve his technical knowledge than the director of that labor was to better his hold on the commercial world. If the laborer and director of labor were to continue relatively on an equal footing of development, something would have to be done to provide the latter with means to

improve his position. To meet this end the London School of Economics was established.

When it was first organized, the London School of Economics had little if any connection with the University of London. The arrangement under which it became the commercial faculty of the university is of a very recent date. Accordingly, up to a short time ago, no degrees could be granted to students who passed through the School. The unfairness of this is apparent. Many students undertook "a severe course of training, sacrificed their leisure and involved themselves in considerable expense in order to attend regularly the lectures and classes at the School; but at the end of their course they have had no certificate, diploma or degree, which they could produce as evidence of their attainments." Under the new regime they will receive degrees in science from the University of London (B.Sc. and D.Sc.)

The School was and still is fostered by the Technical Education Board of the London County Council. During its first year the Board granted it £500. Next year this sum was increased to £1,200 and now, under the new arrangement, £2,500 of the £10,000 granted to the University, goes to the School of Economics. In May of last year a handsome new building was formally opened by Lord Rosebery, Chancellor of the University and President of the School.

Since 1895 over 1,500 students have attended the School, and last session 540 were enrolled on the books. Of these over 80 per cent. were drawn from the professional and business classes. A certain number attended from the colonies and the United States. About a quarter of the total number were university graduates.

Mr. W. A. S. Hewins, Director of the School, writing in *The Young Man*, explains how the programme of work is

See  
Tra

THE ONLY YEAST WITH OREAM IN IT—  
JERSEY CREAM.

th

v



See our Travellers re

# RIO COFFEES

Compare values with others.

**DRIED APPLES WANTED; ALSO EVAPORATED.**

**WRITE US.**

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

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

*We are out for Business for 1903*

SEE OUR TRAVELLERS. SEE OUR PRICE LISTS.

Sell our **JERSEY CREAM YEAST CAKES, JERSEY CREAM BAKING POWDER**, and gain a reputation for yourself for keeping the very best quality of goods.

*Wishing you a Prosperous New Year,*

**LUMSDEN BROS., Toronto**

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—  
JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN T—  
JERSEY CREAM.

*Our Brands of Brooms are:*

**“STANDARD,”**  
**“SIGNAL”** 

*The best made in Canada. Only the finest selected Green Corn used (not dyed). All handles carefully kiln-dried. Only the best skilled labor employed. Every broom carefully inspected before bunched. All hand-made under our supervision.*

If you are not selling our brooms, try sample lot of 6 dozen and you will then be satisfied the “Standard” and “Signal” are the best made.

**JAMES TURNER & CO.**

Wholesale Grocers,

HAMILTON, ONT.



## Start the New Year Right

We think you would be doing the right thing by ordering from us some, or all, of the following:

DRIED PRUNES. Rosenberg Bros'.  
"Nonpareil," "Monogram," } ALL SIZES

DRIED PEACHES. Boxes 25 and 50 lb. DRIED APRICOTS. Boxes 25 and 50 lb.  
EVAPORATED APPLES, 50-lb. boxes.

# THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

arranged: "The lectures and classes at the School have been arranged with a view to the needs of particular callings. It has been found by experience that a basis of sound scientific training is required for successful work in any of the special departments of the School, such as railway administration or banking. Students in these and similar departments are therefore encouraged in every way to attend the established courses of the School which deal with such subjects as the following:

"1. The general structure of modern business and the general features of modern, industrial and commercial organization.

"2. Explanation of the terms in ordinary use in the discussion of economic, social and commercial problems, together with the leading principles of economic science."

"3. The methods of statistics, with special reference to trade and commerce, imports and exports, or administration.

"4. Economic and commercial geography.

"5. Economic and commercial history.

"6. Commercial and industrial law.

"The choice of special subjects is made with reference to the objects which the

students have in view, the profession or calling in connection with which they desire to avail themselves of the scientific training provided by the school. It may be mentioned by way of illustration that the railway courses, in addition to those enumerated above, include the following:

"1. The economics of railway administration; the basis of rates; meaning of the phrase 'cost of carriage'; how rates are fixed; the relations between the railways and the Government in different countries; English, French and American systems, etc.

"2. The development of the means of transport, with special reference to railways.

"3. Special railway problems.

"4. Engineering questions in relation to railway administration.

"5. The law of transport."

The example of London has been followed recently in Manchester, where, at a meeting of merchants, presided over by the Lord Mayor, it was resolved to form a committee to establish a fund sufficient to yield £1,500 a year for 10 years to support a faculty of commerce in the University of Manchester.

In Canada, our own University of Toronto has been making an effort to pro-

vide higher commercial education. For some time the Political Science course in that institution has been giving a practical turn to its teaching, and during the session of 1901-1902 a regular commercial course was instituted.

### ENGLISH BREWERS AND GROCERS' EXHIBITIONS.

Manchester, Eng., being the centre of a thickly-populated manufacturing district is well fitted for the holding of conventions, fairs, etc., for the benefit of various commercial societies and corporations. The northern counties of England have held three grocers' exhibitions at St. James' Hall, Manchester, and are arranging to hold their fourth one there on March 10 to 18, 1903. They are making special efforts to secure a record attendance of grocers and other buyers, and will offer £200 in prizes in competitions.

The brewers of the northern counties will also hold in St. James' Hall, Manchester, their first exhibition on April 1 to 7, 1903, under the patronage of the Manchester Brewers' Central Association and the Manchester, Salford and District Beer and Wine Trades' Defence Association.

# CHEESE

We have a large stock of all different kinds of excellent quality.

WRITE US FOR QUOTATIONS.

A. F. MacLaren Imperial Cheese Co., Limited, TORONTO.



## A SNAP IN DRIED FRUIT.

Dried fruits will sell well these days. They help to eke out the stock of preserves down the cellar, and are a cheap and palatable dish for the table at all times.

We have a leader for you; a carlot of delicious **CALIFORNIA EVAPORATED PEACHES**. Fine bright dry fruit, and cheap, too! You could sell them at 3 lb. for 25c. and still have enough money left to satisfy you for your trouble. How many of them will we send you?

# THE DAVIDSON & HAY, LIMITED

Wholesale Grocers.

TORONTO.

### A COCOA MAN'S EULOGY.

ONE of the representatives of THE CANADIAN GROCER had a long and pleasant chat with Mr. Cowan, of The Cowan Cocoa Co., Limited, Toronto, a few days ago.

Mr. Cowan is one of Toronto's pioneer business men, and has stood at the helm of The Cowan Cocoa Co. and brought it to success. To-day Cowan's cocoa is known in every city and hamlet the length and breadth of the Dominion.

When asked concerning his advertising, Mr. Cowan said: "For many years I have done a great deal of advertising in a great many different ways, but this year I think that I will arrange my appropriation in a different way. I feel now that I and my goods are thoroughly known with the trade of Canada, and that every merchant is as familiar with Cowan's Cocoa as with any article in his store. To this I give the credit to our trade papers, particularly THE CANADIAN GROCER."

Continuing, Mr. Cowan said: "Speaking of THE GROCER, I may say to you now that I have followed the paper from its infancy, and have ever admired the energy and push that was put behind it, resulting in a thoroughly good trade paper that is a credit to Canada.

"Why, sir, if I were abroad I would be proud to pick up THE CANADIAN GROCER and say, 'This is our Canadian trade paper.' I consider it a credit to Canada.

"The great trouble is," said Mr. Cowan, "when one paper takes a field and makes a success of it, you usually find several others start in its trail and attempt to make themselves felt, but, as a rule, they go on neither making money for themselves nor doing credit to the trade.

"I have decided, now that I feel that I am pretty well founded with the retail trade, to devote my energies to reaching the consumer. I will therefore drop a good deal of my journal advertising, but not THE GROCER.

"I consider the success of THE GROCER is wholly due to its independence and the untiring energy that has been put behind it."

### WITHOUT REFRIGERATION OR ICE.

Extravagant claims have been made in the Western States for the Baker system of shipping ripe fruits without the use of ice or other means of refrigeration, and a company to be known as The Iceless Refrigerator Car Co., with a capital stock of \$1,000,000, has been formed. According

to Ice and Refrigeration, the process consists of lining the car in which perishable produce is to be shipped with zinc, or other similar covering, making it air-tight, and subjecting the contents to the fumes from the combustion of a chemical nature or powder, the composition of which is carefully guarded. The same paper fears for the treatment.

### CATALOGUES, BOOKLETS, ETC.

BIG DEMAND FOR THE HANGER.

S. H. & A. S. Ewing, Montreal, ask us to state that the demand for their artistic "Hanger" advertising their 1 and 2-lb. tins of Mocha and Java coffee has been so large that they must request any further applicants to enclose 5c. in stamps to cover cost of mailing.

HANDY REFERENCE ANNUAL.

Seven years ago The Dominion Brewery Co., Limited, Toronto, of which Wm. Ross is manager, issued to their friends a vest-pocket reference annual. This year another of the series has been issued, and, like its predecessors, is replete with useful information on sporting events and records; rates of postage, etc.



Every grocer should carry goods that he can recommend with a clear conscience.

He is always safe in recommending

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

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

AGENTS, TORONTO, CANADA.



# THE PROVISION TRADE

AND COLD STORAGE NEWS.

## PAPRIKA FOR SAUSAGE COLORING.

SAYS The National Provisioner of November 22: "Since the passage of the anti-color law in regard to food products in Germany, which took effect October 1, and owing to the scarcity of prime corn-fed hogs that will prevail this winter, there are many now looking for something that will color sausages and yet not come under the provisions of this Act. All sausage manufacturers feel the difficulty, especially since it has become the habit to make sausages at a rather fast rate and in as short a time as possible, and with the sausage material at our command it will be a hard task to produce an appetizing, red, or at least light-red colored looking article. It is more important to find a substitute as, also, the time of smoking has been materially reduced and the admission of the application of an exterior coloring is an unsettled argument yet. It would, therefore, be not out of order to call attention to paprika, which seems to be destined to help us in our present difficulty. The value of this spice is too little understood; but since by its use we are able to overcome our present hardship we would strongly recommend a thorough trial. It will not only act as a coloring agent, but be at once an economical item of no mean magnitude, as it practically replaces pepper. Moreover, paprika having but half the price of pepper, and as it requires three-fifths the amount of the latter, the advantage becomes evident. In using paprika one will have to draw a line between the strong and the mild already extracted kind. The latter is the one referred to in this connection, and it is generally known under the name of Rosen paprika. The lighter colored variety is preferred. This addition, substitution rather, to the sausage material, is very suitable for all kinds of the softer varieties. All those that have to be stored for any length of time to render them marketable, like the summer sausages, will require one-half their usual amount of whole pepper, the remainder can be substituted with paprika to advantage."

## CANADIAN CHEESE.

Mr. MacNeilage, editor of The Scottish Farm, in addressing the Halifax Board of Trade, among other things said: "Prince

Edward Island cheese was not equal to that from western Canada. It was worth on the other side at least \$1 per 100 less than cheese from the rest of Canada. The defect was caused not by the ocean steamers, nor on the railways, but he thought the depreciation was caused on the journey from the Island to the mainland of Canada."

No doubt Mr. MacNeilage knew of what he spoke, and P.E. Islanders should carefully note his remarks.

## F. W. FEARMAN MARRIES.

F. W. Fearman, head of the well-known Hamilton, Ont., pork-packing firm that bears his name, was married in Bay City, Mich., on Monday, January 5, to Mrs. Nelles. The groom is said to be 79 years old, and the bride is only a few years younger. She is the widow of John Hamilton Nelles. It is stated that Mr. Fearman and Mrs. Nelles have been lifelong friends, having been schoolmates when both lived in the vicinity of the Grand River more than 60 years ago.

## VISIBLE SUPPLY OF LARD.

The N. K. Fairbank Co., Chicago, advise THE CANADIAN GROCER as follows: Our cable advices give the following estimates of the stocks of lard held in Europe and afloat, on January 1, to which we add estimates of former years, and stocks in cities named:

	1903. Jan. 1.	1902. Dec. 1.	1902. Jan. 1.	1901. Jan. 1.	1900. Jan. 1.	1899. Jan. 1.
Liverpool and Manchester .....	6,500	950	7,500	10,000	35,500	42,000
Other British ports .....	1,800	250	5,000	6,000	7,000	10,000
Hamburg .....	2,500	500	8,000	3,500	12,000	15,000
Bremen .....	1,000	1,500	1,500	1,500	3,000	5,000
Berlin .....	500	500	1,000	2,000	4,000	2,000
Baltic ports .....	4,500	5,000	7,000	6,500	6,000	6,000
Amsterdam } .....	1,000	500	1,000	500	3,000	2,000
Rotterdam } .....						
Mannheim } .....	3,000	1,000	3,000	1,500	2,500	7,000
Antwerp } .....						
French ports .....	250	500	3,000	3,500	7,000	6,000
Italian and Spanish ports .....	500	500	1,000	1,000	1,000	1,000
Total in Europe .....	22,050	11,200	38,000	36,000	81,000	96,000
Afloat for Europe .....	55,000	45,000	63,000	63,000	75,000	80,000
Total in Europe and afloat .....	78,050	56,200	101,000	99,000	156,000	176,000
Chicago prime steam .....	14,468	9,547	45,836	44,227	82,580	74,158
Chicago other kinds .....	8,413	9,698	6,952	5,723	11,504	5,186
East St. Louis .....	None	None	1,538	566	7,500	10,000
Kansas City .....	2,961	2,289	14,993	4,301	3,179	9,531
Omaha .....	1,373	1,013	3,706	2,958	5,665	3,767
New York .....	5,427	4,510	8,054	9,097	13,015	20,152
Milwaukee .....	895	680	4,565	702	5,022	2,883
Cedar Rapids .....	....	....	2,386	1,113	2,268	1,042
South St. Joseph .....	2,075	1,788	5,624	1,460	974	377
Total tierces .....	111,652	85,725	194,644	169,147	287,707	303,096

## EN ROUTE TO SOUTH AFRICA.

The steamer Oriana, the first of the new direct line of steamers to leave a Maritime Province port with freight for South Africa, arrived at Halifax on December 27 from St. John.

The cargo taken on at St. John included 200 tons of wheat, 400 tons of oats, 33 carloads of fresh meat, 300 standards of deals, 18,000 sacks of flour, 320 packages of fish, 55 casks of extract, 155 cases of poultry, 3,500 packages of butter, and 5,000 bush. oats.

The Halifax cargo included 200 half-bbls. pickled fish, 300 drums dry fish, 300 crates smoked herring, 1 crate cheese, 4 cases autoharps, 9 desks, 3 cars deals, and other goods.

At Louisburg she bunked 1,150 tons of coal, and from there proceeded to Cape Town.

## AN ALLEGED OLD ACQUAINTANCE.

Cold Storage says: "W. R. Nursey's scheme for supplying Canadian produce to this country, of which so much has been made by some of our contemporaries, may be dismissed in few words. It is an old acquaintance with a new face. Mr. Nursey has been doing his best to raise capital in Canada, and on his success depends developments here. The 'poster prospectus' has always an irresistible attraction for the ignoramus."



**All  
Bacon  
AND  
Hams**



cured by this company are done after the Irish process, which has made Irish Bacon famous the world over. We guarantee a cure and quality equal in every respect.

Registered Trade Mark Brand  
Found on all our Bacon and Hams

**OUR LARD** is absolutely pure, and we are confident of repeat orders wherever it receives a trial.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc.

**The Farmers' Co-operative Packing Co.**  
of **BRANTFORD**, Limited.

When you have any

**BUTTER  
OR  
EGGS**

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

**The J. A. McLean Produce Co., Limited**

75-77 Colborne Street

Telephone Main 2491.

**Toronto.**

**HAMS.**

We have got the finest lot of Sugar - cured "Star" Brand Hams that we ever had in our storehouses, and we want you to try them.

If our travellers do not reach you, let us hear from you direct, and we will take good care of your order.

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

**Our English Brawn**

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

**Cooked and Ready  
for Slicing.**

Are you selling this line ?

If not, you are losing business.

It is positively a trade-winner and holder.

Do not delay ordering Sample Case.

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



## THE PROVISION MARKETS.

TORONTO.

As anticipated last week there is as yet no change in the market. Next week, we expect, will see dressed meats firmer. We quote: Dressed hogs, \$7.25 to \$7.50 per 100 lb.; No. 1 beef, \$7.00 to \$7.50 per 100 lb.; hind quarters, \$7.50 to \$8.00 per 100 lb.; front quarters, \$4.50 to \$5.00 per 100 lb.; veal, \$6.50 to \$9.00; lamb, \$6.75. Choice export cattle, \$5.00 to \$5.50; medium cattle, \$4.50 to \$5.50; other grades of cattle, \$2.40 to \$3.00; live hogs, selects, 6c. per lb., and fats and lights, \$5.75 per 100 lb.

In provisions there are some slight changes reported. Long clear bacon changes from 10 $\frac{3}{4}$  to 11, to 10 $\frac{1}{4}$  to 11. Medium hams are also a quarter of a cent lighter and heavy mess pork 50c. easier. Our quotations are: Long clear bacon, 10 $\frac{1}{4}$  to 11c.; smoked breakfast bacon, 14 to 15c.; roll, 11 $\frac{1}{2}$  to 12c.; medium hams, 13 to 13 $\frac{1}{2}$ c.; large hams, 12 $\frac{1}{2}$ c.; shoulder hams, 11 to 11 $\frac{1}{2}$ c., and backs 14 $\frac{1}{2}$  to 15c.; heavy mess pork, \$21.00 to \$21.50; short cut, \$23.00 to \$23.50; lard, in tierces, 10 $\frac{3}{4}$  to 11c. per lb.; tubs, 11 to 11 $\frac{1}{4}$ c., and pails, 11 $\frac{1}{4}$  to 11 $\frac{1}{2}$ c.; compounds, 8 $\frac{1}{4}$  to 10c.; plate beef, \$15.00 per 200-lb. bbl.

MONTREAL.

Business in hog products has not been particularly active, and except in the matter of pure lard there has been no quotable changes. Pure Canadian lard is 1/2c. lower, now being quoted at \$2.27 $\frac{1}{2}$  to \$2.30 per pail. There is a moderate demand for both pork and lard. We quote: Heavy Canadian short cut mess pork, \$24.50 to \$25; light Canadian short cut clear pork, \$23.50 to \$24; Canadian short cut back pork, \$23.50 to \$24; American short cut clear pork, \$24 to \$24.50; American fat back pork, \$24.50 to \$25; hams, 12 to 14c.; bacon, 14 to 15c. per lb.; extra plate beef, \$14.50 to \$15 per bbl.; pure Canadian lard, \$2.27 $\frac{1}{2}$  to \$2.30 per pail; Fairbank's "Boar's Head" lard compound, 9 $\frac{3}{8}$ c. tierce basis, with extras as follows: 60-lb. tubs, 1/4c. over tierce; 20-lb. tin pails, 1/4c.; 20-lb. wood pails, 1/2c.; 10-lb. tins, 3/4c.; 5-lb. tins, 7/8c.; 3-lb. tins 1c. Snow White and Globe compound, \$1.80 to \$1.90 per pail; Cottolene, 11 $\frac{1}{4}$ c. for 20-lb. pails, and 11 $\frac{1}{8}$ c. for 60-lb. tubs, for Quebec and Ontario.

The market for dressed hogs has gained a good deal of strength since last report, and an advance of 25c. per 100 lb. in abattoir stock and 25 to 35c. in frozen is noted. This advance is accounted for by the light receipts of live hogs, which has been a feature of the market for some time. Receipts of dressed hogs during

the season have been about 50 per cent. less than those of a year ago. At the advanced price the tone of the market is firm and we quote: Fresh-killed abattoir stock, \$8.50 to \$8.75 per 100 lb.; frozen stock, \$8.00 to \$8.25 per 100 lb. in small lots, and \$7.75 to \$8.00 in carlots. There is a good demand.

ST. JOHN, N.B.

During the past year high prices have ruled. This has been particularly noticed in barrelled pork and western fresh beef. In fresh beef, during the latter part of the year, the free receipts of light local stock caused rather lower values to rule. The sale of barrelled pork and beef has been much lighter than usual, because of the very high market. In lard our dealers have made good profits, having carried ample stocks. At the moment pure lard seems to be offered at rather easier figures. Fresh lamb is freely received and fresh pork holds firm. We quote: Mess pork \$21.50 to \$23.50; clear pork, \$22.00 to \$26.00; plate beef, \$15 to \$16; mess beef, \$12.50 to \$13.00; domestic beef, 5 to 7c.; Western beef, 8 to 9c.; lamb, 6 to 7c.; mutton, 6c.; veal, 9 to 10c.; pork, 7 $\frac{1}{2}$  to 8c.; pure lard, tubs, 12c.; pails, 12 $\frac{1}{2}$ c.; compound, tubs, 9 $\frac{1}{4}$ c.; pails, 9 $\frac{1}{2}$ c.; Fairbank's refined, tubs, 10 $\frac{1}{4}$ c.; pails, 10 $\frac{1}{2}$ c.

WINNIPEG.

CURED MEATS.—There is a good, steady market in all lines, but no change of price is to be noted for the week: Hams, 14 $\frac{1}{4}$ c. per lb.; breakfast bacon, bellies, 15 $\frac{1}{4}$ c.; backs, 14 $\frac{3}{4}$ c.; spiced rolls, 12 $\frac{3}{4}$ c.; smoked long clear, 13c.; dry salt long clear, 12 $\frac{1}{2}$ c.

LARD.—50-lb. tubs, \$6.05; 20-lb. pails, \$2.40; 3, 5 and 10-lb. tins in cases, \$7.75.

DRESSED MEATS.—The market is firmer and shows a slight advance over last quotations: Best city dressed, 6 to 7 $\frac{1}{2}$ c. per lb.; mutton, 8 to 9c.; lamb, 11 $\frac{1}{2}$ c.; hogs, 7c.

PROVISION NOTES.

Pork and lard have advanced in the United States.

Jacob Hicks, a butcher, of Belleville, died December 20, at his home from heart failure.

Resolutions which called for the repeal of the duties on beef and coal were adopted by the American Free Trade League.

New Zealand butter, for the first time since the Australian trade commenced, is this year on the English market before the Australian.

Dr. Poers, Chief of the U. S. Cattle Bureau, thinks that the disease in the

Commonwealth has passed the dangerous stage. No further reports of the spread of the disease have been received.

It is said that the British authorities have permitted the entrance to their ports of a cattle ship which left a New England port within the prescribed time. The Canadian Government has lodged a complaint.

Word comes from Chicago that beef is four cents a pound cheaper than it was in the summer months. The packers say that the ranges in all sections of the big feeding districts are plentifully stocked with high-grade cattle, and there is no danger of any scarcity for months to come. They further assert that the changes are due to supply and demand causes exclusively. Pork and mutton are also cheaper.

Thousands of cattle are starving on the ranges in Northwestern Colorado. The cattle are snowed in on the high range in Routt and Rio Blanco counties, without pasture and without water. It is impossible to get feed to them and equally impossible to drive them into suitable winter quarters. Because of the lack of pasture elsewhere, thousands more than the usual number of cattle were turned out in the highlands of Northern Colorado.

It is expected that representatives of the Canadian canned meat industry will shortly meet the Minister of Agriculture for the Dominion and discuss with him measures for clearing the reputation of the trade from the aspersions which have been cast against it. The Department of Agriculture has in its possession many samples of the canned beef exported to South Africa, which have been returned by request, and, except in the cases where the tins were punctured by a nail—whether designedly or not does not appear—the contents were found to be perfectly sound. One South-African firm has lately sent a repeat order for canned meat to a Canadian firm with a request that it be of the same quality as was formerly supplied.

The court of revision lately considered the appeal of Toronto Junction to have the assessment of The Union Stock Yards Co. raised from \$46,000 to \$300,000. The statute provides that the minimum assessment of the company's premises and buildings for 1903 shall be \$300,000. Mr. Macdonald, representing the company, thought that the increase in the assessment should not come before May 1, 1903, when he considered the promised buildings would be completed. Solicitor Anderson claimed that it was the intention of the council that the increase should date from January 1, 1903. Judge Morgan favored Mr. Macdonald's argument, but was not sure of his power to lower the assessment. The corporation did not object, and it was fixed at \$220,000, inclusive of the land value, which, according to the 1902 assessment, is \$19,950.



# OUR COUNTRY

is going ahead and trade in all lines is prospering, but you must have a good article in order to keep going ahead. The orders-for

## JAMES' DOME LEAD

for 1902 were three times as large as those for preceding year. Another proof that quality will always command a good trade.

**W. G. A. LAMBE & CO.**

- - -

**CANADIAN AGENTS.**



Recommend to your customers only the best and your business will thrive. You may recommend

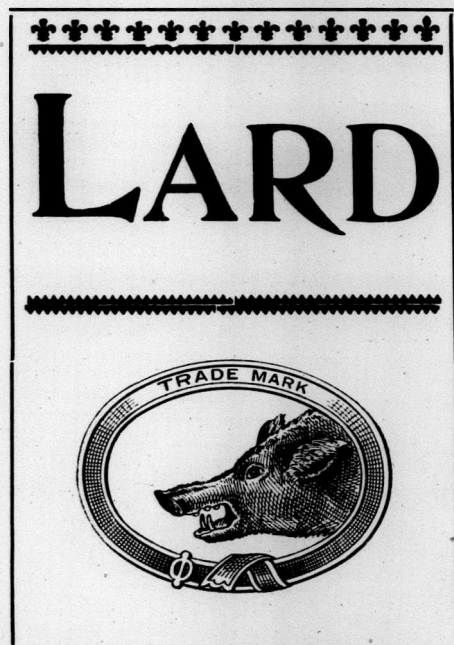
### Dwight's "Cow Brand" Soda

without fear. It gives satisfaction, because it is strong, pure and economical. It will satisfy you, because it will satisfy your customers. For sale by all wholesalers.

**JOHN DWIGHT & CO.**

34 Yonge Street,

Toronto, Ont.



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

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present our "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

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

## THE N. K. FAIRBANK COMPANY.

Wellington and Ann Sts., MONTREAL, QUE.

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



**ONTARIO APPLE TRADE IN DANGER.**

ACCORDING to A. McNeil, head of the fruit branch of the Dominion Department of Agriculture, the Province of Ontario is in danger of losing her large trade in apples through the haphazard and antiquated methods of cultivation pursued.

"The apple trade of British Columbia," he said to a reporter, "has increased to five times the volume that it was in 1896. It is quite probable that in the near future that Province, and not Ontario, will supply the Northwest with apples. It is a fact beyond dispute that the apple trade of the Northwest is passing out of the hands of the Ontario growers, and into the control of the more progressive men of the Pacific Province. Superior methods of packing and grading, as well as the better quality of their fruit, are securing this advantage for the Western men. I have found, in my journey through the Province of Ontario, that districts which used to have a great reputation for apple growing are becoming played out, and will in ten years almost be barren. This is caused by the growers clinging to antiquated methods of packing and grading. They do not spray, neither do they improve their varieties of fruit. Their inferior fruit some of them ship to Manitoba. In other districts of Ontario, however, work is being carried on along more progressive lines."

**A PRESENT TO RETAILERS.**

The Montreal Grocery Clerks' Association has published a diary for 1903, which it is offering to retailers in Montreal, especially those in the grocery business. The book is well printed and bound in cloth; besides a great number of well-displayed advertisements, it contains a number of blank pages, dated in French and English, for the recording day by day of credits and debits as well as any general business. The book should be of assistance to the employers. Its object, we are told, "is to furnish to our retailers \* \* \* adequate ideas of order." The clerks have shown a spirit of enterprise in thus exerting their influence on the trade which is very creditable.

**A DESK FOR MR. MILLMAN.**

On Tuesday evening, December 30, the office, salesmen and travelling staff of H. P. Eckardt & Co., Toronto, presented W. H. Millman, who, as noted in last week's issue, is leaving the firm, with a handsome polished oak writing desk and chair. During the presentation C. E. Kyle made

a very appropriate speech, expressing his regret at the departure of so worthy a member of the staff. R. B. Rice, who made the presentation, also said, in a neat speech, many good things about Mr. Millman. He was followed by several others, who all expressed universal regret at Mr. Millman's leaving. Mr. Millman replied in a suitable speech in his usual happy style.

**OPENED A BRANCH IN CHICAGO.**

The "Salada" Tea Co. have opened a branch at 34 Wabash avenue., Chicago, with Mr. John A. Elmsley as manager. Mr. Elmsley was for many years a tea planter in Ceylon, and, consequently, thoroughly understands teas. The "Salada" Tea Co. now have branches in Toronto, Montreal, New York, Buffalo, Detroit, Pittsburg, Cleveland and Chicago.

**GROCERY CLERKS' OFFICERS.**

The officers of the Montreal Grocery Clerks' Association for the year 1903 are as follows:

President, G. L. Desaulniers.

First Vice-President, F. Dubord.

Second Vice-President, O. Dionne.

Treasurer, J. B. E. Poirier.

Collector, E. P. Lalonde.

Secretary, J. C. Marchand.

Assistant-Secretary, B. Guenette.

Solicitor, H. Sauriol.

Directors, O. Bergeron, E. Turgeon, J. O. Liversque, J. Walker, Z. Martineau.

The annual ball of the association will be held on January 29 in Norman's Hall, Stanley street. It is expected to be the most successful one ever held by the grocery clerks. Application for admittance may be made to the treasurer, J. B. E. Poirier, 1662 Notre Dame street.

**LOOKING FOR MORE BUSINESS.**

Mr. Robert G. Cather, one of the partners of Joseph Tetley & Co., London, England, is making a tour of Canada in company with the firm's Canadian representative, Mr. David Brown, of Montreal. The visit of Mr. Cather is purely in the interest of his firm, one of the largest tea dealers in Great Britain. In conversation with THE CANADIAN GROCER Mr. Cather said that his firm had decided to take active steps to secure a larger share of the trade in Canada in package and bulk teas. He had been through to the Coast and was much satisfied with results. His impressions of the Great West were most favorable, and of the business men he had met he spoke highly.

Mr. Cather is a genial Englishman, and talks most interestingly on the tea trade, in regard to which he is evidently an enthusiast.

**HINTS TO BUYERS.**

Contributors are requested to send news only not of goods they handle, or the arrival of standard good 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.

Attention is drawn to the advertisement of the Grocers' Wholesale Co.

Henri Jonas & Co. have just received a consignment of "Spanish Queen" olives.

Henri Jonas & Co. have just received from France 150 cases of mushrooms which they offer to the trade at a very low figure.

A. F. MacLaren Imperial Cheese Co., Limited, have a fine stock of cheese, colored, white, flats and Stiltons. Buyers would do well to inquire of them.

Grocers' Wholesale Co.'s tea business is assuming large proportions as the result of careful attention and using every effort to secure goods adapted to the wants of their clients as well as such values as cannot be beaten.

Grocers' Wholesale Co. call attention to their stock of teas, and urge the necessity of seeing samples before purchasing, and incidentally invite inquiries and samples from them with a confidence that conveys the idea that they have both the right goods and the right prices.

**REMOVAL.**

Arthur P. Tippet & Co., who have for many years occupied premises at 23 Scott street, have found their room too cramped for their largely increased business, and have moved into new and much more roomy premises at 20 1/2 Front street east, Toronto. They report the business in their various lines as exceptionally good, but it seems only natural in view of the strict attention they give to their business and their well-deserved reputation.

**PERSONAL MENTION.**

Mr. Shaw T. Nishimura, of the Japan Central Tea Traders' Association, is spending his holidays in New York.

Mr. James Watson, of the Toronto Coffee and Spice Co., is leaving for Winnipeg, where he takes charge of the coffee department of G. F. & J. Galt.

Messrs. Walter Berwick, W. Bremner, M. Carroll and J. Carroll, all with G. F. & J. Galt, Winnipeg, spent the Christmas holidays in Toronto. They all appear to have caught the enthusiastic fever of the West.

**ASSISTANT WANTED.**

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



**A Long Pull, A Strong Pull,  
And A Pull Together.**

And when we have Teas that draw---

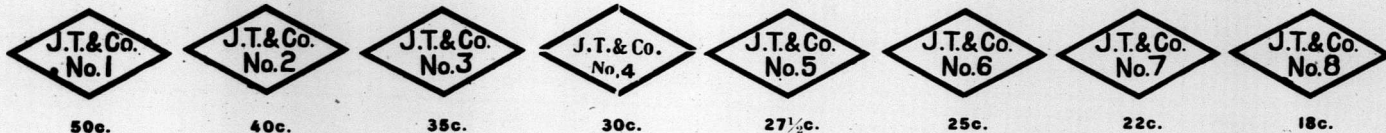
**— LIKE —**

# Tetley's Bulk Blends

THE TASK IS EASY.

*Splendid Strength,  
Delicious Boquet,  
Liquified Perfection*

Means a guarantee of satisfaction to everyone who buys one or all of the following blends :



**CEYLON GREEN.**

Get into line early in the season, and let us save you the worry and trouble of drawing and redrawing every time you buy.

Our blends are guaranteed always the same. Send for samples, or, better still, send sample order.

WISHING YOU THE SEASON'S COMPLIMENTS.

**Hudson Bay Co.,**  
WINNIPEG.

**Snowdon, Forbes & Co.,**  
MONTREAL.



# STOCK-TAKING SEASON.

Have you revised your stocks?

If not, do so, as we have real good offers to make this week.

## CANNED GOODS.

We can spare a few hundred cases of Canned Vegetables at very low prices.

Prices will necessarily advance between now and Lent.

See how you stand in Canned Goods, and if any needed—write us.

## MOLASSES.

Market bulletins from Barbadoes report crops of Molasses as very likely to be short this year.

On the other hand, the demand for Molasses has been more active and general, owing to the low price this year's crop has been sold at.

We can dispose of quite a quantity of a choice lot—write us.

## JAPAN TEAS.

Some very fine lines of Japan Teas, bought at the right time, are offered at surprisingly low figures.

Write for samples and prices and you will see what we can do in Teas.

## PRUNES.

Just in, a carload of Griffin & Skelley's **finest prunes.**

---

**Laporte, Martin & Cie, Montreal.**



OUR STOCK IS REPLETE WITH EXTRA VALUES IN

# COFFEES

GREEN, WHOLE ROASTED, GROUND.

RIO  
BOURBON  
PLANTATION  
MOCHA  
JAVA

OUR FOLDER, "FROM THE COFFEE DEPARTMENT," WITH FULLER PARTICULARS, WILL SOON BE IN YOUR HANDS.

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

SOLE OWNERS IN CANADA OF THE FAMOUS "KIN-HEE" COFFEE AND QUICK COFFEE POT.

## EQUALITY PLAN ABANDONED.

ON the evening of January 2, it was announced that on January 3, the equality plan in the United States would be abandoned and that the price of granulated would be reduced to 4.60c. less 1 per cent. This was 5c. under the then existing figures. The following day, January 3, the basis of price by The American Sugar Refining Co. and the Howells was fixed at 4.65c. This advance of 5c. was probably owing to an advance of 10c. in New Orleans.

Referring to the abandonment of the equality or factor plan by The American Sugar Refining Co. and The National Co., Willett & Gray report as follows:

"The most important measure in the sugar trade that has taken place in years will occur to-morrow when the so-called equality or factor-plan will be done away with by the American Sugar Refining Co. and the National, and granulated will be quoted at 4.65c. per lb. net 30 days, less 1 per cent. for cash, without rebate. This is the plan by which the grocers of the country have for years received protection at the hands of the refiners to the extent of 25c. per 100 lb., although starting originally with but 15c. per 100 lb. rebates allowed by refiners to grocers. It is because the grocers themselves have not adhered to the terms they themselves made and sold strictly by their factory plan terms, that the refiners have come to this decision. The South has never, from its initiation years ago, abided by it. The West generally has been in and out of it. New England alone has adhered strictly to its terms, with New York and Pennsylvania following it quite closely. But the doing away with it and selling at net cash basis will put the entire trade of the country on the same even basis for buying and leave every jobber to make his own selling terms. It is more than likely that part or all of the jobbing trade will try to make

special arrangements with the A. S. R. Co., but if so the terms will be quite different from those which have existed for so long a time."

The abandonment of the equality plan will have little or no effect on the Canadian market. It will make no difference to the cost of American refined for export, as the price is based on the cost of raws and not on the domestic selling lists. There is no desire in the Canadian market for a change to the net basis.

## OTTAWA TRADE GOSSIP.

**B**USINESS among retailers is reported fairly good since the new year opened. There has not been that great lull that usually occurs after the busy season. Most merchants say that the past year has been much more profitable than the previous one; also that business has been greater and that cash sales were better. Among flour dealers here this winter has been a hard one, owing to several failures among bakers and retail flourmen. The larger concerns have been hit hard. Prices in most lines remain the same. Quite a drop took place to-day in the price of Baker's Cocoa, from 50c. to 42c. It looks as if they are after the Canadian trade. Sugars are quiet at unchanged prices. We quote as follows: Granulated, \$3.87 and yellow, \$3.22. The coffee trade is a little quiet since the holidays, with no change in the prices. The demand for flour is good. Prices are as follows: Hungarian patent, \$4 to \$4.10; bakers', \$3.75 to \$3.80; rolled oats, in 80s, \$1.65 to \$1.80; 10c. per bag extra in smalls. Eggs seem to be offered more freely and some say there will be a drop. Fresh butter is very scarce. Creamery is firm at 23 to 24c.; good dairy, 19 to 20c.; choice, 17 to 18c. per lb. The demand for dried fruits is not very active, but sales ought to commence soon.

Owing to the Fruit Exchange here having stopped their auction sales for about ten days to allow the staff a well-earned holiday, which they are unable to get at any other time of the year, no prices of green fruits can be quoted, but as the demand is not great for a few days, they will not be of importance. Cheese is firm at 13½c. and is in good demand.

The American Cereal Company have struck the city to-day with their sampl-

ing and advertising outfit. It is expected there will be a great demand created at once for "Quaker" oats. The idea of dressing those who do the distributing in Quaker style creates an attraction which is bound to be a great ad.

The regular meeting of the Ottawa Retail Grocers' Association will be held next Monday evening in their rooms, O. F. E. Building, Nicholas street. All grocers interested, whether members or not, are invited to be present at this meeting. Nominations for officers for the ensuing year will take place.

The municipal elections took place yesterday and some of the candidates who promised their support to the Grocers' Association for a better by-law, regulating peddling, have been elected, so that it is likely that at an early date the Association will make a move in the matter.

## THE KING'S SCOTCH.

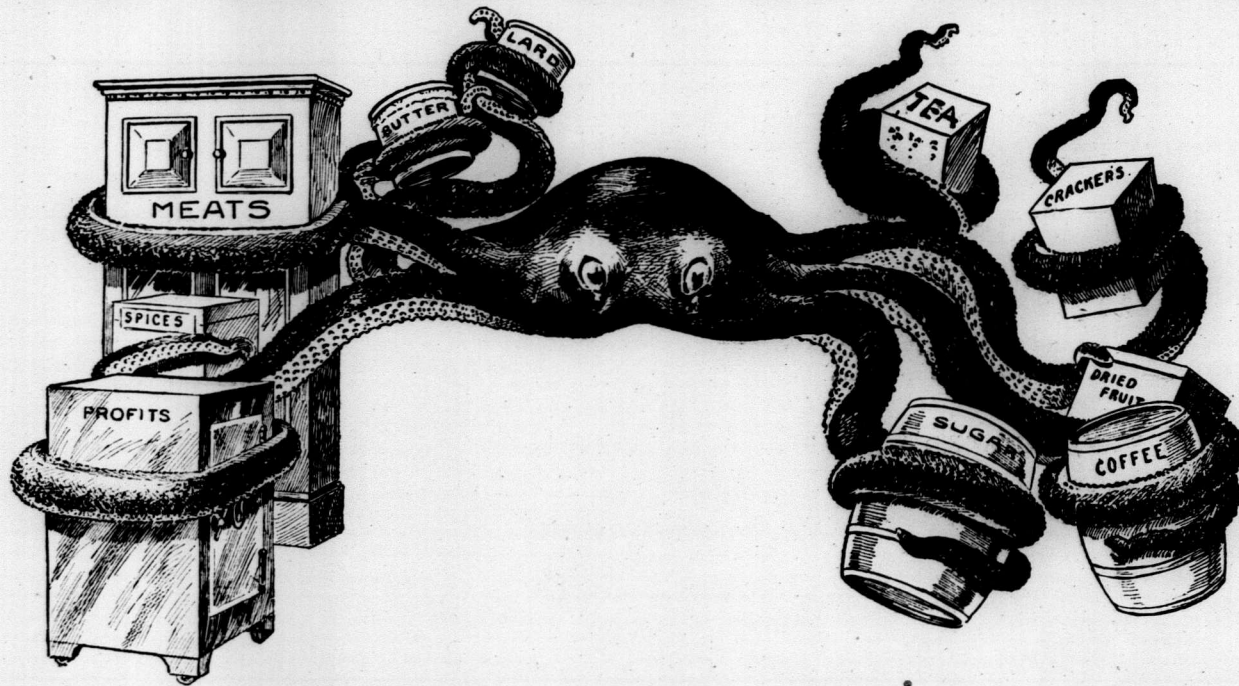
One of the latest arrivals in Scotch whiskies on the market is called "King Edward VII.," distilled by Greenlees Bros., Argyleshire, Glasgow and London. It is made entirely from barley dried with the fine aromatic peats grown on the moors of the Scottish Highlands, and is distilled on the estate of the Duke of Argyle, who, as the Marquis of Lorne, was a former Governor-General of Canada.

The Lawrence A. Wilson Co., Limited, Montreal, are introducing this whiskey on the Canadian market, and take an ingenious and pleasing method of doing it. They send out with compliments miniature bottles of this whiskey, put up exactly after the manner of the regular sized bottle; and if any of our readers would like to taste a new brand, but very old Scotch whiskey, they may obtain one of these novelty bottles by dropping a card to Lawrence A. Wilson. They are certainly worth more than the asking. The company have contracted for 10,000 cases from Greenlees Bros., who have given assurance that the quality, which is very will be maintained.

The St. Lawrence Sugar Refining Co. draw the attention of merchants to the certificate of their analyses which is in every barrel of granulated, and if anyone would care for one of these certificates, handsomely framed, same will be sent by express with great pleasure.



# THE OCTOPUS OF WASTE



Don't let this hideous monster (the pound and ounce method of weighing merchandise) fix its tentacles on your store. It is death to profits and everlasting ruin to business.

**The Moneyweight System will rescue you from this vampire.**

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

MANUFACTURERS OF . . .

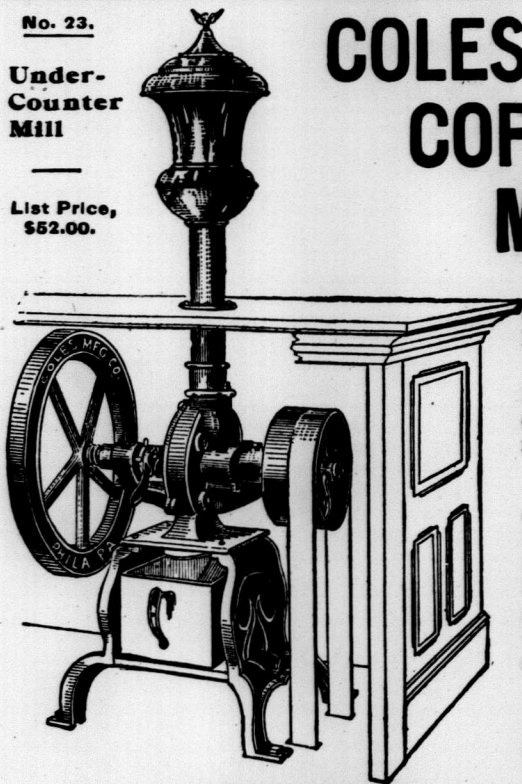
663 Notre Dame St., Montreal, Que.  
844 Pender St., Vancouver, B.C.

164 KING ST. WEST, TORONTO, ONT.

**DAYTON COMPUTING SCALES.  
MONEYWEIGHT SCALES.**

No. 23.  
**Under-  
Counter  
Mill**

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Caf-  
fee.

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

**A GREAT  
LABOR-SAVER.**

Our Grinders  
wear longest.

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

**COLES MANUFACTURING CO., PHILADELPHIA,  
PENNA.**

*It sells well  
and gives  
satisfaction.*

What more do  
you want?  
Don't run short  
of it.

**PATERSON'S  
CAMP  
COFFEE  
ESSENCE.**

ROSE & LAFLAMME,  
Agents, Montreal.





President:  
**JOHN BAYNE MacLEAN,**  
Montreal.

**The MacLean Publishing Co.  
Limited**

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

OFFICES.	
MONTREAL	232 McGill Street. Telephone 1255.
TORONTO	10 Front Street East. Telephones 2701 and 2702.
LONDON, ENG.	109 Fleet Street, E.C. W. H. Miln.
MANCHESTER, ENG.	18 St. Ann Street. H. S. Ashburner.
WINNIPEG	Western Canada Block. J. J. Roberts.
VANCOUVER, B.C.	Flack Block. J. A. Macdonald.
ST. JOHN, N.B.	No. 3 Market Wharf. J. Hunter White.
NEW YORK	Room 802 New York Life Bldg.

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

Published every Friday.

Cable Address { Adscript, London.  
Adscript, Canada.

**CANADA'S COMMERCIAL POSITION.**

THE new year in Canada starts its career under most favorable conditions. Without being charged with exaggeration we believe we can safely say that at the beginning of no previous year in the history of the country have the conditions been, on the whole, so promising.

The best criterion of a country's position is not its territorial expansion, or the number of square miles that are within its boundaries.

It is the measure of its commercial prosperity and the possibilities of its natural resources that are the best indications. And it is herein that lies the strength of Canada's position to-day.

While there has been a marked development in the manufacturing industries of Canada during the last few years, agriculture is the foundation of her industrial life. And in this respect the conditions are gratifying indeed. In Manitoba, in the Northwest Territories and in New Ontario, 1902 saw a development of agricultural

interests not only in excess of expectations, but far and beyond the record of any previous year.

Manitoba and the Northwest Territories yielded 125,000,000 bushels of grain, of which nearly 68,000,000 bushels were wheat.

In Manitoba the yield of wheat has increased nearly 4,000 per cent. in 10 years, while the aggregate value of the grain, the roots, the live stock and the dairy products of the Province in 1902 is estimated at nearly \$44,400,000. For a population of a little over 500,000 this is a most creditable showing. And during an interview a few weeks ago, ex-Premier Greenway ventured the opinion that 1903 would witness an increase of 25 per cent. in the crop production of Manitoba and 100 per cent. in that of the Northwest Territories. A short time ago the United States Consul at Winnipeg, in a report submitted to Washington, declared that "three-fourths of the wheat lands of North America lie north of the boundary line."

According to an official statement issued at Ottawa a few weeks ago, 56,000 people from outside countries settled in Manitoba and the Northwest during 11 months ending November last. And about 31,500 of these were from the United States. This year everything points to a still greater influx, especially from the United States.

The old Province of Ontario more than sustained its reputation last year for the variety and wealth of its agricultural products, producing 166,861,653 bush. of grain, against 139,678,398 bush. in 1901. Of the total, 26,121,693 bush. were wheat and 106,431,439 bush. were oats.

A well-founded belief obtains in the world that nations to be commercially important must have a well-developed iron industry. Without discussing the soundness of this premise, it is a fact beyond dispute that 1902 witnessed a marked development of the iron and steel industry in this country. In fact, in every branch of the manufacturing industry, Canada made substantial strides during the year which has just departed.

The export trade in manufactured goods increased by over \$3,000,000 last year,

while the export trade of the country, in merchandise generally, grew from \$194,509,143 in 1901, to \$209,970,864 in 1902.

Our foreign trade is now well on the way to the half billion mark, being \$423,910,444, of which \$211,640,286 were exports and \$212,270,158 imports. Our export trade alone is now about \$7,000,000 larger than the imports and exports combined of 13 years ago. According to the latest returns for the present fiscal year, the foreign trade of the country for 1903 bids fair to be much larger than that of 1902, both in regard to exports and imports.

But the foreign trade of a country is not always the best indication of its prosperity. Frequently the export trade, for example, may be stimulated by the lack of demand at home, as it was during the depression in the United States a few years ago. But that the export trade of Canada is not forced by any such influence is evident from the difficulty manufacturers and others are experiencing in supplying the demand of the home market.

That, however, is not the only test. There is the corroborative evidence of the railway earnings and the bank clearings, both of which show large increases over the previous year.

Five or six years ago it was felt that Canada was building railways faster than she required them. But what are the conditions to-day? Simply that the industrial development of the country has far outstripped its transportation facilities. And in every part of the country—in the other portions as well as in the Great West—there is an absolute blockade. If by some mysterious agency it were possible to suddenly double the transportation facilities of the railways, there would be no more than a sufficiency for to-day's requirements. And new lines are being built and old ones double-tracked and otherwise being equipped to meet the actual requirements of the commercial demands of the country.

Canada enters upon 1903 with even brighter prospects before her than when she entered 1902. And certainly in no country are the commercial prospects more assuring.



## CIRCULARS A WASTE OF MONEY.

THE shrewdest and most experienced advertisers the world over have decided against the use of the circular as a profitable advertising medium. Marshall Field, of Chicago, probably the most successful merchant in the world, and the most successful advertiser, says: "One advertisement in one good paper is worth a hundred circulars and costs far less."

Some inexperienced advertisers still make use of the circular by which to convey their message to the buying public. In placing their orders for, say, 2,000 circulars, they only have in their mind the first cost of printing, which may be some \$6, or perhaps \$8, for the cheapest that any good house would care to use. Generally they cost many times this figure for something special to attract attention. They do not at the time consider the cost of the envelopes and the addressing of the same, or the cost of postage, which is the largest item of all.

Say a business firm places an order for 2,000 circulars costing \$8. The envelopes are worth \$1.50 per 1,000, or \$3. for 2,000, the cost of addressing them is worth \$2 per 1,000 or \$4 for 2,000. If a 1c. stamp be used it means \$20 for stamps, and the recipient knowing it to be a circular, from the fact that there is only a 1c. stamp on the envelope, often casts it in the waste basket unopened. On the other hand, if a 2c. stamp on each envelope be used, the cost of postage is \$40, this added to the cost of the printing, the cost of envelopes and addressing of same, brings the total cost of sending out 2,000 circulars just \$55.

What impression does a circular make on the manager of a large business house, who may, perhaps, receive a dozen or so in his morning mail? He may give each a passing glance, or if he should happen to be busy he may cast them all in the waste basket. He never thinks of putting a circular on file for reference. At the best he may read it over, then go and attend to his many other duties without ever giving it a thought afterwards.

Ninety-nine times out of a hundred this is the way the circular is treated. But if a

merchant be a retailer and desire to reach the many and places his advertisement in the daily newspaper it will not cost him anything like \$55, and he will reach not only 2,000 readers, but perhaps 20,000 or 30,000 readers.

If the merchant be a wholesaler, manufacturer or jobber, and he places his message in a reputable bona-fide trade journal, he can for a great deal less than \$55 reach three, yes, four times as many readers than he could by his 2,000 circulars. Then there is still another phase to the question: The circular looks cheap and belittles the standing of a good reliable house. On the other hand, an advertisement well written and well set up appearing in a publication of standing and known merit, carries with it an air of confidence and respect which no circular, no matter how tastefully it may be gotten up, can hope to carry.

The circular is a back number in modern advertising methods, and good advertisers have discarded its use as a relic of back ages in good advertising, as being more expensive and less effective.

### DEPARTMENTAL STORES AND NEWS-PAPERS.

CONSIDERABLE comment has been caused in the trade by the purchase of The Toronto Daily News by Mr. J. W. Flavelle, of The Wm. Davies Meat Packing Co. Mr. Flavelle is the principal proprietor of The Robert Simpson Company, one of the largest retail departmental stores in Canada, and also of about thirty retail provision stores in Toronto and some outlying towns.

The control of a daily newspaper by a departmental store proprietor who is a large advertiser is not entirely new, even in Canada. Mr. Timothy Eaton, of The T. Eaton Company, is, with Sir William Mulock, Postmaster-General, the proprietor of The Toronto Daily Star. In the United States quite a number of departmental store men are owners of or hold a large interest in daily newspapers.

Jordan, Marsh & Co., Boston, have a half interest in The Daily Globe of that city. Wanamaker, Philadelphia, and

Marshall Field, Chicago, each practically own a daily paper. The Mohican Company, which have a chain of retail stores, own daily papers in New York, Boston and Washington.

As it is good policy to follow the lead of successful men, no doubt others will do as Mr. Flavelle has done. Mr. Flavelle began his business career in a retail general store with his uncle, the late Mr. Dundas, M.P., in Lindsay, and has gradually worked himself up, and to-day, though a young man, he is one of the wealthiest men in Canada. He is a man of unusually high character, and, though he has made many enemies in the retail trade by his competition, yet, all hold him in the highest respect. The latter may also truthfully be said of his two associates in the newspaper venture, Mr. Willison and Mr. Colquhoun.

### IMPROVE YOUR BUSINESS.

THE stock-taking time of the year is the season when the merchant should also exercise some self-examination as to his methods of transacting business.

He should carefully look over his books, investigating in what lines his sales have fallen off and where they have increased. A remedy should be found for any decline in sales he may have experienced, and care taken to avoid in future the mistakes of the past.

The clerks should be carefully studied and an effort made to improve their weak points and to stimulate them to greater exertions. Ability and merit should be recognized with a substantial reward, and carelessness and extravagance should not be passed over without the possessor being at least admonished to mend his ways. The employer should think out in what way his clerks may be improved and how their faults may be checked and obliterated.

Another thing that should be observed is carefulness in checking off invoices and in receiving goods from the manufacturer or wholesaler. Every article that comes into your store should be counted, weighed or measured. Likewise every article going out of the store should be examined to see that it is what it is represented to be, and that neither too much or too little is being delivered to the customer. Everything, no matter how trifling, should be looked into, and leakages prevented as far as possible. The scales should be kept well dusted and the counters clean.

There will usually be found many other things that need looking after by the merchants during the coming year.





**T**HE arrival of Canadian poultry at Liverpool just before Christmas has come to be an event of considerable commercial interest.

V. E. Tanner, of Brandon, Man., is starting a floor mill at Arcola.

N. Goddard, Hamilton's fish dealer, who has been critically ill, is recovering.

Parrish & Lindsay, Brandon, are about to ship several carloads of oats to New Zealand.

An analysis of the various breakfast foods now on sale in Canada is being made by the Government.

Joseph R. Young, an Ottawa grocer, died suddenly on December 16. Heart failure was the cause of death.

The Mahler evaporator at Brussels have completed their business in Wingham for this season; they paid out over \$3,000 for fruit.

Special shipments of different varieties of Canadian apples will be sent to Japan to show what Canada can do in growing this fruit.

J. G. James, who has for the past few years been conducting a grocery business at Bridgen, near London, Ont., has removed to that city.

Jacob Webber, a grocery merchant, of St. John, N.B., has lately detected several minor thefts. The thieves were a couple of small boys who effected an entrance with a skeleton key.

W. A. McKinnon, of the Canadian Department of Agriculture, says there is a great improvement in the fruit trade from Canada to England. This he attributes to more honest methods in packing.

William Brown, the senior member in the firm of W. Brown & Son, of Calais, died on the afternoon of December 28, at St. Andrew's, N.B. Mr. Brown had been a business man of Calais for 51 years.

A happy event took place at the residence of John Stewart, of Listowel, Ont., when his daughter, Ellen Mary, was united in marriage with John Byers Miller, of Condie, Assa., by the Rev. J. H. Oliver.

A meeting of the Boston fish trade was held on January 2 to discuss the proposed Hay-Bond treaty. It was determined to adopt the treaty, and a delegate is to be sent to Washington on the 7th instant to press the matter.

Lock Bros. & Co., wholesale fruit and produce dealers, of Winnipeg, have formed a company to start a wholesale grocery business. The new firm will be known as Foley, Lock & Co., and will immediately build a five-storey warehouse.

The farming community are now thoroughly alive to the advantages of growing the succulent beet, and it is expected that the agents of The Dresden Sugar Company will not have much difficulty in obtaining a sufficient number of contracts to keep the factory at Dresden in operation.

Frog farming in Canada is said to be assuming large proportions. One frog farm in Ontario last year produced 5,000 lb. of dressed frogs' legs and 7,000 frogs for scientific purposes. The fishery authorities strongly urge that the indiscriminate slaughter of frogs should be stopped.

It would appear from the reports of the Government agents in Glasgow, Scotland, that our Canadian pears are receiving proper appreciation in that country. The shipments of Duchess, Sheldon, Anjous, and even Keifers, have been quite successful. The Bartlett or Clapp's Favorite cannot always be depended on.

Edgar Tripp, Canadian agent at Trinidad, reports that by the abolition of the sugar bounties the West-Indian sugarcane planters for the first time in half a century command a fair price for these goods. He predicts an era of prosperity for the West Indies. He says that flour dealers in Canada are slow to fill orders. The Canadian cheese trade is holding its own, but the butter, for irregularity in quality, is not.

Y. Matman, a Japanese, visiting Victoria, B.C., says that there is not enough fish in Japan waters to supply the demand, and that only a few shipments of fresh fish could be obtained on the Pacific Coast during the past three years, and they arrived in bad condition, owing to not having refrigerator ships.

The Canadian Atlantic Railway will apply to Parliament next session for authority to extend the road from a point near Whiting to Sault Ste. Marie, Ont., and also for authority to increase the capital stock and building power of the company.

#### ACTIVITY IN CORN SYRUP.

The Edwardsburg Starch Co., of Cardinal, whose handsome insert appears in this number of THE CANADIAN GROCER, report that through the months of October, November and December they have had the largest volume of business in corn syrup they have ever had. Both in New Brunswick and Nova Scotia they have had a very flattering amount of business, more particularly in their syrup tins.

Travellers report that the sales for James' "Dome" Blacklead are steadily increasing. The superior quality of this lead is asserting itself more markedly each year.

#### A NEW GREEN TEA MACHINE.

**I**N view of the great public interest attaching to the new green-tea machine, we have obtained permission of Mr.

Alleyn and Messrs. Tarrant, Henderson & Company, who have had the machine erected in their tea-packing factory, Colombo, to make an inspection of it.

Messrs. Tarrant, Henderson & Company's tea-packing establishment has already been described, so that there is but little need to repeat it, beyond saying that their factory extends over about two acres, and the main building in which the packing, both in bulk and in packets is done, is a large building in which is situated all the necessary machinery, thoroughly complete and up-to-date.

Our representative was shown the Alleyn-Grieve machine, which is run off the main shaft, and is an octagonal box. The one now being described has a capacity of about 600 lb., but can be made to any size required. The motion is imparted to it, as we have said, from the main shaft, and in order to regulate the speed, which is 20 revolutions per minute, the power is transferred from the pulley to a cog wheel working directly on to the machine. To fill the machine a hinge door is lifted back and the tea is emptied from the chests. To the inexperienced eye it is somewhat difficult to distinguish the so-called unfinished green tea from ordinary black tea. Inside the machine are what we suppose would be called battens which give the necessary friction movement to the tea and prevents it from remaining in a mass at the bottom of the machine. The sides of the machine are lined with metal. After the door is closed and fastened all that is necessary is to pull the belt-lever and so start it. Three and a half to four hours of the circular movement does the rest, and the tea comes out with the correct green color.

Asked what he thought of the machine, Mr. Henderson said that it was perfectly suited for the purpose. "As you will see," he said, "the principle is very simple; absolutely so."

"What power is required?" he was asked. "I should think that it was quite nominal, but Mr. Grieve could tell you this better than I can. At any rate, it does not require much more than half a horse-power."

In reply to an inquiry as to what labor it would require, Mr. Henderson said that one coolie could quite easily manage the whole machine.

"What difference would this make to our green-tea trade with America?" "I think it will make all the difference, as in America appearance goes for a very great deal, and now you can get that appearance. Up to the present the liquors of Ceylon tea have been generally approved of in America, but the appearance has always been against the generality of our green teas."

"And you think there is a great future before this machine?"—"I do."—Times, Colombo, Ceylon.



# The Sign of The Prophet



**NATURAL CEYLON GREEN**  
as a RIVAL to JAPAN.

We, the "SALADA" people, prophesied some three years ago that Japan Teas would surely decline and ultimately be displaced by the superior worth of "SALADA" Natural Green Teas, and we, in turn, were laughed at by the "would-be" knowing ones. Well, "He laughs best who laughs last" is an old saying, and fully exemplified here.

**Imports of Japan**

1899.....	11,667,757 lbs.
1900.....	9,762,032 lbs.
1901.....	7,528,309 lbs.
1902.....	5,736,495 lbs.

**A Decline of 5% in 8 Years**  
**This beats Weather Pre-**  
**dictions, anyway.**

If you are not selling these Teas you are behind the times, and the longer you delay, the more your trade will suffer, because others are not so slow.



*We would like to send you a sample case. Yes, and guarantee its sale or take it back.*  
**What do you say?**

**"SALADA" Tea Co.,** Toronto, Montreal, Buffalo, Pittsburg, New York, Boston, Chicago, Detroit, and Cleveland.

## SODA BISCUITS.



Our Cream Sodas in 3-lb. Tins ("The Round Cornered Tin") are all right.



**The Canada Biscuit Co., Limited**

King and Bathurst Streets,  
**TORONTO.**

King Street West and  
Bathurst Street Cars Pass Our Works.

## LILY WHITE GLOSS STARCH



**Our New  
6-lb. Tin  
is a  
Beauty**

Add a case to your next 10-box Order.

**The Brantford Starch Works,**  
LIMITED,  
**Brantford, Ont.**



# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, January 8, 1903.

### GROCERIES.

LOCAL travellers set out on their routes on the 5th instant and a few orders, mostly for immediate shipment, are beginning to come in. Trade seems to be opening up very nicely considering that this is usually a decidedly quiet season. Much depends on the weather. With continued cold weather business will be good. Prices are, on the whole, stationary with a firm tendency, and hence the market is favorable for sellers.

One of the features of the week is the strengthening of the canned goods market, especially noticeable in canned peas. Though still obtainable at last week's quotations, a rise of 5c. is quoted by certain houses. Recent advices from the Coast go to show that Californian prunes have advanced nearly 1c. per pound and the prospects are for higher prices, more especially in the larger sizes. Apricots are getting scarce on the local market. Californian raisins shipped on November 20 only reached Toronto this week.

### CANNED GOODS.

There is little or no speculation in canned goods, though business has been, if anything, a little brisker since the new year. Corn, peas and tomatoes are reported very scarce. A rise of 5c. in canned peas is quoted by certain houses. The prices quoted are 90c. to \$1.40 for peas; 87½c. to \$1.15 for corn and \$1.65 to \$1.85 for tomatoes. Fruits are likewise with prices nominally maintained at 90c. to \$1 for apples, 3s; \$2.10 to \$2.25 for cherries; \$1.40 to \$1.80 for raspberries; \$1.50 to \$1.75 for strawberries and \$1.75 to \$1.90 for peaches. Salmon is quiet. We quote: Fraser River sock-eye, \$1.50 to \$1.52½; Northern, \$1.40 to \$1.45, and Horseshoe, \$1.50 to \$1.52½.

### COFFEES.

A fair demand is noted in the local market, without any change of price. Mild coffees are slightly firmer, a condition due largely to the Venezuelan blockade. Brazilian coffee, on the other hand, is very cheap. The market has not touched so low a point for a considerable time. It is believed that conditions will improve from now on. We quote local prices as follows: Green Rios, No. 7, 3½c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c. per lb.

### NUTS.

With the holiday demand over, there is little business doing in the local market.

### RICE AND TAPIOCA.

Business in these lines is quiet and there are no price changes to report. Advices

from New York show that dealers there are continuing to give close attention to any offerings of fancy-head Honduras or choice Japans and were buyers at full prices. Lots came on the market only occasionally. Quotations follow: Rice, standard B, 3½c.; Patna, 4½ to 5c.; for Japan, 5½ to 6c.; Sago, 3½ to 4c. and tapioca, 3½ to 3¾c.

### SPICES.

Spices have been fairly active during the past week on the local market. Prices of mace, nutmegs and cloves on the outside markets continued firm. Cable advices from Holland quoted much higher prices for mace and nutmegs. Our quotations are as follows: Pepper, black, 18 to 19c.; white, 23 to 27c.; ginger, 22 to 25c.; cloves, whole, 14 to 35c.; cream of tartar, 24 to 30c.; allspice, 13 to 16c.

### SYRUPS AND MOLASSES.

A fair and increasing demand for these lines is noted. Business in corn syrup has been exceptionally good for some time back. Offerings of desirable selections of grocery molasses on the New Orleans market are reported small, the market being firm. Common grades were offered more freely. Offerings of syrups on the outside markets were small, the prices being maintained. For corn syrup,

See pages 41 and 42 for  
Toronto, Montreal, St. John  
and Halifax prices current.

we quote: Case containing three 20-lb. tins, \$2.55; ditto, six 10-lb. tins, \$2.65; ditto, 12 5-lb. tins, \$2.70; ditto, 24 2-lb. tins, \$2.15.

### SUGAR.

There is nothing of particular interest to note in the local situation. Travellers only set out on their routes on Monday and as yet there has been no appreciable change in the demand. There must, however, be a scarcity in second and third hands, and it is likely we shall soon have to report a good inquiry.

Raw markets are slightly easier, sales having been made of 96 deg. test centrifugal sugar at the equivalent of 3½c., duty paid at New York. Prices of other grades of raw cane sugars have not participated in this decline and are firmly held at the former quotations.

For the week beet sugars have declined 3d. per cwt., and are now quoted at 8s. per cwt., f.o.b., Hamburg, for January shipment. Distant speculative positions, however, are slightly higher than a week ago and are now quoted as follows: May, 8s. 3d.; August, 8s. 5½d.; October-December, 8s. 11½d.

Receipts for the week at the United States four ports show considerable increase, but are still less than the meltings, though the latter are reduced 3,000 tons for the week. Figures: Receipts—28,261 tons; meltings, 31,000. Total stock, 136,076 tons.

All doubts regarding the ratification of the Brussels Convention seem to be disappearing and it is expected that Germany, Austria and France will complete their ratification by February 1, when the time for action expires. There seems also every prospect that the United States and Cuban reciprocity treaty will be ratified by Congress in the near future, and in expectation of this planters are disposed to hold their sugars so as to get the full benefit of the reduction in duty. Mr. Guma has issued his first estimate of the Cuban crop, which he figures at 880,000 tons, against a visible production from January 1 to December 31 of 850,181 tons. The increase will not be sufficient to be felt in the world's supplies in view of the very material reduction in the European beet crop of the present campaign and the anticipated further large decrease in sowings for the next campaign.

On the 2nd instant it was announced that the "Equality Plan" in the United States would be abandoned on the 3rd instant and the price of granulated reduced to \$1.60 less 1 per cent. This was 5c. under the then existing figures. The next day the base of price by The American Sugar Refining Company and the Howell's was fixed at \$1.65. This advance of 5c. was probably owing to an advance of 10c. in New Orleans. This move need make no difference in the Canadian market as the cost of American refined for export is based on the cost of raws and not on the domestic selling lists. So far as we can learn there is no demand for a change to the next basis in this market.

### TEAS.

The local situation is practically featureless, though it is said local stocks are pretty well absorbed. The demand for Ceylons and Japans is picking up slightly. The market is up in London, the auction there having gone at slightly higher rates yesterday. The Calcutta market closed on Monday. From now until summer there is likely to be a strong market for teas. Ceylon greens manufactured by special machinery to imitate China young hysons are being offered this week at prices which will favorably compete with the figures ruling for China greens. The cup quality is excellent. It is understood the Indian Government is to legislate for the purpose of placing a tax of one-fourth of a pie per lb. on the export of Indian tea to provide funds for exploiting new markets.

### FOREIGN DRIED FRUITS.

**CURRENTS.**—The local market is quiet. Outside markets show an upward tendency. The local prices are steady at 5½c. up for fine Filiatras; 6¼ to 6¾c. for Patras, and 7 to 8c. per lb. for Vostizas.

**VALENCIA RAISINS.**—Very little business doing in this line. Fine off-stalk are quoted locally at 7 to 8c.; selected, 8 to 9c. and selected layers, 9 to 10c. per lb.

**SULTANA RAISINS.**—No interest is being shown in these raisins. A somewhat stronger tone in Californian sultan-



as is noticed, due to the higher range on the Coast. Prices are steady at 9 to 13c. per lb.

**DATES.**—There is a fair activity in this market and a rising tendency on account of advances in the primary market. We quote: Hallowees, 4½ to 5c.; Sairs, 4 to 4½c. and Fards, 7½ to 8c. per lb.

**PRUNES.**—Recent advices from the Coast show an advance of nearly 1c. per lb., and prospects are for higher prices, more especially in larger sizes. Prices are as follows: 100-110s, 4 to 4½c.; 90-100s, 4½ to 5½c.; 80-90s, 6 to 6½c.; 70-80s, 6½ to 7c.; 60-70s, 7 to 7½c.; 50-60s, 8 to 8½c.; 40-50s, 8½ to 10c. per lb.

**FIGS.**—The local demand is confined to cooking purposes and is firm. Tapnets, 4c.; Naturals, 8c. and Elemes, 10 to 15c. per lb.

**CALIFORNIAN SEEDED RAISINS.**—Much inconvenience and loss have been occasioned by the serious delay in deliveries of goods shipped on November 20, which only arrived this week. The local demand is fair. We quote: 8½ to 9c. per lb. for 12-oz. packages and 10½ to 11c. for 1-lb. boxes of choice goods in packages. Californian loose muscatels are quoted as follows: 2-crown, 7½c.; 3-crown, 8 to 8½c. and 4-crown, 9c. per lb.

**CALIFORNIAN EVAPORATED FRUITS.**—The demand is dull. Stocks of apricots are reported to be low and the market is strengthening. Prices: Apricots, 8 to 12c. and peaches, 8 to 12c. per lb.

#### GREEN FRUITS.

The green fruit market is quiet. Oranges are selling fairly well for the season. The prices of Valencias are lower on account of the rather large receipts. Our quotations are as follows: Californian oranges, \$3.50 to \$3.75 per box; Florida oranges, \$3.15 to \$3.60; Mexicans, \$2 to \$2.50; Jamaica oranges, \$2.50 to \$3, in boxes, and \$5.50 in barrels; Valencia oranges, \$1.00 to \$5.75 per box, according to sizes; pineapples, \$1.50 per crate; grape fruit, \$3.50 to \$4.50 per box; Malaga grapes, \$5 to \$7 per bbl.; winter apples, \$1.50 to \$2.50 per bbl.; fancy Jersey cranberries, \$10.50 per barrel; Cape Cod, \$9.50 per barrel; sweet potatoes, \$4.50 per barrel; bananas, \$1.25 to \$1.75 per bunch for ordinary, and \$2.25 to \$2.50 for large bunches; Californian lemons, \$1.25 to \$1.50 per case; Messina, \$3.25 to \$3.50 per box; cucumbers, \$2.50 per dozen.

#### VEGETABLES.

Trade in vegetables is quiet at unchanged prices. We quote: Cabbage, 40c. per dozen; red cabbage, 50c. per dozen; celery, 35 to 50c.; carrots, 40c. per bag; parsnips, 50c. per bag; turnips, 35c. per bag; onions, 75c. per bag; beets, 50c. per bag; lettuce, 35 to 40c. per dozen; mint and parsley, 20c. per dozen; pumpkins, 15 to 20c. each; vegetable marrow, 5 to 10c. each and 50 to 75c. per dozen; artichokes, 25c. per bag; potatoes, \$1.30 to \$1.35 per bag.

#### COUNTRY PRODUCE.

**EGGS.**—This market has a slightly easier tone. The fresh gathered now are not of as good quality as the cold stored, as the former are now often held by the farmers and storekeepers for a considerable time before being brought to market. Prices are as follows: Fresh-gathered, 18 to 22c.; first-class cold stored, 17 to 18c.; limed, 17 to 18c.; seconds, 15c. and checks, 12 to 13c. per doz.

**BEANS.**—Trade in these is quiet. Hand-picked are quoted at \$1.85 to \$2 per bushel, and prime, \$1.65 to \$1.75 per bushel.

**DRIED AND EVAPORATED APPLES.**—There is little doing in these. We quote as follows: Dried apples, 4½c. and evaporated apples, 6½ to 7c. per lb.

**HONEY.**—There are few buyers in this market. Jobbers, however, show no disposition to push sales and the prices are fully maintained. Our quotations are still as follows: 8 to 8½c. for extracted clover, and \$1.25 to \$1.75 per dozen for comb. Honey in glass jars is worth \$1.50 to \$2 per dozen.

**POTATOES.**—There are a few lots offering and transactions are still being recorded on a basis of 95c. to \$1 per bag, on track, Toronto.

#### BUTTER AND CHEESE.

**BUTTER.**—The arrivals of dairy butter have been more liberal this week and the market is slightly weaker in tone, both for the dairy and creamery product. The base prices are as follows: Creamery prints, 24 to 25c.; creamery solids, 21½ to 22½c. for fresh made and 19 to 21c. for old creamery; dairy rolls, large, 17 to 18c.; prints, 18 to 19c.; tubs, selected, 16 to 18c. per lb.

**CHEESE.**—The cheese market continues strong and unchanged. The English market during the past few days has been fluctuating between 61 to 62½s. per cwt. We quote 12½ to 13½c. per lb.

#### POULTRY.

There are practically no arrivals of dressed poultry. Turkeys are not wanted. We quote: Turkeys, 12 to 13c. and geese, 8 to 9c. per lb.; ducks, 70 to 90c. per pair and chickens, 40 to 60c.

#### FISH.

There is now a good demand for prepared fish of all sorts, and the prices are firm all round. There is not much business being transacted in frozen fish. British-Columbian salmon have declined 5c. Our prices are as follows: Frozen fish, trout, 7 to 8c.; perch, 4 to 5c.; pike, 6c.; British-Columbian salmon, 13 to 15c.; whitelish, 7 to 7½c.; mackerel, 15 to 20c.; smelts, 8 to 10c.; halibut, 10 to 12c.; blue pike, 4c.; live lobsters, 25c. per lb.; oysters, \$4.05 to \$4.80 in small pails (3-wine gals.), and \$6.75 to \$7.50 for large; smoked ciscoes, \$1.25 per basket; Digby herring, 65c. per bundle; finnan haddies, 7 to 8c. in 15-lb. boxes; codfish, \$4.50 for 25-lb. boxes and \$1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c. per lb.; kippered herring, \$4 per case of 4 doz. tins; Labrador herring, in ½-bbls., \$3 and lake herring, \$4; salt sea salmon, \$8 to \$10 per 100 lb.; salt sea mackerel, \$2 per kit; lake herring, frozen, \$4; frozen sea herring, \$1.50 to \$2 per 100; bloaters, Yarmouth, \$2 to \$2.50 per 100.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN.**—There are still light receipts of grain, but the roads will from this out likely be good in the country and this will increase the deliveries. We quote as follows: Red wheat, 70 to 72c.; white wheat, 70 to 72c.; barley, 40 to 45c.; oats, 32c.; peas, 76c.; buckwheat, 52c.; rye, 50c. per bushel, on track, Toronto.

**FLOUR.**—All grades are in good demand. Our quotations are as follows: Ontario patents, in bags, \$3.35 to \$3.65;

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

Established 1869.

**BUTTER, CHEESE, EGGS, POULTRY.**

Consignments solicited.  
Highest prices. Prompt returns.

**A. GIBB & CO.**

83 COLBORNE ST.,

TORONTO

**A HAPPY NEW YEAR TO ALL.**

You can make 1903 both a happy and prosperous year by getting some of our

**FANCY CAMELLIA NAVELS.**

They are trade-makers. Send for sample box.

**HUSBAND Bros. & Co.**

82 Colborne St., TORONTO.

Phones, Main 54, Main 3428.

**WANTED.**

**DRIED APPLES**

Highest Prices Paid.

**THE W. A. GIBB CO.**

7 Market St.,

HAMILTON.

**McWilliam & Everist**

Fruit Importers  
and Exporters.

Commission  
Merchants.

Canadian Apples  
a Specialty.

CORRESPONDENCE SOLICITED.

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.  
Warehouse Phone Main 3394.

**Fish Dealers  
And Others.**

We handle a complete line of fresh, smoked, salted and frozen goods. Send for price list.

**Finnan Haddie, Oysters, Smelts,  
Labrador Herrings, ½ bbls. and bbls.,  
Holland Herrings, Bloaters, Frozen  
Sea Herrings, etc.**

**WHITE & CO.  
TORONTO.**



**COX'S GELATINE** Always Trustworthy  
ESTABLISHED 1726.

Agents for Canada:

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

**BUTTER.** We are buyers. State what you have to offer and price.

**POULTRY**—demand for New Year's trade will be extra good. Shippers will make big prices.

**ORANGES, LEMONS, BANANAS MALAGA GRAPES,** at close prices.

**SMITH & CARMICHAEL**  
70 COLBORNE ST., TORONTO.

Butter Cheese  
Eggs Poultry  
Consignments Solicited.  
Highest Prices. Prompt Returns  
**The Wm. Ryan Co.,**  
... Limited.  
70 and 72 Front St. E., Toronto.

**BUTTER and EGGS**  
—WE ARE—  
**BUYERS and SELLERS**  
Correspondence solicited from **ONTARIO MANITOBA and LOWER PROVINCES.**  
**Rutherford, Marshall & Co.**  
Wholesale Produce Merchants,  
TORONTO.

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

**January Staples!**  
**PRUNES,**  
**APRICOTS,**  
**PEACHES,**  
We have them. The Best only.  
Get Samples and Prices.  
**CLEMES BROS.,**  
TORONTO.

Hungarian patents, \$4.10 to \$4.20; Manitoba bakers', \$3.75 to \$3.90; straight roller, \$3.40 to \$3.50 per bbl.

**BREAKFAST FOODS.**—Oatmeal and rolled oats are still in good demand. We quote: Oatmeal, standard and granulated, in carlots on track, \$4.30; standard rolled oats, in carlots, \$4.10 per barrel in bags; in wood, 15c. extra, and for broken lots, 25c. per bbl. extra; rolled wheat, \$2.25 per 100 lb. bbl.; cornmeal, \$4; split peas, \$4.75; pot barley, \$4, in bags; in wood, 15c. extra; Swiss food, per case, \$2.88.

**HIDES, SKINS AND WOOL.**

**HIDES.**—The quality of hides is poor and the prices have declined  $\frac{1}{2}$ c. Prices are as follows: No. 1 green,  $7\frac{1}{2}$ c.; No. 2 green, 6 $\frac{1}{2}$ c.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c.; cured, 8c. per lb.

**CALF SKINS.**—Prices are nominal and business is quiet. Quotations are: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do, 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

**SHEEPSKINS.**—These are in good demand. We quote 75 to 85c.

**WOOL.**—This market continues strong and unchanged. Quotations are as follows: Unwashed wool, 8 to 8 $\frac{1}{2}$ c.; fleece wool, 15c.; pulled wools, super, 15 to 16c. and extra, 19 to 20c.

**TALLOW.**—There has been a decline of  $\frac{1}{2}$ c. We quote 5 $\frac{1}{2}$  to 6c. per lb., on track, Toronto, and 6 $\frac{1}{2}$  to 6 $\frac{1}{2}$ c. out of store.

**SEEDS.**

The business that is being transacted in seeds is quiet. There is a little alkali offering at \$6 to \$6.75 per bushel. Red clover is in limited supply at \$6 to \$6.25 per bushel for prime to choice seed. Timothy is quoted at \$1.60 to \$1.80 per bushel.

**MARKET NOTES.**

Tallow is  $\frac{1}{2}$ c. lower.  
Valencia oranges are lower.  
Hides have declined  $\frac{1}{2}$ c. all round.

**QUEBEC MARKETS.**

Montreal, January 8, 1903.

**GROCERIES.**

**W**HILE there is a fair trade doing this week, business with country points has not much improved, but is still apparently affected by the past holidays. Some of the wholesale houses have now all their travellers in from the road, and with such houses business is confined to mail orders. Pure lard this week is quoted 1c. lower, being now \$2.27 $\frac{1}{2}$  to \$2.30 per pail. Sisal ropes are down  $\frac{1}{2}$ c. They sell at 11 $\frac{1}{2}$  to 13c., according to the thickness. Baker's Breakfast Cocoa has been reduced 8c., and is now quoted at the low price of 41c. per lb.

**SUGAR.**

The price of sugar on the local market has been maintained throughout the week, and granulated is sold on a basis of \$3.80, with yellows from \$3.15 to \$3.75. There has been but a light movement. The American Sugar Refining Company, and The National, of New York, have done away with the equality or factor plan by which 25c. per 100 lb. rebates were allowed to grocers, and all grades of refined sugar are now listed at net prices. This means an advance of 5c., and in New York granulated is now practical-

**CANADIAN MEATS**

**CHEESE and BUTTER.**

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

**WHITELEY, MUIR & CO.,**

Head Office, 15 Victoria Street.

LIVERPOOL, - ENGLAND.

**St. Arnaud & Clement,**  
Wholesale Provision Merchants,  
**BUTTER, CHEESE, EGGS,**  
**POULTRY and DRESSED HOGS.**  
10 Place d'Youville, - MONTREAL.

**H. J. ASH**  
WHOLESALE FRUIT and PRODUCE  
COMMISSION MERCHANT.  
**BANANAS, ORANGES, LEMONS,**  
**MALAGA GRAPES, NUTS, ETC.**  
66 Colborne Street, - TORONTO.

**WILLARD & CO.**  
Wholesale Produce and Commission Merchants.  
Consignments Solicited of  
**BUTTER, EGGS, POULTRY**  
and all kinds of Produce. Prompt returns.  
86 Front St. E., - TORONTO.

Winnipeg Brokers.

**M. B. STEELE**  
Wholesale Commission Merchant  
and Broker.  
Correspondence and Agencies Solicited.  
Stovel Building - WINNIPEG, CANADA  
P.O. Box 731.

**E. NICHOLSON**  
Wholesale  
Commission Merchant  
and Broker.  
Correspondence Solicited from  
Manufacturers and Shippers.  
**WINNIPEG, MAN.**



ly \$4.65 net. The reason given is that the grocers did not abide by their agreement with refiners, except those of the New-England States, and under the present arrangement all will now be placed on the same buying basis and every jobber will be able to make his own terms.

#### TEAS.

The holiday weeks were, as was expected, very quiet. And yet, in spite of this, a better movement was noted than previously, due, in a measure, to the requirements of a good part of the trade for immediate deliveries, their stocks having become very light. In the Ceylon and Indian markets no marked change has been reported during the past week or so, and in these teas conditions on the local markets are entirely unchanged. Japans on this market have developed no new phase, and it is yet early for any effect to be felt from the abrogation of the United States duty. Speaking of the oft-heard statements regarding the falling off in imports of Japan teas, a large importer said to us: "One reason for there being no increase in importations into Canada is that the Association has been trying to do away with siftings on this market. They have succeeded to the extent that in 1901, 1,000,000 lb. of siftings were imported; last year only 80,000 lb. were brought in. It is likely that most of the siftings have been shipped to Russia, in the form of bricks, where they meet with a ready sale."

#### SYRUPS AND MOLASSES.

There has been no new feature on the market for corn syrups. The demand is very light. We quote: Barrels, 34c.; 1/2-bbls., 34c.; 1-bbls., 34c.; 3 1/2-lb. pails, \$1.10; 25-lb. pails, \$1.10. The market for Barbados molasses is quiet and unchanged as to price. We quote: Barbados, 23 to 24c.; New Orleans, 16 to 17c.; Antigua, 24c. and Porto Rico, 38c.

#### SPICES.

Business in spices has been slow during the last couple of weeks, and there is still only a light movement. Prices are unchanged throughout the list, and our prices are as follows: Nutmegs, 35c. to 55c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12 1/2 to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

#### RICE AND TAPIOCA.

There is no change. The market is still quiet. We quote: B rice, in bags, \$3.02 1/2; in half-bags, \$3.07 1/2; in quarter-bags, \$3.12 1/2; in pockets, \$3.17 1/2. In ten-bag lots an allowance of 10c. is made. CC rice, \$2.92 1/2, in bags; \$2.97 1/2 in half-bags; \$3.02 1/2 in quarter-bags and \$3.07 1/2 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 34c.

#### CANNED GOODS.

There has been no change in prices during the past week. The market in most lines of canned vegetables is still firm; peas are very strong, and our quotations are as follows: Tomatoes, \$1.60 to \$1.75; corn, 95c.; peas, 95c. to \$1.20; string beans, 87 1/2c. to 90c.; strawberries, \$1.45 to \$1.60; blueberries, \$1.25; raspberries, \$1.45 to \$1.60; gooseber-

ries, \$1.45 to \$1.60; pears, 2s, \$1.60 to \$1.70; 3s, \$2.10 to \$2.15; peaches, 2s, \$1.65 to \$1.70; 3s, \$2.50 to \$2.75; 3-lb. apples, 85 to 90c.; gallon apples, \$2.10 to \$2.20; 2-lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, \$1 per dozen; spinach, \$1.50; sugar beets, 95c. to \$1; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

#### FOREIGN DRIED FRUITS.

**CURRENTS.**—There is no change. We quote: Fine Filiatras, 3 1/2c. in cases; cleaned, 5 1/2c.; in 1-lb. cartons, 6 1/2c. and finest Vostizzas, 6 1/2 to 7c. per lb.

**SULTANA RAISINS.**—The demand is still light and the price is 9 to 12c. per lb.

**VALENCIA RAISINS.**—Business in this line is rather quiet. Prices, however, are well maintained, in view of the light stocks. We quote: Finest off-stalk, 7 to 7 1/2c.; selected, 7 1/2 to 8c.; layers, 8 to 8 1/2c. per lb.

**FIGS.**—There has been no improvement in the demand for figs. Comadres sell at \$1.20 per tapnet and Elemes at 10 1/2 to 20c. per lb.

**DATES.**—There is a light movement, business being done on a basis of 4 1/2c. per lb. for Hallowees.

**CANDIED PEELS.**—The scarcity of these continues, some houses being entirely out of them.

**MALAGA RAISINS.**—These are unchanged. The market is very firm all round. We quote: London layers, \$1.75 to \$1.90; "Connoisseur Clusters," \$2.15 to \$2.50; "Royal Buckingham Clusters," quarter-boxes, \$1.15; "Excelsior Windsor Clusters," \$4.50 to \$4.60; 1/4s, \$1.30 to \$1.40.

**CALIFORNIA RAISINS.**—Trade is rather slack. Prices follow: Loose muscatels, 7 1/2 to 8c.; seeded, in 1-lb. packages, 9 1/2 to 10c.; in 12-oz. packages, 7 1/2c. per lb.

**PRUNES.**—The demand for prunes is steady, but not particularly large. We quote: 8 1/2c. for 40-50s; 8c. for 50-60s; 7 1/2c. for 60-70s; 7 1/2c. for 70-80s; 6 1/2c. for 80-90s; 6 1/2c. for 90-100s. Oregon prunes (Italian style) are quoted as follows: 40-50s, 7 1/2c.; 50-60s, 7 to 7 1/2c.; 60-70s, 6 1/2c.; 90-100s, 4 1/2 to 4 3/4c. per lb.

#### NUTS.

During the past week prices in nuts have been maintained, and our quotations are still as follows: Walnuts, 12 1/2c. to 13c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 25 to 26c. and shelled almonds, 28c.; filberts, 9 1/2c.; Pecans, 15c.; Brazil nuts, 14 1/2 to 15 1/2c.; peanuts, roasted, 7 1/2 to 11c. per lb., according to the brand.

#### GREEN FRUITS.

Business during the past week has been rather slow. Californian navel oranges are 25c. per box higher for "Sunflower" brand, while lemons have gone lower. Cranberries continue to go up in price and are now quoted as high as \$13.50 per bbl. Californian celery sells fairly well at \$5.25 in cases of 6, 7, 8 and 9-doz. to the case. Quotations are as follows: Jamaica oranges, \$2.75 per box and \$4.50 to \$5 per bbl.; Californian navels, \$3.75 per box; Valencias, 7 1/4s, \$4.50 per box and 420s, \$3.75; Messina lemons, \$2.75 to \$3.25 per box; cocoanuts, \$3.50 per bag of 100; bananas, \$2 per bunch; Canadian cabbage, 25 to 40c. per doz.; pota-

toes, \$1.15 to \$1.30 per bbl.; pears, \$3.25 and limés, \$1.50 per box; Canadian apples, in bbls., \$3.50 to \$4.50 and baskets, 20 to 30c.; Spanish onions, 65c. per crate and \$2 per case; sweet potatoes, \$5 per bbl.; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$9 to \$13.50 per barrel; yellow and red onions, \$2.00 per barrel; chestnuts, 9c. to 10c. per lb.; pineapples, 25 to the case, \$5; Almeria grapes, fancy heavy weights, \$7 per keg; choice heavy weights, \$6.50 per keg; ordinary, \$5.50 per keg; Californian celery, \$5.25 per case; grape fruit, \$3.75 to \$4.50; tomatoes, 6 baskets to the crate, \$5.50; Californian cauliflower, per crate, about 2 1/2 doz., \$3.25; tangerines, 1/2-boxes, \$3.25.

#### FISH.

There have been no quotable changes in the fish market during the past week. There is a plentiful supply, and considering the season of the year, the movement is fairly good. In our report last week, instead of "2,000 boxes are held in Montreal and about 4,000 in Quebec city," it should have been 2,000 barrels and 4,000 barrels. Prices this week are as follows: Haddies, 6 1/2 to 7c.; smoked herring, 15c. per box; fresh haddock and cod, 3 1/2c. per lb.; dore, 6c.; pike, 4c.; halibut, 9c.; salmon, 9c.; No. 1 herring, Nova-Scotian, \$5.50 per bbl. and \$3 per half bbl.; No. 1 Holland herring, \$6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, \$5.50 per bbl. and mackerel, \$20 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$4 to \$4.50 per 100-lb. bundle; British-Columbian salmon, \$12.50 per barrel; standard bulk oysters, \$1.40 per gallon; Marshall's kippered herring, \$1.45 per dozen; Canadian kippered, \$1.00 per doz.; Canadian 1/2 sardines, \$3.50 to \$3.75 per 100; canned Cove Oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.; Malpeque shell oysters, \$6 to \$7.50 per barrel; tommy cods, \$1.85 per bbl.; No. 1 smelts, 7c. and No. 2, 4 1/2c. per lb.

#### BUTTER AND CHEESE.

**BUTTER.**—There is no change in the price of butter. Finest creamery is now quoted at 22 1/2 to 23c. per lb. Business still continues dull, owing to the holidays. A report was published saying that the Montreal market was very heavy. Dealers say that these statements are very much exaggerated. They think that the market will soon firm up now.

**CHEESE.**—There is no business doing in the local trade whatever. Prices are 1/2c. higher. Finest fall makes are now 13c. The market is very firm, under a fair demand for export account and light stocks on this market. The visible supply of cheese is reported to be smaller than ever before, and this, notwithstanding the fact that an unusually large amount was made on account of the high prices prevailing. The consumption of Canadian cheese in the United States was increased considerably, which partially accounts for the present small stocks. Some business is reported at a higher price than we quote; at any rate, it is not thought that any trade has been done at a lower figure.

#### COUNTRY PRODUCE.

**EGGS.**—The only quotable change occurs in selected stock, which is 1 to 2c. higher. The demand for all grades was limited, as buyers had ample supplies



## Reduce Your Package Lines

From your point of view of course you don't like the package business.

But then, you and we have got to supply what the public wants.

We saw the package business had arrived to remain—the public knows what you and we know—that the goods come cleaner—that mice cannot get in—that no dust floats in—that stray dogs don't smell at them.

Now, if the package business is burdening you why not reduce the burden by reducing the lines?

Throw out the goods you can get along without—keep those you've got to have—direct your customers to the line easiest to sell.

We've made TILLSON'S OATS easy to sell—we've made it possible for you to reduce your cereal lines to almost any point you want to.

How has TILLSON Advertising impressed you?—if you are impressed how do your customers feel about it?



---

The Tillson Company, Limited,  
Tillsonburg, Ont.



on hand. Our quotations are as follows: Selected, 26 to 27c.; canded stock, 20 to 20½c.; Montreal lined, 18c. in a jobbing way; straight receipts, 18½ to 19c.; Montreal lined, 17½c.; cold storage stock, 17½c. and western lined, 16½ to 17c. per dozen.

**POULTRY.**—There has been no change, owing to the mild weather and to the fact that the holidays being over, the demand has been limited, as buyers, generally, had some stock left over, which they want to dispose of before making fresh purchases. Our quotations are as follows: Choice turkeys, 14 to 15c.; ordinary, 12½ to 13c.; choice chickens, 11 to 12c.; ordinary, 8 to 10c.; ducks, 10 to 13c.; geese, 7 to 9c. per lb.

**POTATOES.**—A satisfactory trade has been done this week, and the market is fairly active at firmer prices: Choice stock is selling at 85c. and ordinary at 75 to 80c., in carlots, and in jobbing lots at \$1 to \$1.05.

**BEANS.**—The market for beans is easier and prices are lower. The offerings are ample, for which the demand is chiefly for small lots. We quote as follows: Primes, \$1.90 to \$1.95 per bushel, and carlots, \$1.85.

**HONEY.**—The market continues steady with some inquiry for buckwheat, which is reported scarce. White clover in comb sells at 12½ to 13½c.; white strained, 8½ to 9c. and buckwheat, strained, 6½ to 7c. per lb.

**MAPLE PRODUCTS.**—There has been no change and the market continues very quiet. We quote as follows: Syrups, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

**ASHES.**—The tone of the market is quiet with prices unchanged. We quote as follows: First pots, \$4.40 to \$4.45; seconds, \$3.75 to \$3.80. Pearls remain at \$6.25 per 100 lb.

#### FLOUR AND GRAIN.

**FLOUR.**—There has been no change. The demand is slow, as buyers are fairly well supplied for the present. We quote: Choice Manitoba spring patents, \$4.20; seconds, \$3.90; strong bakers', \$3.50; straight rollers, \$3.60 to \$3.70; winter wheat patents, \$3.75 to \$4.

**GRAIN.**—There has been no improvement in the demand for grain on spot, for this reason, the market remains very quiet, but as the offerings are small, the tone is steady with no important change. Peas are ¼ to 1c. lower. We quote as follows: Rye, 49½ to 50c., east; peas, 72½c.; old corn, 65c.; new corn, 61c.; buckwheat, 50½c., east; barley, 54c. and oats, 35½c. ex store.

**FEED.**—A good active trade continues in millfeed, and as offerings are limited the prices are firm. Our quotations are as follows: Manitoba bran, \$18.00 and shorts, \$20; Ontario bran, \$17.50 to \$18. shorts, \$19.50 to \$20; mouillie, \$23 to \$30, according to quality.

**OATMEAL.**—The demand is still limited with no change in prices. We quote as follows: In carlots, \$4.20 to \$4.25 per bbl.; \$1.95 to \$2.05 per bag. In jobbing lots the price is \$4.60 per bbl and \$2.25 per bag.

**BALED HAY.**—The market is active and prices are steady and unchanged. Our quotations are: No. 1 timothy, \$9 to \$10; No. 2, \$8 to \$8.75, and clover, \$6.50 to \$7 per ton, in carlots.

#### RAW FURS.

There are fair offerings of raw furs this week. The prices quoted here are about the average and the correct market prices, although on one or two lines it is reported that the quotations of some buyers are a little higher. The figures here given are from the largest dealers, who do not think the condition of the market warrants any advance. We quote:

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

#### MONTREAL NOTES.

Pure lard is ¼c. per lb. lower.  
Breakfast cocoa has been reduced 8c. per lb.  
Californian navel oranges have declined 25c. per box.

#### NEW BRUNSWICK MARKETS.

St. John, N.B., January 6, 1903.

**T**HE weather is unseasonable, being so open. Business is very quiet, except in office work. This branch is particularly busy, either closing or preparing to close the year's business. During the past year there have been several features in regard to the market worth attention. Perhaps the chief is the very low price of sugar, which has ruled for so long. Pork, beef and beans were very high, and oatmeal, for a short time, was much higher than usual. The price of tomatoes at the close of the year was higher than for many years. Cream of tartar has for some months ruled high, and the outlook at present is very firm. Rice is holding firm at the rather higher figures.

**OIL.**—In burning oil the market holds firm at the advanced prices. In the United States the use of oil for fuel has very much increased the consumption. In paint oils, linseeds remain unchanged for spot business in spite of the low price at which spring deliveries have been sold. Turpentine is unchanged. Lubricating oils have but a light demand.

**SALT.**—In Liverpool coarse salt the market, particularly during the last half of the year, has ruled very firm, owing to the higher freights charged. There has

also, within a few weeks, been an advance on the other side of ls. 6d. This is quite unusual. The market is, as can be seen, very firm. There is a steady sale. Fine salt is held firm; there is just a fair business, and our quotations are as follows: Liverpool coarse, 55 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1.50 per bag; cheese and butter salt, \$2.25 to \$2.35 per bbl.; 5-lb.

bags, \$3.10 per bbl.; 10-lb. bags, \$2.85 per bbl.; 20-lb. wood boxes, 25c. each; 10-lb. wood boxes, 15c. each; cartons, \$1.90 to \$2 per case; English bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

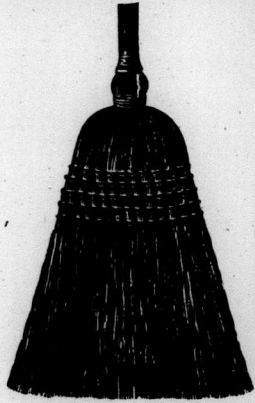
**CANNED GOODS.**—This is a quiet season. The high price of tomatoes has not only led to the bringing in of American, but the introduction of 2-lb. tins. The sale is not large. Corn and peas are held firm with fair stocks. Quite a stock of salmon is held and the market is firm. In fruits, there is no change in values. Except in blueberries, good stocks are held. Lobsters have little sale. The extreme prices during the last few years have killed the sale. Domestic fish, such as haddies, herring and sardines, are unchanged.

**GREEN FRUITS.** The dealers are finding good sales for all lines. Oranges are freely offered. In Californian and Florida stock, the local market is rather lower. Jamaicas show rather higher prices. They are popular goods. Valencias have the big sale, chiefly regulars, though this market takes quite a quantity of Imperials. In lemons, the prices are quoted lower. Apples are rather dull. The American Baldwins brought here are not keeping well. Malaga grapes, for best stock, are held firm. Cranberries are in light demand, best stock being so high. The feature of the past year was the low price of bananas, and the very large sale.

**DRIED FRUITS.**—Three cars of Californian fruit have been distributed since Christmas. The fruit was never so late arriving. It is, however, good stock. Loose and seeded raisins are not easy to get on the Coast, particularly seeded.



**BERLIN BRUSH CO.**



**WATERLOO.**

Manufacturers of

**Fine Whisks,  
Brooms, and  
Brushes.**

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

BUY

**Star Brand**

**COTTON  
CLOTHES  
LINES**

— AND —

**COTTON  
TWINE**

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

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

GOLD MEDAL, PARIS, 1900.

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



TRADE-MARK.

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

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

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

**WALTER BAKER & CO. Ltd.**

ESTABLISHED 1780.

**DORCHESTER, MASS.**

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

TRADE-MARK ON EVERY PACKAGE.

**G.O.B. Manitoba Patent**

surpasses in whiteness and purity any All Manitoba patent flour of same price, and has equal strength.

We have considerable Bran and Shorts to offer in mixed cars. Our **CALLA LILY** is A 1 family flour.

**MODEL ROLLER MILLS, Perth, Ont.**

**WE HAVE HAD**

another successful year's business, which is very encouraging and is further evidence that our goods and prices and method of doing business are appreciated. We must thank our customers for their liberal patronage, and in the future we will endeavor to merit a continuation of your further esteemed orders. Bear in mind our liberal discounts to cash buyers. Telephone or telegraph at our expense if in a hurry for goods, you will find our prices interesting.

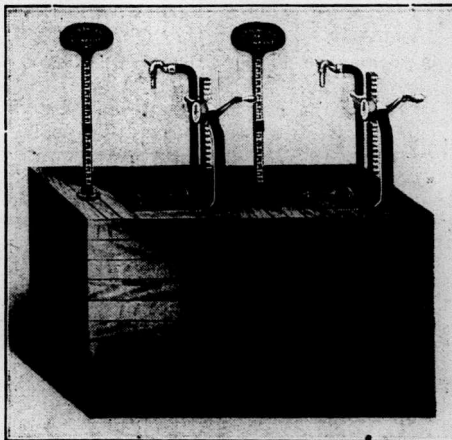
**The R. & J. H. Simpson Co.,**

WHOLESALE GROCERS AND TEA IMPORTERS,

Telephone No. 275.

**Guelph, Ont.**

**THE LOSS OF A GALLON OF OIL**



DOUBLE TANK.

Will not make you poor. But it is equivalent to losing the interest on a Dollar for a Year. Many lucky people who live in "Easy Street" are enabled to live there because they look carefully after the six or eight cents of interest each dollar brings yearly. Can you afford to look less carefully after your interest money than the inhabitant of "Easy Street?" You may not have money to lend, but you have oil to save, and when you have saved a gallon of oil that would otherwise have been wasted, you have as surely collected your interest as though some one had paid you six or eight cents for the use of a "Daddy Dollar" for a year.

**BOWSER OIL TANKS**

are a Positive Economy.

THEY SAVE OIL, MONEY, TIME AND LABOR. THEY PUMP GALLONS, HALF-GALLONS AND QUARTS AT A STROKE. THEY ARE NEAT, CLEAN, HANDY, AND ENFORCE ECONOMY WHETHER YOU WILL OR NO. LET US TELL YOU MORE. IT WILL COST YOU BUT A CENT. Ask for Catalogue "B."

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

65 Front St. East, TORONTO.



S. H. EWING.

S. W. EWING.

A. H. EWING.

We wish to inform the trade that **S. H. EWING & SONS** are an independent firm, and have *no connection* whatever with any firm bearing a similar name. They are the oldest *Coffee* and *Spice* manufacturers in Canada.

**S. H. EWING & SONS**

96 KING ST., MONTREAL.

Telephone Bell Main 65  
" Merchants 522.

Toronto Branch, 87 YORK ST.

TELEPHONE MAIN 204.

Telephone orders receive prompt attention.

Prunes are still low, but are tending higher. In apricots and peaches the sale here is light. In Valencia raisins, quite a stock is held, owing largely to their arriving late. Currants are higher and a fair stock is held. The market is very firm. Dates are higher and a fair stock is held. Little is done in figs after the New Year. Peels are about out of the market. Evaporated apples are quite largely held and the market seems firmer, though the prices are low. Onions continue very dull.

**DAIRY PRODUCE.**—In eggs a fair stock is held, but the market is quite firm and there is quite a range in price. Butter is firmer with good sale for best stock. There is much difficulty in getting real good dairy butter. Cheese is very firm and the local business is quiet.

**SUGAR.** Some foreign granulated continues to arrive. Sales of sugar have not been so large. There is considerable stock held. Prices, contrary to expectations, remain unchanged at the low figures. The small advance has not been followed up.

**MOLASSES.** There is just a fair sale. The market is quite firm. There has been very little difference in the price this season as compared with last.

**FISH.**—Fresh fish have been scarce and the weather has been soft for best results. In dry fish the market ruled very even during the past year. The demand at present is light. Pickled fish are dull at rather easier values. Smoked herring keep high, but the market will only take a certain quantity. The supply is much lighter than usual. In haddies the supply is light. Our quotations are as fol-

lows: Haddies, 4 to 5c.; smoked herring, 11 to 12c.; fresh haddock and cod, 2 to 2½c.; boneless fish, 4 to 5c.; pollock, \$1.70 to \$1.75 per 100 lb.; pickled herring, \$2 to \$2.15 per half-barrel; dry cod, \$3.50 to \$3.65; pickled shad, per half-barrel, \$6.00.

**FLOUR, FEED AND MEAL.**—In flour, both Ontario and Manitoba grades have kept at very even prices during the past year. There is a fair local demand. Feed is very scarce, and the price almost too high for business. Oats and oatmeal are firmer. Beans are unchanged. Cornmeal is easier. Barley and peas are unchanged. Quotations are: Manitoba flour, \$1.75 to \$1.80; best Ontario, \$4.20 to \$4.25; medium, \$3.95 to \$4; oatmeal, \$4.50 to \$4.60; cornmeal, \$3.00 to \$3.10; middlings, in small lots, \$26 to \$28; oats, 40c. to 44c.; handpicked beans, \$2.30 to \$2.40; prime, \$2.20 to \$2.30; yellow eye beans, \$2.80 to \$3; split peas, \$5.00 to \$5.25; barley, \$1.25 to \$1.40; hay, \$9 to \$10.

## ST. JOHN NOTES

Currants show a sharp advance for the season.

Hops are higher. The prices have not been so high for years.

George E. Barbour is offering American tomatoes, twos and threes.

Teas are very firm. Both Ceylon and India advise an upward tendency. J. A. Tilton, representing some of the largest shippers, has very much increased his business here during the past year.

T. S. Simms & Co., Limited, held a reception at their new factory on Tuesday,

December 31. They have one of the best appointed broom and brush plants in Canada. The offices and sample rooms are very handsome, but it was the splendidly arranged factory which commanded particular attention.

## NOVA SCOTIA MARKETS.

Halifax, January 5, 1902

**T**AKEN as a whole, the grocery business of Halifax has been a very satisfactory one during the year just closed. The volume has been large, prices have not fluctuated so greatly at any time to seriously affect business, payments have been met with much promptness, and losses by failures have not been larger than is generally anticipated.

\* \* \*

During the last week, especially since New Year's Day, with the exception of the local demand, there has been no great rush of business and the various houses have had more time to look over their stocks and accounts. The general prospects for a good trade during the year look promising and the wholesalers are preparing to stock up accordingly. Just now is the dullest season of the year, but business will soon be in full swing again.

As every line of business is affected by every other, a record of the failures in the Maritime Provinces—the districts covered by Halifax wholesalers, may be noted: in Nova Scotia, for 1902, there were 87, with liabilities of \$434,397, and assets of \$176,771. For 1901 the record was 119—\$558,337—\$220,040. Halifax city, in-

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



# Just Received

**150** cases **Mushrooms** which we offer very low to the wholesale trade.

## Spanish Queen Olives

Received to-day in hogsheads, quarter-casks and kegs.

**Manzanilli Olives** in barrels and kegs.

**Stuffed Olives** with Pimentos.

Special Quotations given to the  
Jobbers and Wholesale Trade.

---

**Henri Jonas & Co.**  
**MONTREAL.**



WISHING YOU ALL A . . . .

## Prosperous New Year

We wish to call your attention to the fact that . . .

“Bee” Starch,  
 “Bee” Soda  
 and “Bee” Borax

are fast becoming Household Necessities. The striking quality of these goods make them fast friends of every user, and if you have not already stocked them, put them on your list of wants—“We Will Move Them.”

**Snowdon, Forbes & Co., - Montreal.**

*Piquantly Delicious,  
 Perfect in Quality,  
 Reasonable in Price, are*

**Rowat's Pickles and  
 Sauces.**

They don't spoil on your shelves, but sell at sight, and their goodness wins new customers every time.

Give your Wholesale House an order if you have not already done so and be convinced.

**Snowdon, Forbes & Co., : : Montreal.**





20 lbs., 3 in case.



10 lbs., 6 in case.



5 lbs., 12 in case.



2 lbs., 24 in case.



THE CANADIAN GROCER

# “CROWN” BRAND

PERFECTION SYRUP

EDWARDSBURG STARCH CO., LIMITED,

53 Front St. East,  
TORONTO.

ESTABLISHED 1858  
Works : CARDINAL, ONT.

164 St. James St.,  
MONTREAL.



**Edwardsburg Starch Co.,**

Limited

—Manufacturers of—

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

**Works : CARDINAL, ONT.**

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

cluding  
ties, \$1  
12—\$10  
New  
ilities  
9—\$10

The  
sugar  
British  
Germe  
The i  
large,  
avail

The  
Halif  
\$113,  
\$1,58  
699.5  
venu  
For

Th  
Afric  
shou  
ship  
carg  
of v  
fres  
sack  
extr  
age  
carg  
itec  
her  
pkg  
tea

T  
ing  
wh  
fre  
Th  
pe  
eff  
hi  
st  
D  
pi  
O  
w  
c  
o  
3  
c  
f  
/



cluding Dartmouth, number, 15, liabilities, \$131,400; assets, \$33,550. In 1901-12-\$104,000-\$38,600.

New Brunswick, 1902; number, 42, liabilities, \$27,500; assets, \$8,500. In 1901-9-\$105,000-\$58,000.

\* \* \*

The following are the imports of raw sugar at this port for 1902: From the British West Indies, 28,265 tons; from Germany, 17,291 tons; total, 45,556 tons. The importations of molasses have been large, but at present the figures are not available.

\* \* \*

The revenue collections at the port of Halifax for the year show an increase of \$113,922.11, and are as follows: Customs, \$1,583,733.00; Sick Mariners' Fund, \$9,699.54; Signal Station, \$861; other revenues, \$1,906.31; total, \$1,599,169.85. For 1901, \$1,485,247.71.

\* \* \*

The idea of enlarging trade with South Africa was not taken hold of here as it should have been. The first direct steamship, the Oriana, sailed last week. Her cargo from St. John included 200 tons of wheat, 400 tons of oats, 33 carloads fresh meats, 350 standards deals, 18,000 sacks flour, 320 packages fish, 55 casks extracts, 150 cases poultry, 3,500 packages butter, 5,000 bushels oats. The cargo taken from Halifax was very limited indeed, and included 40 bbls. smoked herring, 4 cases musical merchandise, 300 pkgs. codfish, 200 bbls. herring, 2 cases tea, 1 case coffee, 5 cases desks.

\* \* \*

The Dominion Packing Company is doing a heavy business in P. E. Island, which cuts off considerable of the exports from the Island which come to Halifax. The Island is also shipping considerable poultry, etc., to England. This had the effect of making turkeys and fowls very high during the holiday season. Since starting up a couple of months ago The D. P. Company have taken care of 17,000 pigs, 2,000 head of cattle and 6,000 sheep. One of the Manchester boats, sailing a week ago from the Island, had a part cargo: 498 cases canned meats, 42 head of cattle, 1,300 sheep, 200 meat carcasses, 300 cases eggs, 20 cases poultry, 263 cases fowls—the latter exported by Professor Robertson of the Department of Agriculture.

\* \* \*

Two things have turned out rather against the prospects of next year's business. There is a large section of the Annapolis Valley, covering two or three counties, which is almost wholly given up to apple raising. This season the crop was not large, nor the general quality good, and though local prices have been high, the returns from shipments to Great Britain have not been so satisfactory as usual. This is likely to make money less plentiful in that district until another season's crop is harvested.

\* \* \*

Another bad feature is the fishing interests, which affect fully a greater number of people. The general catch has been good, except mackerel. For the latter good prices were realized, but other fish are a drug on the market. Prices are low, as everything depends on the state of the West-Indian market. The fishermen along our shores—good customers when they have the money—will be able to live, but their spending power will not be great.

R. C. H.

# A Holiday Suggestion!

Make a good display of

## Clark's Meats and Specialties

and you'll be surprised at the way they sell.

55 VARIETIES.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

# COCOA

## MINCE MEAT.

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

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

Capstan Mince Meat once sold is always sold.

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



## NEW GOODS

## JUST ARRIVED.

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

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



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

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

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

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



## MANITOBA MARKETS.

Winnipeg, January 5, 1903.

THERE has been really nothing doing all week. The travellers are renewing their stocks of samples, and the majority of them leave to-day for their various fields of labor. It is not expected that trade for sorting will be at all heavy from this time until the spring trade opens, as nearly all the country merchants bought heavily just before Christmas and have sufficient stocks to carry them pretty well forward to spring. Prices show little change for the past three weeks.

**FLOUR.**—There is a good, steady demand at the base price of \$2 for best Hungarian patent.

**ROLLED OATS.**—There has been an advance in rolled oats, chiefly due to the difficulty of getting oats, owing, in turn, to shortage of cars and motive power. The 80 lb. sack is now quoted at \$1.55. Granulated and standard are worth \$2.10 per sack.

**EVAPORATED AND DRIED FRUITS.**—The sales have been very light for the past week, and prices are unchanged, but there is no doubt that the 10c. advance declared elsewhere will soon be in force here. Apricots are firm at 8½c. for ordinary and 10c. for extra large fruit. There is a fair trade doing in all lines of these fruits.

**HONEY.**—The demand is good and the prices are without change. Fancy white clover in 1-lb. glass jars, \$1.50 per case; white clover honey in comb, \$2.40, and dark honey, \$1.50; strained, in 60 lb. tins, 12c. per lb.

**GREEN FRUITS.**—The Christmas trade in these lines was exceptionally heavy, and jobbers are now experiencing a considerable lull. Apples, \$3.25 to \$1 per barrel. Tokay grapes, \$3 per case and Malaga grapes, \$8 per keg; cranberries, \$10 to \$11 per barrel; Californian navel oranges, \$5.50 to \$6 per case; seedlings, \$1; lemons, \$6 per case; bananas, \$3 to \$3.50 per bunch. Fancy vegetables: Sweet potatoes, \$5.50 to \$6 per barrel; new cabbage, 5c. per lb.; lettuce, 40c. per dozen; Spanish onions, \$1.25 per crate.

**FISH.**—The market is well supplied with all lines and there is a good demand. We quote: Whitefish, 5½c.; trout, 9c.; B.-C. salmon, 10c.; halibut, 9c.; pickerel, 4c.; pike, 2½c.; fresh cod, 7c.; fresh haddock, 7c.; mackerel, 14c.; shad, 10c.; sea-herring, 6c. per lb. Oysters, \$2 to \$2.25 per gallon.

**BUTTER.**—The supplies coming in are small, more especially separator bricks, for which dealers offer 21c. Winnipeg. Fresh dairy, in tubs or rolls, brings 14c. to 17c., according to grade.

**CHEESE.**—There has been no change of price for weeks. The stock offering is all Ontario and sells for 13 to 13½c. per lb.

## NOTES.

Lock Brothers, who, for the past three years, have done a wholesale fruit trade are now launching out as grocers also. The new firm will be Foley, Lock & Larson, and will be in connection with the well-known Foley Bros., of Minneapolis and St. Paul.

The firm of Hicks Bros. & Company, wholesale grocers, lost a member of the firm, J. Norman Hicks, who died on New Year's Day, from an attack of brain fever after only three days' illness. This is one

of the most recent firms to start in the wholesale grocery trade, but the partners were well known and highly respected in the city. An especially sad feature of the case was the fact that Mr. Hicks' only child, a beautiful baby girl of 17 months, died only a few hours before her father, after a very brief illness.

## CAUCASIAN TEA.

The experiments in tea culture made in the Caucasus during recent years have proved eminently successful, and the Russian Minister of Agriculture and Imperial Domains is now taking steps to establish the industry on a sound working basis, which will assist in rapid development. The climate and other conditions are all in favor of the new enterprise. The experiments so far made are thoroughly practical and exhaustive. They were carried out by a few of the largest Russian tea merchants and by experts acting for the Ministry of Imperial Appanages. The latter department will next year import expert tea cultivators from China, India, and Ceylon to act as instructors on the Caucasian plantations. The yield of Caucasian tea this year was 13½ tons. It was of three qualities, and sold as follows to the wholesale dealers: Appanage tea,

first quality, 4s. 4d. per lb.; second quality, 3s. 4d. per lb.; and third quality, 2s. 7d. per lb. The privately-grown tea brought, for first quality, 3s. 5d. per lb.; second quality, 2s. 7d. per lb., and the third quality, 2s. 2d. per lb. The realization of such prices would appear to prove that the Caucasian tea is really of good marketable value, and there is nothing to prevent its culture assuming vast proportions in that highly-favored Province. Hitherto the experiments have been confined almost entirely to the Government of Kutais, but many other districts are equally favorable to high-class tea culture.

## FOOT AND MOUTH DISEASE SPREADS.

A despatch from Boston says: "Foot and mouth disease has been discovered among cattle in Watertown and in Dorchester. Dr. Peters, chief of the State Bureau, also has received reports of four animals showing symptoms of the disease in Hatfield, on the Connecticut River, a section hitherto uninfected."

J. P. Morgan & Co., produce merchants and butchers, St. Henri de Montreal, have registered.

## CONDENSED OR "WANT" ADVERTISEMENTS.

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

## FOR SALE.

FOR SALE.—GROCERY BUSINESS IN ST. Thomas; new stock; good location. Apply Box 217, St. Thomas, Ont. (2)

GROCERY BUSINESS AND PROPERTY. Business about \$25,000 yearly. Terms cash. Armstrong, 808 Queen St., E., Toronto. (2)

FOR SALE. A FIRST-CLASS RETAIL AND jobbing Grocery Business, established over ten years, in good town in British Columbia.—Fullest particulars and references given to any bona-fide intending purchaser. Address, R. J. G. B., c/o The MacLean Publishing Co., Montreal or Toronto. (3)

## AGENCIES WANTED.

THE SUBSCRIBER IS OPEN TO ACCEPT one or two agencies in the grocery line. Address H. H. STIMPSON, Bedford Chambers, Halifax, N.S.

SEND YOUR NAME if you have, or will get,

**H AND H**  
TRADE MARK

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

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

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

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

**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.

**Sovereign Molasses Candy**

100% PROFIT FOR THE GROCER.

Free Sample.

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

**"Sarnia" OIL**  
LAMP

Equal to best American Oil.

GROCERS ALL SELL IT.

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

SAMUEL ROGERS, President.

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



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

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

**UNION LABEL** on all our Brooms.

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

NONE BETTER THAN THE

**Raspberry, Strawberry and Peach Jam,**

manufactured by the **J. HUNGERFORD SMITH CO., LIMITED.** Send in a trial order, then you will know more about it.

**J. HUNGERFORD SMITH CO.,**  
Limited  
TORONTO

**Perkins, Ince & Co.**

**Wholesale Grocers**

FRONT STREET EAST,  
Toronto.

No 197  
**SYRUP PUMP**

**SELF PRIMING and MEASURING.**

Saves time, money and syrup

**WALTER WOODS & CO.**  
HAMILTON and WINNIPEG.

Grocers and Confectioners can rely upon the purity and excellence of

**COWAN'S** Cocoa, Chocolate  
and  
**Famous Blend Coffee.**

**Cowan's Cake Icings,**

and

**Cowan's Pure Confections.**

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

**CHOCOLATE CREAM BARS.**

**COWAN'S SWISS MILK CHOCOLATE.**

THESE ARE CHOICE CHRISTMAS GOODS.

**THE COWAN CO., Limited**

**TORONTO.**



**Canadian Maple Syrup**

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

**Canadian Maple Syrup Co.,** TORONTO, Canada.

**"ACME"**  
**TABLE SALT**

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

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

**FISH AND OYSTERS**  
WHOLESALE.

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

Modern  
Merchandising



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

**IF A MAN WANTS CREDIT**

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

For Sale in Canada by

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

Established 1860.

**Geo. Wells & Matthews**

Commission Merchants,

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

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

Head Office:

Corporation Buildings, Sussex St.,

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

**Want Ads.**

In this paper cost 2 cents per word each insertion, payable strictly cash with order. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure. Don't forget to send stamps or postal order when sending in copy. When replies come in our care 5 cents additional must be included for forwarding same.

**MacLEAN PUBLISHING CO., Limited**  
Montreal and Toronto



## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### DECORATED CIGARETTES.

**N**EW YORK TOBACCO LEAF says: "The sale of high grade cigarettes, especially those printed, decorated and gilded, has been injured both at home and abroad by unscrupulous or careless manufacturers, who, in imitating these goods, have employed cheap and unhealthy printer's ink in printing and decorating cigarette paper, and tawdy and deleterious Dutch foil in lieu of genuine gold.

Official experiments in France and Germany have shown that the red lettering on many cigarettes was printed with ink containing rosaniline, a poison which is liable to ulcerate; violet and purple lettering was printed with Hoffman's violet and other poisonous aniline, and that many gold tips were made with the poorest quality of Dutch foil, a metallic compound injurious to both epidermis and epithelium.

Acting on these reports, local boards of health in Germany have prohibited the use of cigarettes decorated in this fashion.

Every chemist and physician knows of these facts and avoid cigarettes of this class. Most of them refuse to use cigarettes when there is any possibility of the lips touching either lettering or gilding, and a large number object to any cigarette on whose surface appears anything excepting a thin black lettering. It would be a good thing for the industry to discard this lettering and gilding altogether.

At one time it was of use in distinguishing the better and more expensive grades from the cheaper varieties. But nowadays, when every cigarette is marked or ornamented in some fashion, the reason of the rule is gone. The extra expense incurred is entirely needless, and on account of competition is no longer paid for by the smoker, but comes out of the pockets of the manufacturers. The discarding of the practice will bring back many customers who like their cigarettes free from all decoration."

### AN EXAMPLE.

Those who preach about the injurious effects of tobacco should see King Carlos, of Portugal, who smokes 31 huge and exceedingly strong Havana cigars every day. This King is the biggest and stoutest of all the reigning monarchs of the Old World, and, indeed, his bulk is some-

thing colossal. He is taller than his maternal grandfather, the late King Victor Emanuel of Italy, and in spite of his bulk is a very good looking and pleasant man.

He excels in all sorts of athletic exercises, and is the only sovereign who can boast of his success as a bull fighter.

### AN EVIDENCE OF GOOD FEELING.

The members of the travelling staff and heads of departments of The Empire Tobacco Company and The American Tobacco Company of Canada had a most successful reunion on Tuesday, the 30th ult., in Montreal. After a very pleasant day spent in driving and sight-seeing they were entertained in the evening at a banquet at the Windsor Hotel. All had a most enjoyable time and the whole affair was a strong testimonial to the good feeling existing between the firms and the employes.

### AN ENJOYABLE TIME.

A most enjoyable time was spent by the representatives of The McAlpin Tobacco Company, Toronto, on Tuesday, the 30th ult. During the day they met and discussed matters of mutual interest at the factory. In the early evening they were entertained by the management at a ban-

quet at the Iroquois Hotel. Song and story was the order of the evening and a more jovial or decent lot of fellows it would be hard to find. They afterwards attended a theatre party at the Grand. Before disbanding on the following day they secured a group photograph for presentation to the manager.

Reporting a very successful season in 1902 they separated with every confidence that they would eclipse their record in 1903.

### MINING MEERSCHAUM IN TURKEY.

At present there are four districts in Turkey in which anyone who so desires may enter into the business of meerschaum mining simply by paying the Ottoman Government the sum demanded for a

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**  
OF CANADA, Limited

Are sold by all the Leading Wholesale Houses:  
CUT TOBACCO . . . .

OLD OHUM,  
SEAL OF NORTH CAROLINA,  
OLD GOLD.

CIGARETTES . . . .  
RICHMOND STRAIGHT OUT,  
SWEET CAPORAL,  
ATHLETE, DERBY.

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

**"BOBS"**

**CHEWING TOBACCO**

In 5 and 10c. Plugs.

**BOBS costs you only 38 cents, and pays a good profit.**

**BOBS is well advertised.**

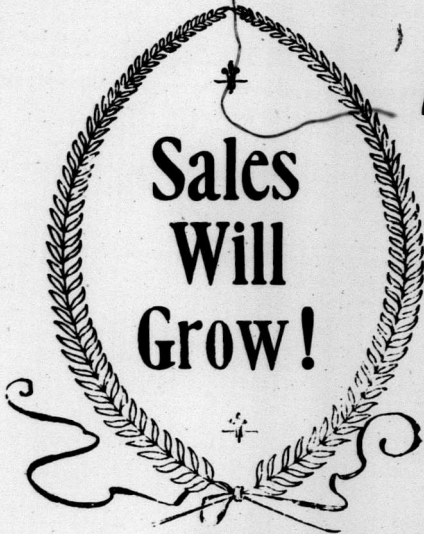
**BOBS is selling well in almost every store from the Atlantic to the Pacific.**

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

Made by

**THE EMPIRE TOBACCO CO.,**  
LIMITED  
MONTREAL, QUE.





**Sales  
Will  
Grow!**

You may be absolutely sure of increased sales in your Cigar Department if you'll put in a "trial order" of my Cigars — **best Cigars for the money in all Canada!**

"Sales will grow" and they'll surprise

you in the increased permanent trade

they bring. My trial order of a selection of a thousand or more will prove it. **Send for the trial order today!**

**My  
Cigars**

J. BRUCE PAYNE, MFR.,  
Grunby, Que.

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

**Tonka**

**Beaver**

AND **Apricot**

**McAlpin Consumers  
Tobacco Company,**

Head Office : TORONTO.

Limited

Factories : Leamington and Toronto.

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

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

Big profit to the retailer.

For sale by all wholesalers.



license—namely, 5 pilasters. These districts, as described by The Revus Scientifique, are Sari Sou, Sepetdji, Geikli, and Menlon. The 5,000 miners already engaged in this industry are Kurds and Persians, and all of them work according to the most primitive methods. The work is carried on night and day by means of petroleum lamps, the blocks of meerschaum being brought to the surface still imbedded in their matrix. On the weekly sale day the workmen meet and sell their goods to the "luledjis," or pipe manufacturers of Eskichehir. The blocks are then taken to the town and washed, after which they are cut into suitable pieces while the matter is still very soft. Sorting and classing is then proceeded with, and the "luledjis" in their turn sell their purchases to the larger dealers, who export the meerschaum, carefully enveloped in cotton wadding. Meerschaum is composed of about 70 per cent. of carbonate of magnesia, 0.25 of silic, and 0.05 of aluminum.

#### TOBACCO IN JAPAN.

In Japan the sale of tobacco is entirely in the hands of the Government and thus is an absolute monopoly. The revenue arising from the business amounts to \$5,000,000 yearly.

Japan raises about 100,000,000 lb. of tobacco, each year importing about 10,000,000 lb. annually from the United States of the brighter leaf.

The men of Japan are great lovers of the pipe. Next in favor is the cigarette, while the cigar is used by only a small per cent. of the population. Minors are forbidden the use of the weed and no child thinks of breaking the law. It is also quite common for the older women to smoke, but among the younger ones the practice is not general. The chewing of tobacco is unknown in Japan.

A. Wilson & Company say that their "Humber" brand of cigars is gaining in popularity every day.

#### NOTES OF THE TOBACCO TRADE.

**HENRY SIMON**, the well-known cigar manufacturer, of London, Ont., is opening a branch in Montreal.

The McAlpin Tobacco Company received five carloads of tobacco from the farmers of Essex county last week.

Since the introduction by J. Bruce Payne, Granby, of his "Granby Swells," you can meet them everywhere.

This season Canadian cigar manufacturers very generally tabooed the practice of giving holiday presents to their customers.

The lucky motormen and conductors on The Hamilton Street Railway were each presented with a box of cigars by The Hilda Cigar Company.

The Empire Tobacco Company are making a change in the 10c.-size of their "Fair Play" plug, making it seven plugs to the pound, instead of six, as formerly.

The world now consumes 6,300,000,000 lb of tobacco yearly, or 2,812,500 tons. This is worth \$200,000,000. In other words, the world's smoke bill is nearly \$5,000,000 a week.

The "Rob Roy" cigar of W. B. Reid & Company appears to be a great favorite with the grocery trade, the firm's shipments of this brand during the past month or two showing a marked increase.

The extensive alterations and improvements in the premises of J. M. Fortier, Montreal, are now nearing completion, and the offices, with their beautiful decorations, certainly promise to vie with any in the country.

Frank Unnewehr, president of the Allied Cigar Box interests, and the largest dealer in cigar-box lumber in the world, died recently in Cincinnati, Ohio. Commencing the manufacture of cigar boxes in a very humble way about 30 years ago, he left business interests at the time of his death conservatively estimated to represent fully \$300,000.

In two of the parishes of Louisiana is raised a peculiar kind of perique tobacco, which is said to grow in no other part of the world. From this product is made the finest snuff known to commerce, and it was this brand that filled the snuff-boxes which were used during the Coronation of King Edward. In fact, the King himself uses this snuff exclusively.

The little paper-covered roll of tobacco is probably more popular in China than in Christendom. The great masses of the people are very poor and cannot afford cigars, and therefore satisfy themselves with cigarettes, home-made, out of the cheapest tobacco. There is little or no prejudice against the weed, and girls and women are often as inveterate smokers as the other sex.

The British-American Tobacco Company, with their capital of \$30,000,000, which is one of the results of the treaty between The American and Imperial Tobacco Companies, have begun business with offices in the Hotel Cecil, London. Of the eighteen directors, seven—J. B. Duke, W. H. Harris, W. W. Fuller, J. H. Cobb, H. Roberts, C. C. Dula and P. S. Hill—will look after American interests, while the other eleven will devote themselves to British and foreign affairs.

## The Erie Tobacco Co., Limited

WINDSOR, ONTARIO.

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

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

## J. M. FORTIER, Limited,

Manufacturers of  
all kinds of

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

## Cigarettes and Cut Tobaccos.

Special Brands a Specialty.

Office: 1982 Notre Dame St.

Factory: 151 to 161 St. Maurice St.

## MONTREAL.



CURRENT MARKET QUOTATIONS

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 36. Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

Table of market quotations for Butter, Cheese and Eggs, Canned Goods, and Sugars, with columns for Montreal, Toronto, and St. John/Halifax.

HARDWARE PAINTS AND OILS

Table of hardware prices including Wire nails, Barbed wire, Smooth Steel Wire, White lead, and Linseed oil.

Table of hardware prices for Montreal, Toronto, and St. John/Halifax.

SYRUPS AND MOLASSES

Table of syrup and molasses prices including Dark, Medium, and Bright syrups, and various molasses.

Table of syrup and molasses prices for Montreal, Toronto, and St. John/Halifax.

CANNED MEATS

Table of canned meat prices including Comp. corn beef, Mincéd callops, Lunch tongue, and various soups.

Table of canned meat prices for Montreal, Toronto, and St. John/Halifax.

FRUITS

Table of fruit prices including Currants, Amallas, Dates, Figs, and various Raisins.

Table of fruit prices for Montreal, Toronto, and St. John/Halifax.

PROVISIONS

Table of provision prices including Dry Salted Meats, Smoked meats, and various hams.

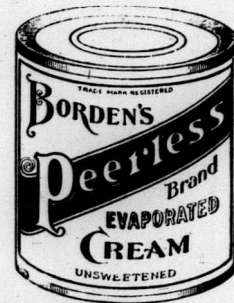
Table of provision prices for Montreal, Toronto, and St. John/Halifax.



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



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



## BORDEN'S CONDENSED MILK CO.

Originators of Condensed Milk. Established 1857.

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

# JUST A MINUTE

Have you Sampled lately

## Epicure Beans in Tomato Sauce, and Epicure Tomato Catsup?

IF NOT, YOU DON'T KNOW WHAT YOU'RE UP AGAINST.

The quality and price are attracting attention of the live men of the trade, whose orders are keeping us working night and day, **SIX DAYS IN THE WEEK.**

We have no old stock kicking around. Please note—we guarantee the quality equal to the best brands on this continent.

As for price. Well, compare quality and price, and let us hear from you.

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

	Montreal.	Toronto.	St. John, Halifax.		Montreal.	Toronto.	St. John, Halifax.
<b>COFFEE</b>				<b>PETROLEUM</b>			
Green—	24	23	28	25	30	20	17 1/2
Mocha.....	27	22	30	25	30	19	17 1/2
Old Government Java.....	10	7	12	12	18	20	15
Rio.....	9 1/2	10 1/2	29	31	21	19 1/2	20 1/2
Santos.....	29	26	30	24	28	23	21 1/2
Plantation Ceylon.....	22	25	24	28	24	19 1/2	22 1/2
Porto Rico.....	22	25	24	28	20	17 1/2	19 1/2
Guatemala.....	18	15	20	22	20	20 1/2	22 1/2
Jamaica.....	18	18	18	12	18	22	25 1/2
Maracaibo.....	18	18	18	12	18	21 1/2	23 1/2
<b>NUTS</b>				<b>Black—</b>			
Brazil.....	14 1/2	15 1/2	15	17	12	13	13
Valencia shelled almonds.....	12	28	30	35	30	35	35
Tarragona almonds.....	12	13	12 1/2	15 1/2	12	18	18
California almonds.....	19	20	19	19	19	19	19
"    soft shell walnuts.....	11	11	11	11	11	11	11
Formegetta almonds.....	42	49	52	52	52	52	52
Jordan shelled almonds.....	7	11	9	10 1/2	9	10	10
Peanuts (roasted).....	6 1/2	7 1/2	8	10	8 1/2	10	10
"    (green).....	3 50	3 75	3 75	3 50	3 25	3 50	3 50
Cocoanuts, per sack.....	12 1/2	13	13	14	10	12	12
"    per doz.....	10	11 1/2	12	12	10	12	12
Grenoble walnuts.....	10	11 1/2	12	12	10	12	12
Marbot walnuts.....	9	11 1/2	12	12	10	12	12
Bordeaux walnuts.....	9 1/2	11	11 1/2	11	10	11	11
Sicily filberts.....	15	15	15	15	14	15	15
Naples filberts.....	25	26	27	28	14	15	15
Pecans.....	25	26	27	28	14	15	15
Shelled Walnuts.....	25	26	27	28	14	15	15
<b>SODA</b>				<b>TEAS</b>			
Bl-carb, standard, 112-lb. keg	1 65	1 80	2 00	2 25	1 70	1 75	1 75
Sal soda, per bbl.....	70	75	80	90	85	90	90
Sal Soda, per keg.....	95	1 00	1 00	1 00	95	1 00	1 00
<b>SPICES</b>				<b>Young Hyson—</b>			
Pepper, black, ground, in kegs	16	18	18	14	15	15	15
"    palls, boxes.....	14	17	19	15	16	16	16
"    in 5-lb. cans.....	15	17	19	12	18	18	18
"    whole.....	15	17	19	12	18	18	18
Pepper, white, ground, in kegs	26	27	26	27	24	26	26
"    palls, boxes.....	25	26	25	26	20	22	22
"    5-lb. cans.....	23	25	23	25	20	22	22
"    whole.....	19	25	22	25	20	25	25
Ginger, Jamaica.....	12	30	14	35	18	20	20
Cloves, whole.....	25	30	25	30	25	30	30
Pure mixed spice.....	18	18	20	40	16	20	20
Cassia.....	25	30	25	30	25	30	30
Cream tartar, French.....	18	18	20	40	16	20	20
"    best.....	25	25	24	25	20	22	22
Allspice.....	10	18	25	30	25	30	30
<b>WOODENWARE</b>				<b>RICE, SAGO, ETC.</b>			
Palls No. 1, 2-hoop.....	1 65	1 55	1 55	1 90	3 00	3 10	3 25
"    3-hoop.....	1 80	1 70	1 70	2 05	4 25	4 50	4 60
"    half, and covers.....	1 65	1 60	1 60	1 75	4 40	4 90	4 90
"    quarter, jam and covers	1 15	1 10	1 10	1 45	4 60	4 90	4 90
"    candy, and covers.....	2 50	2 90	2 40	3 20	5 00	5 00	5 00
Tubs No. 0.....	10 00	10 15	8 50	11 00	5 00	5 00	5 00
"    1.....	8 00	8 15	7 00	9 00	5 00	5 00	5 00
"    2.....	7 00	7 15	6 00	8 00	5 00	5 00	5 00
"    3.....	6 15	6 15	5 25	7 00	5 00	5 00	5 00
				<b>Japanes—</b>			
				<b>1/2-chests, finest Maypickings</b>			
				Choice.....			
				Finest.....			
				Fine.....			
				Good medium.....			
				Medium.....			
				Good common.....			
				Common.....			
				Nagasaki, 1/2-chests, Pekoe.....			
				"    "    Oolong.....			
				"    "    Gunpowder.....			
				"    "    Siftings.....			
				<b>RICE, SAGO, ETC.</b>			
				Rice—Standard B.....			
				"    Patna, per lb.....			
				"    Japan.....			
				"    Imperial Seta.....			
				"    Extra Burmah.....			
				"    Java, extra.....			
				Macaroni, dom'ic, per lb., bulk.....			
				"    Imp'd, 1-lb. pkg., French.....			
				"    Italian.....			
				Sago.....			
				Tapioca.....			



# JUST WHAT YOU WANT

## TIME AND LABOR SAVER

### The "ENTERPRISE" ELECTRIC RAPID GRINDING AND PULVERIZING Mill

Will be furnished for Direct or Alternating Current to suit all conditions

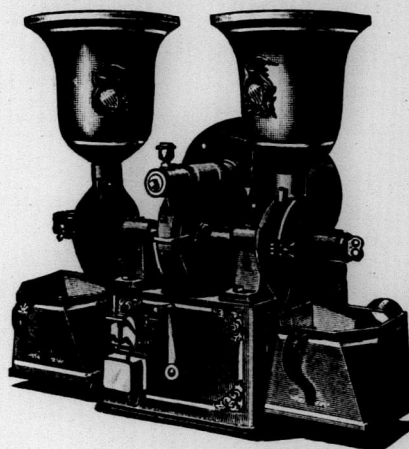
25 to 50 lbs. of Coffee  
CAN BE GROUND FOR ONE CENT

One Grocer says: It has almost doubled our Coffee Trade,  
I consider it a Good Investment and Advertisement.

DESCRIPTIVE CATALOGUE ALSO TESTIMONIAL PAMPHLET MAILED FREE

The Enterprise Mfg. Co. of Pa., PHILADELPHIA, PA.  
U. S. A.

GRANULATOR PULVERIZER



No. 08712

Height 31 inches: Width 32 inches:  
Length 25 inches: Weight 320 pounds

PRICE ON APPLICATION

Grinding Capacity  
Granulating, 2 pounds per minute  
Pulverizing, 1/2 pound per minute

Capacity of Iron Hoppers, 6 lbs. of Coffee  
Capacity of Nickel-Plated Hoppers, 7 1/2 lbs.

# "Good Goods or None."

That is our rule, and it should be the rule of every dealer, because he who offers sterling qualities linked to lowest possible prices builds up a money-making business.

## Boeckh's Bamboo-Handled Brooms Build Business.



The best materials obtainable—the best workmanship is put into these Brooms—they are scientifically constructed so that the weight is where needed in the broom-end. Discriminating purchasers have found that Boeckh's Bamboo Handled Brooms save labor, time and money, and all progressive dealers handle these goods.



—If you have not received our Illustrated 1903 Catalogue,  
—send us your name and address on post card.

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

## UNITED FACTORIES,

Head Office: TORONTO.

LIMITED.

MONTREAL BRANCH: 1 and 3 DeBresoles St.

LONDON BRANCH: 71 Dundas St.



**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**L**ESLIE A. WALKER, general merchant, Moorefield, Ont., has assigned to Alexander Malcolm.

N. Laliberte, general merchant, St. Nicholas, Que., has effected a compromise.

C. Audet, general merchant, Roberval, Que., has effected a compromise with his creditors.

The creditors of Sheridan & Co., general merchants, Beeton, Ont., have held a meeting.

The Pure Crystal Confections Co., Ottawa, has assigned. A meeting of the creditors will be held on January 12.

There has been a judicial assignment of Beaudoin & Turcotte, general merchants, Black Lake, Que. A curator will be appointed on January 9.

**PARTNERSHIPS FORMED AND DISSOLVED.**

H. Donohoe & Co., grocers, Montreal, have dissolved partnership.

Bowman & Angevine, wholesale grocers, St. John, N.B., have dissolved partnership.

**SALES MADE AND PENDING.**

Archibald Taylor, Blyth, Ont., is selling off his stock.

J. D. Campbell, grocer, Pilot Mound, Man., has sold out.

E. J. Peltier, wholesale liquor merchant, Cranbrook, B.C., has sold out.

H. Taylor, liquor dealer, Lethbridge, N.W.T., has sold out to J. Davis.

The assets of J. H. Marchand, Grand Mere, Que., are to be sold on January 13.

C. H. Bartliff, grocer and confectioner, Brussels, Ont., has sold out to L. G. Kruss.

The Pure Milk and Dairy Co., Limited, St. John, N.B., has sold out to William G. Dunlap.

S. D. Downing & Co., Port Arthur, wholesale and retail liquors, have sold to Geo. Hunter.

The DesBrisay Jobbing Co., general merchants, Salmo, B.C., have sold out to Ross & Benson.

The assets of Celestin Beaulieu, general merchant, St. Agathe Des Monts, Que., have been sold.

The stock of W. O. Langevin, general merchant of Grand Mere, Que., has been sold at 60½ cents on the dollar.

The stock of J. J. Gawley (estate of), general merchant, Belmont, Ont., has been sold to W. J. Broderick at 68½ cents on the dollar.

**NEW FIRMS AND CHANGES.**

Adolph Fisher, butcher, Midway, B.C., has gone out of business.

M. Vineburg & Co., general merchants, Montreal, have registered.

H. Collard & Cie, provision merchants, Montreal, have registered.

T. J. Cooke & Co., importers of grocers' sundries, etc., Montreal, have registered.

Sargent & Bonight, butter and cheese manufacturers, Potton, Que., have registered.

J. P. Land, liquor merchant, Grenfell, N.W.T., has been succeeded by Thomas Luxton.

A. L. Purard, grocer and liquor merchant, Ottawa, applies for transfer of license to J. B. Pinard.

Foley, Lock & Larson, Limited, have succeeded Lock Bros. & Co., wholesale fruit dealers and grocers, Winnipeg, Man.

A new co-partnership has been formed in the firm of Bowman & Cole, wholesale grocers, St. John, N.B., consisting of William E. Bowman and Horace W. Cole.

**FIRES.**

H. H. Butler & Co., grocers, Milltown, N.B., have been burned out; insured.

Napoleon Comeault, general merchant, Letellier, has been burned out; fully insured.

Benaud Beaumont, general merchant, Letellier, has been burned out; insurance, \$9,000.

B. H. Kerr, grocer and hardware merchant, Milltown, N.B., has been burned out; insured.

The store of Slocum & Ferris, commission produce merchants, St. John, N.B., has been damaged by fire; insured, \$700.

George E. Cavanagh, confectioner, etc., North Sydney, N.S., has been burned out; loss \$500, believed to be fully covered by insurance.

**DEATHS.**

J. P. Wallace, grocer, Halifax, is dead. Edward McDonald, ship supply merchant, Point Du Chene, N.B., is dead.

W. B. Cottle, of the firm of Cottle & Colwell, grocers, St. John, N.B., is dead.

**S. H. & A. S. EWING,**

Editor CANADIAN GROCER.—In making use of your valuable columns, we are well aware that the modern grocer is more interested in the quality of the goods we have to offer rather than our history. And, although it hardly seems necessary, we deem it advisable in justice to ourselves and the reputation we are proud of, to state, in order to correct a false impression that might possibly arise in the minds of those not well acquainted with the facts, from an article appearing in your last week's issue, that S. H. & A. S. Ewing (as is generally well known) is the old original firm who have been doing business in coffee and spices continuously since the year 1845, and that we are in

no way connected with any other business whatsoever.

S. H. & A. S. EWING.

Montreal, January 5, 1903.

**STOCKING UP.**

Most dealers begin after the first of the year to look about to see what are the makes in the various lines of goods carried wherein are the best profits. It occasionally transpires that a dealer will select an inferior line for the sake of a small extra margin of profit. But once show a dealer that he can carry the very best goods on the market and at the same time realize from them as large or larger profits than from inferior lines, and he will at once see that this is by all means the best policy to pursue in the building up of a permanent trade. The products of The United Factories exactly meet these conditions. Boeckh's, Bryan's and Cane's goods are always thoroughly dependable and will hold trade and at the same time yield a larger margin of profit than any other.

**A PLEASANT AFFAIR.**

**F**OR some years it has been the custom of Mr. W. Dobie, general manager and treasurer, of E. W. Gillett Co., Limited, Toronto, to entertain the staff of the firm at his residence one evening during the Christmas and New Year holiday season. The function this year took place on Friday, January 2, and was an exceedingly pleasant affair. As Mr. Dobie and his estimable wife had made every conceivable arrangement for the entertainment and comfort of their guests, nothing else could have been expected.

Of the travellers' staff there were present D. W. Douglas, St. Johns, Que.; A. Miller, Winnipeg; F. Mitchell, J. F. Holden, J. W. Powell, J. F. Thompson, Joseph Doyle, while the office and factory were represented by G. Hepburn, secretary; W. H. Seyler, sales manager; E. H. Storms, C. E. Moyle, A. Craig, Supt. W. Anderson, A. Borthwick, A. Rowbotham, D. Lorsch.

The board of directors was represented by John Firstbrook, M. A. Thomas and H. C. Barker.

A pleasant feature of the evening's entertainment was the presentation by the staff of a gold-headed cane to Mr. Dobie. Musical selections on the gramophone and songs by Messrs. Mews and Thompson were enjoyed.

A recherche lunch served by Webb, followed by informal speeches and felicitations to the host and hostess, concluded the pleasant New Year's reunion.

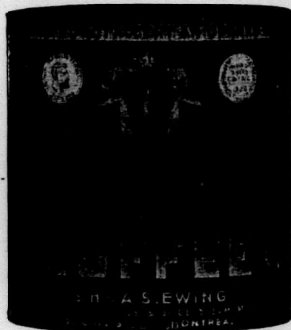


Established 1845

IMITATION IS THE SINCEREST FORM OF FLATTERY.

Established 1845

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



1 and 2-lb. Tins.

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

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

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



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

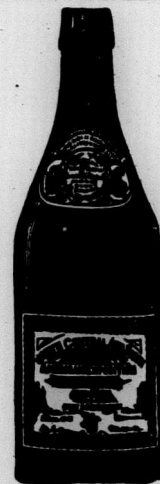
Manufacturers of the Celebrated

# WHITE LABEL ALE

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

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

WM. ROSS, Manager.



A TRADE WINNER

AND

A TRADE  
RETAINER

# Bovril

"THE PERFECT FLUID BEEF"

has attained its present high position in public favor on account of its unequalled nutritious properties and palatable flavour. It is prepared under the supervision of eminent analysts, so that the quality never varies, thus insuring satisfaction to your customers at all times, and so contributing to

**INCREASED BUSINESS.**

We have received into  
store this week :

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

**F. J. Castle,**  
OTTAWA.



# THE OFFICE

DEVOTED TO THE  
OFFICE STAFF OF  
BUSINESS ESTABLISHMENTS.

## INVESTIGATING THE ACCOUNTS.

By W. H.

**T**AKING stock of his accounts is as necessary to the merchant as taking stock of his goods. The banks monthly balance their books and thus are enabled to keep themselves informed of the extent of their business and whether it is going back or advancing. Likewise, every merchant should take stock of the accounts in his ledger as well as of the goods on his shelves. He should scrutinize the names of his debtors. Some of his customers he will find especially desirable; others, he will find slow pay and not desirable. The good ones should be well treated and promptly waited upon, and if they have any complaints these should be quickly investigated and settled in a manner that will give satisfaction to all concerned. If concessions be necessary, even though it means an actual loss to the merchant, they should be made to retain custom.

The grocery business, like every other, has slow and poor payers amongst its customers. These should also be considered, but in a different way from the others. They should be made to pay more for their goods than those who settle their accounts promptly. It is just and right that the people who buy their groceries, etc., and keep the groceryman out of his money for a time needlessly long, giving him other unnecessary expense and great bother in collecting his accounts, should pay the highest ruling price for their goods. It is only fair that the man who settles promptly his accounts should buy his goods at the lowest price going. Complaints about overcharges can be met by giving a discount for immediate settlement.

Besides, the slow-pay customers are the ones who scarcely ever pay. It is a fact, we are sorry to say, that some people make it a practice of running accounts with their grocer, their tailor, their dry-goodsman, and everyone else they can, without intending to pay their debts.

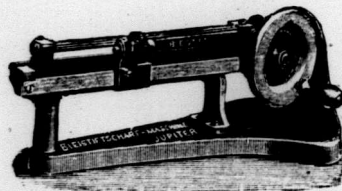
Caution should be exercised in opening out new accounts. Reports of the financial standing of the would-be-customer should be obtained from mercantile agencies, and as much found out about him as possible before giving him the

goods. A customer of this sort often may deal with you for months, always seem to have lots of money and pay cash every time for the goods until you are confident that he is square and honest. He asks credit for a small amount, gets it, and settles promptly the first time. The next time he gets in deeper; at last a large account is run up, and then you never see him again in your store. You resort to the law courts, but find legal proceedings are useless; he has everything in the name of his wife, or he resorted to some other means to avoid being compelled to pay his debts. Such cases as this are too common among the trade. The merchant would do well to be on the alert and work up a cash business as far as possible.

The credit system of itself is all right, but should not be abused.

## PENCIL-POINTING MACHINE.

Grand & Toy, office outfitters, Wellington street, Toronto, have a unique office device in the shape of "Jupiter" pencil-pointing machine which they are showing



to the public. By the invention of the "Jupiter" a long felt want for a pencil-pointing machine is supplied. The accompanying cut is an illustration of this practical office device.

## ACCOUNT COLLECTIONS BY DRAFT.

The prevailing system of collecting out-of-town accounts to-day is by draft, either at sight or time. There is, however, amongst the retail trade, to a certain extent at least, a prejudice against this system of collecting. If the retail merchant who is thus prejudiced would consider the time, trouble and expense of remitting, which is saved by simply accepting a draft, this system would no doubt become more popular. Another important advantage is in the matter of cash discounts, which items are very often overlooked by the busy man, and which by

the draft system are always assured. When a draft is returned without any apparent reason, the credit man has no option, but must write the customer, usually in a courteous way, requesting him to state why the draft has been returned. If the draft is incorrect, the customer will no doubt reply to this effect at once, but, in nine cases out of ten, no reply is forthcoming, and a man who has some 3,000 or 4,000 accounts to deal with is obliged sometimes to write several letters before receiving a satisfactory reply. The relations between debtor and creditor are in this way strained considerably where a line or two from the debtor would have prevented any unpleasantness or misunderstanding. The customer must be reasonable and do his part.

## Printing by Mail.

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

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

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



THE C. G. YOUNG CO.

**RUBBER STAMPS  
AND SUPPLIES**

No. 1 Adelaide Street East - Toronto

ESTABLISHED 1855

**TAYLOR'S  
FIRE & BURGLAR  
SAFE'S**

HAVE MANY PATENTED IMPROVEMENTS

NOT FOUND IN OTHER MAKES  
THAT WILL WELL REPAY AN  
INVESTIGATION  
BY THOSE WHO DESIRE TO SECURE

**THE BEST SAFE**  
J. & J. TAYLOR,  
TORONTO SAFE WORKS,  
TORONTO.

MONTREAL  
WINNIPEG

VANCOUVER  
VICTORIA



**WESTERN** Incorporated 1851  
ASSURANCE COMPANY

**Fire and Marine**

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

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.  
C. C. Foster, Secretary.

**POINTER FOR BUSY MEN.**

A SHORT TALK  
BY  
LONG DISTANCE TELEPHONE  
OFTEN SAVES  
A LONG WAIT.  
TRY IT.

**THE BELL TELEPHONE  
CO. OF CANADA.**

**ARE YOU WELL STOCKED  
With Good Wrapping Paper?**

If not, you will find it to your advantage to order our Brown or Manilla. It is a good, strong, durable and cheap paper.

There is less waste when good wrapping paper is used.

—MADE IN CANADA—  
BY THE  
**CANADA PAPER CO., Limited**  
TORONTO and MONTREAL.

THE TIME TO INSURE IS **NOW** While you are WELL, STRONG and INSURABLE.

**The Confederation Life**

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

**PROTECTION FOR YOUR FAMILY. PROFITABLE INVESTMENT FOR YOURSELF.**

Pamphlets and full information sent on application.

W. H. BEATTY, ESQ.,  
President.

W. D. MATTHEWS, ESQ.,  
Vice-President.

FREDERICK WYLD, ESQ.,  
Vice-President.

W. C. MACDONALD,  
Actuary.

J. K. MACDONALD,  
Managing Director.

Head Office, - - Toronto.

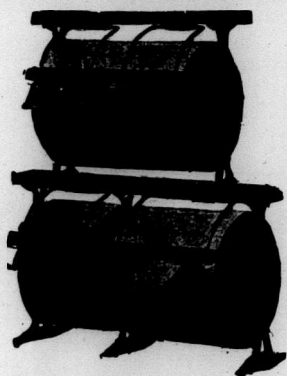
**1903**

FINDS US RIGHT AT THE FRONT IN THE

**PAPER BUSINESS.**

Paper  
Bags,  
Twine,  
Etc.

ALL  
KINDS.



Our  
Hobby:

QUALITY  
AND  
BEST  
ATTENTION.

LET US SERVE YOU.

**DOUGLAS & RATCLIFF**

30 WEST MARKET STREET  
TORONTO, ONT.

Warehouse: 85-7-9 COLBORNE STREET.



A Course in  
Advertising  
by Mail for

**One  
Dollar**

The most practical instruction possible to receive may be had by reading each issue of Impressions regularly. Live articles by the very best authorities. One dollar a year.

**The Print Shop**  
St. Catharines, Ontario



# WHY ARE Southwell's Jams

superior to all other  
Imported Lines ?

**Because** each Jam  
has the  
individual flavor of its own fruit.  
Many imported Jams taste all alike.

## Southwell's Don't.

WRITE FOR PRICE LIST, ETC.

### FRANK MAGOR & CO.

16 St. John St., MONTREAL.  
DOMINION AGENTS



# IMPERIAL

CREAM TARTAR



# BAKING POWDER

PUREST, STRONGEST, BEST.

Contains no Alum, Ammonia, Lime,  
Phosphates, or any Injurious.

**E. W. GILLETT COMPANY LIMITED**  
TORONTO, ONT.

## Current Market Quotations for Proprietary Articles

January 8, 1902  
Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news whether manufacturers request it or not.

BAKING POWDER.		
Cook's Friend—	Per doz.	
Size 1, in 3 and 4 doz. boxes.....	\$ 2 40	
" 10, in 4 doz. boxes.....	2 10	
" 2 in 6 ".....	80	
" 12, in 6 ".....	70	
" 3, in 4 ".....	45	
Pound tins, 3 doz. in case.....	3 00	
12oz. tins, 3 ".....	2 40	
5-lb. tins, 2 ".....	14 00	
Diamond— W. H. GILLARD & CO.		
1 lb. tins, 2 doz. in case.....	per doz. 2 00	
1/2 lb. tins, 3 ".....	1 25	
1/4 lb. tins, 4 ".....	0 75	
IMPERIAL BAKING POWDER.		
Cases	Sizes	Per Doz.
4 doz.	10c.	\$0 85
3 "	8-oz.	1 75
1 "	12-oz.	3 50
2 and 3 doz.	12-oz.	3 40
1 and 3 doz.	16-oz.	4 35
1/2 doz.	2 1/2-lb.	10 50
1 doz.	5-lb.	10 40
1/2 and 1 doz.	5-lb.	19 50



MAGIC BAKING POWDER.		
Cases	Sizes	Per Doz.
4 doz.	5c.	\$ 40
4 "	4-oz.	60
4 "	6-oz.	75
4 "	8-oz.	95
4 "	12-oz.	1 45
2 "	16-oz.	1 65
2 "	15-oz.	1 70
1 "	2 1/2-lb.	3 10
1 "	5-lb.	7 31
2 "	6-oz. } P. 7 case.	4 55
1 "	12-oz. }	
1 "	16-oz. }	

MAGIC CREAM BAKING POWDER.		
1/2 size, 5 doz. in case.....	40	
1/4 size, 4 doz. in case.....	75	
1/2 " 3 " ".....	1 25	
1 " 3 " ".....	3 25	

VIENNA BAKING POWDER.		
1 lb. tins, 4 doz. in box.....	Per doz.	\$2 25
1/2 lb. tins, 4 ".....		1 25
1/4 lb. tins, 4 ".....		75
3 oz. in paper, 4 doz. in box.....		70
5 " " 4 ".....		35
BLACKING.		
SHOE POLISH.		
HENRI JONAS & Co. Per gross		
Jonas'.....		\$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 18	
Gillett's Mammoth, boxes, 1 gross.....	9 00	
Nixey's "Cervus" in quares, 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 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro. 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 St.ve Polish, in blocks 13-3 and 6-oz. size. Full price list on application.		
BOECKH'S CORN FLOURS.		
UNITED FA. TORRES, LIMITED. doz. net.		
Bamboo Handles, A, 4 strings.....	4 35	
" B, 4 strings.....	4 10	
" C, 3 strings.....	3 85	
" D, 3 strings.....	3 60	
" E, 3 strings.....	3 35	
" G, 3 strings.....	3 10	
" I, 3 strings.....	2 85	

BISCUITS.		
CARR & CO. LIMITED.		
Frank Magor & Co., Agents		
Cafe Noir.....	0 15	
Ensign.....	0 12 1/2	
Metropolitan mixed.....	0 09	

CANNED GOODS.		
MUSHROOMS.		
HENRI JONAS & Co.		
Mushrooms, Rlone.....	\$15 50	
" 1st choice Duthell.....	18 50	
" 1st choice Lenoir.....	19 50	
" extra Lenoir.....	22 00	
Per case, 100 tins.....		
FRENCH PEAS—DELOEY'S		
HENRI JONAS & Co.		
Moyen's No. 2.....	\$9 00	
" No. 1.....	10 50	
1/2 Fins.....	12 50	
Fins.....	14 00	
Tres fins.....	15 00	
Extra fins.....	16 50	
Sur extra fins.....	18 00	
FRENCH SARDINES.		
HENRI JONAS & Co.		
1/2 Trefavennes.....	\$9 50	
1/2 Rolland.....	9 50	
1/2 Delory.....	10 50	
1/2 Club Alpines.....	3 50	
CHOCOLATES & COCOAS.		
Cocoa—THE OOWAN CO LIMITED.		
Hygienic, 1-lb. tins, per doz.....	\$7 25	
" 1/2-lb. tins.....	3 75	
" 1/4-lb. tins.....	2 25	
" fancy tins.....	0 90	
Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb.....	0 55	
Perfection, 1/2-lb. tins, per doz.....	3 00	
Cocoa Essence, sweet, 1/2-lb. tins, per doz.....	2 25	
Chocolate—		
Queen's Dessert, 1/4's and 1/2's.....	\$0 40	
" 1/2's.....	0 42	
Mexican Vanilla, 1/4's and 1/2's.....	0 35	
Royal Navy Rock.....	0 30	
Diamond.....	0 25	
" 8s.....	0 28	
Chocolate—FRY'S.....	per lb.	
Caracacas, 1/4's, 6-lb. boxes.....	0 41	
Vanilla, 1/4's.....	0 42	
" " 1/2's.....	0 43	
" " 3/4's.....	0 29	
" " Pure, unsweetened, 1/4's, 6 lb. bxs.....	0 42	
" " Fry's "Diamond", 1/4's, 14 lb. bxs.....	0 24	
" " Fry's "Monogram", 1/4's, 14 lb. bxs.....	0 24	
Cocoa—		
Concentrated, 1/4's 1 doz. in box.....	2 40	
" " 1 lb.....	2 50	
" " 1 lb.....	8 25	
Homeopathic, 1/4's 14 lb. boxes.....		
" " 1/2 lbs. 12 lb. boxes.....		
Fry's cocoa, case of 14 lbs., per lb.....	0 35	
Smaller quantities.....	0 27 1/2	

JOHN P. MOTT & CO.'S		
R. S. McIndoe, Agent, Toronto.		
Mott's Broma.....	per lb.	0 30
Mott's Prepared Cocoa.....		0 28
Mott's Homeopathic Cocoa (1/4's).....		0 22
Mott's Breakfast Cocoa (in tins).....		0 20
Mott's No. 1 Chocolate.....		0 20
Mott's Breakfast Chocolate.....		0 28
Mott's Caracacas Chocolate.....		0 40
Mott's Diamond Chocolate.....		0 28
Mott's French-Can. Chocolate.....		0 18
Mott's Navy or Cooking Chocolate.....		0 28
Mott's Cocoa Nibbs.....		0 35
Mott's Cocoa Shells.....		0 05
Vanilla Sticks, per gross.....		0 90
Mott's Confectionery Chocolate.....	0 21	0 43
Mott's Sweet Chocolate Liquors.....	0 19	0 30
CABURRY'S		
Frank Magor & Co., Agents. per doz.		
Cocoa essence, 3 oz. packages.....	\$1 65	
Mexican chocolate, 1/4 and 1/2 lb. pkgs.....	0 40	
Rock Chocolate, loose.....	0 40	
" " 1-lb. tins.....	0 42	
" " 11-lb. tins.....	0 35 1/2	
WALTER BAKER & Co., LIMITED.		
Premium No. 1 chocolate, 12-lb. boxes.....	per lb.	\$ 28
Vanilla chocolate 6-lb. boxes.....		47
German sweet, 6-lb. boxes.....		27
B'fast cocoa, 1/2-lb. tins, plain; 6-lb. boxes.....		51
Cracked cocoa, 1/2-lb. pkg. 12-lb. bxs.....		35
Caracacas sweet chocolate, 6-lb. boxes.....		37
Soluble chocolate (hot or cold soda) 1-lb. cans.....		45
Vanilla chocolate wafers, 48 to box, per box.....		1 58
COCOANUT.		
L. SCHWAPP C.		
1-lb. packages, 15 and 30-lb. cases.....	per lb.	\$0 26
1/2-lb. ".....		0 27
1/4-lb. ".....		0 28
1/2 and 1-lb. pkgs., assorted, 15 and 30-lb. cases.....		0 26 1/2
1/4 and 1/2-lb. pkgs. assorted, 15 and 30-lb. cases.....		0 27 1/2
5c. package, 4 doz. in case, per doz.....		0 45
U. S. S. S. S.		
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, per doz.....	2 40	
Small size.....	1 40	



# Edwardsburg Syrup

**EDWARDSBURG QUALITY.**

20-lb. Tins, 3 in case, **\$2.55**  
 10-lb. TINS, 6 in case, **\$2.65**  
 5-lb. TINS, 12 in case, **\$2.70**  
 2-lb. TINS, 24 in case, **\$2.15.**

**Freight paid on 5-case lots.**

**The best seller we have had!!!**

**EDWARDSBURG STARCH CO., Limited**  
**Established 1858.**

53 Front St. East,  
**TORONTO, ONT.**

Works:  
**CARDINAL, ONT.**

164 St. James St.,  
**MONTREAL, QUE.**

**COFFEE.**  
**JAMES TURNER & CO.**

Mecca	per lb.	0 33
Damascus		0 28
Cairo		0 20
Sirdar		0 17
Old Dutch Rio		0 12 1/2
S. D. MARCEAU, Montreal.		
"Old Crow" Java	per lb.	0 25
Mocha		0 25
"Condor" Java		0 30
Mocha		0 30
15-year-old Mandehing Java and hand-picked Mocha		0 50
1-lb. Fancy tins choice pure coffee, 48 tins per case		0 20
Madam Hut's Coffee, 1-lb. tins		0 31
"2-lb. tins		0 30
100 lb. delivered in Ontario and Quebec.		



**CONDENSED MILK.**

Borden's Condensed Milk Co.  
 "Eagle" Brand ..... \$1 65  
 "Gold Seal" Brand ..... 1 30  
 "Peerless" Brand Evaporated Cream 1 20

**CLOTHES PINS.**  
**UNITED FACTORIES LIMITED.**  
 Clothes Pins (full count), 5 gross in case, per case ..... 0 57  
 4 doz. packages 12 to a case ..... 0 72  
 6 doz. packages (12 to a case) ..... 0 92

**COUPON BOOKS—ALLISON'S**  
 For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal  
 \$1, \$2, \$3, \$5, \$10 and \$20 books.  
 Un-Covers and num Coupons layered numbered.

In lots of less than 100 books, 1 kind assorted	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

**Allison's Coupon Pass Book**

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

**EXTRACTS.**  
**HENRI JONAS & Co. Per gross.**

8 oz. London Extracts (no corkcrows)	\$5 00
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	21 00
4 oz. " " corked	36 00
8 oz. " " "	70 00

**Per doz.**

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

**FOOD.**

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

**GINGER ALE & SODA WATER**

Cantrell & Cochrane's Imported Ginger Ale and Club Soda Water... \$1 40

**JAMES ANSON'S SOUTHWELL'S COOLA** per doz

Frank Magor & Co., Agents	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 00
Strawberry W. P. Jam	2 00
Raspberry " " "	2 00
Apricot " " "	1 75
Black Currant " " "	1 85
Other Jams, W. P.	1 55
Red Currant Jelly	2 75

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

**Home Made Jams—**  
 1-lb. glass jars (12-oz. gem.) 1-do. in case, per doz ..... 1 50  
 5 and 7-lb. tin pails, per lb. .... 0 19  
 7, 14 and 30-lb. wood pails, per lb. .... 0 19

**LICORICE.**  
**YOUNG & SMYLLIE'S LIST.**  
 5-lb. boxes, wood or paper, per lb. \$0 40  
 Fancy boxes (36 or 50 sticks) per box 1 15  
 "Ringed" 5 lb. boxes, per lb. .... 0 40  
 "Aome" Pellets, 5 lb. cans, per can. 2 00  
 "Aome" Pellets, fancy boxes 40) per box ..... 1 50  
 Tar, Licorice and Tolu Wafers, 5 lb. cans, per can ..... 2 00  
 Licorice Lozenges, 5 lb. glass jars ..... 1 75  
 " " 20 5 lb. cans ..... 1 50  
 "Purity" Licorice 10 sticks ..... 1 45  
 " " 100 sticks ..... 0 73  
 Dulce large cent sticks, 100 in box.

**LIQUORS.**  
**COGNAC IN OAKES.**  
 Ph. Richard.

S.O. Quarts, 12's	\$22 50
F.C. " "	15 00
F.C. 1-15 bottles, 180's	12 00
V.S.O.P. " "	12 40
V.S.O.P. pints, 24's	13 00
V.S.O.P. 1/2-pints, 48's	14 00
V.S.O.P. 1-15 bottles, 180's	20 00
V.S.O. quarts, 12's	10 00
V.S.O. 1-15 bottles, 180's	18 00
V.O. quarts, 12's	8 50
V.O. pints, 24's	9 50
V.O. 1/2-pints, 48's	10 50
V.O. 1-15 bottles, 180's	14 40
V.O. decanters, 12's	0 5 1/2
V.O. flasks, Imp. pints, with thumb-lers	13 00
V.O. " Reputed " 24' 10 50	
V.O. " " no " 24's 9 50	

**Chas. Couturier.**

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

**F. Marion & Cie.**

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

**Cognac In Wood.**  
 Ph. Richard.

Gals.	Oct's.	Oct's.	Bbls.	Hhds.
Couturier	\$4 00	\$3 95	\$3 85	\$3 80
Marion	3 75	3 60	3 50	3 40
Ph Richard				
V.S.O.P.	5 50	5 35	5 25	5 00
Richard				
V.O. proof	4 25	10	4 00	3 90
Richard Sup.				
proof V.O.	4 00	3 80	3 70	3 50
Richard Fine champagne	6 00	5 90		
Gin—Pollen & Zoon, in Cases				
Red, 15's				\$10 00
Green, 12's				5 00
Poney, 12's				2 50
Gin—Pollen & Zoon, in Wood.				
1/2				
Gin, P. & Z.	\$3 15	\$3 05	\$3 00	\$2 95

**Mitchell Bros. Limited—Scotch.**

1 case, 5 cases.	
Heather Dew, ordinary qts.	
12's	\$ 7 00 \$ 6 75
Heather Dew, stone jars,	
Imperial, 12's	12 50 12 25
Heather Dew, oval flasks,	
quart, 12's	11 25 11 00
Special Reserve, oval, pts. 24s.	11 75 11 50
ordinary qts.	
12's	9 00 8 75
Special Reserve, 1/2 bottles,	
pints, 24's	10 00 9 75
Extra Special Liqueur, fagon,	
12's	9 50 9 25
Extra Special Liqueur, ordin-	
ary bottles, 12's	9 50 9 25
Heather Dew, flasks, 48's	12 00 11 75
1/2 flasks, 60's	9 00 8 75
Mullmore, Imperial oval quart	
flasks, 12's	10 00 9 75
Mullmore, flasks, Imperial	
pints, 24's	10 50 10 25
Mullmore, flasks, ordinary	
pints, 24's	7 75 7 50
Mullmore, 1/2 flasks, ordinary,	
48's	9 00 8 75
Mullmore, ordinary quarts, 12's	6 50 6 25
Mullmore ordinary pints 24's	7 50 7 25

**Scotch Whiskey in Wood.**

Gals.	1/2	Oct's.	Oct's.	Bbls.
9gals.	17gals.	40gals.		
Special Reserve	\$4 50	\$4 25	\$4 15	\$3 90
Heather Dew				
"A"	4 00		5	3 65



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

**Whiskey in Cases.**  
Mitchell Bros., Limited—Irish.

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

**Irish Whiskey in Wood.**  
Gal. 1/2-Oct. Oct. Bbl.

Mitchell, "Special"	\$4 50	\$4 40	\$4 15	\$4 10
Old	4 00	3 90	3 75	3 65
Mitchell, "B"	3 50	3 40	3 30	3 25
"C"	3 00	2 80	2 70	2 75

**Champagne Wine in Cases.**

Duc de Pierland, quarts, 12's	\$14 00
Special Selected, quarts, 12's	15 00
Cardinal, quarts, 12's	12 50
"pint, 24's	13 50
Vve. Amiot Carte d'Or, quarts, 12's	16 00
"pint, 24's	17 00
"d'Argent, quarts, 12's	0 50
"pint, 24's	11 50

**Blandy Bros. Wine.**

Very Superior, quarts, 12's	8 50
Special Selected, quarts, 12's	10 00
London Particul r, quarts, 12's	13 00
Blandy's Malaga, in cases	
Pale Sweet Blue Label, quarts, 12's	7 50
White Label, quarts, 12's	10 00

**Blandy's Sherry, in cases.**

Manzanilla, quarts, 12's	8 50
Morosa, quarts, 12's	11 00
Blanlys Port Wine, in cases	
Good Fruity, quarts, 12's	7 50
Invalid Special, quarts, 12's	12 00

**Blandy Bros. Wine in Wood.**  
Gal. Octave.

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

**Canadian Whiskeys. In barrels.**  
per gal.

Gooderham & Worts, 65 O.P.	\$ 4 50
Hiram Walker & Sons	4 50
J. P. Wiser & Son	4 49
J. E. Seagram	4 49
H. Corby	4 49
Gooderham & Worts, 50 O.P.	4 10
Hiram Walker & Sons	4 10
J. P. Wiser & Son	4 09
J. E. Seagram	4 09
H. Corby	4 09
Rye, Gooderham & Worts	2 20
Hiram Walker & Sons	2 19
J. P. Wiser & Son	2 19
J. E. Seagram	2 19
H. Corby	2 19
Imperial, Walker & Sons	2 90
Canadian Club, Walker & Sons	3 60

**LYE (CONCENTRATED).**  
GILLET'S PERFUMED.

1 case of 4 doz	\$ 3 00
3 cases	3 50
5 cases	3 40

**MINCE MEAT.**  
Wetley's Jookensed, per gross net \$12 00  
per case of doz. net.... 3 00

**MUSTARD.**  
COLMAN'S OR KEEN'S.

D. S. F., 1/4 lb. tins, per doz.	\$1 40
" 1 lb. tins, " "	2 50
" 1 lb. tins, " "	5 00
Darham 4 lb. jar, per jar	0 75
" 1 lb. " "	0 25
F. D., 1/4 lb. tins, per doz.	0 85
" 1/2 lb. tins, " "	1 45

**HENRI JONAS & Co.** Per gross

Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00

**E. D. MARCEAU, Montreal.**

"Condor," 12-lb. boxes—	
1/2 lb. tins, per lb.	0 35
1/4 lb. tins, " "	0 33
1-lb. tins, " "	0 32 1/2
4-lb. jars, per jar	1 20
1-lb. jars, " "	0 35
"Old Crow," 12-lb. boxes—	
1/4 lb. tins, per lb.	0 25
1/2 lb. tins, " "	0 23
1-lb. tins, " "	0 22 1/2
4-lb. jars, per jar	0 70
1-lb. jars, " "	0 25

**OLIVE OIL** per case

Barton & Guestier's quarts	\$8 00
" " pints	9 00

**ORANGE MARMALADE.**  
T. UPTON & CO.

1-lb. glass jars, 3 doz. case, per doz.	10 95
Home made, in 1-lb. g. & s. jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, erlb.	0 06

**PICKLES.**  
STEPHENS'.  
A. P. Tippet & Co., Agents.

Pa ent stoppers (pints) per doz.	3 30
Corked (pints), " "	1 90

**SODA.—COW BRAND.**  
Dwight's Soda

Case of 1 lb. con containing 60 pkgs. per box, \$3.00	
Case of 1/2 lb. con containing 120 pkgs. per box, \$3.00	
Case of 1 lb. and 1/2 lbs. (containing 30 packages) per box, \$3.00.	
Case of 50. pkgs (containing 96 pkgs) per box, \$3.00.	

**EMPIRE BRAND.**  
Brunner, Mond & Co.

Case 120 1/4-lb. pkts. (60 lb.) per case	\$2 73
Case 96 10-oz. pkts. (60 lb.) per case	\$2 83

**"MAGIC" BRAND.** per case

No. 1, cases, 60 1-lb. packages	2 75
" 2, " 120 1/2-lb. packages	2 75
" 3, " (30 1-lb. packages)	2 75

**SOAP**  
A. P. Tippet & Co., Agents.

Maypole Soap, color	per grs. \$10.30, black
Maypole Soap, color	per grs. \$15.30, black
Orchard, 1 lb. per gross,	\$18.00

**GIROLIA SOAP, per gross** 13 07  
**Straw Hat Polish, per gross** 10 30

**STARCH.**  
EDWARDSBURG STARCH CO., LTD.

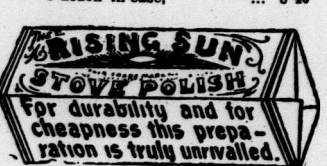
Laundry Starch—	
No. 1 White or Blue, 4-lb carton	0 06 1/2
No. 1 " 5-lb.	0 06 1/2
Canada Laundry " 5-lb.	0 06 1/2
Silver Gloss, 6-lb. draw-tid boxes	0 08
Silver Gloss, 6-lb. tin canisters	0 08
Edwards' Silver Gloss, 1-lb. pkg.	0 08
Kegs Silver Gloss, large crystal	0 07
Benson's Satin, 1-lb. cartons	0 08 1/2
No. 1 White, bbis, and kegs	0 05 1/2
Benson's Enamel, per box, \$1 50 to 3 00	
Culinary Starch—	
Benson & Co.'s Prep. Corn	0 07 1/2
Canada Pure Corn	0 05 1/2
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 STARCH.** per case  
Cases, 64 pkgs. 48's \$5.00  
1/4 Cases, 32 pkgs. 24's 2.50  
Packages 10c. each.

**BRANTFORD STARCH WORKS, LIMITED.**  
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lbs.	\$0 05 1/2
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	0 06
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lbs.	0 06 1/2
4-lb. " "	0 06 1/2
Barrels, 200 lbs.	0 05 1/2
Kegs, 100 lbs.	0 05 1/2
Lily White Gloss—	
1-lb. fancy cartons cases 30 lbs.	0 08
6-lb. toy trunks, 8 in case.	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lbs	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lbs.	0 08 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs, per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 10
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lbs.	0 05 1/2
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lbs.	0 07 1/2
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lbs.	0 07 1/2

**STOVE POLISH.**



**Rising Sun 6-oz. cakes, 1/2 gross Lbs** 8 50  
**Rising Sun, 3-oz. cakes, gross boxes** 4 50  
**Sun Paste 10c. size, 1/2 gross boxes** 10 00  
**Sun Paste, 5c. size, 1/2 gross boxes** 5 00



**TEAS.**

Brown Label, 1's	0 30	0 25
" 2's	0 31	0 26
Green Label, 1 and 1/2	0 33	0 30
Blue Label, 1, 1/2, 3/4 and 1/4	0 30	0 40
Red Label, 1 and 1/2	0 36	0 50
Gold Label, 1/2	0 44	0 60

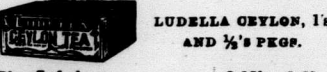


**Ceylon Tea, in 1 and 1/2 lb. lead packages black or mixed.**

Black Label, 1-lb., retail at 25c.	0 19
" " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label " 40c.	0 28
Red Label " 50c.	0 35
Orange Label, retail at 60c.	0 42
Gold Label " 80c.	0 55



**Cases each 60 1-lbs.** 0 35  
**" " 60 1/2-lb.** 0 35  
**" " 30 1-lbs.** 0 35  
**" " 120 1/4-lb.** 0 36



**LUDELLA CEYLON, 1's AND 1/2'S PRGS.**

Blue Label, 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, 1/2's	0 40	0 60

**TETLEY'S INDIAN AND CEYLON TEAS.**  
"Elphant" Brand.

Blacks -	Wholesale	Retail
Tetley's Extra Quality	0 65	1 00
" No. 1 " "	0 50	0 70
" Specia " "	0 42	0 60
" No. 2 " "	0 35	0 50
" No. 3 " "	0 30	0 40
" No. 4 " "	0 20	0 25

**Ceylon Greens—** Wholesale Retail

No. 1	0 35	0 50
No. 2	0 30	0 40
No. 3	0 20	0 15

**ROSS' TEAS.**  
This trade mark is on each package.

5c. 2-oz. packets, per doz.	0 48
10c. 4-oz. " "	0 96
25c. 10-oz. " "	2 40

**W. J. NICHL & Co.,**  
Wholesale Agents, 11 and 13 Front St. E., Toronto.

**Also agents Cuda y Pa k ng**  
C., b. f. extract and pepins.

Red Label, 1-lb. and 1/2's	0 25	0 40
Blue Label, 1-lb. and 1/2's	0 28	0 40
Green Label, 1-lb.	0 19	0 15
Green Label, 1/2's	0 20	0 25
Japan, 1s	0 19	0 25

**E. D. MARCEAU, Montreal.**

Japan Tea—	
"Condor" 1 40 lb. boxes	0 40
EMD AAA 40-lb. boxes	0 37 1/2
"Condor" II 40 lb. boxes	0 36
" " II 80-lb. " "	0 35
" " III 80-lb. " "	0 32 1/2
" " IV 80-lb. " "	0 30
" " X 80-lb. " "	0 0
" " V 80-lb. " "	0 2 1/2
" " XXXX 80-lb. boxes	0 25
" " XXX 80-lb. " "	0 26
" " XXX 80-lb. " "	0 22 1/2
" " XX 80-lb. " "	0 23 1/2
" " XX 85-lb. " "	0 10
" " LX lead packets	
" Assorted assays (1 and 1/2 lb. to retail at 40c.	0 2 1/2
" L lead packet	
" Assorted cases (1 and 1/2 lb. to retail at 25c.	0 19 1/2
Black Teas—"Nectar," in lead packets—	
Green label "reals" 0 26 at 0 20	
Chocolate label " " 0 35 " 0 25	
Blue label " " 0 50 " 0 35	
Maroon label " " 0 60 " 0 45	
Fancy tins—Chocolate, 1-lb.	0 32 1/2
" " " " Blue, 1-lb.	0 42 1/2
" " " " Maroon, 1-lb.	0 50
" " " " Maroon, 1-lb.	1 50
Black Teas—"Old Crow" Blend—	
Bronzed tins of 10, 25, 50 and 80 lb.	
No. 1	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).** Price per lb

No. 1, cases 50 lb. (50 1/2-lb. pkgs.)	\$0 55
" " " " (25 1-lb. pkgs.)	34
No. 1, cases 50 lb., in 5-lb. tins	35
No. 2, cases 50 lb., in 5-lb. tins	29
No. 3, cases 50 lb., in 5-lb. tins	28
No. 2, cases 50 lb., in 5-lb. tins	29
No. 3, cases 50 lb., in 5-lb. tins	23
No. 3, cases 50 lb., in 5-lb. tins	23
Green Ceylon, No. 1, (50 1/2-lb. pkgs.)	35
" " " " (50 1/2-lb. pkgs.)	34
Green Ceylon, No. 2, (25 1-lb. pkgs.)	28

**TOMACCO**  
THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4's, 5's and 10's	0 39
Royal Oak, 2 x 3, 80 ace, 8's	0 52
Something Good, 7's	0 48
Che wing—Bohs, 5's and 10's	0 36
Currency, 13 1/2 oz. bars, spaced 9's.	0 39
Currency, 8's and 10's	0 39
Old Fox, narrow 10's	0 39
Snowshoe, 1-lb. bars, spaced 6's	0 43
Pay Roll, 6's	0 44

**VINEGARS.**  
E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	0 30
Condor, pure distilled	0 25
Old Crow	0 20

**WOODENWARE**  
UNITED FACTORIES, LIMITED.

Washboards, Leader Glo'e	1 45
" " Improved Globe	1 55
" " Standard Globe	1 75
" " Solid Back Globe	1 90
" " Jubilee (perforated)	1 90
" " Crown	1 30
No. 1 2-hoop pails	Per doz.
" 1 3 " "	1 70
" 0 Tubs	8 50
" 1 " "	7 00
" 2 " "	6 00
" " " "	5 25

**YEAST.**

Royal yeast, 3 doz. 5c. pkgs. in case	1 00
Gillet's Cream yeast, 3 doz	1 00
Jersey Cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " 3 doz. 1c.	1 80

**NIXEY'S REFINED BLACK LEAD** H.M. the KING of the British Empire.  
Sole Manufacturer of "Cervus" Square and Bag and Pepperbox Blues, and "Silver Moonlight" Stove Polish.  
W. G. NIXEY, 12 Soho Square, LONDON, ENG. Canadian Representative: MR. H. T. BAKER.



OUR TRADE MARK **A** OUR TRADE MARK

**AUER LIGHT MANTLES**  
LONGEST LIFE & BRIGHTEST

## A Statement of Facts.

We make the strongest mantles. Our mantles give the most light. We use the purest and most costly chemicals.

We anneal our mantles with pressure gas. Our mantles won't shrink or fray out. Our trade mark **A** is on the best mantles.

We make mantles with any private mark on them, your own name if you desire.

**WE MAKE**

Coal Gas Mantles.	Coal Oil Mantles.
Oil Gas Mantles.	Gasolene Mantles.
High-Pressure Mantles.	Acetylene Mantles.

In single, double or triple weave.  
Lowest prices on Mantles, Shades, Chimneys and Sundries.

*Write us if you are interested.*

**AUER LIGHT CO., MONTREAL.**

A Good Article,  
In an Attractive Packet,  
At a Low Price,  
Judiciously Advertised,  
That pay a Fair Profit,  
Should be on every Gro-  
cer's Shelf—

IT IS—

**“Empire” Soda**

BEST FOR BAKING.

Manufactured by

**BRUNNER, MOND & CO.,** NORTHWICH, ENG.

SOLE AGENTS,

**WINN & HOLLAND,** MONTREAL, CANADA.

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

THE PEOPLE OF  
**JAMAICA**

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

**KINGSTON**

**“GLENER”**

might bring inquiries. Better write for rates to  
**I. C. STEWART, Halifax.**

## BASKETS

We make them in all shapes and sizes. We have

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

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

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

## BUSINESS NEWS

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

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

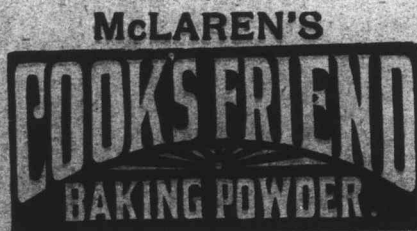
“Clippings from any Canadian paper on any subject.”

**CANADIAN PRESS CLIPPING BUREAU,**

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

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

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



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





Don't use this kind of a light

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

We manufacture lamps and can suit you.



For Lime Flint.

LAMP CHIMNEYS

WITH THESE LABELS

ARE THE BEST.



For Lead Flint.

**GOWANS, KENT & CO.**

Wholesale

Crockery and Glassware  
China and Lamp Goods

TORONTO and WINNIPEG.

# Wethey's Mince Meat



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

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

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

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

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

**C. E. COLSON & SON,**

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

## BRADSTREET'S

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

Offices Throughout the Civilized World.

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

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

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

—OFFICES IN CANADA—

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER, B.C.

HAMILTON, ONT.  
QUEBEC, QUE.

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

MONTREAL, QUE.  
TORONTO, ONT.

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

**Oakey's**

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

**'WELLINGTON'  
KNIFE POLISH**

**JOHN Oakey & Sons, Limited**

MANUFACTURERS OF

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

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street  
MONTREAL**