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The Bluing of the clothes in the Laundry
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Keen's Oxford Blue

the selling of Blue by the grocers of the
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Sold Everywhere in One Ounce Squares—FULL WEIGHT.

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It is as important in business as it is in a race. Many
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their private life. Resolves to handle the best
goods, and particularly the best bluing, which are
available. You will thus please your customers
and increase your own profits and happiness.

KEEN'S LIMITED

RECEIVE

our best wishes for the
New Year.

J. L. MATHIEU CO., LIMITED
SHIRBROOKE, P.Q.

Proprietors MATHIEU'S SYRUP AND MATHIEU'S
NERVINE POWDERS.

National Licorice Co.



Y. & S., SCUDDER and H. & R. Brands of
PURE STICK LICORICE, Acme Licorice Pal-
lets, D. & G. Wafers in bags, Licorice Liqueur,
and a full line of Licorice Specialties, includ-
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the Company's brands as follows: THE
FLEXIBLE LICORICE, THE PLIABLE LIC-
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Illustrated Catalogue on request.

Brunner Mond & Co.'s WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland Montreal

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When in Need of Cans, Bares Your
Head, Hands and Shoulders.

Acme Can Works

We are the only makers in Canada of
SELF-OPENING GREAT NECK POLYVALENT CANS.
They are our specialties.

Janett's Self-Opening Can.

We also make for you in
any quantity
Cans (2 1/2) Pails
ACME CAN WORKS
MONTREAL

67% Pure Oil!

Seven per cent. more of pure oil than you'll get in ordinary Castile Soap—*Seven per cent.!* It seems a trifling matter perhaps yet it may make or mar your success in holding a customer's permanent trade.

The "Shell" Brand of Castile Soap is packed only by Couret Frere, of Marseilles, France. Highest quality always, in one pound bars and upwards.

Pressed cakes in boxes also. Sixty-seven per cent. of Pure Oil in the "Shell" Brand.

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Sold by Leading Wholesalers.

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Maple Syrup that makes the mouth water for "more." The real syrup of your boyhood days—the "Thistle" Brand.

You best preserve your customer's interests by selling what they expect and want and yet so seldom get — palate-tickling maple syrup—the "Thistle" Brand.

Maple Syrup

Sold by Leading Wholesalers.

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DARK!

Bring your "ads"
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We furnish the kind of pictures that give to your "ads" a bright and smiling countenance. *A cheerful face gains favor every time.*

Estimates on all and every style of design cordially furnished.

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TORONTO.

Grocery Brokers and
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Established 1885

W. H. Millman & Sons

Grocery Brokers, TORONTO.

*Prosperous New Year
to All.*

*To locate close prices for anything you
want, get in touch with us.*

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Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

Place your offerings with us and we will sell your goods.

**Consign your cars to us.
Goods reshipped.
Excellent storage.**

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Wholesale Commission Merchants and Brokers.

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Head Office: NICHOLSON & BAIN, WINNIPEG.

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GROCERY

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CHAS. MILNE
BROKER

VANCOUVER, B.C.

Sell Flower Pots.

All grocers should carry a well-assorted stock of pots and saucers at this time of the year. **ORDER NOW.**

**STRONG
DURABLE
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**POROUS
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The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

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WINNIPEG, - - CANADA.

COMMISSION BROKERS.

Excellent Storage Accommodation.
Consign Your Cars to Us.

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Solicited **WINNIPEG, MAN.**

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are
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WE

Represent some of the leading houses in

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INCREASE YOUR TRADE. **WRITE US.**

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To store, to ship, and if you wish, to sell,
WE CAN DO IT. Consign your cars to us.

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Wholesale Commission Brokers,
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GUM**

in
Lumps,
5c. Pkgs.
in
1c. Stick,
in
5c. Bars

ROW & CO., Morristown, N.Y., and Brockville, Ont.

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

Address, **BUSINESS MANAGER,**
CANADIAN GROCER,
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Herbs—In ¼-lb. packages.

Special quotations for Whole Leaf Herbs in 400-lb. bales. Also Rubbed and Powdered Herbs in barrels.

Sage, Savory, Marjoram, Thyme.

—Our Herbs enjoy a special reputation for quality. These goods are most seasonable now. We solicit a trial order.

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Telephone Bell Main 65.
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Telephone orders receive prompt attention.



CAPSTAN BRAND MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

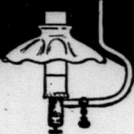
2-lb. Pails, 2 doz. in Crate.

¼ " ½ " " "

25-lb. Pails. 75-lb. Tubs.

½-Barrels and Barrels.

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

100 CANDLE POWER  **½¢ PER HOUR**

AUER GASOLENE LAMP

Gives more light than
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

Lytle's Mince Meat

Mince pies are a very necessary part of holiday cooking. The grocer who supplies our mince meat can be sure that the customers will appreciate its excellent quality. It builds up the right kind of trade.

—For Holiday Cooks

—Done up in convenient sized fibre and wooden pails.

The **T. A. LYTLE COMPANY, Limited**

124-128 Richmond Street West, TORONTO.

**Two
Lines
That
Lead.**

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce the one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—**ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.**

A **1905**
PROSPEROUS
NEW YEAR

will result to all
grocers who sell the
unequalled healthful,
fragrant and profitable
teas of

JAPAN

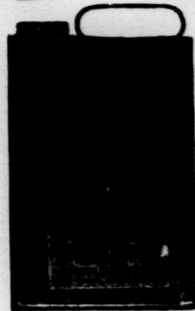
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with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME,



AGENTS, MONTREAL.

THESE ARE SOME OF THE VARIETIES

ROSE & LAFLAMME, AGENTS, MONTREAL.

Once a grocer has established himself as a quality man he has an asset which will pay him rich and lasting returns.

Customers who want cheap things regardless of quality are swept away from him by every bargain-sale wind that blows.

You don't want that kind of trade. You can't bank on it. It will never make you independent.

A HEINZ DEPARTMENT

is a Gibraltar.
Build one up.
Build upon it.

H. J. HEINZ Company



57 VARIETIES.

Pittsburgh, U. S. A.

Be a Quality Grocer

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels, 2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

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Limited

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GEO. MUSSON & CO.,
JOHN W. BICKLE & GREENING,
GEO. H. GILLESPIE,
JOSEPH CARMAN,

TORONTO
HAMILTON
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The Annual Inventory

In every Annual Summary there are certain items which are unsatisfactory. Take Teas for example: you will find that the movement, the turnover, in Japans, Chinas and straight Indians is slow, while in

CEYLONS

it is rapid, clean, constant. Consequently it pays to work your tea trade in the direction of Ceylons. You please your customers in doing so. You make more money, and you don't have to keep so much money locked up in Teas.

Of course you know that Ceylon Teas can be had in both Blacks and Greens.

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CANADIAN GROCER,
88 Fleet Street E.C. London, Eng.

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Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.



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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.

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C. O. BEAUCHEMIN & FILS, MONTREAL.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

STOCK NOW.



*Sutton's
Worcestershire
Sauce
cannot
be beaten
for
quality
and price*

**G. F. Sutton,
Sons & Co.**
King's Cross
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Oakey's 'WELLINGTON' KNIFE POLISH

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

JOHN OAKEY & SONS, LIMITED
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.
Wellington Mills, London, England

Agent:
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WE GUARANTEE THE "EUREKA"

TO DO THE WORK FOR YOU every time. PERFECT CIRCULATION, PERFECTLY DRY AIR—PURE and COLD in hottest weather.

Write us for descriptive Catalogue, list of Testimonials, and see our Guarantee.

Eureka Refrigerator Co. Limited
54 and 56 Noble St.,
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In this paper cost 2 cents per word first insertion, 1 cent per word subsequent insertions. Contractions count as one word, but five figures (such as \$1,000) may pass as one word. Cash remittance to cover cost must in all cases accompany orders, otherwise we cannot insert the advertisement. When replies come in our care 5 cents additional must be included for forwarding same. Many large business deals have been brought about through advertisements of 20 or 30 words. Clerks can be secured, articles sold and exchanged, at small expenditure.

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Our Grocery Cabinet

with 30 drawers, holding 10 pounds each, as shown at the Exhibition, is in great demand. Mouse, damp and dust proof. Price in oak, \$27.00; in ash, \$24.00, less 5 per cent. for cash. Cabinets made any size to suit your present shelving. Send us a trial order.

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PICKERING, ONT.

...ESTABLISHED 1849...

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Capital and Surplus, \$1,500,000. Offices throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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

A Mop is Good

for floors, oil-cloths, linoleums, stoops, etc. Indeed there is nothing better. Your customers will say yes to this. But it requires a

TARBOX SELF WRINGING MOP

to get best results—Self Wringing. Notice—the old fashioned kind won't do.

Your Jobber Has Them

TARBOX BROS., - Toronto, Canada



THE
TOP
THAT
THE
SUN
NEVER
SETS
ON



HAY CASTLE BRAND
FINEST GROWN IN GREECE.
CHOICEST SELECTED CURRANTS

CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT - W. H. GILLARD & Co., - SOLE AGENTS, HAMILTON, ONT. FOR CANADA.

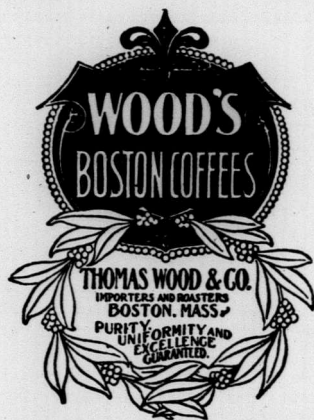


PARADISE BRAND
FINEST GROWN IN GREECE.
SELECTED CURRANTS.

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approved by the Greek Government as being of superior quality and handsome appearance.

Packed solely for
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON



A New Year's Investment.

You want something that will draw dividends right along.
You want something you can depend upon to pay handsomely for money put out.
You want something as good as an instalment endowment in a first-class life insurance company.
You want **Wood's Coffees**.
They are the gilt-edge security for the grocer.

CANADIAN FACTORY AND SALESROOM,
No. 428 St. Paul St., **MONTREAL.**



GOOD VALUE

is what the up-to-date dealer is always on the lookout for. You will find it in

BOECKH'S REGAL BROOMS

They are made of choice, fine carpet brush, 4 strings, plush finish; fancy metal locks, varnished handles—in fact a **Broom that can't be Beat for a 25c. line.**

United Factories, Limited, Head Office: **TORONTO.**

BRANCHES:
**MONTREAL
LONDON**

Dominion Commercial Travelers' Annual Banquet

Montreal, December 22, 1904.

"The night shall be filled with music
And the cares that infest the day
Shall fold their tents like the Arab,
And as silently steal away."

THE quotation appended above never had a more apt illustration than that given last Thursday evening, December 22, at the Windsor Hotel,

Montreal, when the thirtieth annual banquet of the Dominion Commercial Travelers' Association was held. From all parts of the Dominion and even beyond its confines from the land of Uncle Jonathan came the men of the grip and the sample trunks to join with their fellows in happy reunion and good fellowship around the festive board—and to cement closer those bonds of unity that strengthen their hands in the great work of building up the commercial greatness of the awakening giant of the Northern Zone. The thirtieth annual banquet of the Dominion Commercial Travelers' Association was a grand success from every point of view, from the aspect of a splendid menu, a feature of life in which the traveling salesman justly claims some recognition as a critic; from the musical standpoint, for orchestra renderings and songs of some of Montreal's leading soloists were a treat not soon effaced from the memory; from the intellectual side, for the speeches of the distinguished and brilliant young orator the Hon. Rodolphe Lemieux, Solicitor-General of Canada, and Hon. F. D. Monk, leader of the Conservative party in Quebec, were powerful, patriotic and soul-stirring in the highest degree; from all these aspects was the banquet a banner affair as well as from the thoroughly optimistic tone that pervaded the large assembly of merchants, salesmen and travelers, and burst forth in vigorous applause at every reference to this great and growing country of Canada, and her undoubted future great position among the nations of the earth.

The commercial traveler is optimistic under almost every circumstance, and it is this very feeling that makes for prosperity for himself, his house and his country. It is this confidence so deeply rooted in his being that makes his work of such vast importance to the country; his hand is continuously on the pulse of trade and every beat of that pulse is watched and studied with a care as great and thorough as that of the physician watching his patient. Sir Knight of the Grip-sack is the living barometer of the storms and calms of commercial life. At Thursday's banquet the travelers threw off the cares of their strenuous life and enjoyed themselves as only they can—music, jollity and mirth were in the air and the beau-

tiful banqueting hall of the Windsor it is safe to say never resounded with a heartier ring of merriment and good fellowship. French and English-speaking travelers were about equally represented and as the speakers alternately addressed the gathering in French and English, the rounds of applause rose and fell appreciatively and indiscriminately—it was "Canada mon pays," and "The Maple Leaf," and "The King, God Bless him," from start to finish. Certainly in its entirety no more patriotic assemblage could be brought together.

Letters of regret at inability to be present were read from the following: His Excellency Earl Gray, the Governor-General, Sir Wilfrid Laurier, Sir Richard Cartwright, Hon. W. S. Fielding, Hon. Wm. Paterson, Hon. Chas. Fitzpatrick, Hon. H. R. Emmerson, Hon. Clifford Sifton, the American Consul, G. T. Bell, General Passenger Manager, G.T.R.; C. E. E. Ussher, General Passenger Manager C.P.R., and others.

President J. S. N. Dougall, was the chairman and on either side of him at the table of honor sat Hon. Rodolphe Lemieux, Mayor H. Laporte, Hon. F. D. Monk, Hon. J. W. Rolland, Senator Cloran, Ald. H. B. Ames, M. P., R. W. Ballantyne, A. Hudon, W. Pouliot, R. C. Wilkins, C. Mann, H. Demers, A. Lefleur and W. Murphy.

At 10.20 President Dougall called the meeting to order and in a brief speech expressed the pleasure it gave him to welcome so many guests on this, the thirtieth anniversary of the association, which had grown from 251 members in 1875 to 4,815 at the present time, the largest increase being made in the last year. The benefit association, he said, had also greatly increased, both in membership and financial position, with a handsome surplus and a capital of over \$242,000. In a further speech, Mr. Dougall set out the benefits of membership in the association, and read letters from various railways promising better ticket arrangements.

"Our King" was then drunk, with the National Anthem and cheers, while Mr. Duquette sang "Rule Britannia," amidst great applause.

The toast of "The Government of Canada," was proposed by W. J. Egan, vice-president, who coupled with it the names of Hon. Rodolphe Lemieux and Hon. F. D. Monk, the former replying on behalf of the Government and the latter for the loyal Opposition. Mr. Egan's genial countenance shone with thoroughly happy Irish humor and his tongue, true to the oratorical instincts of his race, was eloquent and witty. His allusion to the commercial travelers as

"being practically only traveling freight agents for the railways" was a hit and the soft satire of the bon-mot was received with appreciative laughter and applause.

Hon. Rodolphe Lemieux in his response by his patriotic words and the vigorous sincerity of his delivery aroused the greatest enthusiasm. He said in opening that before coming up that afternoon he had at Ottawa met Sir Wilfrid Laurier, hale and hearty as ever, and Sir Wilfrid had desired him to wish the association, on his behalf, all success and a merry Christmas. The members of the Government, as well as of the Opposition were also commercial travelers, for they were all working for the good of Canada, and had to do a great deal of traveling. It gave him great pleasure to appear for this toast with that great Canadian who was at the head of the Conservative party in Quebec, the Hon. F. D. Monk.

As to the Government, whichever party was in power, it was always a Canadian Government, loyal to their country and its institutions. Canada's history during the last fifty years showed a development equalled by no nation under the sun. Under the British flag, it had developed from a Crown colony to one of the nations of the earth, and its trade had grown proportionately, the Dominion being at the head of all nations in its expansion of trade during the last ten years, and he felt sure the commercial travelers had taken no mean share in this development.

Steady Forward Policy.

"We intend to pursue the policy started twenty years ago by Sir John Macdonald and continued by Sir Wilfrid Laurier. We intend to be Canadians first and Canadians always. We intend to remain loyal to the institutions of our country, loyal to Canada and loyal to our King. Let us hope that English and French will always work united hand in hand for the future of our country."

Referring to his recent trip to England, Mr. Lemieux spoke with pride of the passing of the Anglo-French treaty bill in the Imperial Parliament, which event he witnessed, when he had also heard that great Canadian, Hon. Edward Blake, speak in support of the measure.

Elements of National Greatness.

"Canada has every element of national greatness," proceeded Mr. Lemieux. "We have a good constitution given us from the early days of British rule in Canada—a constitution for which I would be willing to live and willing to die. As a student of history I say that we French-Canadians enjoy more

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

STOVE POLISH and **SUN PASTE**
STOVE POLISH
IN **TINS**
GUARANTEED TO THE TRADE

DURABLE
3000 TONS SOLD

STOVE POLISH
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.

liberty under the British flag than we could under any flag on earth. We must remember what the British Parliament has done for us since 1774, when by the Quebec Act they gave us our civil and religious rights, and it would be ignorance not to let our French-Canadian fellow-citizens know that we owe our present extended liberties to this wise policy of Great Britain. Let me say to our British friends that they need never be afraid of the loyalty of their French-Canadian people—loyalty as strong to-day as when they refused to join hands with Lafayette and Rochambault in support of the American revolutionists. They then stuck to the British flag with a loyalty which has not been known enough in Canada during the last twenty years.

“Let me say to you all at this end of the prosperous year 1904; let me repeat to everyone of us, that we are bound to live together in peace and harmony in the great country, which I am confident is bound to become the greatest country on the American continent; or as Sir Wilfrid Laurier expressed it that “if the nineteenth century was the century of the United States, the twentieth century is Canada’s century.”

Mr. Lemieux repeated the greater part of his speech in French out of compliment to the many French-Canadians present.

Mr. Duquette then led in the singing of the Maple Leaf, after which “Canada, mon pays” was rendered by E. J. Labelle of St. James’ Cathedral choir.

F. Cains, of Brophy, Cains & Co., Montreal, treasurer of the association, then proposed the “Parliament of Canada” with a neat speech.

Senator Cloran was the first respondent to the toast, speaking of course from the legislative point of view of the red chamber. He humorously blamed Mr. Monk and Mr. Borden for adding so much to the strenuous life of Parliament.

The Hon. F. D. Monk, M.P., on rising to respond was received with such continuous applause as leaves his popularity among the knights of the grip no longer open to doubt. In a pactic

strain Mr. Monk pointed out that Great Britain had done what no other nation in history had attempted—set up many nations with independent governments and free constitutions under the folds of its banner, of which all Canadians were so proud. And here we had our Parliament endowed with all the freedom and liberties which had taken seven centuries of struggle to rise in England. It was a heritage of which we are justly proud. But it entailed a great responsibility to properly hold that which we had won, and to maintain at all risks the character of our national feeling and our national Parliament, so that it might be worthy of our lofty records, and the composite people who make up our growing nation.

Ald H. B. Ames, the newly elected member for St. Antoine division, Montreal, followed Mr. Monk in a short and able speech. Although he had not yet had the distinguished privilege of hanging up his coat in the House of Commons he hoped to find as high a standard at Ottawa as he had always found amongst the commercial men, who knew that they must do honest business, and do it equally, fairly with men of all classes and religions.

The Provincial Parliament was proposed by Past President Max Murdoch and replied to by Hon. J. B. Rolland. The City of Montreal was proposed by A. Terroux and replied to by Mayor Laporte. Trade and Commerce was proposed by R. C. Wilkins, and responded to by C. C. Ballantyne, vice-president of the Canadian Manufacturers’ Association. Transportation was proposed by T. L. Paton and replied to by Mr. Morrow, of the C.P.R.

Messrs. A. Woods, E. R. Dufresne, Mr. Brunnlan and the St. Louis Quartette contributed excellent songs between the speeches.

The Dinner Committee certainly deserve the thanks of the members for the splendid arrangement and management of the entire affair as well as do the various vice-chairmen of whom there were eight, namely Messrs. Wadsworth, Paterson, Terroux, Rosseau, Egan, Dubreuil, Guilbault, Hayes, who did their duty nobly and well. The members of the dinner committee were as follows:

T. L. Paton, convenor; R. Booth, F. L. Cains, F. S. Cote, L. O. Demers, Jas. S. N. Dougall E. Fred Dugan, J. F. L. Dubreuil, John T. Dwyer, W. J. Egan, W. C. Finley, A. D. Gall, E. E. Guilbault, J. B. Kerr, D. M. Lefebvre, W. B. Mathews, W. Pouliot, Jos. W. Rosseau, Jas. Robinson, Robt. C. Wilkins.

MENU.

Oysters on the Shell.
Anchoix Canape. Celery. Olives. Radishes.
Clear Green Turtle Amontillado.
Smelts au Vin du Rhin.
Cucumbers. Pommes Brabant.
Breast of Chicken Regence.
Cronstade of French Peas.
Mignon of Beef Tenderloin Rossini.
Spinach with Eggs. Mashed Potatoes Brown.
CHARTREUSE PUNCH.
Broiled Quail on Toast au Cresson.
Mayonnaise of Asparagus Tips.
Baba au Rhum. Macedoine Jelly.
Petits Fours. Neapolitan Ice Cream.
Coffee, Cheese. Crackers. Fruits.

List of Those Present.

Besides the guests of honor, there were present: F. Boudrette, A. C. Miquelon, A. R. Greene, P. L. Frenette, Chs. Staint-Jean, Raoul Tranchemontagne, Rod. Bedard, C. Jodoin, Leon Rolland, H. Eidney, Stein, N.Y.; J. Thurston Smith, A. U. Butler, Rev. W. Graham, W. J. Agnew, O. S. Perrault, J. N. Chevrier, J. P. Dumaresq, H. L. Perchard, W. J. Gallon, Edward Foster, Geo. L. Shepherd, P. B. Coulson, J. D. Shaw, J. Paterson, Gus Harries, J. W. Anderson, John Kingan, W. E. Robertson, Miles Birkett, H. Gordon Browne, E. W. James, Geo. R. James, Eugene Tarte, La Patrie; F. D. Shallow, George W. Bonner, W. Carruthers, H. W. Snetsinger, W. A. Jackson, F. A. Wray, D. W. D. Spry, E. Straker Lawton, Clinton Henderson, Harry A. Rutley, D. I. Henderson, M. J. J. Toole, J. H. Small, Joseph Daoust, S. D. Joubert, P. E. Joubert, J. R. Grenier, W. H. Cornell, L. Girard, C. C. Davidson, Alex. B. Coyle, Arthur Terroux, Jas. K. Oswald, A. Ross, Crawford, A. W. Childs, S. W. G. Dettmers, W. R. O. Bowie, Geo. P. Watt, G. J. Martin, E. B. Scott, J. O. Authier, E. Hurette, W. R. Wonham, L.

You may be

In a hurry for some goods early in the week.
Write, 'Phone or Wire us your order.
Prices and quality guaranteed.

WE PAY 'PHONE AND WIRE CHARGES.

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

Don't Close Your Eyes

to **quality** or the world will seem full of cheap things.

Excellence our **Aim** in **Coffees.**

Our **MECCA** cannot be beaten.

Ground or whole
from 2-lb. tins to bar-
rels to suit everyone.

In spite of fierce opposition sales of this Coffee increase by leaps and bounds.
We do no advertising to the consumer, we let the Coffee do that.

Command the respect of your customers by selling A1 Coffee.
Command the best Coffee Trade by Selling MECCA.

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

WE want to thank our many friends for their generous business throughout the year and wish them the compliments of the season.

OUR travellers will see you after January 1st, 1905, and in the meantime, our Long Distance Telephone is still : : : :

596

BALFOUR & CO., Wholesale Grocers **HAMILTON**

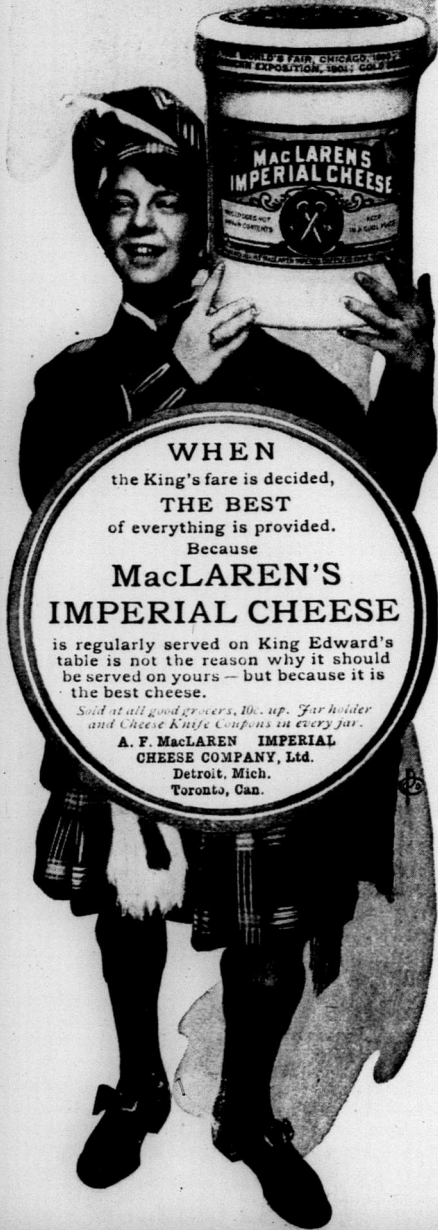
Wishing our customers and friends

A Happy and Prosperous New Year.

THOS. KINNEAR & CO.

Wholesale Grocers, = 49 Front St. E., Toronto, Canada

The KING'S
Cheese



WHEN
the King's fare is decided,
THE BEST
of everything is provided.
Because
MaCLAREN'S
IMPERIAL CHEESE

is regularly served on King Edward's
table is not the reason why it should
be served on yours — but because it is
the best cheese.

*Sold at all good grocers, 10c. up. For holder
and Cheese Kings Coupons in every jar.*
A. F. MaCLAREN IMPERIAL
CHEESE COMPANY, Ltd.
Detroit, Mich.
Toronto, Can.

The King
of
Cheeses
and
The Cheese
of
Kings
is
MaClaren's
Imperial

"Nothing Better"

A. F. MaCLAREN IMPERIAL CHEESE
CO., LIMITED,
Manufacturers and Agents,
51 COLBORNE ST., TORONTO, ONT.

O. Grothe, Cunningham, Strina and Wray, H. Gagnier, J. Art. Marchand, Alex. Davis, H. R. Hamilton, G. Milroy, H. D. Muir, T. W. Dodds, F. Cooper, E. W. Barlow, G. H. Bishop, H. E. Stubbs, Allan J. Munro, J. O. Hays, W. I. Newton, W. H. Evans, George Pyke, W. H. Hamilton, Romeo Brosseau, Arthur Lamarche, Jos. N. Brossard, Ludger Gravel, Jos. W. Rousseau, L. M. Desparois, J. E. Garneau, A. Daigneault, Victor Laperle, Alfred Lortie, S. Grunluse, J. W. Gall, E. H. Moles, Fred Russell, I. Passeyham, C. L. Higgins, J. A. Nutter, William B. Naylor, Robt. L. Rice, Laurie Russell, Eugen Engels, James G. Kerr, John J. Ritchie, H. Percy Woodley, W. S. R. Robichaud, Anatole Tranchemontagne, C. Robichaud, Rodolphe A. Pageau, B. Simpson, A. Bruce, Leslie Drake, Thos. J. Rodger, Fred L. Barlow, E. Brodeur, M. N. O'Connor, P. I. M. Caffrey, Gax. Beauvais, V. Coss-Karbiton, J. O. Boucier, M. R. Cuddihy, J. H. Palmer, Fred Caldicott, W. Pouliot, F. S. Cote, Mr. I. Irwin, George Cooley, G. E. Cooke, W. R. G. Mathews, Jules Lemaitre, Raoul Dupre, W. H. Bryce, Burton Dixon, Eugene Monday, J. E. LeFontaine, G. A. Hudson, J. F. Larose, Ed. Gravel, Edouard LaBel, E. Duquette, Edouard R. Dufresne, Raoul Dionne, Jas. Pineau, H. R. Landry, J. E. Monday, J. A. Wrance, Alex. Felrk, professor; Dr. Fleury, tenor soloist; Arthur Nelson, Vancouver; Newton A. Hill, J. Wilfrid Deziel, Henri E. Quesnel and J. Albert Quesnel, of Chaput & Fils, Company; Eugene Pepin, Aime David, Antonio Valiquette, F. Q. Berme, W. E. Hayes, S. C. Cumming, Emile Bourassa, Normand Giroux, L. A. Berti, J. R. Dery, of Genin, Trudeau & Co.; J. and E. Bureau, of Lewis Bros. & Co.; R. Edgar Markgarf, of Alfred Eaves; Stuart M. Ross, John Graham, of the J. C. Wilson Co., Ltd.; Raoul Dupre, E. Lafontaine, Eug. Monday, Burton Dixon, J. H. Maistre, G. A. Hudson, Raoul Durpe, Alfred T. Houston, W. H. Boyce, Wilfrid Seers, J. C. Macfarlane, Jas. Gravel, of the Canadian Rubber Company; J. K. Woods, Alfred H. Brittain, of Black Bros., Co., Ltd., Halifax; Jas. Ferres, B. J. Deyhlon, Arthur Ste. Marie, P. C. Adair, and A. A. Tyers, of the G. B. Co., Ltd.; Hercules Giroux,

We wish all a
HAPPY AND PROSPEROUS
NEW YEAR
THE DAVIDSON & HAY, LIMITED
 WHOLESALE GROCERS, TORONTO.

Thos. May Co., Ltd.; Z. P. Benoit, of Regent Mills Co.; W. Lauriaux, J.C.M.; Winfred Stewart, of McCaskill, Dougall & Co.; Gaston Drainville, Arthur Des Coteaux, Gault Bros.; Z. Duchesneau & Co.; Rodrigue Goulet, E. F. Guilbault, J. Villeneuve, John Trottier, G. J. Langlois, Thos. J. Parkes, J. E. Hayden, L. W. Elliott, W. E. Jackson, A. R. Urgus, Wm. H. Syler, Montreal editor of The Canadian Grocer; F. S. Keith, Montreal editor of the Hardware and Metal; Geo. Macowans, representative of the Witness; W. Vass, Aoult Bros. Co., Ltd.; Joseph H. Cogeman, Gazette; T. R. Booth, W. R. Brock Co., Ltd.; S. W. Haskett, H. C. Brodie, C. H. Fetherstonhaugh, John McEntyre, Alf. Nutter, J. J. O'Donnell, J. B. Giles, John Goldthorpe, Thos. L. Paton, W. J. Egan, Geo. S. Clvhorn, A. Hewat, W. E. Short, Robert Wall, A. R. Coloin, A. B. Couehn, J. Dwane, H. G. F. Wat, John A. Garieny, I. E. Thown, Geo. M. Edwards, Man. Dis. Henderson & Potts Co., Ltd.; J. Irwin, secretary, Henderson & Potts Co., Ltd.; A. B. Caswell, Montreal manager Maclean Publishing Co.; H. E. Fontain, the Price Curant; H. Nightingale, Tissus and Nouveautés, Arsene Laguerre, Liguers and Tobaccos; Jacob Mazurna, Monetary Times; P. Urquhart, Ottawa.

Special Bargains.

The Tuckett Cigar Co., Hamilton, Ont., W. R. Webster & Co., Sherbrooke, and the S. Davis & Sons Co., distributed their excellent makes of cigars freely among the guests and participants. "Marguerites," "El Presidentes" and "Clear Havanas" were thoroughly enjoyed.

The American Tobacco Co., of Canada, had a souvenir package of Sweet Caporal and Mogul cigarettes and a supply of patent lucifers at each plate.

T. Theo. Valiquette, supplied a neat package of smoking tobacco.

The press table, thanks to T. L. Paton, W. J. Egan and Fred Gains, were graciously remembered when the arduous work of taking down the proceedings momentarily lifted.

The popularity of "I Crow Overall" goods was evident judging by the enthusiastic reception accorded R. C. Wilkins. That gentleman certainly received an advertisement whose clarion notes will sound throughout the Do-

minion when "the boys" get their new certificate in use.

The travelers' certificate cases presented by the J. B. Rolland Paper Co. was a much appreciated souvenir.

H. H. Brittain representing Black Bros. & Co., Halifax, was in his element. He was at home with "the boys" that are always "fishing" for orders and many a "cod" was tied to the "stake" (steak).

A certain "vermilion" hue that hung over one of the tables was not due to the presence of the Canada Paint Co.'s representatives, though there were present from that company Harry Stubbs, Alan J. Munro, W. B. Hamilton, W. H. Newton, W. H. Evans and Geo. Pyke.

ON TO THE "57 VARIETIES."

Mr. S. D. Stewart, Sr., Montreal and Quebec, province representative, and Mr. W. R. Caron, junior representative of H. J. Heinz Co., Pittsburg, Pa., left on Saturday for the smoky burg at the junction of the Allegheny and the Monongahela river, to attend the annual reunion and "pow-wow" of the great tribe of Heinz. Pow-wows, war dances, the "green corn" fance, the "chili sauce" and the "dance of the classic bean," will all be gone through with in true and loyal order, and finally the "pipe of peace" will be passed as the braves depart for their respective hunting grounds.

The "Lady of the Snows" in the northeastern part of her great domain sends two of the warriors from whose belts dangle the scalps of many buyers, and Messrs. Stewart and Caron, the one an artist in the tongue of Shakespeare, the other a finished orator in "la langue francaise," will join Brother Muat and his Ontario confreres in holding up the great "White Lady's" reputation. A prosperous New Year to all.

A WORK OF ART.

What is unquestionably one of the most artistic calendars ever issued to the trade is Swift & Co.'s Premium Calendar with four heads on separate panels by McEntee, the famous watercolorist. The lithographing is in ten colors and gold, and charmingly represents the four seasons of the year. Swift's Premium Calendar will be sent postpaid to any address on receipt of 10c in money & stamps.



Best
 Wishes
 for a
 Happy
 New Year

Upton's

Charles Dickens could write about edibles in a way to make the reader hungry. But nothing he ever wrote could stir the appetite like the recollection of a breakfast

HALIFAX

of fish patties made from Halifax Shredded Codfish. And if you just remind your customers that you have it, you can keep their purses stirred to buy it.

It is important to remember that in handling Halifax Shredded Codfish you are not handling an article that is a mere

fad, but something people are commencing

SHREDDED

CODFISH

ing to regard as a necessity in proportion as they realize the value of a fish diet. You have two strong claims on your customer in selling it, viz: (1) Its Tastiness; (2) Its Healthfulness.

BLACK BROS. & CO., LIMITED HALIFAX and LAHAVE, N.S.

A. H. BRITAIN & CO., Agents, Board of Trade Building, MONTREAL
REGINALD LAWSON, Agent, WINNIPEG, Man.
CHARLES MILNE, Agent, VANCOUVER, B.C.

FRESH AND CURED FISH

Cleanliness in Prepared Codfish.

EXTRA care should be taken by dealers handling prepared boneless codfish products to offer the same in a form which will make it appear appetizing. If these details are carefully looked after there is no justifiable reason why the retail grocery trade should not secure a large trade in this line, which is now put up in very attractive form, namely, shredded, wooden non-porous boxes, and cardboard cartoons. It is also sold in absolutely boneless form, which is a step in the right direction. Mixed boneless codfish still continues to have a good sale, packed in the usual form of one and two pound blocks, largely sold to the country trade.

It may no doubt seem strange, but it is nevertheless a fact, that there is a great difference in the flavor of codfish, as well as anything else. Pure Nova Scotia cod, when properly prepared, will make some very appetizing dishes. In fact with care prepared boneless George's Bank cod, carefully soaked to remove salt, has been placed on the table as fresh cod. This, combined with the fact that this fish can be kept for some time with ordinary care, ought to help the sale of these goods.

The Grocer has for some years been advocating the handling of fish by the grocery trade, and urging upon grocers the same consideration and attention to this profitable branch of trade as is devoted to staple lines. Properly conducted, there is no more profitable line for him to handle.

Newfoundland Catch.

The catch of codfish in Newfoundland the past season is 150,000 quintals short of the million taken during the previous year. The bank fishing would have been good but for the scarcity of bait, as fish were taken in abundance whenever bait could be secured. The Newfoundland banking fleet the past season consisted of 120 schooners carrying 18,000 men, and the catch was about 110,000 quintals. The Labrador voyage was a good average one, and the fish were medium in size, very few small ones being taken. In the Newfoundland shore fishing the traps did very poorly, the Summer being so fine that the fish for the most part remained in deep waters. It requires thick and foggy weather to bring the fish in-

to the shallow waters where the traps are located. Hook and line men and trawlers did well. Some of the fish were badly sunburnt owing to the dry, hot weather which prevailed during the season. In the Spring it took 336 lbs. of green fish to make a quintal of dried fish, while in the Fall it took only 310 lbs. The fish taken by hook and line in the Fall were large in size, 30 or 40 going to the quintal, while the ordinary run of fish would take from 60 to 70 to make the quintal.

Herring Fisheries in B.C.

Some idea of the growing importance of the herring fisheries at Nanaimo, B.C., may be obtained from the fact that the industry now employs nearly 100 persons. A market for fresh herring has been worked up on the sound at Vancouver and Victoria, which is supplied almost entirely from Nanaimo. Several steamers are constantly engaged in the herring trade at this season of the year.

Japan Gets B. C. Salmon.

The shortage of the salmon catch on the Pacific Coast this year has been finally estimated at 1,750,000 cases. The Japanese are rapidly buying up the British Columbia catch, this season's shipments from Vancouver alone amounting to \$750,000. It looks as if Canadian buyers from now on would have to pay considerably higher prices.

A Rejoinder.

The proposition to establish sardine canneries on Canadian soil is ridiculed by the American packers, says the Fishing Gazette, on the ground of the futility of marketing the product in the Dominion. It may be, however, that future reciprocal trade arrangements will open to Canada the markets of the southern states, in which case the proposition would assume a very different aspect.

Fish Notes.

It is officially announced that the Dominion Government has issued directions for the establishment of two large hatcheries on the northern coast of British Columbia.

The report of J. J. Cowie, the Scottish

herring expert, on British Columbia herring just to hand states that while the fish as found on the Pacific coast is considerably smaller than the Atlantic fish it is of decidedly superior flavor.

Scarcity of High Grade Cod.

In the course of an interview with The Canadian Grocer Mr. A. H. Brittain, Montreal, sales agent for Black Bros & Co., Halifax and La Have, N.S., says: "The conditions of the prepared boneless codfish markets are at the present time most peculiar. Our greatest difficulty is to get sufficient codfish of the required quality to supply the demand in our 'Halifax' and 'Acadia' brands of package codfish. We have set a very high standard for these brands which it is our intention to maintain. There is little difficulty getting sufficient stock for cheaper grades."

Norwegian Whaling Industry.

The Norwegian Government has prohibited whale fishing for a period of ten years beginning February 1, 1905, and the sum of \$110,000 has been appropriated to indemnify the proprietors of whaling establishments for the loss sustained by the prohibition. This is in deference to the opinion of the fishermen that the extermination of the whales is the cause of the decline in the codfisheries. Scientists gave an opinion opposite the popular superstition, but the fishermen wrecked a couple of whaling establishments and made so much turmoil that the Government passed the Act in deference to their views.

Dog Salmon for the Orient.

Large shipments of salted dog salmon are arriving in Victoria, B.C., from Fraser River salteries for storage until a consignment is completed for the Orient.

A Nanaimo correspondent reports the discovery of a valuable food fish in the Nanaimo harbor known as the pilehard. This species of fish is caught chiefly on the Cornish coast of England where it is preserved by canning or salting.

Business Changes

ONTARIO.

CRUMP, RHODY & BATES, confectioners, Chatham, have dissolved partnership.

J. Cavanaugh, general merchant, Cornwall, is dead.

C. Saunders, grocer, Kingston, has assigned to John Nicolle.

T. A. Matchett & Co., general merchants, Emo, have assigned to A. E. Hogg.

A new grocery has been opened in Hamilton under the firm name of "Howells."

The stock and premises of W. H. Schrum, general merchant, North Ridge, have been destroyed by fire.

K. & S. Adams, Jervis, fruit dealers, have had their branch store, Ottawa, destroyed by smoke and water.

QUEBEC.

Jos. Bussiere & Co., grocers, Quebec have registered.

The stock of J. B. Pickard, grocer, Quebec, has been sold.

P. Cloutier, general merchant, Lac-Aux-Sables, has resigned.

Geo. St. Pierre, grocer, Montreal, has sold to Mathieu & Desjardins.

The assets of Gustave Fleury, cigar dealer, Montreal, are to be sold.

Arthur Martin & Cie., tobacco dealers, Montreal, have registered.

The assets of Wm. Blouin & Cie., grocers, Quebec, have been sold.

The stock of Wm. Riopel & Cie., grocers, Montreal, is under seizure.

D. Spinelli & Cie., manufacturers of vermicelli, Montreal, have registered.

The assets of S. Bouchard, general merchant, Sayabec, were sold Dec. 29.

The assets of J. A. Ottis, general merchant, St. Felicite, have been sold.

D. Spinelli, manufacturer of vermicelli, Montreal, has gone out of business.

The assets of J. S. Routhier, general merchant, Ste Marie (Beauce), have been sold.

The balance of the assets of A. Dallaire, general merchant, Tremblay, were sold December 26.

The assets of Lewis Weinstein, general merchant, Acton, Black Lake and Dilsraeli, have been sold.

The balance of the assets of Mrs. G. O. Tousignant, general merchant, Chicoutimi, were sold Dec. 26.

A meeting was held December 27, to appoint a curator to J. A. Blais, general merchant, St. Tite.

The stock of Vega Y. Oraindi, cigar dealer, Montreal, is under seizure and is advertised to be sold by bailiff.

Lemarche & Benoit have been appointed curators to J. A. Carle, general merchant, St. Boniface De Shawinigan.

MANITOBA AND N.W.T.

R. C. Muir, confectioner, Red Deer, has sold out to M. Jarvis.

F. Hucks, baker and confectioner, Sidney, has sold out to A. P. Creasy.

Cooper & Stevenson, millers, Crystal City, have sold out to T. Bullock & Son.

Quimette & Wallace, general merchants, Red Deer, are dissolving partnership.

The business of R. Cristall, general merchant, Newdale, is advertised for sale.

B. W. Kert, general merchant, Dominion City, has assigned to A. W. Johnston.

The sheriff is in possession of the premises of Baird & Co., liquor merchants, Brandon.

A. Seger, general merchant, Altamont, has assigned to C. H. Newton; a meeting of creditors Dec. 29.

Laurendeau Bros., liquor merchants, Edmonton, have been succeeded by the Edmonton Wine & Spirit Co.

BRITISH COLUMBIA.

G. W. Picken, grocer, Vancouver, has been succeeded by N. R. Eastbrook.

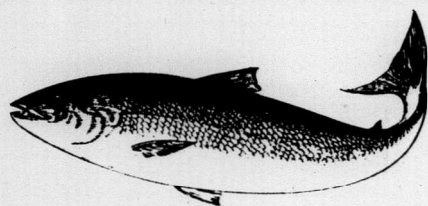
NEW BRUNSWICK.

M. P. Doyle, general merchant, Jaquet River, is dead.

S. S. DeForest, wholesale grocer, St. John, has compromised.

O'Brien & Mitchell, general merchants, Newcastle, have been succeeded by I. Mitchell.

SOCKEYE SALMON



"Sovereign" and "Lynx"
Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

1904 NEW PACK



"Horse Shoe"
SALMON

NOW IN STORE

SUPPLIES ARE LIMITED OWING TO SHORT CATCH

ORDERS SHOULD BE PLACED EARLY TO AVOID DISAPPOINTMENT.

1-LB. FLAT TINS ARE PERFECTION AND CAN BE CONFIDENTLY RECOMMENDED.

THE STANDARD OF QUALITY FOR BRITISH AND CANADIAN TRADE.

**FRESH FROZEN FISH
FRESH CURED HADDIES**

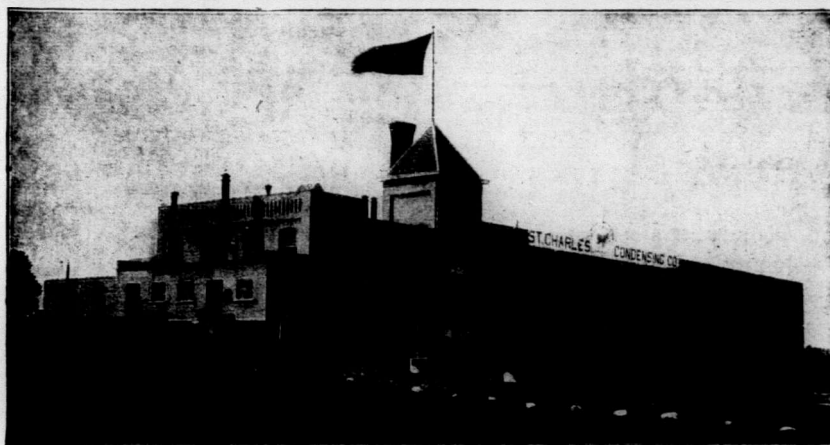
And all other kinds of fish in season. Write us for Price Lists and Show Cards.

MONTREAL, P.Q.
ST. JOHN, N.B.
WESTPORT, N.S.
GRAND RIVER, P.Q.
GASPE, P.Q.

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Montreal.

P.O. Box 639.
LONG DISTANCE
TELEPHONES.



INGERSOLL, CANADA FACTORY.

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
EVAPORATED CREAM**

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best, and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St Charles Condensing Co.

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,

Zini's Fine Filiatra Currants,

Tarragona Almonds,

Filberts, Etc., Etc.

CONSIGNMENTS ARRIVED

Wholesale grocers should communicate with

D. RATTRAY & SONS

General Commission Merchants

QUEBEC

Montreal

OTTAWA

The Dominion Packing Company

LIMITED.

Telegraphic Address
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A. B. C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork Compound Lard Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited,

Charlottetown, P.E.I.

BEECHNUT



BRAND

WE desire to thank all our friends for patronage extended to us throughout the closing season, and to wish for them a Happy and Prosperous New Year. * * * *

F. W. FEARMAN COMPANY,
PORK PACKERS AND LARD REFINERS. Limited.
HAMILTON, ONT.

Just the line for cool weather.

Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.

Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

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

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Improving the Dairying Industry.

THE little kingdom of Denmark occupies an almost unrivalled position as a producer of first-class bacon and butter, as Canadian exporters of these products fully realize. This pre-eminence has been brought about chiefly by the general diffusion of agricultural information and the hearty co-operation of the farmers along every line that will be to their mutual advantage. There are many directions in which Canadians might profitably imitate these energetic rivals of ours, not the least important being in the improvement of dairy herds. The aim of intelligent dairymen, in Canada as well as in Denmark, is to produce the largest amount of first-class milk, butter or cheese at the least cost. Let us see, then, what co-operative testing has done for the Danish dairy herds in the way of cheapening the cost of production.

The first of these co-operative testing associations was formed in 1895. Each society is composed of a limited number of farmers, about twelve or fifteen, who agree to have careful tests of their cows made at frequent intervals during the whole milking period by a competent man hired for the purpose. Fairly accurate records are thus obtained, not only of the yield of milk and butter fat, but of the amount, kind and cost of the feed consumed. The information thus secured has proved remarkably effective in inducing the Danes to adopt better methods of breeding, feeding and culling dairy cows.

In 1895, when the first testing association was formed, the value of the butter exported from Denmark was \$19,000,000. In 1901, when over three hundred of these associations were scattered over that country, the value of the butter exports amounted to \$29,000,000, an increase of over 50 per cent. in six years. It is generally agreed that the greater part of this enormous increase was due to the work of the testing associations in weeding out the poor cows. Not only was the average production of the milking cows largely increased, but so much additional skill in feeding was acquired that the cost of feed necessary to produce a pound of butter is now estimated to be less than two-thirds of what it was when the first co-operative association started operations in 1895.

Canadian dairymen who are looking for dividends on their investments should consider these figures. The reports of the testing societies showed that the cost of keeping these yearly records was from forty to sixty cents per cow, while the increased returns per cow, as a result of five years' testing, were from six to fifteen dollars per annum. Surely this is an eminently satisfactory rate of interest. The extraordinary increase in the number of these societies in Denmark shows how highly their work is appreciated. The

tests made by the original associations were sufficient to convince the Danish farmers that they were not dairying on business principles—that they were allowing a lot of robber cows to eat up the profits produced by their good cows—and they were quick to adopt better and more profitable methods.

The hundreds of co-operative cheese factories and creameries doing business throughout Canada prove conclusively that successful work can be accomplished along co-operative lines.

It is only a short step from the co-operative factory to the co-operative testing association, and it would seem that methods which have proved of such marked benefit in Denmark could not much longer remain unheeded in this country. In every dairy community there is at least one particularly intelligent and progressive man, who would have little trouble in inducing 20 or 30 of his neighbors to join him in an enterprise that has proved so profitable elsewhere.

It has been demonstrated by the Canadian census returns and other official statistics, by the work of experimental farms and agricultural colleges, and by numerous private investigations of dairy herds, that a large proportion of our cows are kept at an actual loss. An educational campaign that will bring dairy farmers face to face with facts as they exist on their own farms is urgently needed in this country. The problem of weeding out the cows that cannot be made to yield milk at a profit is by far the most important one that confronts our dairymen to-day. The possibilities in this connection were well illustrated by Prof. Grisdale at the recent Winter Fair at Guelph. He told of a friend of his who had increased the average production of his herd from \$35 in one year to \$45 the next, although the price of wheese remained the same. In the third year, with cheese considerably higher, the average of his herd came up to \$60, and in the year following to \$70. This was accomplished by more skilful feeding, by weeding out unprofitable cows, and by buying from neighbors better producing cows, of whose value the owners were ignorant.

Toronto Provision Merchant Dead.

MR. R. THOMPSON, of R. Thompson & Co., wholesale provision merchants, Toronto, died on Dec. 20, after an illness extending over a fortnight.

Mr. Thompson was born in the Town of Goole, Yorkshire, England, and came to this country when about twenty years of age. He almost immediately settled in Toronto, where he has resided ever since. He was a pioneer pork packer of Toronto, having started in a small way in St. Lawrence market. He afterwards went into partnership with J. L. Morrison, in the old

Manning block, Front street east, under the firm name of Thompson & Morrison. A year later Mr. Thompson withdrew and again started in business on his own account at 35 Church street, where he had carried on a successful business for the last forty years, and with the perseverance and indefatigable energy of the young Englishman accumulated a considerable fortune. At the time of his death he was one of the largest property owners in this city, besides being largely interested financially in the Imperial Bank, Western and British American Assurance Companies, Northwest Land Co., Toronto Railway Co., Bell Telephone Co. and Electric Light Co. His wife, a daughter of the late John Walker, died about twenty years ago.

Deceased leaves two sons, Robt. W. and Albert A., who were connected with him in business; a brother, Wm. Thompson, of this city, and two sisters, Mrs. R. Banfield of Chester, West Virginia, and Mrs. Thompson of Hull, England.

The World's Cheese Store House.

MONTREAL is recognized as one of the largest, if not the largest cheese shipping ports on the continent. It is not generally known however, that Montreal is the world's cheese storehouse, vast quantities being held there by British firms.

In the course of a recent interview Mr. A. A. Ayer, Montreal, expressed the following opinion on the cheese situation:

"There is a general public impression that the Montreal produce dealers are making a lot of money out of the rise in cheese. But it is a great mistake. I venture to state that fully eighty-five per cent. of the cheese in store in Montreal to-day does not belong to Montrealers, but to English firms.

"Montreal has come to be one of the great cheese storehouses of the world. An immense quantity of cheese has been sold here during the last month, but very little has been shipped. There is no reason why it should be. This is the best possible place to keep it.

"The local exporter cannot afford to speculate in heavy holdings of cheese. One house did it last year, and the result was disastrous. The great English firms, with interests widely distributed, are doing the holding.

"There may be one or two firms in town holding as much cheese as they would handle in two weeks' business, but the great majority have not a pound more than a week's supply. And yet the public think we are making fortunes."

FRESH PORK SAUSAGE MEAT

is a good line for holiday trade. Nicely chopped, spiced
or plain. Packed in 12-lb. cartons, or
wooden pails. Fresh every
day, at


PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.



Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

We are buyers of 

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

 Toronto.

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—The attention of the public is still centred on holiday goods and as a result cured and fresh meats have been quiet. Lard in tierces, tubs and pails has declined 1-4c per lb. Large consignments of light hogs are arriving for curing purposes. Dealers are curing large quantities of meats and anticipate a large supply when the trade opens up next Spring. Our quotations are:

Long clear bacon, per lb.	0 08	00 08
Smoked breakfast bacon, per lb.	0 12	0 13
Salt bacon, per lb.	0 09	0 09
Small hams, per lb.	0 12	0 12
Medium hams, per lb.	0 12	0 12
Large hams, per lb.	0 11	0 11
Shoulder hams, per lb.	0 09	0 09
Bacon, per lb.	0 14	0 15
Heavy mess pork, per bbl.	15 00	15 50
Short cut, per bbl.	17 50	18 50
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07	0 07
tubs	0 07	0 08
pails	0 08	0 08
compounds, per lb.	0 07	0 07
Plate beef, per 20-lb. bbl.	11 00	11 50
Beef, hind quarters	6 00	6 00
front quarters	4 50	6 00
choice carcasses	7 00	7 40
medium	6 50	6 50
common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	8 00	9 50
Veal	6 00	8 50
Hogs, light		6 25

Cheese—A smaller inquiry is noted for cheese on the foreign market this week. As cheese was made on a very extensive scale last Summer the outlook at present is for a decline in price. All orders are being filled from storage stock. Prices continue unchanged. We quote the following:

Cheese, large	Per lb.	0 10	0 11
twins		0 11	0 11

Butter—On every hand is to be noted a scarcity of creamery butter. Dealers are receiving numerous letters from the manufacturers stating that supplies will be very small in comparison with former years. It is learned that a number of factories have closed and this may result in a larger supply of dairy butter, as farmers will be inclined to make their own butter rather than ship their milk to a strange concern. Dairy prints have advanced 1c per lb. Our quotations are:

Creamery prints	Per lb.	0 23	0 24
solids, fresh		0 21	0 22
Dairy prints		0 18	0 20
in tubs		0 14	0 17
large rolls		0 17	0 18

Poultry—Frequent shipments of chickens are noted on the market this week. Owing to the fact that a large share of the fowls received are scalded when plucked, which lessens the value of the bird, commission merchants have had to arrange their market value according to appearance. The price as quoted below is only paid for first-class birds, other qualities being 8c per lb., while some birds bring no higher than 6c per lb. Ducks and geese are scarce and prices have advanced from 1-2c to 1c on geese and from 1c to 2c per lb. on ducks. Much to the surprise of many of the dealers turkeys began to arrive in large quantities some days before Christmas instead of at the last moment and the result was that better prices were realized by all concerned, and that the market was free from the glutting which has characterized the local market

in former years. We quote the following:

Chickens, spring, dry plucked	0 10	0 11
Hens	0 06	0 08
Geese	0 10	0 11
Turkeys	0 14	0 15
Ducks	0 11	0 12

Montreal.

Provisions—Prices for all kinds have ruled steady during the week and fair amount of business done. For the Christmas and holiday trade, smoked meats obtained good trade. Receipts fairly satisfactory. Dressed hogs have shown an easier feeling owing to heavy receipts of live hogs and lower prices ruling in latter. Good demand for small lots, fresh killed abattoir sold at \$6.75 to \$7.25 and country dressed at \$6 to \$6.75. A good business is doing in lard.

Canadian short cut mess pork	\$16 50	\$17 50
American short cut clear	18 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11	0 12
Hams	0 10	0 12
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.		0 07
1-tierces, per lb.		0 07
60-lb. fancy tubs		0 07
Cases, 20 3-lb. tins, per lb.		0 08
12 5-lb. tins		0 08
6 10-lb. tins		0 07
20-lb. wood pails, each		1 52
20-lb. tin pails, each		1 42

Wood net, tin gross weight—	Wood Tin.	
Pure lard, pails	1 37	1 70
tubs	0 07	0 08
cases (6 10-lb. tins)	0 08	0 09
cases (12 5-lb. tins)	0 08	0 09
cases (24 3-lb. tins)	0 08	0 09

John Lotham & Sons, Leith, Scotland, invite correspondence with Manufacturers and Shippers of all classes of goods, suitable for Grocers, Bakers, and Fruit-crers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

I want to secure **Sole Agency for Britain** for Canadian manufacturers of **Wooden Ware** or similar lines. References **Al. Splendid connections.** **A. S. DUFFUS, Jr., 9-10 St. Mary-at-Hill, LONDON**

DAVID SCOTT & CO., Est. 1878
ENGLAND, 10 North John St., LIVERPOOL
Splendid connections and references. Try us with a shipment of **CANNED GOODS, T.A.-Scottish, Liverpool.**

Hamilton Wickes & Co.
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
Butter, Cheese, Eggs, Bacon, Apples, Poultry

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code - **CARDIFF, Wales.**
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

STOKES BROTHERS
General Merchants **Exeter, England**
DEALERS IN
Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence Solicited.

WHITELEY, MUIR & CO., 15 VICTORIA ST., LIVERPOOL, ENGLAND
We handle consignments of **CANADIAN MEATS, CHEESE and BUTTER.**
We sell cost, freight and insurance.
Western Union Code. **LONDON, LIVERPOOL, GLASGOW**

Established 1870 7 Gold and Silver Medals.
MAPLE SYRUP
Small's Brand is Standard
Government certificate of analysis on every package. That's all! Product of the Canada Maple Exchange, Montreal.
For sale through the wholesale trade only.

BE WISE

Prudence and economy speak volumes when they suggest that you handle

EAGLE BAKING POWDER

It pays you a good profit. We guarantee it to give your customers satisfaction or refund the money.

J. H. MAIDEN
MONTREAL.



A Happy New Year To You All.

THE BATES PEACOCK CO., HAMILTON
MAKERS OF
PEACOCK BRAND CREAM CHEESE and MINCE MEAT.

Butter Tubs
BEST WHITE SPRUCE
50-30-20 lb.
ORDER NOW

WALTER WOODS & CO.
Hamilton and Winnipeg.

FISH and OYSTERS
WHOLESALE.

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

EGGS

We will buy your eggs F.O.B.
all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS

— WE ARE —

BUYERS and SELLERS

Correspondence solicited from ONTARIO,
MANITOBA and LOWER PROVINCES.

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

WANTED

The name and address of
every grocer who does not
sell

Chaser Soap

The Duncan Company
of Montreal

P. O. Box 292.

**Turner's Flavoring
Extracts**

Unequaled in quality and
strength.

Well established on the market.
All who use them duplicate
orders.

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

Butter—A very strong feeling obtains in the butter market and since last issue an advance of another 1-4c is noted. The market has a strong undertone. The supply of very choice creamery continues poor and is bound to be maintained for some weeks yet. Export shipments are somewhat under similar period last year.

There seems to be a very brisk business doing and holders are expecting very high prices inasmuch as there is no butter to speak of being made at all. We quote:

Finest creamery.....	0 21	0 22
Fair to good creamery.....	0 20	0 21
Medium.....	0 19	0 20
Western dairy.....	0 16	0 17

Cheese—The situation remains unchanged from last week's position, a firm undertone prevailing, and augurs well for good future business. Many holders are lying on their oars awaiting developments and looking for better prices. We quote 10 1-4 to 10 1-2c for finest, with undergrades at 10c.

The market at present is very quiet, but last week there was some activity, many orders coming from London and Bristol. Prices were made up as high as 10 3-4c, one holder reported having made 11c over the cable. It was also reported that some London buyers operated quite freely on the Liverpool market. This market is now quoted 48s to 51s for held goods, and 53s for Septembers. It is the holiday season now in England and nothing much is expected until after the close of the year.

Eggs—Business has been considerably more active and a lot of western cold storage stock was turned to local jobbers from 18 to 18 1-2c for No. 1 and 16 1-2 to 17 1-2c. Montreal limed are getting into small compass and not much anxiety shown by holders to force sales. Selects quoted at 24c; new laid 26 to 28c.

St. John.

Provisions—There is very little business in either barrelled pork or beef. Prices are unchanged. Ham and rolls hold quite firm. Pure lard is rather easier. This has been an active week in fresh meats, but business is now quiet. Sales of poultry were large; while just before Christmas prices dropped a little, high prices were the rule. Real good chickens at reasonable figures were almost impossible to get.

Mess pork, per bbl.....	\$15 00	\$17 00
Clear pork.....	17 00	20 00
Plate beef.....	13 00	14 00
Mess beef.....	19 50	22 00
Domestic beef, per lb.....	0 04	0 05
Western beef.....	0 07	0 08
Mutton.....	0 04	0 05
Veal.....	0 06	0 07
Lamb.....	0 06	0 07
Pork.....	0 05	0 06
Hams.....	0 12	0 13
Lard, pure, tubs.....	0 10	0 13
Lard, " pails.....	0 08	0 09
Refined lard, tubs.....	0 08	0 09
Refined lard, pails.....	0 08	0 09

Butter—While there is a fair supply prices are held firm and for best stock high prices are obtained.

Creamery butter.....	0 22	0 24
Best dairy butter.....	0 18	0 20
Good dairy tubs.....	0 16	0 17
Fair.....	0 14	0 15

Eggs—Sale rather dropped off just before Christmas. Full prices still asked.

Eggs, henney.....	0 24	0 25
case stock.....	0 23	0 25

Cheese—The stock held not large and prices rather higher.

Cheese, per lb.....	0 10	0 11
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Winnipeg.

Butter—Very little fresh stock is now obtainable and the orders from the trade are being filled by jobbers from stocks on hand. Prices are unchanged. We quote:

Dairy, assorted pkgs., selected.....	0 21
round lots.....	0 17
(separator), 1-lb. bricks.....	0 26
Finest fresh creamery, in 5-lb. boxes.....	0 25
in 28-lb. boxes.....	0 26
in 14-lb. boxes.....	0 27

Cheese—We quote:

Finest Manitoba, large.....	0 11
Ontario.....	0 11
twins.....	0 12
Square cheese.....	0 12

Cured Meats—Prices continue unchanged. We quote:

SMOKED MEATS.

Hams, sugar cured, assorted sizes.....	0 13
heavy, 20 to 30.....	0 13
assorted sizes.....	0 09
Shoulders.....	0 08
Bacon.....	0 13
breakfast bellies.....	0 11
breakfast backs.....	0 15
Wiltshire sides.....	0 10
spiced rolls, long.....	0 10
Manitoba butts.....	0 10
skinned.....	0 10
boneless and rolled.....	0 11
rolls, boneless.....	0 11

DRY SALT MEATS.

Bacon, dry salt long clear.....	0 08
smoked.....	0 09
boneless backs.....	0 10
Shoulders.....	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl.....	18 00
per h bbl.....	11 00
Standard mess pork, per bbl.....	16 00
Manitoba.....	20 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet.....	5 50	3 00	1 60	1 25
Pig's tongues.....	14 50	7 50	4 00	3 00
Boneless hocks.....	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.....				0 04
hocks.....				0 04

Lard—We quote this week as follows:

Lard, 50-lb. pails, per pail.....	4 40
20-lb.....	1 80
3-lb. tins, per case 60 lbs.....	6 00
5-lb.....	5 85
10-lb.....	5 70
Pure lard in bbls, per lb.....	0 08

Jamaica: A Market for Dairy Produce.

In the weekly report of the Department of Trade and Commerce, Ottawa, dated Dec. 27, the attention of the trade is directed to the fact that Canadian cheese is excelling in public favor in Jamaica as against the same article manufactured in the United States. There is room for considerable improvement, however, in regard to strength and size of package used. The demand is altogether for mellow cheese, provided it is not oily. Complaints are frequently made that the same quality does not usually follow up first shipments, an error which cannot help but be damaging to the development of Canadian trade.

There is also an active and steady demand for smoked hams, sizing 7 to 12 pounds, also for shoulders and picnic hams, bacon in breakfast slips, rolls and lean Wiltshire cuts. American and English firms practically monopolize the market at the present time, although there is no reason why Canadian curers should not have a fair share of this trade.

A Growing Salt Industry.

The Wingham Salt Works, which recently installed new apparatus, is now turning out about a carload per day.

"May the NEW YEAR be Prosperous"

OUR WISH for all our Customers and Friends—that the NEW YEAR may be one of prosperity beyond all others.—**WE CAN HELP YOU MAKE IT ONE.**

- by handling our staple lines—all of which are "trade builders," profitable, and of unequalled values.
- by taking advantage of our "SPECIALS" which we have from time to time—always of interest to keen buyers.

—here is one—

BODES' GUM and **Vending Machine**

"BODES" Gum—one of the best known brands in the United States—is already having a very large sale in Canada. The vending machine is the neatest and best ever invented.

FREE We will for a limited time supply these machines—free of all restrictions—with your first order.

ORDER AT ONCE—Our sales already run up in the hundreds—

THE EBY, BLAIN CO. LIMITED

WHOLESALE GROCERS, ETC

TORONTO.



RETURNED
JAN 16 1905

To Owner
Cut Book 2
Page 83

Dairy and Provision Notes.

Elsewhere in this issue is reproduced a photograph of the St. Charles Condensing Co.'s plant at Ingersoll, Ont., which within the past five years has grown to very large proportions. This factory supplies export markets as well as the domestic trade with "St. Charles Evaporated Cream," "Silver Cow," "Purity" and "Good Luck" brands of sweetened milk.

PERSONAL MENTION.

Mr. J. T. Madden, of the Wm. Ryan Co., Toronto, is spending the week in Syracuse, N.Y.

Mr. Harry Dawson, of the Dawson Bros. Commission Co., Toronto, was in Montreal for a few days this week.

Mr. D. G. Wilson, bookkeeper with the J. A. McLean Produce Co., Toronto, is spending a week's holidays in Hastings.

Mr. W. B. Stringer, of the W. B. Stringer Co., Toronto, is visiting New York, Boston and Philadelphia this week.

Mr. C. C. Dalton, of Dalton Bros., spice manufacturers, Toronto, has been elected a director of the Bank of Hamilton.

Mr. Walter M. Lowney, of Walter M. Lowney & Co., Boston, was a visitor to Montreal last week. Mrs. Lowney accompanied Mr. Lowney.

In the report of the death of the late Mr. Geo. Lightbound in last week's issue of The Grocer it was stated that Mr. Jos Huxley of the Tamiekande Tea Co.,

was one of his partners in the firm of Lightbound, Ralston & Co. This should have read "Mr. Silas Huxley, of the Tamiekande Tea Co."

Mr. J. R. Masecar, manager of the Comfort Soap Works at Toronto Junction, was the recipient of a Christmas presentation from the employes of the company on December 23.

Mr. J. P. Caie, a well-known citizen of St. John, N.B., is dead. Mr. Caie was formerly senior partner in the firm of Caie & Wilson, wholesale grocers and commission merchants, which business was later carried on under the name of Caie & Co. For a number of years previous to his death Mr. Caie represented a number of leading Quebec wholesale firms.

COMPANIES INCORPORATED.

THE Davies Packing Co., Toronto, have been incorporated with a share capital of \$100,000, to carry on the business of general merchants, manufacturers and dealers in pork meats and hog products, and other animals. The directors are: Wm. Davies, R. H. Davies, E. Adie, F. J. Smale, J. S. Porter, and J. W. Flavelle, all of Toronto.

The Pattee & Lett Co., Ottawa, have been incorporated with a capital stock of \$100,000 to purchase, sell and deal in fruit orchards, nurseries and gardens; to purchase and operate elevators, packing houses, warehouses and factories for storing fruits, vegetables, etc., also to

manufacture and deal in evaporated fruits, vegetables, etc. The directors are: G. B. Pattee, H. G. Pattee, L. G. Pattee, C. B. Powell and F. W. Carling, all of Ottawa, and W. P. Lett, Riverside, California.

SCHEDULE OF GROCERS' HOCKEY GAMES.

At a meeting of the Executive of the Toronto Wholesale Grocers' League this week the following schedule was drawn up and adopted. The games promise to be of great interest, as Mr. J. I. Davidson has signified his intention of presenting a trophy to the winning team:

Jan. 2—T. Kinnear & Co. v. Grocery Brokers.

Jan. 5—Canada Grocers v. H. P. Eckardt & Co.

Jan. 12—T. Kinnear & Co. at Canada Grocers.

Jan. 14—H. P. Eckardt & Co. at Brokers.

Jan. 19—Canada Grocers at Brokers.

Jan. 19—T. Kinnear & Co., at H. P. Eckardt & Co.

Jan. 23—Grocery Brokers at T. Kinnear & Co.

Jan. 26—H. P. Eckardt & Co., at Canada Grocers.

Feb. 2—Canada Grocers at T. Kinnear & Co.

Feb. 2—Brokers at H. P. Eckardt & Co.

Feb. 9—Brokers at Canada Grocers.

Feb. 11—H. P. Eckardt & Co. at T. Kinnear & Co.

WE DESIRE TO EXPRESS THANKS TO OUR NUMEROUS CUSTOMERS FOR THE GENEROUS PATRONAGE AFFORDED DURING THE LAST YEAR, AND WISH THEM ALL A . . .

Happy : and : Prosperous

NEW YEAR

The Canadian Salt Co., Limited
Windsor, Ont.

We thank our many friends—extending all the way westward from the Atlantic, and all the way eastward from the Pacific—for this BUMPER YEAR now fast disappearing into history.

The enormous increase in our business this year has proved that our motto

“Quality Counts”

means all that we think it does, and that the trade will inevitably recognize, and insist on getting, GOODNESS in their goods.

This is just what our White Swan brand stands for. In Flaked Cereals, Coffees, Spices, Flavors, Cocoanut and the many other White Swan lines QUALITY is pre-eminently the factor that can always be counted on.



Again we thank you.

THE ROBERT GREIG CO., LIMITED
 White Swan Mills, TORONTO

Ammonia.
Gorman, Eckert & Co., London, Ont.

Auctioneers.
Suckling & Co., Toronto.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
MacLaren's Cooks Friend.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Lamont, Corliss & Co., Montreal.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart, A. J., Toronto.

Blue and Black Lead.
Oakley, John, & Sons, London, Eng.

Brooms, Brushes, Etc.
United Factories, Toronto.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Gillard, W. H., & Co., Hamilton.

Cans and Canisters.
Acme Can Works, Montreal.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoa-nut.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.

Cocoas and Chocolates.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dunn, W. H., Montreal.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.

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

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
St. Charles Condensing Co., Ingersoll.

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

Crockery, Glassware and Pottery.
Barnard & Holland, Montreal.
Cassidy, John L., Co., Montreal.
Foster Pottery Co., Hamilton.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dominion Packing Co., Charlottetown.
Fearman, F. W., Co., Hamilton.
Matthews, Geo. Co., Brantford, Hull, Peterboro'.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

Financial Institutions & Insurance.
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Black Bros. & Co., Halifax.
James, F. T., Co., Toronto.
Sovereign & Lynx Brands.
Stavanger Preserving Co., Toronto and Vancouver.
Todd, J. H., & Son, Victoria, B.C.
White & Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Duffus, Alex. S., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Scott, David, & Co., Liverpool, Eng.
Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Adamson, J. T., & Co., Montreal.
Balfour & Co., Hamilton.
Eby, Blain Co., Toronto.
Finkle & Ackerman, Bowmanville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinneer, T., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
Reid, Homer, Meaford, Ont.
Robinson, O. E., & Co., Ingersoll.
Stringer, W. B., & Co., Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Fruit Wines.
Turner & Co., Toronto.

Gelatine.
Tippet, A. P., & Co., Montreal.

Grain, Flours and Cereals.
Frontenac Cereal Co., Kingston.
Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudson, Hebert & Co., Montreal.
Kinneer, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
Turner, James, & Co., Hamilton.

Grocers' Grinding and Packing Machinery.
Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.

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

House Insect Destroyer.
Common Sense Mfg. Co., Toronto.

Infants' Foods.
Keen, Robinson & Co., London, Eng.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Interior Store Fixtures, Trucks, Etc.
Auer Light Co., Montreal.

Jams, Jellies, Etc.
Batter's—Rose & Laflamme, Montreal.
Colson, C. E. & Son, Montreal.
Crosse & Blackwell's—C. E. Colson & Son, Montreal.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.

Macarons.
Tippet, A. P., & Co., Montreal.

Manufacturers' Agents, Brokers and Commission Merchants.
Adamson, J. T., Montreal.
Creed, J. S., Montreal.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
Milne, Chas., Vancouver, B.C.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
Tippet, A. P., & Co., Montreal.
Rutherford, Marshall & Co., Toronto.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Matches.
Walkerville Match Co., Walkerville, Ont.

Mince Meat.
Bates, Peacock Co., Hamilton.
Capstan Mfg. Co., Toronto.
Fearman, F. W. Co., Hamilton, Ont.
Greig, Jas. R., Montreal.
Lytle, T. A., Co., Toronto.
Wethey, J. H., St. Catharines.

Mops.
Tarbox Bros., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L. Co., Sherbrooke, Que.

Patent Solicitor.
Cullen, Oran Clyde, Washington, D.C.

Peels.
Colson, C. E., & Son, Montreal.
Greig, Robt. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Colson, C. E. & Son, Montreal.
Flett's—Rose & Laflamme, Montreal.
Gorman, Eckert & Co., London, Ont.
Heinz, H. J., Pittsburg, Pa.
Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakley, John, & Sons, Montreal.

Polishes—Stove.
Morse Bros., Canton, Mass.
Prescott's—W. H. Dunn, Montreal.

Poultry and Cattle Food.
Greig, Robert, & Co., Toronto.

Refined Cider.
Wilson, W. H. Co., Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Rice.
Orme & Sutton Rice Co., New York.

Salt.
Canadian Salt Co., Windsor, Ont.
Toronto Salt Works, Toronto.

Shelf Boxes.
Bennett Mfg. Co., Pickering, Ont.

Soap.
Duncan Company, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.

Steel Shingles and Siding.
Metallic Roofing Co., Toronto.

Store Lighting.
Auer Light Co., Montreal.

Sugars, Syrups and Molasses.
Cantine Syrup Co., Montreal.
Canada Maple Exchange, Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Maple Syrup—Rose & Laflamme Montreal.
Montreal Maple Co., Montreal.
"Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
"Commissioner" Tea, London, England.
Dutch Chemical Works, Amsterdam, Holland.
Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
Kinneer, T., & Co., Toronto.
Lumsden Bros., Hamilton.
"Ozo" Co., Montreal.
Salada Tea Co., Montreal and Toronto.
Wood, Thos., & Co., Montreal.

Vinegars.
Hill, Evans & Co., Worcester, Eng.
"Ozo" Co., Montreal.
Wilson, W. H. Co., Tillsonburg.

Washing Compound.
Keen's—Frank Magor & Co., Montreal.
Winn & Holland, Montreal.

Woodenware.
Reckett's—Gilmour Bros., Montreal.
United Factories, Toronto.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.

Yeast.
Gillett, E. W., Co., Toronto.
Hamilton, Yeast Co., Hamilton, Ont.

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THE NEW YEAR

Business
Review
and
Changes
for
1905.

The New Year is with us—you will now doubtless review your year's business.

The results on the whole will probably be satisfactory, but most of us will likely discover that certain lines have not moved just enough—their sales have been below the mark.

A good reason for this condition will likely be found in the goods and now is the time to switch over to a popular line.

We have improved a good many lines for next year—have studied all our goods—and those which are not up to the Gorman & Eckert standard will be replaced by better lines. New lines will also be handled to meet new conditions.

It won't cost you anything to consult us on your slow-moving lines—you don't have to handle our lines because you do, but we may be able to help you out.

We hope your 1905 trade will show an increase over 1904, and we think we can help you to do it.

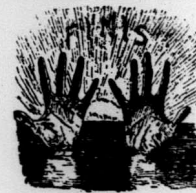
GORMAN, ECKERT & CO.

LIMITED

LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.

THE STORY OF 1904.



THE STORY OF 1905 Begins Tuesday, Jan. 3rd.

The New Year brings New Purposes.

Will you not purpose to give us some, if not all of your business this new year in

**WRAPPING PAPERS
PAPER BAGS AND TWINES
OYSTER PAILS, PARCHMENTS, ETC., ETC.**

We handle the very best class of goods, ship without any delays, and strive with all our might to deserve your business.

Send us your next order.

DOUGLAS & RATCLIFF

Paper Merchants. LIMITED

30 W. MARKET ST. TORONTO.

Ask and Receive.

Advertise and Acquire.

If you want to sell a business or a delivery wagon, if you want a partner or a clerk—**advertise.** If you have what you don't want, or haven't what you do want—**advertise.**

Our condensed advertisements cost little, but are worth a good deal.

You can reach most of the general merchants in Canada at the expense of a few cents. Our rate is 2c. per word first insertion, and 1c. per word each subsequent insertion, and *remittance must accompany order in every case.*

THE CANADIAN GROCER
MONTREAL and TORONTO



President :

JOHN BAYNE MACLEAN,
Montreal.

**The MacLean Publishing Co.
Limited**

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

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NEW ADVERTISEMENTS.

Walker Pivoted Bin and Store Fixture Co.,
Toronto.

**NEW METHODS FOR THE YEAR
1905.**

WITH the beginning of this new year, another round in the ladder of mercantile life has been reached, but as there is no standing still, retailers must prepare for the work of the new year. Great preparations must be made to reach the higher possibilities which another year may bring forth. Gains and losses must be discovered and an inventory made that will perhaps disclose mistakes that might have been avoided by pursuing a different course. It isn't a pleasant task but by knowing errors, profit should inevitably accrue. A lesson must sometimes be learned at great expense.

There must be a balancing of methods involving plans for future work and whether these plans are of small or large proportions, the principle is the same in passing from old to new conditions.

Primitive business methods must give way to highly organized and developed systems. One must study old methods to see what can be dispensed with and what can be improved, if the machinery of mercantile methods is to be advanced.

Perhaps, many have fallen into a rut and do not know how to get out. Such ones must come out of their shell and study what others have done to achieve success. After all, methods of business are but the outward manifestations of the business man and all must probe into the new ways of business and adapt themselves to new methods of procuring success. The business field is wide, with plenty of room for all, and a luxuriant field looms up for the ensuing year, for all who will understand.

**TINNED GOODS MARKET GOES
ABEGGING.**

IT seems strange that there should still be "new fields and pastures green" for Canadian manufacturers to explore, yet such is the case. According to the latest report of G. E. Burke, Canadian commercial agent to Jamaica, tinned commodities such as fish, meats, fruits, etc., are becoming more popular daily in that island, although so far Canada has been fairly out of it. There is also a brisk and increasing demand for ham and bacon which up to the present time has been supplied almost exclusively by English and United States firms.

A study of the Jamaica trade returns for the last three years shows the following general distribution of the imports of the island. In 1900-01 the United Kingdom supplied 45.2 per cent. the United States 43.4 per cent., Canada 8.6 per cent. and other countries 2.8 per cent. of the total imports. In 1901-02 the distribution was 46.8, 43.3 and 2.9 per cent., and in 1902-03, 50.1, 40.3, 6.9 and 2.7 per cent., showing a gain in 1903 of 3.3 per cent. for the United Kingdom, a loss of 3 per cent. for the United States, and of 1 per cent. for Canada.

In the matter of bacon and tinned goods, however, Canada's contribution is not worth mentioning, while the United States enjoys a large and es-

tablished trade with Jamaica. Why this should be so is a proper subject for speculation on the part of every man interested in the development of Canadian trade. The reputation for Canadian bacon is already established in the leading markets of the world, and Canadian canned goods can justly be said to be second to none. True, the United States enjoys the advantage of contiguity of market, on the other hand the prevailing sentiment in the British West Indies is British, and it is not improbable that in view of the preference recently accorded British West Indian goods in the Canadian market, a reciprocal arrangement will soon be arrived at which will give Canada a direct commercial advantage over the United States with Jamaica. Be this as it may, however, it is high time Canadian exporters made an effort to redeem their present reputation in the West Indies for lack of enterprise, which has cost them many thousands of dollars in trade.

**PROBLEM OF PURE WATER
SOLVED.**

CLEARNESS and sparkle are no more ultimate proof of purity in drinking water than a gilded glitter is evidence of pure gold. Water may be as clear as crystal and sparkling as brilliants, and yet be as laden with plague as the waters of the City of Jericho, when the city fathers besought the prophet to purify the supply. Fortunately for mankind, however, water that is unfit for human consumption generally possesses physical properties that appeal to the sense of taste or smell in a manner sufficient to make it undesirable. Human beings cannot live without a liberal supply, so that the purity of the water in any place is one of the most potent factors in the health of that community. The problem of obtaining a plentiful amount for domestic purposes has been before the nations through all time, and we find the Carthaginians at the time of Hannibal bringing the drinking water from reservoirs through closed viaducts in much the same manner as we do to-day. Waterworks engineering has advanced apace since those days, and the old gravity systems given way to pressure mains,

but the old question still arises: Where can we get the best water at not too great a distance?

The matter is too serious a one to be lightly treated, as most municipalities know, and as others find out when an epidemic has swept the place. The deadly bacilli may be found in teeming millions, and their presence known only when many are taken with fever with fatal results. If it was suspected that the water was not as it should be people were told to boil it, but this precaution was more honored in the breach than otherwise.

If a recent report issued by the Bureau of Plant Industry in the U. S. be true, (and there is every reason to believe it such) the problem of pure water is forever solved. A method as effective as it is simple appears to have been discovered which as yet has had no general application, but from what has been accomplished thereby leaves little doubt as to what may be accomplished. The purifying agent is copper sulphate, and it is claimed that a quantity indistinguishable to the human organism will effectively cleanse any reservoir or source of drinking water supply, leaving it pure and clean and wholesome. The disinfecting properties of copper sulphate are well known, and for many years a concentrated solution has been used for that purpose. Housecleaning time generally saw a generous treatment of it in damp cellars and foul places with almost magical results.

It remained for Dr. George T. Moore, of the United States Department of Agriculture, to find out beyond question that a quantity of copper so small as to have no injurious effect on man, would effectively kill all typhoid and cholera and other germs in drinking water. Like many another important discovery for the benefit of mankind, it was found out while experimenting with another object in view.

Appeals had been sent to the department from different municipalities for advice and assistance in connection with their drinking water. In many places where natural reservoirs were used a small vegetable organism called algae developed, that rendered the water foul and unfit for use in the Summertime particularly, so that animals, however

thirsty, refused to touch it. It developed so rapidly, and formed a scum on the surface, that the only remedy seemed to be to empty the reservoir and sweep it, an undertaking by no means practicable. It was recognized that some definite steps must be taken to remedy the evil, and Dr. Moore was delegated to conduct experiments.

Specimens of algae were obtained from all parts of the country and work begun, the results of which are described in a bulletin issued by the Bureau of Plant Industry. His aim was to discover a substance that would poison the algae and yet not harm the water, and that would be cheap. Many substances such as chlorine, sulphur dioxide, silver, mercury and lead, were found effective but prohibitive on account of their cost or injurious effects on animal life. He found, however, in copper sulphate, popularly known as blue stone, a substance that answered his requirements exactly. Solutions as weak as one part in 50,000,000 were found to be effective, and at the same time this small amount of copper was practically indistinguishable. Practical tests were then made on infected reservoirs with really amazing results. By dissolving a small quantity of sulphate suspended in a canvas sack from a row boat, the copper was well distributed. It was found that within 24 hours all the algae has disappeared and the water left clear and sweet. This, however, was only one of the troubles overcome in connection with drinking water, and one that was felt only in certain districts. A greater evil attends the drinking of water in the form of the deadly typhoid and cholera germ. Without experimenting with that in view it was found that the same substance that had wrought such a change on the algae was equally disastrous to germ life. Tests of the water treated showed that all germ life had been destroyed. Thus in dealing with one problem a greater and more serious one was solved.

Municipalities, corporations and waterworks companies should not be slow to act in adopting this effective and very cheap method in any case where the water is even suspected. Where there is an epidemic of fever from the drinking water it should appeal to the

community as one of the greatest blessings to mankind. It seems strange that such a simple remedy had not been discovered sooner, but now that the fact is known and given to the world at large there seems no excuse that preventive measures should not be taken by its application.

CANADIAN SUGAR FOR JAPAN.

CANADIAN sugar refiners who are not fully occupied with the domestic market will do well to turn their attention to Japan, judging from the inducements held out by Dominion Government commercial agents residing in that country. Among such a vast population fond of sweetmeats of infinite variety there is hardly any limit to what might be done in the way of exciting a demand for good sugar, provided that articles were placed on the market by intelligent and energetic salesmen. The general consumer in Japan pays approximately six cents per pound for "soft white" and "granulated American," a price higher by ten to fifteen per cent. than the Canadian consumer pays for nominally the same grades, but certainly thirty per cent. more saccharine strength.

People accustomed to using Canadian sugar complain that a third more of the sugar in use in Japan is necessary to produce equal results, and remark on the poor quality of the sugar ordinarily procurable there.

An excellent opportunity is afforded Canadian sugar refiners of placing their products on the Japanese market as a staple article if only the requirements of the market are systematically and persistently followed up.

THE ENGLISH POSTAL C.O.D. SYSTEM.

THE Canadian country storekeeper has undoubtedly a hard time to compete with the large departmental mail order stores, but when compared with the merchant in the smaller towns of Great Britain, he is literally in clover. Rural free delivery is supplemented by a parcel post by which boxes of dry goods may be forwarded by mail. The latest move is the further extension of this parcel post system by the

Government considering the establishment of a postal c.o.d. system, by which the letter carrier will collect the money for the mail order concern.

Naturally, the storekeepers are up in arms, and ably seconded by the trade journal press have made a united "holer" which has temporarily checked this obnoxious project. A great deputation of imposing proportions armed to the teeth with facts, arguments and figures, waited upon the public department in Aldersgate street. Combative speeches were made in the retailers' interests insisting upon their important status and claim to consideration. His lordship, the postmaster-general, was asked to enter into the feelings of a small storekeeper who saw an official in His Majesty's uniform pass his door laden with parcels for customers whose accounts with the merchant were perhaps overdue.

Lord Stanley replied to the deputation in a fair and thorough manner, clearly showing that the cash-on-delivery system was nothing more than the consolidation of the parcel post and postal orders. He thought it a simplification of the present method and would in no manner extend the parcel post. However, in the face of such bitter opposition it was not his intention to put the cash-on-delivery system in operation in England, but he would do what he could in regard to the colonies and dependencies in establishing some method which would help in the exchanging of commodities.

The old adage "unity is strength" has thus been once again vindicated and the plans of the Government against the prosperity of the small trades have been overthrown by the energy of the commercial community. That this problem will have to be faced again by our British friends is certain and it is only by united effort on the part of all concerned that it can be squelched.

PRESENTATION.

A GRATIFYING expression of the Christmas spirit was given on Saturday last, in the offices of Douglas & Ratcliff, Limited, paper merchants, Toronto. The staff presented each of their principals with a very handsome bill case, with the wish that next year's business would fill these wallets to overflowing. Coupled with the presentation were addresses in which the employes expressed their pleasure in working for men who thought so much of the welfare of their staff. Mr. Douglas in replying emphasized the principles of justice and integrity which they sought to incorporate into every detail of their business. Mr. Ratcliff in his acknowledgement as-

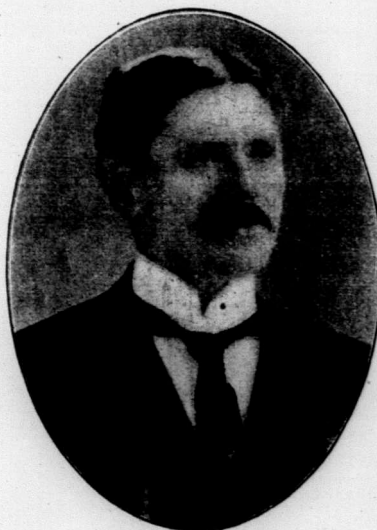
sured his hearers that they were esteemed to be more than mere employes, that they were an integral part of the business, that they were real contributors to any success the firm might have attained.

It may be remarked that this expression of good will was not alone on the side of the employes. It is the practice of Douglas & Ratcliff to present each member of their staff with a gold piece each Christmas, and this year was no exception.

Business Men in Parliament

Daniel Gallery, M.P., St. Anne's, Montreal.

FOR the second time Ald. Daniel Gallery of Montreal has successfully contested St. Anne's electoral district, winning by a majority of 794. The member comes of good Irish stock and can trace his family history



Ald. Daniel Gallery, M.P.

back into the dim and remote past. But he does not parade this fact before the public, preferring rather to base his claims on his record as a business man and citizen of Canada's metropolis.

Ald. Gallery owns a large tailoring business and was also at one time closely identified with a bakery business conducted under the firm name of Gallery Bros. He has been entirely successful in his career as a business man, just as he has been in politics.

Politics have always interested him as well as politics of the proper sort. He has not gone in for being an alderman and an M.P. for what he can get out of it, but he has been prompted by the best motives. Consider some of his work as one of Montreal's city fathers.

The Gallery baths in St. Anne's ward have been in inestimable boon to the poor people of that district and were provided through his persistent efforts. The paving of Mill street, the mud hole on which so many of the city's biggest factories opened, was the work of Ald. Gallery and a work much appreciated by the wealthy. So that Mr. Gallery's municipal politics have been of great advantage to both rich and poor.

In the wider sphere of Dominion politics, Mr. Gallery has shown the same breadth of view that distinguishes him as an alderman. He has served his constituency and his country well at Ottawa, a fact attested to by the defeat he inflicted on so strong an opponent as J. F. Quinn, one of Montreal's ablest Irish lawyers and politicians.

PERSONAL MENTION.

Mr. Armand Chaput, of L. Chaput, Fils & Cie., Montreal, has been confined to the house for some days through indisposition and a severe cold, but is expected out shortly.

Mr. W. I. Hunter and Mr. Newton A. Hill, of L. Chaput, Fils & Cie.'s traveling staff, were noted among the traveling salesmen in Montreal during the holidays.

Mr. John Christie, representing Carter, Galbraith & Co., Montreal, in Ottawa district, was met by The Grocer this week, spending his Christmas holidays in Montreal.

Mr. W. K. Milne, of Aberdeen, Scotland, is a guest of Mr. Christie, Montreal, during the vacation period.

Mr. W. C. Condon, commission merchant, Quebec City, and representing Chaser Soap in that district, was a visitor to Montreal during the past few days.

Mr. Archie Snowdon, of Snowdon, Forbes & Co., Montreal, is visiting the trade in Ottawa during the present week.

COMMERCIAL AGENT FOR MEXICO.

Mr. A. W. Donly has been appointed Canadian Commercial Agent for the Republic of Mexico by the Department of Trade and Commerce.

Mr. Donly is a Canadian, 38 years of age, and a native of Simcoe, Ontario. His father is registrar of deeds for the County of Norfolk, and his brother was the Liberal candidate for that county in the recent general elections. Mr. Donly is an undergraduate of three years' standing of Victoria University, being a member of the class of 1890. He has lived in Mexico for the past fifteen years, and has had large business connections throughout the republic. Mr. Donly reads, speaks and writes the Spanish language with the same fluency as his native tongue.

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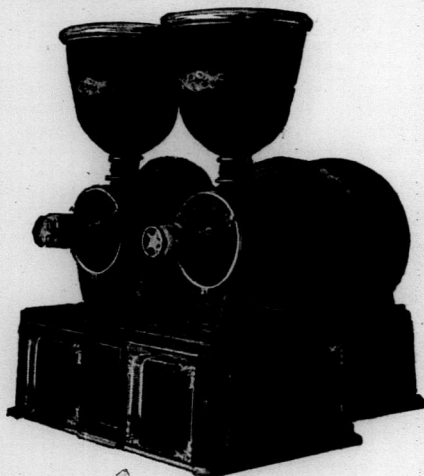
Single and Double Grinders

Pulverizing and Granulating

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

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Wear longest



No. 65.

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.
GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

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Good starch in attractive packages makes good business.

Trunks—6 lbs. starch, 8 trunks in a case.

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A pair of drum sticks with each drum.

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All About Tea From A to Z

Tea Hints for Retailers

BY JOHN H. BLAKE, TEA EXPERT

If you aspire to a greater knowledge on the subject of Tea, a knowledge that will make you an authority—Buy this book. The chapter on Tea-Blending is alone worth the price of the book.

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to about 10,250,000 bags. Enthusiasts on the bull side of the market are inclined to go still farther. They take the stand that as the season progresses and it becomes more evident that the consumption of coffee at prices now ruling has overtaken and passed production it is by no means an improbability that trade interests generally will show a desire to acquire larger stocks of coffee and obtain the benefit of advancing prices. This would result naturally in large deliveries, some of the more sanguine considering that it is well within possibilities for the deliveries of coffee in the United States and Europe for the current year to reach 17,000,000 bags, which with the production for the year at the figures estimated will place the world's visible supply at the opening of the new crop year at about 9,400,000 bags.

The leaders of the present upward movement of prices, it is understood, are not only considering the decrease in reserve stocks for the present crop year but they also are of the opinion that the production of coffee for the season of 1905-1906 will fall short of consumptive requirements, and that reserve stocks will therefore again have to be drawn upon. Latest reports from Brazil, particularly the State of Sao Paulo, are understood to be discouraging. The flowering of the Santos crop has been reported poor and irregular; the condition of the coffee trees is generally understood to be weak and the crop generally has a patchy appearance, the indications pointing, it is stated, to a small yield.

We quote the following prices:

	Per lb.
Green Rios, No. 7	0 10 0 10 1/2
" " No. 6	0 11
" " No. 5	0 11 1/2
" " No. 4	0 12
" " No. 3	0 12 1/2
Mocha	0 21 0 23
Java	0 22 0 35
Santos	0 11 0 13
Plantation Ceylon	0 26 0 35
Porto Rico	0 22 0 25
Green, Guatemala	0 22 0 25
" Jamaica	0 15 0 20
" Maracaibo	0 16 0 23

SUGAR.

The strength of the raw and refined sugar market continues unabated, and even the most conservative authorities now see no reason why the present high level of prices should not continue for many months. Locally prices of Paris lumps in boxes and barrels and granulated have each been advanced 5c; while Phoenix and soft sugars are quoted 10c higher than a week ago.

The price of raw beet is now 14s 4 1/2d, the advance for the week being 6s 3d.

Receipts at 3 Atlantic ports for week ending Dec. 21 were 6,749 tons, with meltings 27,000 tons, leaving total stock in all hands 97,265 tons, a decrease of 20,251 tons from last week. Combined stocks of U. S. and Cuba on Dec. 21 were 109,765 tons, against 213,326 tons last year, a decrease of 103,561 tons. Total stocks of Europe and America at latest uneven dates were 2,531,765 tons, as compared with 3,254,500 tons last year at the same uneven dates, the deficiency being 722,735 tons.

Weather conditions in Cuba have been sufficiently favorable to permit an increase of the number of centrals grinding from 45 last week to 76 this week. Our quotations are as follows:

Paris lumps, in 50-lb. boxes	6 13
" " " " " " " " " "	6 03
St. Lawrence granulated	5 48
Redpath's granulated	5 48
Acadia granulated	5 48

Berlin granulated	5 43
Phoenix	5 32
Bright coffee	5 28
Bright yellow	5 23
No. 3 yellow	5 23
No. 2	5 03
No. 1	4 93
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

TEAS.

The tea trade has been exceptionally quiet during the last few weeks, but wholesalers are looking for a decided improvement in January and February, and will make a strong feature of this department.

For the week the London market is closed, which undoubtedly contributes something to the situation in this country. The trade generally are anxiously awaiting the ultimate outcome of the present situation in black and green teas. The big question is: Which is to win out? It is thought that the over-supply of green tea in Canada has been pretty well worked off, at the same time many of the tea gardens have discontinued the making of green tea and gone exclusively into black.

We quote the following prices:

Congou—half-chests, Kaisow, Moning	0 12 0 35
" caddies, Pakling	0 19 0 40
Indian—Darjeelings, Pekoe souchongs	0 20 0 22
" " Pekoes	0 25 0 30
" " Orange Pekoes	0 35 0 45
Indian—Darjeelings	0 35 0 45
Assam Pekoes	0 18 0 22
Assam Pekoe Souchongs	0 16 0 18
Ceylon—Broken Orange Pekoes	0 23 0 25
" Orange Pekoes	0 23 0 30
" Pekoes	0 19 0 25
" Pekoe Souchong	0 15 0 17
China Greens—Gunpowder, cases, extra first	0 35 0 42 1/2
" " " " " " " " " "	0 22 0 28 1/2
Young Hyson, cases, sifted, extra firsts	0 37 0 47
" " " " " " " " " "	0 30 0 37 1/2
" " " " " " " " " "	0 22 0 32
" " " " " " " " " "	0 22 0 24 1/2
" " " " " " " " " "	0 15 0 17
" " " " " " " " " "	0 14
Pingsueys—Young Hyson, 1/2-chests, firsts	0 25 0 30
" " " " " " " " " "	0 16 0 18
" " " " " " " " " "	0 25 0 30
Japan—1/2 chests, finest May pickings	0 35 0 39
" Choice	0 32 0 37
" Finest	0 28 0 35
" Fine	0 25 0 28
" Good medium	0 20 0 22
" Medium	0 18 0 20
" Good common	0 19 0 20
" Common	0 14 0 15

SPICES.

Spices are dull and featureless for the week. We quote the following prices:

	Per lb.		Per lb.
Peppers, blk	0 18 0 19	Cloves, whole	0 25 0 35
" white	0 23 0 27	Cream of tartar	0 25 0 30
Ginger	0 18 0 25	Allspice	0 14 0 17
Cassia	0 21 0 25	Mace	0 80 0 90
Nutmeg	0 45 0 75		

RICE AND TAPIOCA.

Trade in rice and tapioca continues quiet and prices are unchanged from last week. Advice received from the south state that mills are offering supplies sparingly and will only trade at a full basis of values, especially for the better grades. Our quotations are as follows:

	Per lb.		Per lb.
Rice, stand B.	0 05	Tapioca, staple	0 03 1/2 0 03 1/2
Patna	0 05 1/2 0 05 1/2	" double goat	0 01 1/2
Japan	0 06 0 07	Carolina rice	0 05
Sago	0 03 1/2 0 04		

Foreign Dried Fruits.

The wholesale trade is now in a position to estimate the holiday trade and reports a satisfactory volume of business, although in several lines the aggregate is not as large as in previous years, for instance, Valencia raisins, for which the market was spoiled by the extraordinarily low quotations arriving shortly before Christmas from Spain.

Fancy Malaga fruit has been pretty well cleaned up with the exception of

trade conditions continue unchanged. Dealers are looking forward to a quiet season which will last till Spring.

During the week we have added to our list. Hothouse cucumbers selling at \$1.30 per dozen; mushrooms at from 80 to 90c; butter squash is scarce and has advanced from 25c to 75c per dozen. Our quotations are:

Greenhouse lettuce	0 35
Greenhouse radishes, per doz. bunches	0 50
Mushrooms, per lb.	1 00
Dry Mint, per doz bunches	0 20
Fennel, " "	0 20
Sage, per doz.	0 15
Savoury, per doz.	0 60
Carrots, per bag.	0 50
Beets, per bu.	0 60 0 75
Beets per bag	1 80 2 00
Dry Onions, per bag	0 50
Dry Onions, per basket	0 50
Spanish onions, per case	3 50
Green house water cress, per doz.	0 25
Cauliflowers, per doz.	0 75 1 50
Michigan celery, per doz.	0 50
Canadian celery, per doz.	0 35 0 75
Vegetable marrow, per doz.	0 50 0 75
Potatoes, per bag	0 90
Butter squash, per doz.	1 00 2 00
Parsnips, per bu.	0 50
Red cabbage, per doz	0 50 1 00
" " per head	0 10 0 15
Cabbage, per head	0 05
" " per doz.	0 40 0 65
Furnips, per bag	0 30 0 35
Spinach, per bu.	0 50
California celery, per case	5 00
Hothouse cucumbers, per doz.	1 30
Mushrooms	0 80 0 90
Artichokes, per bu.	0 75

Fish and Oysters.

Fishermen in the Maritime Provinces report a scarcity of smelts. Trade in fish which has been quiet during the holiday season but is expected to brighten up after the first of the year, when country retail merchants who handle frozen stock begin to order their supplies. Oysters have been meeting with good inquiry throughout the holidays. Prices at shipping points have advanced. No change is expected on the local market owing to the keen competition. Our quotations are:

Frozen halibut	0 09 0 10
Sea salmon	0 09 0 10
British Columbia salmon	0 10 0 11
Whitefish, frozen, per lb.	0 07 0 07 1/2
Haddock " per lb.	0 06 0 07
Cod, steak	0 07
Trout, lake, per lb.	0 07 1/2
Pike, per lb.	0 05 0 06
Finnan haddie, per lb.	0 07 0 07 1/2
Oysters, Long Island natives, per imp. gal.	1 65
" " Baltimores, per wine gal.	1 30
" " " " per small pail	3 90
" " " " " " " " " "	4 80
Ciscoes, per basket	1 25
Bloaters, per box of 100	1 00 1 25
Labrador herring, 1/2 bbl.	3 25
" " large bbl.	6 00
Shrimps, per gal.	1 25
Sea herring	1 00 2 25
Smelts, No. 1	0 10
" " No. 2	0 08
" " extras	0 12 1/2
Frozen fresh water herring	0 04

Grain, Flour and Breakfast Foods.

GRAIN.

During the week Manitoba Northern wheat has advanced, No. 1 from 2 to 21-2c; No. 2, 3 to 31-2c, and No. 3, 3c per bushel. This advance is in sympathy with the sharp advance which took place on the American market this week. Another reason is that the supply of Manitoba wheat is held by a few concerns which are inclined to bull the market. The absence of Manitoba wheat in some quarters has caused a greater demand for red and white wheat, resulting in an advance of 21-2c per bushel. The scarcity of rye has caused an advance of 1c per bushel. Other prices continue unchanged. Our quotations are:

All on track Toronto	
Manitoba wheat, Northern No. 1 new	1 09 1 09 1/2
" " " " " " No. 2 " "	1 05 1 05 1/2
" " " " " " No. 3 " "	0 99 1 00 1/2

Red, per bushel, new	1 04 1 04 1/2
White " " "	1 04 1 04 1/2
Barley " " "	0 48 0 52
Oats, " " "	0 35 0 36
Peas " " "	0 74 0 75
Buckwheat " " "	0 59 0 60
Rye, per bushel, " "	0 81 0 82

FLOUR.

Trade in flour is brisk. The exports have increased and large quantities are being shipped, via New York to England, South Africa and the West Indies. This brisk export trade is caused by the poor wheat crop in the United States which prevents the American miller from shipping. The demand for home consumption is also strong, large supplies being consumed in New Ontario. Prices are firm and continue unchanged. Our quotations are:

Manitoba wheat patents, per bbl. in bags	5 50
Strong bakers " " "	5 20
Ontario wheat patents " " "	5 00
Straight roller " " "	4 85

BREAKFAST FOODS.

Trade in breakfast foods is quiet this week owing to the holiday season. A change in market conditions is expected after the first of the year. Prices remain unchanged. Our quotations are:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 55
Rollad wheat in boxes, 100 lbs.	2 90
" " " " " " " " " " " "	1 50
Rollad oats, standard, carlots, per bbl., in bags	4 00
" " " " " " " " " " " "	4 25
" " " " " " " " " " " "	4 40
Rollad wheat, per 100-lb. bbl.	3 00
Cornmeal " " "	3 35
Split peas " " "	5 00
Pot barley, in bags	4 00
" " " " " " " " " " " "	4 25

Hides, Tallow, Skins and Wool.

Hides in Chicago have declined from 1c to 11-4c per pound. Trade conditions continue unchanged. Some dealers expect an improvement in the market, but those really acquainted with the real conditions expect no change before the arrival of new supplies in the Spring owing to the fact that the quality of hide now on the market is not such as to warrant an advance. Our quotations are:

HIDES.

No. 1 green steers, per lb.	0 09 1/2
" " " " " " " " " " " "	0 08 1/2
No. 1 green, per lb.	0 09
" " " " " " " " " " " "	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 15 lb. inclusive	0 10
" " " " " " " " " " " "	0 08
" " " " " " " " " " " "	0 09
" " " " " " " " " " " "	0 07
Sheep skins	1 10 1 25

TALLOW.

Rendered tallow, per lb.	0 04 1/2 0 04 1/2
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WOOL.

Unwashed wool, per lb.	0 13 0 14
Piece wool, new clip, per lb.	0 21 0 22
" " " " " " " " " " " "	0 16 0 17
" " " " " " " " " " " "	0 23 0 25
Pulled wools, super, per lb.	0 24 0 26
" " " " " " " " " " " "	0 24 0 26

QUEBEC MARKETS.

Groceries.

Montreal, Dec. 29, 1904.

TRADE among the jobbers is naturally quiet; the majority of the houses have called their salesmen off the road between the two holidays, and the approach of stocktaking time has also quieted, not only the jobbing, but the brokers and commission trades. Sugars are firm and steady. Advices from abroad report an advance for this month and next month of 3d, conse-

quently the position is a strong one. There is practically nothing doing in the tea trade and the feeling is general that nothing much will be done until after the new year. Molasses has shown a very strong position, and, as reported last week, Barbadoes in puncheons was advanced to thirty cents. Spot stocks are pretty well cleaned up and it is estimated that there are not more than from 500 to 600 puncheons among the trade. Mail advices from Barbadoes are not encouraging for large yield next year; in fact it is estimated that a probable shortage of from 15 to 25 per cent. may occur. Corn syrups are in much better demand and are receiving more attention from the trade. Canned goods show no interest except an advance of 5c in tomatoes, making prices \$1.30 for Ontario pack and \$1.27 1-2 for Quebec. In other lines merely a sorting up trade is being done. In green fruits the holiday trade is in fair condition—orders from the country received by the wholesale fruit dealers would indicate a good demand outside. No changes to report in foreign dried fruits. Mail advices to hand from Sicily report markets for filberts as improved, owing to recent better demand and covering of the shorts. Coffee maintains its strong position, and it would not surprise us to have to report an advance in the near future. Spices are strong with business fairly good. As usual during the holiday season, the demand for fish has dropped off and not much business is looked for until after the new year. Bulk oysters are scarce, and particularly for shell Malpeques and there is a good demand for standards. Frozen fish are coming in freely and in large quantities. Vegetables are moderately active, the strongest feature being the high prices ruling on red onions, which are very scarce. Potatoes hold a fine position. 65c on track in carload lots being the standard price. Maple products are unchanged, though there is a tendency towards more life in this business after the turn of the year. Poultry has received good attention during the week and all lines quoted at firm prices with active demand. Flour prices are unchanged, though a leading miller has reduced the price 20c per barrel for Spring wheat grades. An advance of 25c to 50c per ton is noted in No. 1 Timothy hay, this is no doubt due to the heavy demand from Nova Scotia buyers, who are anxious to get in all the stock hay they can before January 1st, when the rebate of freight which has been allowed to Nova Scotia shippers on their imports of Quebec hay, ceases. It is not unlikely that after December 31st prices will ease off. The prices of all kinds of provisions have ruled steady. Smoked meats had a good trade during the holidays. Butter shows a very strong front, an advance of 1-4c is noted with a strong undertone to the market. There is practically no butter being made at present. The cheese situation is a quiet one, there has been some activity on inquiries from London and Bristol, and as high as 10 3-4c was realized by holders, and even 11c was mentioned as being obtained by one party. Eggs have been

considerably more active, and western cold storage stock was in good demand, Montreal lined getting into small compass.

SUGAR

The situation during the week has been very quiet, market firm and advices received from abroad advise an advance of 11-2d for the present month and 11-2d for next month. The position, consequently is a strong one and no change towards lower prices is in prospect. The volume of business locally has been about up to the average. It is not expected that much buying will be done till after the turn of the new year.

Granulated, bbls.	\$5 35
" 1-bbls.	5 50
" 2-bbls.	5 30
Paris lump, boxes and bbls.	5 85
Extra ground, bbls.	5 90
" 50-lb. boxes	5 90
" 25-lb. boxes	6 00
F powdered, bbls.	5 50
" 50-lb. boxes	5 70
Phoenix	6 25
Bright coffee	6 15
No. 3 yellow	5 10
No. 2 "	5 05
No. 1 " bbls.	4 85
" bags.	4 75
Raw Trinidad	4 70
Trinidad crystals	3 90
" "	4 05

SYRUPS AND MOLASSES.

The strong feeling developed in molasses last week is maintained and several large purchases have been made by the trade, one jobber taking a lot of 250 puncheons at 28 1-2c, this is the highest figure realized thus far. Spot stocks are cleaned up and 500 to 600 puncheons will about cover what there is. Mail advices from Barbadoes report the major portion of the crop suffering from drought, and it is anticipated that the yield next year will fall considerably short of the past season. It is difficult to estimate the probable shortage but 15 to 25 per cent. is mentioned. Corn Syrups are selling well and after the turn of the year and the strong position of molasses these will attract more attention.

Barbadoes, in puncheons	0 30
" in barrels	0 32 1/2
" in half-barrels	0 33 1/2
New Orleans	0 22
Antigua	0 27
Porto Rigo	0 27
Corn syrups, bbls.	0 02 1/2
" 1-bbls.	0 02 1/2
" 2-bbls.	0 03
" 3-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz.	35
" 10-lb. " 1/2 doz.	2 25
" 20-lb. " 1/2 doz.	2 10

COFFEE.

Locally coffees are strong and in sympathy with New York. Roasters look forward to much stronger position in the near future and an advance may be looked for.

Good Cocutias	0 10	0 10 1/2
Choice "	0 11	0 12 1/2
Jamaica coffee	0 10 1/2	0 11
Java	0 12	0 22
Mocha	0 16	0 19
Rio	0 08	0 09

SPICES.

Spices of all kinds maintain strong position. Business has been fairly good, before and since the holidays.

Peppers, black	0 18	0 22
" white	0 25	0 30
Ginger	0 15	0 24
Cloves, whole	0 22	0 35
Cream of tartar	0 25	0 30
Allspice	0 16	0 19

TEA.

The condition of the tea trade is best described as being in a comatose condition; there is practically no trading being done, brokers complain that offers are few and the jobbing trade merely shrug their shoulders and say, "Nothing doing in teas." There have been one or two sales of low grade Japans made. Prices are generally in favor of buyers and it would seem a good time for the trade to purchase.

Japans—Fine	0 26	0 28
Medium	0 20	0 24
Good common	0 18	0 18
Common	0 12 1/2	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoes Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
" Hysons	0 14	0 15
" Gunpowders	0 13 1/2	0 14
China greens—Pingsuey gunpowders	0 12	0 12
Congous—Kaisows	0 12	0 12
Packing boxes	0 12	0 14

CANNED GOODS.

The situation in the canned goods line this week is a very quiet one, the only exception has been the recent advance of five cents per dozen in the price of tomatoes, which are now quoted at \$1.30 for Ontario pack and \$1.27 1-2 for Quebec. A fair business has been done in a jobbing way in all grades, though the volume of same was not large. Some inquiries for salmon were received from Toronto and western points during the week.

Salmon, pink	0 90	1 00
" spring	1 55	1 55
" Rivers Inlet red sockeye	1 65	1 65
" Fraser River red sockeye	1 50	1 75
Lobsters, talls	3 50	3 45
" 1-lb. flats	3 50	4 00
" 1/2-lb. flats	2 25	2 25
Canadian Sardines, 1/2s	3 65	4 00
California asparagus	4 50	5 00
Asparagus tips	3 50	3 75

VEGETABLES.

Corn, 2-lb. tins	\$1 20
" 2-lb. sucotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	3 30
Gallon tins	3 60
Sugar beets	\$0 85
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82 1/2
2's " Crystal Wax	0 82 1/2
2's Peas, No. 4 "Standards"	0 82 1/2
2's " No. 3 "Early June"	0 85
2's " No. 2 "Sweet Wrinkled"	0 85
2's " No. 1 "Extra Fine Sifted"	0 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartletts and pie in 2, 2 1/2 and 3's	\$1 15	\$2 20
Peaches—White yellow and pie, 1's, 2's, 2 1/2's	1 25	2 82 1/2
3's	3 15	3 67 1/2
Gallon pears	3 55	4 50
" peaches	0 72 1/2	0 72 1/2
Pumpkins, 3-lb. tins	2 50	2 50
Gal.	1 00	1 00
3-lb. squash	2 20	2 20
2's Cherries, red, pitted	1 75	1 75
2's " black, pitted	2 30	2 30
2's " black, not pitted	1 75	1 75
2's " white, pitted	2 40	2 40
2's " white, not pitted	2 00	2 00
2's Currants, red, heavy syrup	1 57 1/2	1 57 1/2
Gals. " red, preserved	1 77 1/2	1 77 1/2
Gals. " red, standard	4 75	4 75
Gals. " red, solid pack	7 00	7 00
2's " black, heavy syrup	2 05	2 05
2's " black, preserved	2 05	2 05
Gals. " black, standard	5 00	5 00
Gals. " black, solid pack	8 00	8 00
2's Gooseberries, heavy syrup	1 62 1/2	1 62 1/2
2's " preserved	1 85	1 85
Gals. " standard	7 25	7 25
2's Lawtonberries, heavy syrup	1 57 1/2	1 57 1/2
2's " preserved	1 85	1 85
Gals. " standard	4 97 1/2	4 97 1/2
2's Pineapple, sliced	2 25	2 25
2's " grated	2 35	2 35
3's " whole	2 50	2 50
2's Plums, Damson, light syrup	1 00	1 00
2's " heavy syrup	1 30	1 30
2 1/2's " "	1 57 1/2	1 57 1/2
3's " "	1 85	1 85
Gals. " standard	2 85	2 85
2's " Lombard, light syrup	1 05	1 05
2's " heavy syrup	1 35	1 35
2 1/2's " "	1 62 1/2	1 62 1/2
3's " "	1 90	1 90
Gals. " standard	3 15	3 15
2's Green Gage, light syrup	1 15	1 15

2's " heavy syrup	1 47 1/2
2 1/2's " "	1 72 1/2
3's " "	2 00
Gals. " standard	3 45
2's " Egg, heavy syrup	1 52 1/2
2 1/2's " "	1 80
3's " "	2 10
2's Raspberries, red, heavy syrup	1 40
2's " preserved	1 60
Gals. " standard	5 11
Gals. " solid pack	8 00
2's " black, heavy syrup	1 35
2's " preserved	1 50
Gals. " standard	4 75
2's Rhubarb, preserved	1 15
Gals. " standard	1 90
2's Strawberries, heavy syrup, 1903 pack	2 62 1/2
2's " " 1904 pack	1 60
2's " preserved	1 75
Gals. " standard	5 50
Gals. " solid pack	8 50

Foreign Dried Fruits.

No change to report. Business quiet and wholesalers have been paying some attention to distributing goods than placing orders. Mail advices to hand from Sicily report the market for filberts as improved owing to the recent better demand and covering of the shorts.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb.	0 06	0 06 1/2
Layers	0 07	0 07 1/2

DATES.

Dates, Halloweas, per lb.	0 04	0 04 1/2
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b.	0 13 1/2
Peaches	0 10 1/2
Pears	0 15

MALAGA RAISINS.

London Layers	2 00
" Connoisseur Clusters	2 60
" Quarter boxes	0 80
" Royal Buckingham Clusters, 1/2-boxes	1 10
" Boxes	3 50
" Excelsior Windsor Clusters	4 40
" "	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb.	0 07 1/2	0 08
" seeded, in 1-lb. packages	0 08	0 09
" 2 crown	0 06	0 06 1/2
" 3 "	0 06	0 06 1/2
" 4 "	0 08	0 08

PRUNES.

30-40s.	0 08 1/2	Per lb.
40-50s.	0 08	Per lb.
50-60s.	0 07	Per lb.
60-70s.	0 06	Per lb.
70-80s.	0 06	Per lb.
80-90s.	0 05	Per lb.
90-100s.	0 05	Per lb.
Oregon Prunes (Italian style) 40-50s.	0 08	Per lb.
" 50-60s.	0 07	Per lb.
Oregon prunes (French style), 60-70s.	0 06	Per lb.
" 80-100s.	0 04	Per lb.
" 100-120s.	0 04	Per lb.

CURRENTS.

Filiatras, uncleaned	0 04 1/2
Fine Filiatras, per lb. in cases	0 04 1/2
" cleaned	0 04 1/2
" in 1-lb. cartons	0 05
Finest Vostizzas	0 06 1/2
Amalias	0 06

SULTANA RAISINS.

Sultana raisins, per lb.	0 06 1/2	0 08
1-lb. carton	0 08	0 08

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13
Five crown, fancy, 10-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs	0 28
12-oz. boxes	0 06 1/2

NUTS.

Grenoble walnuts	0 12 1/2	0 14
Taragona almonds	0 13	0 13
Sicily filberts	0 11	0 11
Shelled walnuts	0 20	0 20
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans	0 14	0 14
Large	0 12 1/2	0 12 1/2
Shelled almonds	0 24	0 26
Peanuts, Spanish shelled	0 13	0 13
" Virginian brand, shelled	0 12	0 12
New chestnuts, per lb.	0 11	0 11
Peanuts, Bon Tons	0 11 1/2	0 11 1/2
" Sun brand	0 10	0 10
" Diamond G brand	0 08	0 08
" Coon brand	0 07 1/2	0 07 1/2
Italian chestnuts, per lb.	0 07	0 07

Green Fruits.

The holiday trade was very fair. Fruit jobbers were rather surprised to receive large orders from the country, which shows that business must have been good outside, as well as in the city. Nothing new developed and no change in prices noted.

Cocoanuts, per bag of 100	4 50
Pineapples, 24 to case	4 50
30 to case	3 50
Cranberries, finest dark	3 50
dark	7 50
25 quart boxes	2 25
California Winter Nellis pears	3 50
Jamaica oranges, per bbl	4 50
per box	2 50
grape fruit, per box	3 50
Florida oranges, per box	3 50
Florida grape fruit, per box	4 25
Mexican oranges, per box	2 00
California naval oranges, per box	3 25
New Messina lemons 30's	2 75
360's	2 25
Bananas, large bunches, crated	1 25
8s, per bunch, crated	1 00
Apples Winter varieties	2 00
Sweet potatoes, per bbl	4 75
Almeria grapes, per bbl	5 50
Spanish onions, case	3 25
Celery, California golden heart, per case	5 50

Vegetables.

Business only moderately good. Potatoes remain firm for choice stock. Fair trade being done in turnips with prices unchanged. Quebec sweets, car load lots, \$7 to \$7.50, smaller quantities \$8 to \$9. Onions are very firm particularly for red which are quoted at \$3.50 and yellow at \$3.25.

Bunch lettuce, per doz bunches	0 75
Radishes, per doz bunches	0 25
Mushrooms, per lb	1 70
Mint, per doz bunches	0 20
Parsley, per doz	0 20
Sage, per doz	1 00
Savory, per doz	1 00
Beets, new, per doz	0 25
Egg plant, per basket	0 75
Rhubarb, outdoor, per doz	0 35
Green onions, per doz	0 15
Spanish onions, large cases, per case	3 25
crates, per case	1 00
Red onions, in 75-lb. bags, per bag	2 00
Yellow onions, in 80-lb. bags, per bag	1 75
Green house water cress, per doz	0 45
Green cucumbers, per bush, hamper	1 25
per half bushel hamper	0 60
per bbl	3 50
per doz	0 40
Green cabbage, per doz	0 60
beans, per bush	1 00
Waxed beans, per bush	1 00
Cauliflowers, home grown, per doz	1 50
Green peppers, per basket	0 45
California celery, per case	5 50
Canadian celery, per doz	0 75

Fish.

As usual during the holidays the demand for fish is small and dealers do not anticipate any heavy business. The demand for bulk oysters is brisk and will be so until after the new year. There are no material changes to note in prices. Frozen fish of all kinds are now arriving freely in large quantities so that there will be no risk of shortage during the next month. Prices well maintained but the volume of business is small.

Standard bulk oysters, per gal	1 40
Selects	1 60
Shell oysters, bbl	5 00
Fancy Malpecques	9 00
Caracot	4 00
Dressed bullheads	0 09
Dressed perch	0 09
Haddies	0 07
Bloaters in boxes, 100 fish	1 20
Kippered herring in half boxes	1 00
Smoked herring, per box, new	0 13
Fresh haddock, per lb	0 04
Pike, round and dressed	0 05
Hallbut, per lb	0 08
Gaspe salmon, fresh frozen	0 15
B. C. Salmon, frozen	0 08
Fresh steak cod	0 05
Market cod	0 04
Whitefish	0 08
Dore	0 06
Fresh frozen Smelts	0 09
Fresh frozen Herring, 100	2 00
New frozen Tom Cods	3 25
No. 1 Labrador herring in 20-lb. pails	0 80
No. 1 Herring, Labrador, per bbl	5 00
half bbl	3 00

No. 1 Holland herring, per half bbl	4 80
No. 1 Scotch herring, per keg	4 80
Holland herring, per keg	0 65
No. 1 Salt mackerel, pail of 20 lbs	2 00
Boneless cod, 1 and 2-lb. blocks, per lb.	0 06
fish	0 05
loose, in 25 lb. boxes	0 04
Pure Georges cod, 40 lbs	0 07
Skinless cod, cases 100 lb. (new)	5 00
Green Codfish, (200-lbs.) No. 2	5 75
No. 1	6 75
Large	7 00
Labrador Salmon, half bbl	9 00
(200 lbs.) bbls.	17 00
Large (300 lbs.)	24 00
B. C. salt salmon, bbl	14 00
half bbl	7 50
Lake trout, salt, 100 lbs	5 00
Sea Trout in bbls, 200 lbs	9 50
half bbls	5 50
Marshall's kippered herring, per doz	1 40
Canadian kippered, per doz	1 00
Canadian sardines, per 100	3 75
Canned oysters, No. 1 size, per doz	1 30
Canned oysters, No. 2 size, per doz	2 25

Country Produce.

BEANS.

Beans remain steady and little trading done. Jobbing prices quoted at \$1.35 to \$1.40. Western holders are quoted as looking for an advance. We quote:

Choice primes	1 35	1 40
Less than car lots	1 40	1 50
Primes	1 40	1 40

POTATOES.

Firmness is the characteristic still of the market, 65c on track was brought for several carloads yesterday. Jobbing prices 75c per bag is generally asked.

LAST MINUTE PROVISION MARKET.

Montreal, Thursday, Dec. 29, 12.30 p.m.

BUTTER—No change. Export business quiet, more money in local business as demand and prices are better here. Fancy Octobers, 22c for small lots; fresh made creamery, 21c; fine, 21c; good, 21c; medium, 20c. Receipts fairly good.

CHEESE—Some cable enquiries this morning. As high as 10c is mentioned as being paid though 10c is about best going. Market firm and prospects good. Liverpool cables 51 to 53s.

EGGS—Market eased off since holiday. Selects, 25c; No. 2, 17 to 18c; cold storage selects 21 to 22c; straights, 18 to 20c; Montreal limed, 19 to 20c.

PROVISIONS—Demand somewhat limited, free buying last week shows effect now. Dressed hogs slow and prices unchanged, \$6.75 to \$7.25 for fresh abattoir and \$6 to \$6.75 for country dressed.

HONEY.

Fair demand for comb honey, white clover though none too much is being offered. Extracted is not asked for freely.

White clover, extracted, tins	0 08	0 08
kegs	0 07	0 08
comb	0 12	0 13
Buckwheat	0 06	0 06

MAPLE PRODUCTS.

Business has been featureless. Prices unchanged. Indications are that there will be a heavier demand for these goods towards end of January and the recent general introduction of maple sugar in the manufacture of chocolate bon bons, etc., will tend to stimulate trade somewhat. We quote:

Maple syrup, in wood, per lb	0 06	0 06
Maple syrup, in large tins	0 50	0 60
Pure sugar, per lb	0 07	0 08
Pure Beausoe, county, per lb	0 08	0 09

HOPS.

Quiet but steady. Prices unchanged. Demand limited.

Choice	0 33	0 35
Fair to good	0 25	0 28

POULTRY.

A good demand prevailed during the week, turkeys especially being called for and good prices ruled. A lull prevailed

yesterday but taken all around a fair trade is being done. Chickens quoted at 10 to 12c, ducks 11 to 12 1-2c, geese 9c to 10c, and fowl 7c to 9c, turkeys 15 1-2 to 16 1-2c.

Flour and Feed.

FLOUR.

The reduction of 20c per barrel in price of Spring wheat grades by a leading milline company was the only interesting feature of the week's business. Generally it was understood that this price had been ruling among the trade and the reduction in question did not cause any stir. Business for export was fair, South Africa and the United Kingdom being principal destinations. We quote:

Manitoba spring wheat patents	5 50	5 80
strong bakers	5 20	5 50
Winter wheat patents	5 60	5 70
Straight rollers	5 20	5 30
Extra	4 55	4 60
Straight rollers, bags, 90 per cent	2 55	2 65

FEED.

The demand for both bran and shorts is good, \$20 per ton was paid this week for choice Ontario white wheat bran.

Mouillie	25 00	28 00
Ontario bran, in bulk	16 00	17 00
shorts	20 00	20 00
Manitoba bran, in bags	17 00	18 00
shorts	20 00	20 00

ROLLED OATS.

Business on the quiet side with an easier tone prevailing.

Fine oatmeal, bags	2 60
Standard oatmeal, bags	2 60
Granulated	2 50
rolled oats, brls	2 55
	5 00

HAY.

An advance of 25c to 50c per ton is noted in No. 1 timothy which is scarce. Ordinary unchanged with good supply and fair demand. The demand is strong from Nova Scotia buyers who are anxious to get in all the stock they can before January 1st, as on that date the rebates of freight which the Intercolonial Railway has been allowing the different municipalities in Nova Scotia on their imports of Quebec hay, cease. Prices are expected to drop here after December 31st, in consequence of the closing of this outlet.

No. 1 timothy	9 80	10 00
choice	8 50	9 00
ordinary	7 25	7 50
Clover	7 00	7 25
Clover mixed	7 50	8 00

LAST MINUTE MANITOBA MARKETS.

Winnipeg, Dec. 29, 12 p.m.

Just as we go to press yellow sugars in Winnipeg have advanced 5c and all others 10c.

SPECIAL NOTICE.

The Office and warehouse of Messrs. L. Chaput, Fils & Cie., Montreal, will be closed from January 5 in the evening, till Monday, January 9, 1905. This will enable their employes to enjoy a good holiday.

FOR SALE.

A THOROUGHLY established grocery business, in a thriving manufacturing town of 7,000 population. Stock all new. Other business interests will take all our time after Feb. 1st, 1905. Address—Box 208, THE CANADIAN GROCER, Toronto, Ont. (3)

TALES OF THE ROAD

By Charles N. Crewdson in Saturday Evening Post.

THE man who believes that on every traveling man's head should rest a dunce-cap will some fine day get badly fooled if he continues to rub up against the drummer. The road is the biggest college in the world. Its classrooms are not confined within a few graystone buildings with red slate roofs; they are the nooks and corners of the earth. When a man gets a sheepskin from this school he doesn't need to go scuffling around for work: he already has a job. Its museum contains, not a few small specimens of ore, but the mine itself.

If you have a son let him take an antegraduate course of a few years on the road and he will know to what use to put his book learning when he gets it. I do not decry book lore; the midnight incandescent burned over the classic page is a good thing. I am merely saying that a lot of good copper wire goes to waste because too many college "grads" start their education wrong end first. They don't know what they are working for. If I were running a school my way, and the object was to teach a boy method, I'd hand him a sample grip before I'd give him a book of Euclid. Last night a few ideas struck me when I thought my day's work was done. I jumped out of bed seven times in twenty minutes and lit seven matches so I could see to jot down the points. The man on the road learns to "do it now."

Too many traveling men waste their leisure. Like the youth of Thomas Moore, in their older days they will wail:

Thus many, like me, who in youth should have tasted
The fountain that runs by philosophy's shrine,
Their time with the flowers on the margin have wasted,
And left their light urns all as empty as mine.

Yet many improve their hours of leisure from business; if they don't it is their own fault. I met an old acquaintance on the street yesterday. "My season is too short," said he. "I wish I could something to do between trips." I asked him why he did not write for newspapers or do any of a dozen other things. "I'm incapable," he replied. "Well, that isn't my fault," said I. "No," he answered, "it's mine."

I know one man on the road who found time to learn the German language. And, by the way, he told me how it once served him a good turn.

"When I was up in Minnesota," said he, "a few years ago, I got a big merchant to come over to look at my goods. That, you know, was half of the battle."

The Merchants Field of Lian-Yang.

And so it was; for when a merchant goes into a drummer's sample-room he is on the field of Lian-Yang, and if he doesn't look out the drummer will prove himself the Jap.

"It was my first trip to the town," continued my friend. "The first thing my prospective customer picked up after he came into my room was a sample of a 'Yucatan' hat. You know how it goes—when a merchant comes into your sample-room for the first time he picks up the things he knows the price of. If the prices on these are high he soon leaves you; if they seem right to him he has confidence in the rest of your line and usually buys if the styles suit him. The way to sell goods is either to have lower prices or else make your line show up better than your competitor's. Even though your prices be the same as his, you can often win out by displaying your goods better than your competitor does. Many a time he is too lazy to spread his goods and show what he really has; and his customer thinks the line is 'on the bum,' when, in truth, it is not.

"This merchant—Alex Strouss was his name—couldn't have picked up a luckier thing for me than that Yucatan hat. The year previous my house had imported them finished, but that year we had trimmed them in our own shop. The duty was much less on the unfinished body than on the trimmed hat; therefore the price had dropped considerably.

"How much do you want for dis?" said Strouss, picking up the Yukatan.

"Nine dollars a dozen," said I, without explaining why the price was so low. It would have been as foolish for me to do this, you know, as to play poker with my cards on the table face up.

"Strouss turned to his clerk, Morris, who was with him. They both examined the hat, and Alex said, in German, to Morris: 'Den selben Hut haben wir gehabt. Letzes Jahr haben wir sechzehn und ein halb den Dutzen bezahlt. Das ist sehr billing.' The same hat we had. Last year we paid sixteen and a half a dozen. This is very cheap).

"Then Alex turned to me—he was a noted bluffer—and said in English: 'Hefens alive! Nine tollars! Vy, I pought 'em last year for sefen and a half!'

"I never saw such a bold stand in my life. The expression on his face would have won a jackpot on a bobtail flush. But I was in position to call his bluff. His cards were on the table face up.

"I merely repeated his own words in his own tongue: 'Den selben Hut haben gehabt. Letzes Jahr haben wir sechzehn und ein halb den bezahlt. Das ist sehr billing.'

"Hier, dake a seecar on me," said Alex, offering me a smoke. He bought a nice bill from me, and has been a good customer ever since.

"Just to let you know what a hard proposition Strouss was, I'll tell you another incident in connection with him:

"After I had known Alex for two years I went into his store one morning when I was on my Fall trip. He came from behind the counter to meet me, wearing upon his face a smile of tri-

umph. He had never approached me before; I always had to hunt him down.

"I said: 'Hello, Alex! How goes it?'
"Dis ist how choes id," said he, nancing me a card. 'Dot's der vay id chose mit e'rybody dis season.'

"On the card which he handed to me—and to every traveling man who came in—were these words:

"Don't waste your time on me; I will not buy any goods until I go to market ————Alex.

"Reading the card quickly, I said to him: 'Thank you, Alex. May I have another one of these cards?'

"He handed me another one, saying, 'Vot do you want mit anudder vun?'

"I want one to hold as a keepsake of the man, of all men, who is gladdest to see me when I get around; the other I shall pin to the order I shall take from you to-day and send to my firm.'

"With a sweeping bow I said: 'Adieu, Alex, auf wiedersehen,' and left the store.

The Trap With a Tag to it.

"I knew Alex's habits. He always went to dinner when the town clock struck twelve. A deaf shoemaker in the next block regulated his watch, they say, by Alex's movements. A few minutes past twelve I went back to the store and left on the front showcase a bunch of samples done up in a red cloth. On some of them were large green tags showing the quantity I had of each, and the price. I also wrote on the green tags the words 'Job lot.'

"I knew that Alex would see the bundle; and I knew that he would open it—a merchant will always look at samples if you take them to his store. I also knew that Alex, when he saw the mystic words, 'Job lot,' would be excited. Adam and Eve were not more tempted by the forbidden fruit than is the Yehuda (Hebrew) merchant by a metzia (bargain).

"I went back to the hotel. After luncheon I sent out my advance cards and took up a book. My mind was easy, because I knew just exactly what was going to happen.

"At a quarter of six, Abie, Alex's boy, disturbed me while I was in the middle of a chapter, and said: 'Papa wants to see you right away. The store closes at six.'

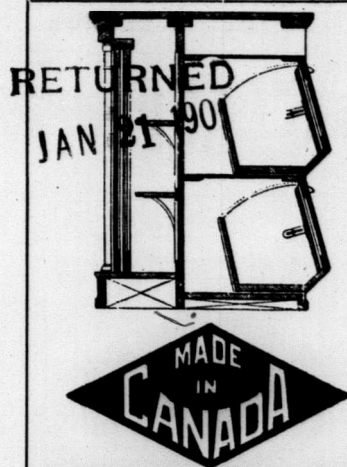
"I knew that meant business, but I said to Abie: 'Tell your papa, if he will excuse me, I'll not come over. Won't you please say good-bye to him for me? And won't you, Abie—like a good boy—bring me a bundle I left on the showcase? I has a red cloth around it.'

"Finishing my chapter, I started, slowly, toward Alex's store. I met Abie. But he didn't have the red bundle—I knew he wouldn't.

"Papa says, come over. He wants to see you," said Abie.

"As I went into the store, about a minute before six, Alex was pacing up and down the floor. My samples were spread upon the showcase.

"Eef you want your zamples dake



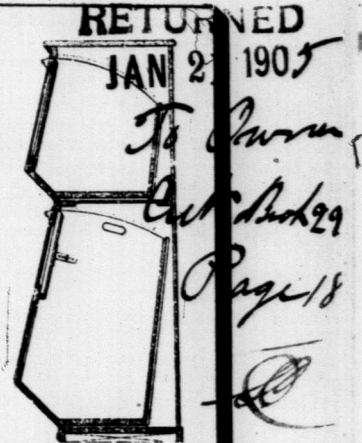
A HANDSOME STORE

Brings business. When you are buying eatables, if everything looks clean and attractive it offers an inducement to buy. The first step towards keeping your stock clean and displaying it invitingly is to equip your store with **WALKER PATENT PIVOTED BINS**. They are so convenient; they save so much valuable time and money too.

May we give you estimates and quote you prices.

Write for Catalogue.

**THE WALKER PIVOTED BIN
AND STORE FIXTURE CO.,
FACTORY—BRANTFORD, ONT. TORONTO**



'em away yourself. Do you subbose I raise poy to wait on draveling men?' said Alex. He was keeping up his bluff well.

"With this I began to stack together my samples.

"Vait! vait!" said Alex. 'Aind you choing to gif a man a jance to puy some ghoots?'

"Sure," said I, 'if you want to; but I thought you were going to wait until you went into market.'

"Vell, you vas a taisy," said Alex, and in three minutes—he was the quickest buyer I ever saw—I booked an order for \$600.

"Now I see," said Alex, as he shook hands and started home, 'vat you vandent mit der udder cart.'

In Ohio there was a merchant notoriously hard to approach. He was one of the kind who, when you told him your business, would whistle and walk away, and who would always have something to do in another part of the store when you drew near to him the second time. What an amount of trouble a man of that kind makes for himself! The traveling man is always ready to "make it short." When he goes into a store the thing he wishes to know, and know quickly, is: "Can I do any business here?" The merchant will have no trouble getting rid of the drummer if he will only be frank. All he must do is to give a fair reason why he does not wish to do business. He may say, "I have bought"—that is the best one, if it is true; it is the index finger pointing out a short route for the salesman straight to the front door; he may say, "I have all in that line I can use for some time;" or, "I have an old personal friend to whom I give my trade for these goods—he treats me squarely;" or, "I have an established trade on this brand, my customers ask for it, and it gives them entire satisfaction—what the use of changing?" Any one of these reasons will either rid the merchant of the traveling man or else raise an issue soon settled.

I will let my friend himself tell how he got the ear of the whistling merchant:

"The boys had told me old Jenkins was hard to get next to, but I made up my mind to reach him. It's lots more fun, anyway, to land a trout in swift water than to pull a carp out of a

muddy pond; besides, the game fish is better to eat. When I went into his store Jenkins fled into his private office and slammed the door behind him. I made for the office. I had not come within ten feet of the window before the old man said gruffly: 'I don't want to buy any goods; I don't even want to listen to a traveling man this morning.'

"This did not stop me. I walked to the window, took a pad of paper out of my pocket, and wrote on a slip: 'I have some samples I should like to show you; I'll bring them over.' I handed the slip to old Jenkins and left him. The salesman who can do the odd, unexpected thing is the one who gets the merchant's ear."

The Mute Who Talked Business.

"When I brought my samples in—I sell a specialty line of baby shoes—I spread them on the counter. The old man was curious to see what a 'deaf and dumb man' was selling, I suppose, for up he marched and looked at my line. He picked up a shoe and wrote on a piece of paper, 'How much?' I wrote the price and passed the slip back to him. 'What are your terms?' he wrote back. 'Bill dated November 1, five per cent. off, ten days,' I replied on paper. 'Price your line right through,' he scribbled.

"With this I wrote the price of each shoe on a slip and put it under the sample. Old Jenkins called his shoe man. They both agreed that the line was exceptional—just what they wanted—and that the prices were low. But the old man wrote: 'Can't use any of your goods; the line I am buying is cheaper.'

"I made no answer to this, but began packing my grip. The old man tried to write me so fast that he broke the points off of his pencils and the clerk's. While he sharpened another pencil I kept on packing. He took hold of my hand and made a curious sign, saying, 'Wait.' But I went right on until the old man had written: 'Don't pack up. I will buy some goods from you because I feel sorry for you.'

"Thank you, sir," I wrote, 'but I am no charity bird; I want to sell goods only to those who appreciate my values. Charity orders are always small ones, and a small one will not be sufficient for me to give you the ex-

clusive sale.' That was a clincher, for when a merchant sees a good thing he will overbuy, you know, just to keep his competitor from having a chance at it. I started again to packing.

"I really like your goods and will buy a good bill if you will sell no one else in town," wrote the old man nervously. 'I was only joking with you.'

"Just as I had finished writing down my order, never having spoken a word to old Jenkins, a traveling man friend came in and said, in his presence: 'How are you, Billy!'

"Pretty well, thank you," said I.

"What, can you hear and talk!" half yelled the old man.

"To be sure," I wrote back, 'but it would have been impolite to talk to you, because you said, as I drew near your window, you didn't want to listen to a traveling man this morning. Thank you for your order. Good-by.'

"The old man never forgot that day. The last time I was around he said: 'Confound you, Billy, what makes you ask me if I want any baby shoes? You know I do and that I want yours.'"

FRUIT GROWERS COMPLAIN.

The members of the Ontario Fruit Growers' Association have registered an official protest against the proposed amalgamation of the Dominion Fruit Division, the latter to control. They contend that the fruit interests of the country are of sufficient importance to have a separate division, with a chief directly responsible to the Minister of Agriculture.

The eighth annual convention of the National Association of Retail Grocers of the United States will be held at Cincinnati, Ohio, Jan. 24, 25 and 26, 1905.

Mr. W. H. Dunn Montreal, reports arrival of second consignment genuine French "Cornes" Walnuts, which he is quoting at low price.

J. N. Creed & Co., commission brokers, Halifax, have suspended payment. Estimated liabilities \$15,000; assets, \$4,000.

HUDON, HEBERT & CIE'S SALES STAFF:

1—Hugo Rohde	P.O. Box 332, Calgary, N.W.T.
2—J. N. Cabana	P.O. Box 248 St. Hyacinthe, Que.
3—E. A. Prevost	251 St. Hubert St., Montreal.
4—J. A. Chevalier	430 Parc Lafontaine, Montreal.
5—P. Panneton	Ste. Rose, Que.
6—P. S. Hamon	Truro, N.S.
7—Geo. Lindsay	P.O. Box 485, Winnipeg, Man.
8—G. W. Prescott	507 Huron St., Toronto Annex, Ont.
9—J. I. Lalonde	1383 St. Denis West, Montreal.
10—T. Fournier	169 Montana, Montreal.
11—D. Giguere	1244A Cadieux, Montreal.
12—Jos. Brault	404 St. Denis, Montreal.
13—H. Bertrand	303 Sanguinet, Montreal.
14—A. Charland	241 Panet, Montreal.
15—A. E. Landry	622 Sanguinet, Montreal.
16—Fred Hughes	941A St. Denis West, Montreal.
17—Jos. Thouin	225 Rachel, Montreal.
18—John Nault	24 Droulet, Montreal.
19—J. L. A. Grenier	463 Sanguinet, Montreal.
20—Emile Gendron	1001 Berri, Montreal.
21—H. Genin	279 St. Denis, Montreal.
22—C. U. Ouellette	196 Quesnel, Montreal.
23—P. M. Girard	164 Ste. Elizabeth, Montreal.
24—L. C. Paquin	1221 Cadieux, Montreal.
25—A. R. Lesieur	195 St. Hubert, Montreal.
26—A. Charest	387 Lagauchetiere, Montreal.
27—W. A. Archambault	St. Lambert, Co. Chambly, Que.

OUR AGENCIES:

RUINART, PERE & FILS	Brut Champagne.
NUYENS & CO.	French Liqueurs and Cordials.
BYRRH WINE	Appetizer and Tonic.
RODERICK DHU	Scotch Whisky.
BOUTELLEAU & CO.	Fine Brandies.
O. TESSON & CO.	Good Brandies.
H. CORBY	Canadian Whiskeys.
BON AMI	The Modern Cleaner.
TALBOT FRERES	French Table Delicacies.
BLUE CROSS TEAS	The Aristocratic Ceylon Blacks.
FAUST BLEND COFFEE	The Best in the World and Elsewhere.
ALEXANDER CAIRNS & SONS	Famous Jams and Marmalades.
H. J. HEINZ CO.	The World-Wide Known 57 Varieties.
BLANCO-CERO	The Up-to-date Ready-to-serve Cereal Food.

HUDON, HEBERT & CIE.

MONTREAL.

Wholesale Grocers and Wine and Liquor Merchants.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Dec. 27, 1904.

CHRISTMAS trade has been satisfactory though the lack of snow was quite a drawback and somewhat lessened the sales. Poultry, which are so much in demand at this season, were high. This is getting to be a yearly matter. Eggs are also higher of late years than formerly.

In Winter port shipments a large business is being done. In live stock very large shipments are being made.

OIL

In burning oil this is the season of largest consumption. There is no change from the lower prices quoted. In lubricating oils prices are firmly held. In this line it is a question of value rather than price, the range of quality being very wide. Linseed oil, while somewhat unsettled, is very low, lower than for many years, particularly in regard to forward business. Turpentine remains unchanged and price is held quite firm; there is less competition in this line. Cod oil is rather higher and supply is not large.

Salt.

The Manchester steamer landed about five thousand bags Liverpool coarse salt last week. There is a fair demand. Price is held very firm. Dealers are not importing freely owing to extreme freight charged.

Canned Goods.

There is rather a light business. While corn is held at full figures, receipts of American corn prevent any further advance at present. Tomatoes are quite a full stock, with prices firm. All fruits, except gallon apples, are firm. Salmon is unchanged; dealers feel it wise to clean up stock at present prices. Domestic fish, sardines, haddies and kippered herring are firm. While there is a fair stock of sardines, kippers and haddies are in light supply.

Green Fruits.

We get a great deal of poor fruit from Nova Scotia, among the apples shipped here early, but by this time it is quite well cleaned up and so the better stock held brings improved price. Market is firm. Western apples are higher than

**Expenses**

vs.

Investments.

Some lines are in the way of a continual expense. You probably have in your store at the present time a dozen or more lines that have never been a success; to be short, they are "stickers." You have from time to time pushed sales of these goods. The customer takes the purchase home; sometimes keeps it; often returns it, asking for some other brand of the line that is well known to them. It stays on the shelves, decreasing in value steadily and taking up valuable room, a continual expense; while were it an article that was a product of a firm whose goods are generally known and liked, a "repeater," selling readily at a good profit, it would be a gilt-edge investment giving a big interest.

We show two lines that are satisfactory investments, they move easily and show a good margin of profit.

The York Malt Vinegar is a genuine malted grain Vinegar, of extra strength and perfect color. Comes (tissue-wrapped) 2 doz. to case, \$1.60 per doz.

The White Wine is a super-distilled Vinegar, crystal clear and of extra strength. (Tissue-wrapped) 2 doz. to case, \$1.30 per doz.

THE "OZO" CO., Limited,
MONTREAL.

N.B.--We have an illustrated Price Current of our products that is certainly worth the postcard that will bring it.

**DON'T BE DECEIVED**

Some irresponsible parties are offering MAPLE SYRUP under a similar brand to ours at ridiculously low figures. Pure goods cannot be produced at their price. The Pure Food laws of Canada prohibit the sale of Compound Maple Syrup unless branded as such.

CABINE MAPLE SYRUP IS PURE SYRUP

(DON'T GET MIXED IN THE NAME)

CABINE SYRUP CO., MONTREAL

the stock received here cost. In oranges Valencias have a large sale, Jamaicas are about done, Floridas have a good sale at this time and full prices are asked, some few Californias are sold. Lemons keep quite low. Malaga grapes are rather higher the season being late. Cape Cod cranberries are held firm.

Dried Fruit.

Active business is about over. Many lines have very light sale after Christmas as peels, figs and Malaga raisins. Valencia raisins are also a light sale after the holidays. This year very few were imported and sale is dropping off and beside this year prices were high as compared with Californias and though much lower prices are now quoted it is too late. California raisins are rather higher. Currants are unchanged. Prunes are low, apricots and peaches show a small business. Dates are rather lower owing to London shipments on the market. Goods could not be replaced at present prices. Evaporated apples are low. Onions are rather higher.

Sugar.

The market is very firm; there has not, however, been any further advance

here during the past week. The sale of yellow sugar is very light. The sharp advance and the fact that those in the guild had to take their full profit has meant large sales for those outside.

Molasses.

There is little of interest. Prices are held firm. There is but a fair sale. Porto Rico is the grade chiefly sold. There is quite a full stock held.

Fish.

Fresh fish have a large sale at this season. The frozen herring so far received are small. The report from the north shore is that smelt are scarce. Dry cod are scarce and continue very high. In pickled herring, while full prices are asked, there is rather less inquiry; smoked are quite low. Finnan haddies are high.

Flour, Feed and Meal.

There has been fair inquiry for flour, the market holding firm. Feed is high and but a limited sale. Oats and oatmeal remain unchanged. Cornmeal, while still high, is rather lower than a few weeks ago. Beans have a fair sale. In yellow eyes a fair stock is held. Barley is quite scarce.

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.
Quotations corrected by telegraph up to 12 a.m. Thursday, December 29th, 1904.

CHRISTMAS week is always the quietest of the whole year in the wholesale grocery trade, as travelers are off the road and the holiday sorting trade has ceased. The year has been a prosperous one for the Winnipeg trade, although at times collections have been slow, and in some parts of the country are not yet all that could be desired. Price changes are very few this week. As before, interest centres in the sugar market; a review of the situation will be found below. Prices west of Portage La Prairie have now advanced to a level with prices in Winnipeg, and local jobbers have made an arrangement whereby the price of icing and powdered sugar has been advanced. In sympathy with the steady advance in sugar the price of all grades of candies has been materially advanced. A local commission house is in receipt of an interesting report from a reliable source in California, relating to the situation in Californian dried fruits. A summary of this report will be found below. It will be noted that the statistical position of dried fruits is very strong and in view of this an advance in most lines seems not unlikely.

Sugar.

An anomalous condition of affairs has existed in the sugar market of the west for some time. It is in the neighborhood of Portage La Prairie that the disputed territory between the B. C. refinery and the Montreal refineries begins. Competition here has been very keen, particularly since the Canada Sugar Refinery has commenced carrying a stock in Brandon from which to supply the trade in that district. Conse-

quently advances in that district have not kept pace with the advances in the east and in Winnipeg. But between the 12th and 22nd of the month three advances, amounting to 35c per cwt., have been made to apply to all points between Portage La Prairie and Moosejaw, and these advances have brought western prices to something like a level with those prevailing in the east. Since Nov. 2nd there has been an advance in Winnipeg of 75c per cwt. on Montreal and Wallaceburg sugars. In the same period there has been a similar advance of 75c on sugars for all points between Portage La Prairie and Moosejaw, but for points between Moosejaw and Dunmore the advance has been only 50c. The condition of affairs is, therefore, still somewhat anomalous, but the inequality is not so striking as it was a fortnight ago. The local jobbers have agreed upon an advance in icing and powdered sugar, and new quotations will be found below. We quote:

Montreal granulated, in bbls	6 00
" " in sacks	5 95
" yellow, in bbls	5 40
" " in sacks	5 35
Wallaceburg, in bbls	5 90
" " in sacks	5 85
Icing sugar, in bbls	6 60
" " in boxes	6 80
" " in small quantities	7 05
Powdered sugar, in bbls	6 40
" " in boxes	6 60
" " in small quantities	6 85
Lump, hard, in bbls	6 70
" " in 1/2 bbls	6 80
" " in 100-lb. cases	6 70

Canned Goods.

The canned goods market is very quiet this week, and there are no new features to note. Indications point to an early advance in tomatoes, but old

prices still apply, although stocks are low. We quote:

Apples, 3's, 2 doz, cases, per case	2 45
Cherries, red pitted, 2's, 2 doz	4 40
Currants, red, 2 doz, cases, per case	3 35
" " black, " " "	3 75
Gooseberries, " " "	3 50
Lawtonberries, 2's, " " "	3 35
Pears, (Bartlett's) " " "	3 60
Peaches, 2's, " " "	3 85
" " 3's, " " "	5 85
Raspberries, red, " " "	3 00
" " black, " " "	3 00
Strawberries, " " "	3 50
Plums, Lombard, heavy syrup, 2 doz, per case	2 90
" " green gages, 2 doz, case, per case	3 20
Tomatoes, 3's, per 1/2 doz, cases	3 60
Corn, 2's, " " "	2 60
Peas, 2's, " " "	1 90
Beans, 2's, " " "	1 95
Salmon, finest sockeye, per case	7 00
" " humpback, " " "	3 75
" " cohoes, " " "	5 25

Fish and Oysters.

Holiday trade in oysters has been exceptionally brisk. Frozen fish and other staple lines have been selling well. We quote:

Lake Winnipeg whitefish, per lb.	0 06
Yellow pike (pickrel), " "	0 05
Grass pike (tackfish), " "	0 03
Lake Superior trout, " "	0 08 1/2
Lake Superior loose frozen herring	0 03
Tubbees, " " "	0 04
Gold eyes, " " "	0 03
Blue fish, " " "	0 18
Mackerel, " " "	0 15
Red snapper, " " "	0 15
B.C. salmon (case lots 9c.)	0 15
Halibut, " " "	0 08 1/2
" " Halifax brand salt cod, fish cakes 24-1's	0 11
" " Acadia " " " 20-1's	0 09
" " Bluenose " " " 20-1's	0 07
" " Acadia " " " 2-lb. boxes	0 09
" " " " " 4-lb. " "	0 09
" " " " " shredded, 24 cartons, per bx	2 00
" " " " " bulk, in 15-lb. boxes	0 08
Large Labrador and Nfld. salt herrings per 100lb.	6 00
" " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12 1/2
Finnan haddie, in 15 or 30-lb. boxes	0 08 1/2
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 50
Standard, per gallon	2 00
Select,	2 15 2 25

Spices.

Little activity prevails this week. Indications point to an increasing strength in the pepper market, but local prices throughout are unchanged. We quote:

Pepper, black, per lb.	0 18
" white, " "	0 25
Cayenne, " "	0 21
Cloves, ground " "	0 25
Cassia, " "	0 16
Allspice, " "	0 14
Ginger, " "	0 16

Rice, Tapioca, Etc.

Market quiet with no change in price. We quote:

Rangoon rice, per lb.	0 04
Patna " "	0 04 1/2
Tapioca, per lb	0 03 1/2
Sago, " "	0 03 1/2

Syrups and Molasses.

As noted last week, the corn syrup market is expected to weaken because of the enormous western crop, but of course all cane syrups are in a strong position. There has been a seasonable trade during the month, but in common with other lines business is very quiet during the holiday week. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz, case	2 40
" " 5-lb tins, per 1 " "	2 70
" " 10-lb tins, per 1 " "	2 50
" " 20-lb tins, per 1 " "	2 40
" " 1/2 barrel, per lb.	0 03 1/2
" " Sugar syrup, per lb.	0 03 1/2
Barbadoes molasses in 1/2-bbls, per lb.	0 04
New Orleans molasses in 1/2-bbls, per lb.	0 02 1/2
" " in barrels	0 02 1/2

Coffee.

Trade is of satisfactory proportions at locally unchanged prices. Rios are said to be developing increased strength. We quote:

Green Rio, per lb.	0 10 1/2 0 11
Roasted, per lb.	0 14

Nuts.

Christmas trade was very large and some difficulty was reported in filling

orders for walnuts. A large supply arrived a few days before Christmas. We quote:

Almonds, per lb.....	0 12½
" (shelled), per lb.....	0 28
Filberts.....	0 11
Peanuts, extra choice.....	0 11½
Jumbos.....	0 14
Walnut, per lb.....	0 12
" (shelled).....	0 25
Pecans, per lb.....	0 15
Brazils, per lb.....	0 16

Foreign Dried Fruits.

As noted above, a local commission house is in receipt of an interesting report from a reliable source in California relating to the outlook in dried fruits, and The Grocer presents this week a summary of same. Until a week or two ago California packers were so busy getting out orders that it was impossible to estimate the extent of surplus lines. It is now possible to do so, and it is found that the statistical position of California dried fruits is very strong, as the stock is the lightest in many seasons.

Peaches.—There are now remaining in California not more than 75 cars of dried peaches, and these are controlled by two or three packers. This is the lightest surplus stock known in years, as usually there are at least 300 cars left over the Christmas season. Prices are now on a fairly high plane, but in view of these facts the same steady advance which has been experienced since the beginning of the season may be expected to continue. Not only is the stock in California reduced to a minimum, but this is true also of the large eastern markets. Hence it will require only a slight demand to force prices up another cent or two per pound. The stock of standards is almost exhausted.

Apricots.—There is not more than 40 cars surplus stock in the state, and hence present values may be expected to be maintained.

Pears.—There are about 10 cars remaining in California.

Nectarines.—The market is almost entirely bare.

Prunes.—An anomalous condition prevails in the prune market. The stock on hand is the lightest in years, and at the same time the prices are the lowest on record for certain sizes. The dullness which has prevailed so long in the prune market has shaken the confidence of eastern buyers, but the statistical position of prunes would seem to indicate that they are a good speculation. The unsold stock in the Santa Clara Valley does not exceed 500 cars, as compared with 1,200 to 1,500 cars at this time last year. Very few outside prunes remain, except in the northern part of the state, and the greater part of these are so badly damaged by rain that it is doubtful if they can be put on the market.

The remaining stock is confined altogether to two sizes, viz., 50-60 and 60-70. It is almost impossible to obtain any 30-40 stock, and while there is still a small stock of 40-50, its scarcity demands a premium. The 70-80 stock is in light supply, and 80-90 and 90-100 are almost out of the market and command a heavy premium.

Raisins.—In view of the enormous demand of the last four months it is not surprising that orders are not numerous. Since the first of August nearly 55,000 tons of old and new raisins have been sold, and this is the heaviest demand in the history of the trade. It is 12,000 to 15,000 tons more than the

You get two profits on

CLARK'S MEATS

the money and the satisfaction, and the last named is not to be despised.

A SATISFIED CUSTOMER
IS YOUR BEST ADVERTISEMENT.

Just Arrived, Seasonable Sellers

Very handsome **Crystallized Cherries** (small and large), **Plums, Apricots, and Rose Leaves, Violets and Buds.**
Choicest on the market.

CHUTNEYS Genuine East Indian Products. Pts. and Qts.

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W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S

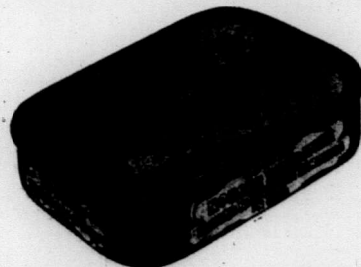
GRATEFUL.
COMFORTING.

IN ½-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS

COCOA



All Grocers Should Stock
THE STAVANGER PRESERVING CO.'S

Crossed Fish Brand

Norwegian

Smoked Sardines

Selected Fish—Pure Olive Oil—Patent Decorated Tins

AGENTS FOR CANADA

W. G. Patrick & Co., 29 Melinda Street, Toronto
British Manfrs. Agency Co., Vancouver, B.C.

1904 production of raisins. Not to exceed 7,000 tons of raisins remain in California unsold. There is room for a marked advance in values before the 1905 crop is ready for the market.

Locally prices are unchanged, and we again quote as follows:

Valencia raisins, Trenors, per case f.o.s.....	2 00
" selects.....	2 20
" layers.....	2 25
California raisins, muscatels, 3 crown, per lb.....	0 06½
" " choice seeded in ½-lb. packages per package.....	0 07½
" " choice seeded in 1-lb. packages per package.....	0 06½
" " per package.....	0 08

Prunes, 90-100 per lb.....	0 04½
" 80-90 ".....	0 04½
" 70-80 ".....	0 05½
" 60-70 ".....	0 05½
" 50-60 ".....	0 06½
" 40-50 ".....	0 07½
" silver ".....	0 09
Currants, uncleaned, loose pack, per lb.....	0 05½
" dry cleaned, Filatras, per lb.....	0 05½
" wet cleaned, per lb.....	0 06½
" Filatras in 1-lb pkg. dry cleaned, per lb.....	0 06½
" Vostizas, uncleaned.....	0 06½
Dates, old, per lb.....	0 05
" new, (present delivery) per lb.....	0 05½
" new, (delivery January) per lb.....	0 05
Figs, cooking in bags, per lb.....	0 04½
Apricots, choice, in 25-lb. boxes, per lb.....	0 13
" standard, ".....	0 12
Peaches, choice, ".....	0 12
" standard ".....	0 12
Pears, (choice halves) ".....	0 13

Neotaries, choice	0 11
Plums, choice (dark pit'ed) per lb.	0 10 1/2
Candied Peel—Lemon peel, per lb.	0 06
Orange	0 09 1/2
Citron	0 14

Evaporated Apples.

Supplies are large and the market continues very quiet. We quote as below:

Evaporated apples (new), 50-lb. cases	0 06 1/2
25-lb. cases	0 06 1/2

Green Fruits.

Holiday trade in green fruit was very active, but business is now very quiet. The only change of importance is a decline of 50c in lemons, which will be noted below. We quote:

ORANGES.	
Washington navels, 126's	4 25
" " 150's	4 50
Extra fancy navels, 170's to 250's	4 75
Fancy navels, 25c per box less	
Mexicans, 126's	3 75
" " 150's to 250's	4 00
LEMONS.	
California lemons, 300's to 360's	5 50
(10c. off 5 case lots of oranges and lemons)	
PEARS.	
California pears, per case	4 00
CRANBERRIES.	
Jersey cranberries (long keeping stock), per bbl.	11 00

APPLES.

Fancy XXX Winter apples (spies) per bbl.	4 00
Fancy XXX Winter apples, red varieties, per bbl.	3 25
Greenings and other green varieties, per bbl.	3 50

GRAPES.

Malaga keg grapes, per keg	8 00
----------------------------	------

Green Vegetables.

Green vegetables have been selling well for the holiday season, and there is still a steady demand. Beets and turnips have advanced. We quote:

Native onions, per lb.	0 03
Spanish onions, per cash	1 75
" " large case	5 00
Carrots, per bush	0 45
Beets, "	0 75
Turnips, "	0 40
Potatoes	0 65

Flour.

The flour market still shows no change although there is considerable activity. We quote:

No. 1, patent	2 90
" 2, "	2 70
" 3, "	2 10
" 4, "	1 50

Breakfast Cereals.

No further decline is reported in cornmeal since last week's report. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 10
40-lb. "	2 15
20-lb. "	2 20
8-lb. "	2 50
Cornmeal, in sacks, per cwt	1 60
in 1/2 sacks	1 65

Honey.

The market continues quiet and featureless. We quote:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	4 50
" " 10-lb tins, 1/2 in case, per tin	1 10
Fancy comb honey, per doz	2 40

Eggs.

Holiday demand has been brisk but prices held steady at former figures. As supplies are not coming in very freely no important decline is expected to follow the holidays. We quote:

Eggs, fresh	0 26
finest glycerine pickled	0 24
(Packed in 25c. cases which are not returnable.)	

MR. G. R. SMALL.

THE GROCER has pleasure in presenting to its readers this week a photo of a gentleman whose work in the interests of one of Canada's principal products is worthy of recognition, Mr. G. R. Small, proprietor of the Canada Maple Exchange, Montreal. Though comparatively a young man he is undoubtedly a pioneer of the modern maple sugar industry of Canada, with which he has been closely identified from his youth. Mr. Small has personally operated one of the largest maple sugar orchards in the Eastern Townships, under the old method. He has been instrumental in establishing the firm of Small Bros., Dunham, Que., manufacturers of sugar boilers and utensils. During his connection with that industry he has made many patented inventions that have since made his name a familiar word over the entire maple sugar belt, and placed Canada far in the lead of manufacture of sugar utensils.

Of recent years he has given his entire attention and energies to the marketing of maple products, and after

maple sugar trade, and the numerous awards and medals he has received at the foremost exhibitions of this country and abroad, testify clearly to the merits of his company's products.

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Dec. 22, 1904.

THE advance in sugar is the feature of the grocery market just now. The figure at the refinery here is 53-4, being a further raise of 1-4c per pound in all grades. This is the second jump in the last couple of weeks, and the price is firm at the increased figure. As noted last week, all prices tend to advance, and the condition still maintains. Dried fruits are very firm, black pepper has gone up slightly and a higher price is looked for in coffee. There is a half cent decline in Ontario cheese, but butter and eggs are unchanged. Eggs retail at from 50 to 60c for the guaranteed freshly laid article, though the cheapest kinds are obtaining a good sale. At present they are of better quality than a few months ago, when eggs were scarce and grades were mixed. Butter is not quite up to the usual mark of excellence because of the season of the year, but the price does not alter.

Japanese oranges are still the feature in the fruit market. They are now getting very scarce, and this week are wholesaling at 60c, an increase of 20c. The high price may lessen the demand, but there promises to be few for Christmas. The next steamer from the Orient, due next week, should have consignments on board. Californian oranges are lower, with good demand. Malaga grapes are getting cheaper. Potatoes are very firm, and higher prices are looked for.

Cornmeal is down a shade, as are also Okanagan flours, though the Manitoba article remains steady.

Business generally is considered to be up to expectations, though the weather has been unfavorable, and ahead of the trade for this season last year.

• • •

Dawson markets are undisturbed, with slow and steady demand. Mr. Seearce, one of the big egg dealers of the north, has come outside to buy eggs. He announces that he will buy 6,000 empty cases in Chicago and ship them to Canada to be filled with eggs for Dawson. He will also acquire a cold storage plant in Toronto for packing and storing his eggs prior to having them forwarded to Dawson in the Summer. He will buy the eggs on the Canadian side to avoid the duty. "I find that Canadians have eggs second to none in the land," Mr. Seearce said, "but they are behind in the packing. The chief difficulty with Canadian packers seems to be in failing to get absolutely dry lumber for their egg boxes. The lumber, when the slightest damp, will convey a foreign flavor to the eggs. In the States the egg packers have learned the wisdom of using absolutely dry wood, thus retaining the utmost sweetness of the eggs. Merchants in Toronto have a great market in the Yukon, and can well afford to be-



Mr. G. R. Small.

visiting and studying the principal markets of the world he concluded that this most wholesome and delicate flavored saccacherine was not handled in a proper manner. The outcome of his conclusions was the formation of the Canada Maple Exchange, where the raw material is taken and refined, and converted into more marketable form in the way of syrups and confections. One line in particular, that of maple sugar creams, have received the highest awards in nearly every country in the world, including the Orient. Every package leaving the Exchange bears the familiar words, "Made in Canada," which patriotic advertisement deserves recognition. The fact that the maple sugar industry in Canada has taken on immense proportions, is undoubtedly, in a large measure, due to the enterprise and quality of the goods turned out by the Canadian Maple Exchange. Mr. Small stated that owing to the maple product being a limited one the recent greatly increased demand for all kinds of maple products and confections had advanced the price of raw maple nearly one hundred per cent. Mr. Small, it may be stated, has been a close student of all the conditions prevailing in the



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**Butchers, Merchants and Hide
Buyers**

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

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Warren White Sulphur Springs,
Totten P. O. Virginia.**

**The
Compliments
of the
Season.**

NICHOLSON & BROCK, TORONTO

come thorough in packing their product. They ship extensively to Europe and other parts of the world, but they tell me the individual order I placed with them last Summer for 6,000 cases of eggs was the largest single order ever sold by any Toronto firm to one house. I had my eggs shipped through in car-load lots, and they arrived in good condition."

Oscar Brown, of Oscar Brown & Co., fruit commission merchants of this city, has gone into partnership with the Earl of Aberdeen, the firm name to be the Oscar Brown Company. A commission and distributing house will be established at Edmonton especially to supply the market in the Territories, and special attention will be paid to Okanagan fruit. There will be no change in the personnel of the company in Vancouver. Oscar Brown & Co. has handled most of the fruit shipped to Vancouver from the Coldstream ranch, Earl of Aberdeen's property. W. Crawley Ricardo, the manager, was in the city last Saturday when arrangements for the new partnership were completed.

It is very probable that the Pendray Soap Works, of Victoria, will be moved to Vancouver, where facilities for shipping and manufacturing are much better. Offers of sites have been made, and the manager stated they were being favorably considered. No decision will be made until the return of H. and E. Pendray, who are now in the east viewing the latest plants in order to have the new works thoroughly up-to-date in every respect. The company manufactures paints, and Mr. H. Pendray is in Montreal and Toronto, absorbing the latest ideas in this connection. He will be home about the end of January.

Before the end of the year it is expected that the sales of land in the Chilliwack district will amount to \$300,000, the purchases being made by new settlers. Hop growing is one of the important industries there. The Horst Hop Co., of California, which for some time has operated large yards at Chilliwack and Agassiz, has increased the area under cultivation at both places. At Chilliwack, the company has rented an additional 200 acres at a rental of \$12 per acre, and purchased 40 acres at \$350 per acre.

Mr. J. A. MacDonald has purchased the Arcade grocery at Nanaimo. Mr. H. A. McMillan, former proprietor, will assist in the business.

The Valkyrie Packing Co., of Gabriola Pass, B.C., is developing a large trade in cured fish. It puts up smoked salmon, kippered herring, cod, halibut, bloaters and anchovies.

The first genuine mackerel, the catch of which was reported last week in B. C. waters, has been placed in alcohol in the Provincial Museum.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as \$1,000) are allowed as one word. Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged. Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

SITUATIONS VACANT.

ASSISTANT EDITOR WANTED—Some one well acquainted with the grocery and provision business as assistant editor for THE CANADIAN GROCER at Montreal. State fully experience and salary wanted. Address, Managing Editor, THE CANADIAN GROCER, Montreal (2)

WANTED—A travelling salesman to represent a widely known specialty firm whose goods are sold by every grocer in Canada. Must be resident of Montreal or Toronto. Write giving full particulars of present and past experience in confidence. Tea, care of CANADIAN GROCER, 346 Broadway, New York City. (1)

FOR SALE.

THE EXPRESS ROLLER MILLS—Cornwall, Ont.; capacity 120 barrels flour in 24 hours; feed department consists of two run of burrs and one 18-inch attrition mill; proprietor retiring from business to accept Government office. For particulars and price, address William R. Mack, Cornwall, Ont. f

TO SELL OR RENT.

TO SELL OR RENT—General store, with post-office and about two acres land, near railway station; good stand. For full particulars apply to P.O. Box 7, Tilbury, Ont. f

SITUATION WANTED.

TRAVELLING SALESMAN—With nine years' experience; specialties; open to make engagement for ensuing year; connection to hardware trade of Ontario, Quebec and Maritime Provinces; grocery trade of eastern and northern Ontario. Box 719, Thorold, Ont. f

BUTCHERS—Wanted—By young Englishman; situation as slaughterman; good all round. Apply D. Brown, Blind River, Ontario. f

BAKER WISHES SITUATION—Good on bread and cakes; sober. Address Box 5, Eganville. f

THE GILPIN-MOFFATT COMPANY want an A1 man to sell their Rex chocolates in the eastern Provinces; liberal commission to right man; apply at once. f

**Successful Advertising—
How to Accomplish It**

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price \$2 00.

Sent postpaid upon receipt of price.
TECHNICAL BOOK DEPARTMENT,
MACLEAN PUBLISHING CO., LIMITED, TORONTO.

CROCKERY DEPARTMENT

Is your Crockery Department a Success?

IN July of this year The Canadian Grocer introduced an innovation in the way of a crockery department, and as far as can be learned at this early stage it has met with the approval of the retail grocery and general mercantile trades throughout Canada. There can be little doubt that the advice offered from time to time after a thorough and systematic study of the possibilities of the crockery trade in the grocery or general store has been taken to heart by a large number of tradesmen all over the country. The wholesale crockery, glassware and china houses report that their business from this quarter has shown a healthy increase within the last six months and say they have little difficulty in tracing good-sized orders to readers of The Canadian Grocer, and what is more important, repeat orders which is after all the final criterion.

The Canadian Grocer is encouraged to believe that it may serve the wholesale and retail trade still further by redoubling its efforts to awaken a live interest in crockery among every retail grocer and general merchant in the country, and will accordingly make its weekly crockery department of such a nature that it will be of unquestionable value to the merchant in buying as well as a reliable and helpful guide to him in following up the possibilities of the crockery trade to their fullest extent.

Mourning China.

THERE are certain people in France, America and Britain, who pride themselves on their originality in relation to their costumes, their homes, and their surroundings. It is nothing new for a society lady to have costumes to harmonize with the drapings of particular rooms in which they are to be worn. We have heard of a lady whose affections were set upon a dainty gown she saw, but as she could not wear it in her own drawing room because of its strong antipathy to the color scheme of that apartment, she had the drawing room re-decorated to accord with the dress. How closely "the proprieties" are observed may be gathered from the comment of a lady upon her friend's want of taste in wearing a blue dress with a brown dog. Now a

rich American family have carried originality in harmony to what we imagine is its extreme limit. A recent death having placed the family "in mourning," they reached the height of exaggerated sentiment by the use of "mourning china" at breakfast and afternoon tea. The beautiful whiteware, with its ebony black edge, looked as if it were trimmed with crape. China manufacturers might approve the innovation if it was extensively adopted.

Troubles of English Potters.

The manufacturers of china and earthenware in England are being subjected to another great trial at a time when they need relief rather than extra pressure to meet the increasing competition which they have to encounter in every direction. Cornish china stone is a commodity which is utilized in every branch of the potting industry, and it is found in a comparatively small area in the neighborhood of St. Austel. Nine firms have formed an association, and have decided on increasing the price of stone about 3s or 3s 6d per ton to the millers, who of course will have to recoup themselves at the expense of the manufacturers.

The associated firms of china stone producers have issued circulars to their customers. The prices are fixed and are to come into operation on January 1 next. "All invoices will be sent through the secretary of the association, and all remittances must be made through the secretary." It is unfortunate that the change should have come at a time when trade is in many branches slack, but even if trade were flourishing it would cause a great disturbance. Some manufacturers profess to regard the change as of little consequence; but the bulk of the potteryware in England is made inland, and the manufacturers have to pay much heavier carriage of the stone than many of the Continental potters, who have it conveyed from Cornwall entirely by water.—British Trade Journal.

NOTE RE CALENDAR.

E. D. Marceau, Montreal, has forwarded to The Grocer staff. Montreal. several of his calendars for 1905. The calendar is a fine piece of lithographic work displaying the various brands of

goods put up and controlled by him. The famous "Condor" is prominently displayed over all. By addressing a post card and mentioning The Canadian Grocer, applicants may secure one of these ornamental and useful calendars from Mr. Marceau.

U. S. CANNERS MAY COME TO TORONTO.

An effort is being made to bring the international Convention of Cannerymen of Canada and the United States to Toronto in 1906. This convention will last a week and be an event which may well be looked forward to with keen interest by the Canadian trade and general public. A building as large as the armories will be required for the accommodation of the convention proper and for practical demonstrations in the various branches of fruit, vegetables and meat canning which will be one of the features of this year's convention.

CORRECTION.

In last week's Grocer mention was made of the sending out of a set of engravings of the King and Queen by Hudon, Hebert & Co., wholesale grocers, Montreal. It should have been stated that Hudon, Hebert & Co. have several thousand of these splendid engravings which they will be pleased, on inquiry, to send out to grocers and liquor dealers in Canada. A letter or post card addressed to Hudon, Hebert & Co. with reference to this notice will bring the pictures, which are, it may be stated, fine specimens and worthy of adorning any home or office.

HINTS TO BUYERS.

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

White & Co., Toronto, are making preparations for a large fish business and have arriving this week a car British Columbia sea salmon, also a car Georgian Bay frozen trout.

McWilliam & Everist, wholesale fruit merchants, Toronto, have received two cars of navel oranges.

White & Co., Toronto, have received a car yellow Danver onions in bags.

W. B. Stringer & Co., Toronto, have issued a novelty in the way of a telephone card. The card is circular in shape and is so arranged that the firms who are in constant communication with the owner of the card may be indexed in such a way that their names and numbers may be found at a moment's notice. This card will be given away to readers of The Canadian Grocer.

1904

RETROSPECT

1905

A look backward over the years of the life of **Blue Ribbon Tea** brings to mind the poet's word :

" We build the ladder by which we rise."

Truly, it has been so with us. We have risen—**Blue Ribbon Tea** is on the topmost rung—but we **built our own ladder.** **Blue Ribbon Tea** has its foremost place because of its own worth and because we have striven for pre-eminence.

We wish you heartily
A Happy New Year

Blue Ribbon Ceylon Tea

THE JOHN L. **CASSIDY** CO. LIMITED
MONTREAL.

Back to Staples again

Dinner Sets Bar Goods
Toilet Sets Lamp Goods
Tea Sets Hotel Ware

If you want a good thing, we have it.

EVERYTHING IN
CROCKERY

TO ALL WHO

are Now



OR

may Become

(THE LATTER SHOULD INCLUDE EVERY
MERCHANT HANDLING CROCKERY)

our Customers—

*A Happy
and Prosperous
New Year!*

BARNARD & HOLLAND CO.
MONTREAL

THE
CROCKERY
PEOPLE

MANY
HAPPY RETURNS

Stewart's
Chocolates

A. J. STEWART, LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

EQUAL to the BEST
and quite a little better than the
REST.

ELITE

1/4-lb. blocks.
6-lb. boxes, 30c. per lb.

DIAMOND

(SWEET)—8s, 6s, 4s
In 12 lb. boxes, at 25c. per lb.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. MCINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG.

JERSEY OREAM YEAST CAKES.

We have received the following very interesting letter from Japan and thought it might interest you :

No. 117 Gokentei, Himeji, Japan, Oct. 31st, 1904.

Messrs. Lumsden Brothers, Manufacturers and Importers,

SIRS.—My attention was called to your "Jersey Cream" Yeast Cakes by an advertisement in English and French on a card enclosed, I think, in a sack of flour. The card was handed to me by a Japanese, baking bread for the Russians, Poles, Jews, and others now captives in Himji; it told how to make excellent bread, rolls, and buns, using "Jersey Cream" Yeast Cakes. The Japanese could read English but not understand it well, and he wished my explanation. I was delighted to see your advertisement as I wish some Yeast Cakes for the captives and sent to America 40 days ago for some. I have a two-cent Canada postage stamp a man sent me some years ago; I suppose it is good. I will send it to you and ask you to donate me a sample of your Yeast Cakes and also your directions for making good bread, rolls, buns, and buckwheat cakes. I am happy to say the Russian captives are now baking fairly good bread and have improved very much. In September it was impossible, apparently, to make good bread; I attribute the failure to mildew spores floating in the air entering the Yeast and the Sponge. Several persons spoke of their attempts and failure to make either good Yeast or good bread; but now, some are having better success. The bread would sour and not rise properly. I suppose the remedy is to use "Jersey Cream" Yeast Cakes. But, as over a ton of bread is eaten daily by the captives, they must learn to make good Yeast also, and only depend on "Jersey Cream" for aid in making good bread and good Yeast. So, will you kindly give them instructions as to the best manner of baking a large amount of bread daily with a minimum of "Jersey Cream?" "Ye cannot serve God and Mammon," said our Saviour. And it is far pleasanter to have the approval of God than to have money. We often feel the need of money to carry out our plans; often pray for money; and sometimes receive money; but we have to learn to trust God rather than money.

Among the captives, 539, over one-half are farmers; but they are unable to farm now; one is a watchmaker, but I think he has no tools here, else I would like to ask him to clean and repair my watch and clock. A large number of trades and professions are represented; it seems a pity to have so many able, active young men kept in idleness. But school is taught from 8 to 10; some are learning English, Japanese, Russian, and I presume other branches. The daily intercourse of so many races, professions, and religious beliefs may be a valuable school; a power for good here and hereafter. Some books, papers, and magazines in various languages have been given and more are desired.

May God bless these captives and captors.

Kind regards,

EDWIN BAKER.

JERSEY OREAM YEAST CAKES.

JERSEY OREAM YEAST CAKES.

JERSEY OREAM YEAST CAKES.

Where There's a Will There's a Way

And when we began the manufacture of biscuits a little over a year ago, we determined—willed—to make the very best soda biscuits this good country of Canada ever knew or saw.

We've done it.

Perfection Cream Sodas

in a month or two over a year have acquired a national fame and sale.

Every week sees new customers on our books.

We ship anywhere.

Equalized freight rates.

Send Order. 3-lb. Cards or Tins.

**THE Mooney
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.**

A SUNSHINE DINNER.

LAST week reference was made in The Canadian Grocer to the departure of Chase & Sanborn's Montreal branch staff to Boston to attend the annual reunion of the traveling staff of that coffee firm.

The following account of the dinner tendered the visiting employes by the firm is taken from the Boston Herald. These reunions are of the greatest benefit to every member and employe as the interchange of ideas, experiences, etc., are productive of increased loyalty and activity and make for good to all concerned:

At the Hotel Lenox, Wednesday evening, there was uncorked what was termed "a bottle of double-distilled extract of mercantile sunshine" of the vintage of 1904 produced year after year by a company of men who, for the nonce, were boys together.

The gathering consisted of the entire body of traveling salesmen of Chase & Sanborn, some 65 in all, from all parts of the United States and Canada, with the members of the firm and the department heads. The occasion was a dinner tendered by Chase & Sanborn, in compliment to their selling organization.

A novel feature of the occasion was a miniature train, consisting of an engine and three cars, propelled by electricity, which ran on a track around the entire length of the table, turned on loops at either end and returned in an opposite direction. This train could be stopped at any desired place, and started at will, by pressing a concealed button.

On one side the cars bore the inscription, "Chase & Sanborn, Limited," and on the other side "Chicago and Montreal Special."

The "piece de resistance" took the form of a beautiful loving cup presented to each guest, with the compliments of the firm. The bowl was of richly colored dark wood, lined and mounted with silver.

On one side of the cup, in raised letters of silver, was the monogram "C. & S."

There were "heart to heart" talks and retrospects which brought out comparisons of the past year's business with that of the previous year.



OUT OF THE CROWD

You see how hard competition becomes when the competitors are many.

Best to get into a class by your self if you want to win.

We have entered into the race in a better class. In beginning the manufacture of

E. D. S.

JAMS

JELLIES

and

SEALED

FRUITS

(IN GLASS)

we have gone a step or two beyond most others, for we are making nothing but **absolutely pure** goods of highest quality.

We won't be able to sell everybody but we shall sell enough.

E. D. SMITH'S

FRUIT FARMS

WINONA, - - ONT.

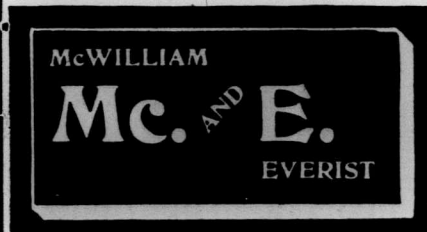
COWAN'S COCOA Maple Leaf Label Our Trade Mark

**COWAN'S CHOCOLATE, CAKE ICINGS,
CREAM BARS,
and COWAN'S famous MILK CHOCOLATE**
are absolutely pure goods.

THE COWAN CO., LIMITED, TORONTO

" ORANGES "

Rose Brand Navels
Fancy Navels
Choice Navels
Jamaica's, Florida's, Mexi-
can's and Valencia's.



TORONTO, - - ONTARIO

" LEMONS "

Fancy King Edward Brand
Choice Black Watch Brand

California Celery, also full line
of seasonable goods.

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

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., **HAMILTON**

IN STOCK
New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire or
phone your orders which receive prompt attention.

HUSBAND Bros. &
Co.
Wholesale Fruit and Commission Merchants.
82 Colborne St., **TORONTO.**

GREEN FRUITS

Another Market for Canadian Apples.

IN his latest report to the Department of Trade and Commerce, Ottawa, C. E. Sontum, Canadian Commercial Agent to Norway, Sweden and Denmark, says that these countries offer a profitable market for Canadian apples, both fresh and evaporated, the requirements, however, being exclusively for finest grade fruit.

Of fresh apples only xxx red Baldwins are wanted. They must absolutely have the red color, as no matter how good the fruit may otherwise be, an off-color will be ruinous for the price they will bring, as the fruit is used not only for eating but largely for decorating, and for this purpose it can of course only be bought by the most well-to-do families, who do not care about the price (about \$10 per bbl. retail after nearly \$2 in duty has been paid). By way of comparison, very good domestic apples may be bought for from one-third to one-half of this price in retail.

Canadian exporters are warned against sending apples that are not strictly first-class red Baldwins to these countries, as inferior goods in every instance will cause loss for the shippers besides ruining the reputation of Canadian apples, which again will make it difficult to obtain a good price for such apples in the future.

The fresh apples intended for Norway, Sweden and Denmark, may be packed in barrels of the regular size or in boxes of 40 pounds net each. A firm intending to build up a constant demand for their apples should have all barrels and boxes marked with their name. The apples in boxes should be wrapped in tissue paper.

What is said about the quality of the fresh apples also refers to the evaporated. Only strictly choice, sliced apples will find a sale. Common dried apples are unsaleable. The usual packing in 50 pound boxes net is satisfactory. The import of canned fruit is of no account, the duty being too high.

Important Legal Decision.

An important legal decision was given last week at Moncton, N.B., in the case of the Delhi Fruit and Vegetable Co., of Ontario, vs. J. H. Harris & Co., of

Moncton. In 1902 the defendant ordered 250 cases of canned tomatoes from the plaintiff at 92 1-2 cents a case. The crop proved poor that year and the plaintiffs did not deliver the goods and the defendant was obliged to buy elsewhere at \$1.80 per case to fill orders and in settling with the Delhi Fruit Co. kept back \$232 for damages sustained. The judge found the plaintiffs were entitled to \$232.50 for goods bargained and sold, but that the defendant sustained damages to the amount of \$262.50, thus leaving the judgment in favor of the defendant for \$30.50.

Raisin Seeding Industry.

SIXTY per cent. of the California grape crop is turned into seeded raisins, the output of one company alone for the year 1903 being 5,500 carloads. In Fresno alone, where most of the seeding is done, there are seven large plants for the handling of the product, employing 1,500 persons. And yet the seeded-raisin industry is only twelve years old.

The seeding is done entirely by machinery. The original raisin-seeding machine was a New York invention; but it has been improved upon by California inventors, until now it does its work with almost absolute thoroughness. And it is an interesting fact that in the process of seeding now in vogue, the raisin is not touched by human hands from the time that it arrives from the packing-house until it is confined in its one-pound carton ready for shipment to the market.

The entire process of converting the grape into a raisin, however, is not performed at the seeding plants. The preliminary work is done at the packing-houses, situated here and there through the vineyards. * * * At the packing-houses the raisins are dried, stemmed, as far as the larger stems are concerned, graded and packed in rough boxes for shipment to the seeding-plants. From outside points these boxed raisins are shipped to the seeding-plants by the carload.

At the seeding plants the raisins are dumped from these rough boxes

and are then "processed," to use a technical term, preparatory to seeding. First the raisins are subjected to a dry temperature of 140 degrees F., after which they are chilled; and after being subjected to the latter process, they become as hard and dry as a bean. Then they are in shape to go through the final process of stemming, which takes off the short stem remaining on the raisin when it comes from the packing-house. The raisins are then put through a rubbing machine, which has the effect to remove the short stem mentioned and leave the raisin in its simple form.

Then the raisin is subjected to a moist heat of 130 degrees F., which has the effect of making them soft and pliable. Then it is sent on to the seeding machine, where it passes between a pair of pure rubber rolls, and is then impaled upon a roll of small saws, which presses the seed out through the surface of the raisin. The saw roll, with the raisin thus impaled, revolves and passes over a flicking device, which whisks off the seed, leaving the raisin still impaled on the saw roll. The saw roll, still revolving, passes around until the seeded raisin strikes a series of figures, which frees the raisin from the roll. The raisins then pass through a system of chutes, and are packed by girls in one-pound cartons.—Exchange.

No Country Like Canada.

Sir Wilfrid Laurier's interview with the press agents at Chicago, December 20, should be read with pride by every patriotic Canadian. Brief though it was, the interview breathed the true spirit of the North land, and his repeatedly expressed statement that "The Canadian West is the greatest West there is," will be endorsed by all conversant with this country and its great future.

His pride in the superiority of Canadian fruit to that of California is a just one, which judges cannot fail to endorse. California peaches undoubtedly present a very fine appearance; at the same time they are inferior in flavor to first-class Canadian fruit.

Fruit Notes.

The Sussex Packing Co., proprietors of cold storage plant, packers, etc., Sussex, N.B., have amalgamated with the D. W. Hoegg Co., fruit and vegetable canners, Sussex, Sheffield and Woodstock, N.B., under the name of the first mentioned concern. The capitalization is \$100,000.

Reports from London, Eng., state that the abundant home crop of apples somewhat seriously affected the Christmas trade in Canadian apples this year. Canadian fruit, however, has never shown up better.

**With the New Year
the Fish Trade Begins in Earnest.**

We are carrying a complete line of Frozen and Salted SEA and LAKE Fish. Send for Price List.

Long Island Native OYSTERS Sole Agents Sydno Cousins HADDIE	Pan-Frozen Trout and Whitefish B. C. Sea Salmon and Halibut Fresh Frozen Herrings Smelts, Ciscoes In ½-bbls and bbls. Georgian Bay Trout, in 100-lb. Kegs Labrador Herrings Fresh Water Herrings, 100-lb. Kegs Holland and Loch Fine Herrings Mackerel in Kits, etc.
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WHITE & CO., WHOLESALE FRUIT, FISH, OYSTERS, ETC. Toronto

10/1/05 Phone Main 5872.

Wholesalers—On the above date the Hamburg-American Line ss. Prinz Adelbert leaves Messina. We would like to have an order from you for a car of "St. Nicholas" Lemons for this sailing of one of the best and fastest steamers plying between Italy and New York. Lemons handled over Heated Docks in New York. No danger of frost. Ask for prices.

61 Front E., Toronto. **W. B. STRINGER & CO.** Fruit Brokers

DIAMOND BRAND MAPLE SYRUP
Not the lowest price, but the highest quality.

SUGARS LIMITED
MONTREAL.

THEY ARE HERE NOW AND PLENTY COMING FOR XMAS

EXTRA FANCY

ALSO
New Grenoble Walnuts, Tarragona Almonds, and all other kinds of Nuts, Dates, Figs, etc., all of very best quality. Prices the lowest. Send us your orders and get the best.

HUGH WALKER & SON, Guelph, Ont.

California Navel

Florida and Sweet

SONORA ORANGES

NEW LEMONS

MALAGA GRAPES

CAPE COD CRANBERRIES

BARRELS AND BOXES



TRADE MARK

This design a guarantee of quality.

GREY BREAD WRAPPER SPECIALTY

ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING

CANADA PAPER Co.

Toronto LIMITED Montreal

SAMPLES AND PRICES WITH PLEASURE.

DRIED APPLES
BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

HOMER REID
MEAFORD, ONT.
Wholesale dealer in and manufacturer of
EVAPORATED APPLES
Write for prices.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

Tel. Main 778. Bond 28.

RETURNED To Owner
FEB 1905

Cut Book 29

Page 59



THE MANUFACTURERS AND SELLING AGENTS OF

Borden's Milk Products

EXTEND TO THE GROCERY TRADE OF CANADA THE GOOD OLD WISH

A Happy and Prosperous New Year.

BORDEN'S CONDENSED MILK CO.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING, 92 Wellesley St., TORONTO.

ERB & RANKIN,

Halifax, N.S.

SCOTT, BATHGATE & CO.,

Winnipeg, Man.

W. S. CLAWSON & CO.

St. John, N. B.

SHALLCROSS, MACAULAY & CO.,

Victoria and Vancouver, B. C.



THE BEST GROCERS SELL THE BEST COCOA.

No first class grocer's store is complete without a stock of

BENSNDORP'S ROYAL DUTCH COCOA

It Leads them All

WILLIAM H. DUNN, - Montreal
Distributing Agent
Province of Quebec and Ottawa City

The great thing necessary to success in business and in life is to secure a reputation, which is the world's estimate of you and your business.

Establish a reputation on Coffee of **superiority**—the result will surprise you.

Forty years of popularity attest the worth of **CHASE & SANBORN'S** High Grade Coffee.

CHASE & SANBORN

The Importers, Montreal

FLOUR AND CEREAL FOODS

FLOUR MILLING IN CANADA, 1904-05.

THE close of the year seems an appropriate time for a short review of the conditions which have affected the milling industry in Canada during the four months since harvest. Notwithstanding the abundant wheat crop both Manitoba and Ontario harvested in 1903, it was plainly evident as the end of the cereal year drew near, that it had practically all been exported or gone into consumption. During the months of July and August a positive scarcity existed, even the high prices prevailing failing to bring any large supplies on the market, and many of the mills being shut down or running only on short time to supply local demand, because no wheat was available to manufacture flour for shipment.

This resulted in Canada entering on a new crop year bare of supplies. Neither country dealers, nor elevators at the lake ports, nor even the big elevators at Fort William and Port Arthur held any old Manitoba wheat on Sept. 15.

As stated in a recent article on the Ontario crops situation, the wheat crop in Ontario this year was probably less than one-third of that of 1903, and one-quarter of the crop of 1902, owing to its being attacked by rust shortly before harvest. The United States also suffered from unfavorable weather during the Winter wheat harvest. At the same time reports came that the Spring wheat crop, both of the northwestern states and Manitoba, was badly affected by rust; that there was to be a big reduction in the yield and a small total crop instead of the bountiful one which crop conditions promised a short time before.

These reports, combined with the short supplies mentioned above, had an immediate effect on the price of wheat, which advanced to the highest figures known since the Leiter boom. While threshing returns showed that the damage was overestimated in some cases, especially in Manitoba, yet the returns proved such that it was evident, taking into consideration the poor quality of a large portion of the crop harvested, that the United States would have very little for export, either in the shape of wheat or flour, and that a much larger portion than usual of the Manitoba

crop would be required by the Ontario mills to replace the short crop of Winter wheat in Ontario, and that a higher range of prices would be justified than had prevailed for several years.

It would naturally be supposed that under these circumstances the prospects of a profitable year for Ontario mills would not be good. On the contrary, inquiry proves that in spite of the high prices prevailing Ontario mills have enjoyed the largest trade and a more profitable one than they have experienced for many years.

Two causes have largely contributed to this. First, on account of the price of United States wheat being away above an export basis, many of the orders for flour which were formerly filled by the mills in the United States have come to Canada, with the result that for the past three months many of the Ontario mills have been obliged to refuse orders, showing a profit because they were booked in many instances weeks ahead.

The domestic business has also proven very satisfactory, notwithstanding the high price of Ontario wheat, as there has not been the same competition in the eastern markets from the large Manitoba mills, who have steadily maintained their prices at a profitable figure because their export business would take more than they could manufacture. There has also been less competition among the Ontario mills themselves for both local and export business on account of the short crop of Ontario wheat. Many of the small mills without regular eastern connections who, when wheat is plentiful, send a car or two a month on consignment or sell it for what it will bring through brokers, often getting ridiculously low prices, are this year unable to do this business, as they find it difficult to get even enough local wheat to supply their local trade. Thus the larger mills have additional trade as well as better prices, owing to the above mentioned competition being removed. These conditions have not operated altogether to the disadvantage of the smaller mills, because they have in reality made no profit in the great majority of cases on business of this kind, and not unfrequently have done it at a

loss. This year they have been able to get high prices for their mill offal as well as better prices for flour sold locally, owing to the fact that the large mills have had such a big shipping demand that they have been paying little attention to the local markets and to pushing sales of their flour locally, as they are compelled to do when business is dull.

If the other eight months of this year prove as satisfactory as the past four, the outlook is that the mills of Ontario will have one of the most profitable year's businesses that they have enjoyed for a long time.

Wheat Situation.

The wheat situation is quiet as usual at the holiday season, with prices firm and export business experiencing a temporary lull. Flour is also quiet on account of wheat being above an export basis, and there is little of interest except local milling for domestic consumption.

The Northwest Grain Dealers' Association has issued the following statistics on the wheat situation for Manitoba and the Northwest Territories to the close of navigation: Estimated yield on October 15, 59,857,000 bushels; inspected to date, 22,200,000 bushels; in store at country points, 8,500,000 bushels; in transit, not inspected, 490,000 bushels; total marketed, 31,190,000 bushels; allowance for seed, 8,000,000 bushels; allowance for country mills, 7,000,000 bushels; balance to market, 13,667,190 bushels. From this year's crop of wheat, oats, barley and flax alone the farmers of the Canadian west will realize the snug sum of \$70,000,000.

At the head office of the Canadian Pacific Railway the result of the season's operations is said to have been most satisfactory. The total wheat marketed at the stations along the line throughout the season in Manitoba and the Northwest Territories was 20,259,000 bushels, as compared with 18,250,000 bushels last year, an increase of 11 per cent. Receipts at Fort William during the same period were 12,500,000 bushels, as compared with 10,600,000 bushels last year, an increase of 17 per cent.



Write It Down

It will impress itself more thoroughly on your memory if you write it down.

This:
"I shall do all I can to advance my business during 1905. As a means to this end I shall give

Orange Meat

a foremost place on my shelves and in my selling."

By the way—we wish you all a right prosperous New Year.

The Frontenac Cereal Co.
Limited.
KINGSTON, CANADA.

The shipments from Fort William were 11,723,000 bushels, as compared with 1,000,000 bushels, and as these elevators of 16 per cent. Most of the increase in shipments is directly traceable to the more protracted season enjoyed this year. The balance of wheat left in the C.P.R. elevators at Fort William is 1,000,000 bushels, and as these elevators have a total capacity of between eight and nine million bushels, there will be plenty of accommodation for storage during the Winter.

Jamaica and Canadian Cereals.

THE prejudice as to the keeping qualities of the Canadian article is now a thing of the past, writes G. E. Burke, Canadian commercial agent to Jamaica. All Canadian millers now have to do is to be prepared to take the average business risk of all producers and manufacturers desirous of operating a new and promising outlet, by consigning at first.

As an augury of the increasing consumption of the commodity it may be interesting to note the following imports into Jamaica for the last four years:

1901	148,818 barrels
1902	157,921 barrels
1903	167,991 barrels
1904	216,834 barrels

In previous years the trade would accept nothing but barrels, within recent date, however, owing doubtless to the growing scarcity of barrel material in the United States, as also the present ruling high price of flour, in the interest of economy, bakers, and distributors too, are now not nearly so prejudiced against bags or sacks.

SPLIT PEAS.

All the split peas imported into the island up to very recently came through New York commission houses. But in the case of oats, Canadian manufacturers are now getting alive to their own interests, and shipments are coming direct to local consignees.

ROLLED OATS.

Some Canadian brands of breakfast foods in one and two pound packets are on the market, but the bulk of the rolled oats comes from United States sources. There is surely no good reason for this.

PEARL BARLEY AND OATMEAL.

Both of the above commodities are imported from the United Kingdom in 100 lb. kegs, and a very large consumption exists. Canada might share the supply.

Future of Wheat.

Universal attention is being drawn to the fact that the quantity of wheat exported from the United States this year is less than for any corresponding period since 1891. This is not altogether accounted for by any deficiency in the crop, because last year's yield was more than an average one. Up to last June—

the end of the fiscal year—wheat exports were some 80 million bushels below the previous corresponding year, a much greater reduction than can be accounted for in the crop difference. It is becoming more evident that the home consumption has greatly increased, whilst the production has remained practically stationary. We are also of the opinion that the existing state of things is not a transitory one, but is more or less an index of future prevailing conditions. It is not improbable that American wheat will practically fail us altogether in the not very distant future. In that case we shall have to rely upon Russia, Argentina and our colonies for the staff of life. Another probability is the prospective permanent rise in all the cereals, and with it, we hope, some return of prosperity to British agriculture. It is characteristic of our nation that as soon as a fact becomes patent we do not waste time in adapting ourselves and our methods in accordance with it, and the present aspect of the flour milling trade is an apt illustration, for during recent and prevailing circumstances there has been not the slightest outside indication that anything out of the normal was taking place, and yet, as a matter of fact, our millers have calmly dropped the acknowledged strongest and best wheat in the world out of their blends, without in any way interfering with any constituent for which that wheat was world famous.—The Miller.

New Milling Industry.

The directors of the Keewatin Flour Mills Co. state that plans and specifications are being prepared for the construction of a first-class flour mill with elevators, barrel factory, etc., and all the accessories to a mill of 5,000 barrels capacity.

To Abandon Premium Plan.

The American Cereal Co., better known in Canada as the manufacturers of "Quaker Oats," have announced that in deference to the wishes of the retail grocery trade in the United States they have abandoned the Cereta cash and coupon premium plan. They will also abandon all word-spelling schemes on Feb. 1, 1905, provided the Great Western Cereal Co. will do likewise. The existence of the premium system promises to be more meteoric than even the Canadian Grocer has predicted.

A Generous Christmas Gift.

Mr. Robert Meighen, president of the Lake of the Woods Milling Co., Montreal, has remembered the Winnipeg general hospital in a generous and liberal manner, and that institution is richer by \$1,000. Mr. Meighen, on Dec. 23, placed that sum in the Bank of Montreal, Winnipeg, to the credit of the hospital.

Cereal Notes.

The big Ogilvie elevator at Fort William began operations on Dec. 20. It has a capacity of nearly 600,000 bushels.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.
Capacity 1,200 bbls. per day.
Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

START RIGHT THE NEW YEAR

JUST TRY
ONE BALE OF THESE

POCKET RICES



In 1-lb. and 3-lb. pockets.



In 1-lb. and 2½-lb. pockets.

DISTRIBUTORS

TORONTO	HAMILTON
Eby Blain Co., Limited	Balfour & Co.
Davidson & Hay, Limited	W. H. Gillard & Co.
Warren Bros. & Co.	Lucas, Steele & Bristol
LONDON	
A. M. Smith & Co.	E. Adams & Co.
Elliott, Marr & Co.	Lind, Kerrigan & Co.

ORME & SUTTON RICE CO.,
MILLS: NEW ORLEANS.

104 WALL STREET NEW YORK
BRANCH OFFICES: Philadelphia, Bourse Bldg.
Toronto, J. S. Donaldson & Co., 50 Front St. E.

Write or Phone Us

For Prices on

Rolled Oats,	Standard and Granulated Oatmeal,	Flaked Wheat,
Granulated Wheat,	Pot and Pearl Barley,	Split Peas,
Gold Dust Cornmeal,	All Kinds of Feed,	Pea Meal,
Ground Wheat,	Ground Oats,	Ground Corn,
	Grain of all Kinds.	

We can give prompt delivery in mixed carlots or otherwise.

Letter Orders Promptly Filled.

Wm. McCann Milling Co.

Office and Mills: Foot of Jarvis Street, - TORONTO

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

How to Keep Cigars.

THE up-to-date grocer knows how to keep cigars and by this knowledge he is enabled to please a lot of particular and good paying customers. The big cigar manufacturer who is apt to make light of the grocery trade in cigars and who deliberately says that to sell the grocer in any town means to kill the cigar store man's business, would do well to look into the grocery's chance of custom. For instance, instead of giving a show case that would suit a drug store why not offer to the grocer a fine zinc-lined case having proper space for moisture in the lids and backs and which look well, wear well and promote all the interests involved. Take a manufacturer like Bruce Payne, of Granby, or any other who has done a good trade with the grocer. He offers to take back what are not sold of a thousand cigars, and he gives three months to sell that number. It is a very fair proposition. Yet in conversation with a large number of makers of good selling cigars it was learned that the average maker would prefer not to sell on such conditions. Why? Simply because he feels that the average grocer does not know how to keep cigars. He has nothing but an ordinary show case, and then he does not find time to bother in caring for a stock the way that he should in order to preserve the quality in the cigars.

The potent fact in all this argument remains untold, namely that no matter what is the matter with the grocer's facilities for keeping cigars, the grocer everywhere is selling cigars and the man who caters for that trade is going to get it. Do you want it Mr. Manufacturer? Then it's up to you to devise a scheme by means of which you can get the grocer to sell your goods or to get the grocer to ask the jobber for your lines exclusively. Think out some plan to make your brands sought. Then make the announcement in THE CANADIAN GROCER tobacco department. Afterwards if the results do not arrive abundantly the stock may be considered what the boys call "off."

Any hustling manufacturer with ideas (and they are usually the ones who win out) can make his grocery trade a leader. Bruce Payne is doing it; J. M. Fortier is

doing it with his Chamberlain cigar and the Royal cigarettes, and there are dozens of others who should be in the field if they could get away from the beaten path of the hundreds of small factories all over the Dominion.

Any grocers who have suggestions to offer to THE GROCER as to how the grocery cigar trade may be developed along harmonious lines will be heard from with pleasure, and, no doubt, the pros and cons of the situation may prove interesting to the trade.

War Against the Trust.

ORGANIZED warfare against the tobacco trust is to be carried on in earnest if the plans of the National Convention of Independent Tobacco Manufacturers and Dealers held in Philadelphia last week are carried out. This convention was the result of a call sent out some time ago by the independent dealers of Philadelphia, who have been more successful than their brethren in other cities in holding the trust at bay. The call was responded to by the independents of many of the largest cities in the States and by growers and manufacturers in Ohio, Illinois, Wisconsin, Minnesota, Kentucky, Virginia and other States. The result was the largest gathering of the kind ever

held on the North American continent, there being in attendance more than 7,000 persons interested in the tobacco trade.

The plan of the promoters of the movement is to organize for concerted action all of the independent associations now in existence. These include the Independent Tobacco Manufacturers' Association of the United States and the Independent Tobacco League of America, together with some twenty State associations.

Dark Tobacco Requirements.

An estimate of the dark tobacco needed by foreign manufacturers to fill their 1904 orders is as follows:

	Hhds.
Spain	4,000
Italy	20,000
France	6,000
England	4,000
Germany	12,000
Belgium	5,000
Holland	2,000
Rest of Europe.....	3,000
Africa	5,000
Central and South America.....	1,000
Canada.....	1,000
Total.....	63,000

Burley requisitions:

Belgium, Germany and Holland..	12,000
France, Italy and Austria.....	6,000
England.....	3,000
Total.....	21,000

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

A Practical Wish for the New Year

We wish you a prosperous new year,—cheerily. But we cannot refrain from saying to you that you will realize our wish for you by working with us—by adding a sufficient stock of our **Pebble** and **Pharaoh** cigars. They are sure sellers, and you can never be “stuck” with them. Here’s our offer once more.

We shall send express paid, 1,000 cigars, assorted as desired, on usual terms. We agree to take back at invoice price at the end of three months any unsold stock.

Now, let’s get together for 1905.

J. Bruce Payne, Limited, Mnfrs., Granby, Que.

When You Take Stock Remember

That **T. & B.** Smoking Tobacco needs never to be listed at anything lower than the price paid for it. It is a Tobacco that you must order regularly.

We have known some grocers to have to list some Tobaccos at a big cut from invoice price, just because they weren’t worth more—they had to be cleaned out at a cut figure. Bad tobaccos those to buy—and sell.

GEO. E. TUCKETT & SON CO., LIMITED, HAMILTON.

Trade in Manila.

Owing to the present disturbed condition of the Eastern countries, says the Australian Tobacco Journal, the trade in cigars in Manila has fallen off, and most of the factories have been compelled to reduce the number of their employes. The high duty of 250 per cent. instead of 150 per cent. which the Japanese Government enacted October 1st, will practically kill the Japanese trade of the Philippine Islands. There is an increased trade, however, with Australia. The last year's crop seems far superior to those of the previous years. Cigars with spiral wrappers are becoming to be preferred to those with straight wrappers.

Boom in Turkish Tobacco.

The cultivation of tobacco in the dis-

tricts of Sivas and Samsow, Turkey, has taken on quite a boom within the last two years owing to purchases from the United States which gave extraordinary expectations, and also to the purchase by the Regie of about all the tobacco in sight, whether suitable for manufacture or not, with the purpose of preventing contraband and controlling the market.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

**SWEET
CAPORAL**



CIGARETTES
STANDARD
OF THE
WORLD

Sold by all Leading Wholesale Houses.

Royal Egyptian Cigarettes

Rich in Flavor

Copious in Value

Great Sellers

All First-class Grocers should have them

J. M. Fortier, Limited, Manufacturer, Montreal

Profits

McALPIN'S TOBACCOS give satisfaction to their users. Fact No. 1. They have a flavor not found in any other Tobaccos. Fact No. 2. They pay better profits than any other Tobaccos you sell. Fact No. 3. Three good arguments for your business.

McAlpin Consumer's Tobacco Co.

TORONTO, Ont.

Limited



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FREIGHTS AND CHARTERS

DURING the past week the freight business has improved slightly owing to the immense shipments of various lines of goods for the holidays. However from St. John it is learned that cargoes are wanting and the C. P. R. Co. having their own steamship service as well as railway line have an exclusive pull on cargoes. The talk regarding Canadian grain going to Boston has been repeated, and the truth is plain that grain is being shipped by Boston. The shipping rates were made, however, at a time when the steamers sailing

the Canadian companies to compete with the New York railways.

The I. C. R. are making arrangements for improved shunting arrangements at the terminals, and the C. P. R. will also be in the same movement for development.

The Minister of Railways has taken an unusually strong interest in the terminals lately, and it is believed that both St. John and Halifax may be made thoroughly up-to-date from the standpoint of big ports, thus attracting and accommodating more shipping, and at the same time accomplishing more for

is in the habit of remembering its many friends at Christmas time with a token suggestive of the west, and has succeeded this year in producing something which will meet with the approval of the most fastidious artist. As a supplement to the Cree legend of the wild goose is given some interesting data regarding the growth of this leading western journal.

RACE TO THE ANTIPODES.

The Frontenac Cereal Co., Kingston, manufacturers of Orange Meat, started two carloads of their products on a

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.
Oil Cake.....	* 5/	† 5c	† 9c	† 6c	* 5/	* 11/6	* 12/6					
Sack flour.....	* 5/	† 5c	† 9c	† 7c	* 5/	* 12/	* 12/6					
Canned meats, fish.....	* 7/6	* 12/6	* 15/	* 12/6	* 10/	* 15/	* 15/					
Provisions.....	* 5/	* 12/6	* 15/	* 12/6	* 5/	* 17/6	* 15/					
Tierces lard.....	* 5/	* 12/6	* 15/	* 12/6	* 5/	* 17/6	* 15/					
Pail lard.....	* 7/6	* 17/6	* 20/	* 17/6	* 7/6	* 20/	* 20/					
Butter.....	* 15/	* 25/	* 25/	* 30/	* 15/	* 15/	* 80/c.s.					
Cheese.....	* 10/	* 20/	* 20/	* 25/	* 10/		* 80/c.s.					
Eggs in c. s. (meas't).....	* 10/	* 15/	* 15/	* 15/	* 10/		* 40/c.s.mt.					
Clover seed.....	* 10/	* 10/		* 15/	* 10/	* 15/	* 15/					
Cotton.....	† 15c				† 15c							
Apples, per bbl.....	2/	2/	2/6	2/6	2/	31/	10/c.s.					
Meas't goods.....	† Fine 20/7/6		† Fine 20/	† Fine 20/	† Fine 20/							
Leather sole.....	* 20/	* 25/	* 25/	* 30/	* 20/	† 12/6	† 15/					
Leather finish.....	* 15/	* 20/	* 20/	* 20/	* 15/	* 17/6	* 20/					
Lumber, hard.....	* 8/	† 10 1/4c	* 12/6	* 14c	* 8/	* 15/	* 15 m't					
Lumber, soft.....	* 9/	† 12c	* 15/	† 16c	* 9/		* 17/6 m't.					

* Per ton 2,240 lbs.

† Per ton of 40 cubic feet.

‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation**.

When ocean charges are collectable at port of destination, rates exchange on basis of \$4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of \$4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

from Montreal were all filled so that in reality there is no objection to be made justly. What is rather surprising is that a charter of a new boat for St. John is quite a novelty, and the regular scheduled liners are the only ones at all occupying the port of St. John.

The grain bookings for January are better than they were last year at the same time and some encouragement is offered in this respect.

An answer regarding the proposed reduced freight rates from Ontario to Halifax means the Canadian Freight Association wish to make it possible for

the commerce of the country. It is expected that at the January session of Parliament some funds may be granted for these purposes.

A QUILL FROM A CANADIAN WILD GOOSE.

The Canadian Grocer is in receipt of a quarto holiday booklet from the Manitoba Free Press, Winnipeg, entitled "A Quill From a Canada Wild Goose," which is accompanied by a souvenir pen in the shape of a real goose quill. The Manitoba Free Press

race to Australia last week. This firm does a considerable business with Australia and, wishing to test the relative superiority of the two great trade routes, instituted the present contest. One car was sent over the C. P. R. via Vancouver; the other was consigned to G. T. R. freight handlers, who will deliver it at Portland, Me., for shipment to Melbourne, Australia, via Cape Town. The finish of this freight race to the Antipodes will be awaited with interest by manufacturers and shippers in Canada.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, TORONTO
WATT, SCOTT & GOODACRE MONTREAL

"Irresistibly
Delicious!"



One taste
will make a
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS

6 gallons wine measure,	\$4.50 per case,
12 half-gal.,	4.80 "
24 quarts,	4.80 "
24 pints,	2.50 "
5 gal. tin, imp. measure,	4.00 "

PACKED IN WOOD

12 gal. kegs,	5 1/4 cts. per lb.
27 " bbls.,	5 1/4 " "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.

old
reputation

Attention!

old
reputation

The **BEST**
of

Swiss Milk Chocolates

KLAUS'S

CHOCOLATES

are now introduced in the Canadian Market.

(Klaus's Chocolates were awarded the **Gold Medal**)
at the Glasgow Exhibition.

Wholesale Depot for Canada:

Canadian Swiss Trading Co.

17 ST. JOHN'S ST.,

MONTREAL.

WM. BRAID & CO. COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

*If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.*

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

**Write us for
Samples**

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

December 29, 1904.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.		Per doz.
Cook's Friend—		
Size 1, in 2 and 4 doz. boxes.....		\$4 40
" 10, in 4 doz. boxes.....		2 10
" 2, in 6 ".....		0 80
" 12, in 6 ".....		0 70
" 3, in 4 ".....		0 45
Found tins, 3 doz. in case.....		3 00
12-oz. tins, 3 ".....		2 40
5-lb. ".....		14 00

W. H. GILLARD & CO.

Diamond—		Per doz.
1-lb. tins, 2 doz. in case.....		\$2 00
1-lb. tins, 3 ".....		1 25
1-lb. tins, 4 ".....		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.	\$0 85
3 doz.....	4-oz.	1 30
3 doz.....	6-oz.	1 75
2 doz.....	12-oz.	3 50
2 doz.....	12-oz.	3 45
2 doz.....	12-oz.	3 40
2 doz.....	16-oz.	4 45
2 doz.....	16-oz.	4 35
1 doz.....	2 1/2 lb.	10 40
1 doz.....	5 lb.	19 50

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
4 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.	4 10
1 ".....	5 ".....	7 30
1 ".....	6 ".....	7 30
1 ".....	8 ".....	7 30
1 ".....	12 ".....	12 40
1 ".....	16 ".....	14 50



Size, 5 doz. in case.....	Per doz.
" 4 ".....	0 75
" 3 ".....	1 25
" 2 ".....	2 25

OCEAN MILLS.

Per doz.	
Ocean Baking Powder, 1/2 lb., 4 doz.....	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz.....	90
Ocean Baking Powder, 1 lb., 3 doz.....	1 25
Ocean Borax, 1/2 lb. packages, 4 doz.....	40
Ocean Cornstarch, 40 pkgs. in a case.....	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Sizes.	Per Doz.
Royal-Dime.....	\$ 1 00
1 lb.....	1 60
8 oz.....	2 25
1 lb.....	2 90
12 oz.....	4 50
1 lb.....	5 75
3 lb.....	15 50
5 lb.....	25 50

Sizes.	Per Doz.
Cleveland's-Dime.....	\$ 1 00
1 lb.....	1 50
8 oz.....	2 20
1 lb.....	2 80
12 oz.....	4 25
1 lb.....	5 50
3 lb.....	15 00
5 lb.....	25 00

"VIENNA" BAKING POWDER.

Per doz.	
1-lb. tins, 4 doz in box.....	\$2 25
1/2-lb. tins, 4 doz in box.....	1 25
1/2-lb. tins, 4 doz in box.....	75

BEE BAKING POWDER.

Per doz.	
1-lb. tins, cases 4 doz.....	\$2 25

HOME BAKING POWDER, CO., MONTREAL.

Sizes.	Per doz.
2 doz. case 1/2 lb.....	\$2 40
1 to 5 cases, 5 per cent.....	4 75
5 to 10 cases, 10 per cent.....	



EAGLE BAKING POWDER

Per doz.	
Cases of 48-5c. tins.....	\$0 45
" 48-10c. tins.....	0 75
" 24-25c. tins.....	2 25
" 48-25c. tins.....	2 25

"BEE" BRAND BAKING POWDER.

Per doz.	
6 oz. cases, 4 doz., per case.....	\$3 50
10 oz. " 3 doz., ".....	4 00
16 oz. " 4 doz., per doz.....	2 25

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	3 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes.....	0 02 0 10
according to size.....	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blue.



"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....	per lb. 16 1/2
"Sapphire"—14-lb. boxes, 1/2-lb. pkgs. per lb.....	12 1/2
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pkgs. per lb.....	10

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1 gross, 4 oz.	



JAMES DOME LEAD.

Per gross	
6a size.....	\$4 40
2a size.....	7 50

BORAX.

"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" " 10 oz., cases, 45 ".....	3 25
" " 16 oz., cases, 45 ".....	4 25
EAGLE BORAX.....	
Cases of 5-doz. 5c. packages.....	\$0 40
" 5-doz. 10c. ".....	0 85

Boeckh's Brooms.

Bamboo Handles, A, 4 strings.....	\$4 50
" " B, 4 ".....	4 20
" " C, 4 strings.....	3 95
" " D, 4 ".....	3 70
" " F, 4 ".....	3 40
" " G, 3 ".....	3 10
" " I, 3 ".....	2 70

Cereals.

Wheat CR, 2-lb. pkgs., per pkg.....	0 05
" 7-lb. cotton bags, per bag.....	0 1 1/4
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tilson's Oats, 2-lb. pkgs., per case.....	3 00

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins.....	per doz. \$6 75
" 1-lb. tins.....	3 50
" 1-lb. tins.....	2 00
" fancy tins.....	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.....	2 55

During the New Year of 1905

the grocery trade of Canada will witness an enormous increase in the demand for

Crown Brand Table Syrup

Put up in Tins—

2-lb. tins—cases	2 doz.	Also in Brls., 1/2-Brils.,
5 " " "	1 " "	Kegs and Pails.
10 " " "	1/2 " "	
20 " " "	1/4 " "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

—The public desire a **pure** syrup, clear in color, delicious in flavor, consistent in body, and proper price.

“Crown” Brand Syrup has all these qualities.

FOR SALE BY ALL JOBBERS.

EDWARDSBURG STARCH CO'Y, Limited ESTABLISHED 1858

53 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P. Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un- num bered.	Covers and num Coupons 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 " "
10 00 " "	5 " "
15 00 " "	6 " "
20 00 " "	7 " "
25 00 " "	8 " "
50 00 " "	12 " "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.

Clothes pins (full count), 5 gross in case, per case	\$0 62
doz. packages (12 to a case)	0 75
doz. packages (12 to a case)	0 95



Wholesale Agents.
The Davidson & Hay, Limited, Toronto

Food.

Gelatine.

Knox's Gelatines	Per gross	\$16 75
Robinson's patent barley	1-lb. tins	\$1 25
" " "	1-lb. tins	2 25
" " groats	1-lb. tins	1 25
" " "	1-lb. tins	2 25

" " "	Per doz.	\$1 40
" " "	5 doz., at.	1 45
" " "	1 doz., at.	1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 85
Other jams	\$1 55
Red currant jelly	1 90
	2 75

T. UPTON & CO.

Pure Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$0 85
2-lb. tins, 2 doz. in case	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 06 1/2
7 and 14-lb. wood pails	0 06 1/2
30-lb. wood pails	0 06 1/2
Pure Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	0 95
2-lb. tins, 2 doz. in case	1 60
7 and 14-lb. wood pails, 6 pails in crate	0 06 1/2
30-lb. wood pails	0 06 1/2
Home Made Jams—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	0 09

BRAND & CO.

Brand's calf's foot	\$3 50
Real turtle jelly	7 75

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 49
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
(fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
"20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
100 sticks	0 73
Dulce large cent sticks, 100 in box	0 73

Lye (Concentrated).

GILLETT'S PERFUMED.	Per case.	\$3 50
1 case of 4 doz.		3 50
3 cases		3 50
5 cases or more		3 40

Matches.

UNITED FACTORIES, LIMITED.	Per case.	\$3 50
Surelight (Parlor)		5 75
Flashlight (Parlor)		3 80
Kodak (Sulphur)		3 80

WALKERVILLE MATCH CO.

Parlor—	1 case.	5 cases.
Imperial	\$5 75	\$5 50
Best	3 75	3 50
Crown	1 70	1 60
Maple Leaf	1 80	1 80
Knights	4 75	4 50
Sulphur		
Club	3 90	3 70

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KERN'S.	
D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" " 1-lb. jar	0 25
F.D., 1-lb. tins	per doz. 0 25
" " 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 32 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35
Old Crow," 12-lb. boxes—	
1-lb. tins	per lb. 0 25
1-lb. tins	0 25
1-lb. tins	0 22 1/2
4-lb. jars	per jar 0 75
1-lb. jars	0 25



Orange Meat.

Cases, 36 15c. packages	\$4 50
5 case lots	4 40
(Freight paid.)	
Cases, 20 25c. packages	4 00
5 case lots	4 00
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.	
"Anchor" brand 1-lb. glass	per doz. \$1 50
quart gem jars	3 40

T. UPTON & CO.

1-lb. glass jars, 2 doz. case	per doz. \$0 95
Home-made, in 1-lb. glass jars	1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06

Pickles.

STEPHENS.

A. P. Tippet & Co., Agents.	
Cement stoppers (pints)	per doz. \$1 30
Corked	1 90

Soda.

COW BRAND.

DWIGHT'S BAKING SODA	
Case of 1-lb. containing 60 pkgs., per box	\$3 00
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.	
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.	
Case of 5c. pkgs. a lining 96 pkgs., per box, \$3 00.	
MAGYC BRAND.	

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " {30} " "	2 75
" {60} 1-lb. "	
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND.	
"Bee" brand, 8 oz., cases, 120 pkgs.	Per case \$3 75
" " 10 oz., cases, 96 pkgs.	
" " 16 oz., cases, 60 pkgs.	

Soap and Soap Powders.

A. P. TIPPET & CO., Agents.	
Maypole soap, colors	per gross \$10 20
" " black	15 30
Oriole soap	18 20
Gloriola soap	12 00
Straw hat polish	18 20

RABBITT'S.

Babbitt's "1776"	
6-oz. pkgs. \$3.50 per box. 5 boxes a freight paid and half box free.	
Babbitt's "Best" soap, 100 bars \$4 10 per box.	
Potash or Lye, boxes each doz., \$3 per box.	
WM. H. DUNN AGENT.	

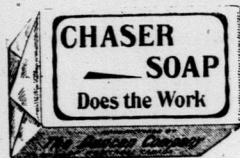
WE WISH

"A Happy and Prosperous New Year" TO ALL.

S. H. & A. S. EWING,

Montreal Coffee & Spice Steam Mills,

53 & 55 Cote St., Montreal



CHASER SOAP.

1 case	\$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	\$0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry, 6-lb. drawlid boxes.	0 07½
Silver gloss, 6-lb. tin canisters.	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal.	0 06½
Benson's satin, 1-lb. cartons.	0 07½
No. 1 white, 5bbls. and kegs.	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box 1 25 to 2 50	

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.	0 08½

BEES BRAND, CASES, 64 PACKAGES. \$ 5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 06½
Aome Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½

Finest Quality White Laundry—	
2-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06½

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.	0 07½
6-lb. enameled tin canisters, 8 in case.	0 07½
Kegs, ex. crystals, 200 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 48 lb.	0 07
Durham corn starch, 40 lb.	0 06½

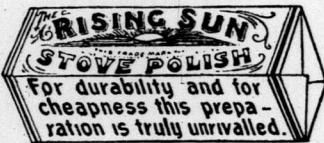
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" " 3-lb. cartons, 36 lb.	0 06½
" " 200-lb. bbl.	0 06½
" " 100-lb. kegs.	0 06½
Canada Laundry, 40 to 46 lb.	0 06½
Ivory Gloss, 6-8 family pkgs., 48 lb.	0 07½
1-lb. fancy, 30 lb.	0 07½
" " large lumps, 100-lb. kegs.	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 06½



OOHAN MILLS.
Chinese starch, per case of 4 doz., \$4, less 5 per cent.

"BEE" BRAND CORN STARCH.
Cases 40 pkgs. \$3 00
San Toy Starch—
10c. pkgs, cases 5 doz., per case.... 4 75

Stove Polish.



Per gross.
Rising Sun, 6-oz. cakes, 4-gross boxes \$2 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 4-gross boxes. 10 00
Sun Paste, 6c. size, 4-gross boxes. 5 00



DUNN, AGENT.



Enameline stove dressing, per doz. 0 70

Syrup.
"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 3 doz. in case	Per case.	\$3 40
Plain tins, with label—		
2 lb. tins, 2 doz. in case	1 90	
5 " " " "	2 35	
10 " " " "	3 25	
20 " " " "	3 10	
(10 and 20 lb. tins have wire handles.)		
"BEAVER" BRAND. Per case.		
1 gal. tins, square, 6 in case	\$4 40	
1 gal. tins, round, 12 in case	4 50	
1 gal. tins, round, 24 in case	4 60	
SMALL'S BRAND—Standard. Per case.		
1 gal. tins, square, 6 in case	\$4 70	
1 gal. tins, round, 12 in case	4 90	
1 gal. tins, round, 24 in case	5 30	



SALADA CEYLON.

Brown Label, 1's.	Wholesale. Retail.	\$0 20 \$0 25
" " 1's.		0 21 0 25
Green Label, 1's and 1/2's		0 22 0 25
Blue Label, 1's, 1/2's and 1/4's		0 30 0 40
Red Label, 1's and 1/2's		0 28 0 30
Gold Label, 1's		0 44 0 50



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " 1-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label, " "	0 22
Red Label, " "	0 25
Orange Label, " "	0 42
Gold Label, " "	0 55



Cases, each 60 1-lb.	\$0 35
" " 60 1-lb.	0 35
" " 120 1-lb.	0 35



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's.	\$0 18½ \$0 25
Blue Label, 1/2's.	0 19 0 25
Orange Label, 1's and 1/2's	0 21 0 30
Brown Label, 1's and 1/2's	0 28 0 40
Brown Label, 1's	0 30 0 40
Green Label, 1's and 1/2's	0 35 0 50
Red Label, 1's	0 40 0 50

"CROWN" BRAND.

Wholesale. Retail.

Red Label, 1-lb. and 1/2's.	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2's.	0 38 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2's.	0 20 0 25
Japan, 1's	0 19 0 25

E. D. MARCHEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.	\$0 42½
" " III 40-lb. boxes.	0 40
" " III 80-lb. boxes.	0 36½
EMD AAA Japan, 40 lb "at."	0 32½
" " AA " " "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27½
" " Condor" IV 80-lb. "	0 32½
" " V 80-lb. "	0 27½
" " XXXX 80-lb. boxes.	0 23½
" " XXXX 30-lb. "	0 24½
" " XXX 80-lb. "	0 21
" " XX 80-lb. "	0 22
" " XX 30-lb. "	0 19
" " LX 60-lb. per case, lead packets (20 1's and 70 1/2's)	2 7½

Black Teas—"Nectar" in lead packets	
Green Label, 1-lb. and 1/2's.	0 28 at 0 20
Chocolate Label, " "	0 25 at 0 25
Blue Label, " "	0 50 at 0 35
Maroon Label, " "	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 33½
" " Blue, 1-lb.	0 42½
" " Maroon, 1-lb.	0 50
" " Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets	
Green Label, 1/2's and 1's.	0 25 at 0 20
Grey Label, 1/2's and 1's.	0 30 at 0 25
60-lb. cases " " retail	0 30 at 0 25
Yellow Label, 1/2's and 1's.	0 35 at 0 26
Blue Label, 1/2's and 1's.	0 40 at 0 30
Red Label, 1/2's and 1's.	0 50 at 0 34
White Label, 1/2's and 1's.	0 40 at 0 30

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 60-lb.	
No. 1	per lb. 0 25
No. 2	" " 0 20
No. 3	" " 0 25
No. 4	" " 0 20
No. 5	" " 0 17½



LIPTON'S TEA (in packages).

1 lbs. & Sold	
Color of 1/2 lb. & 1 lb. for	
Label per per	
lb. lb. lb.	
Ceylon-India, Ex. ch't A Yellow 45	70
" " " B Red 40	60
" " " C Pink 35	50
" " " D Orange 30	40
" " " E L. Blue 25	30
" " " F L. Green 20	25

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 1/2's, 5's and 10's.	\$0 30
" " Amber, 5's and 10's.	0 30
Chewing—Star, bars, 10's	0 45
" " Bobs, 5's and 10's	0 44
" " 10's oz. bars, 6's	0 44
" " Currency, 12 oz. bars, 12's.	0 47
" " " " 6's and 12's.	0 47
" " Old Fox, narrow, 12's.	0 47
" " Snowflake, 14's oz. bars, sp'd 6's.	0 61
" " Fay Roll, 7's and 6's.	0 52
" " Fair Play, 5's and 10's.	0 50

Vin'gars.

E. D. MARCHEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.	\$0 30
Condor, pure distilled.	0 25
Old Crow.	0 25

Special prices to buyers of large quantities

GRIMMEL'S-MALT.

Bulk, 4-casks, 25 gals.	\$5 45 \$10 05
cases, 60 "	10 35 22 40
Bottles, cases, 3 doz.	3 25 4 40

Washing Powder.

FAIRBANK'S GOLD DUST.	
Five cases assorted—	
24 25c. packages.	\$4 65
100 lb.	7 00
100 lb.	3 50
1 case 50 5c. packages free with 5-case lots	
Freight prepaid.	

Cane's Woodenware.

UNITED FACTORIES, LIMITED.

Washboards, Victor.	Per doz \$1 20
" " Crown.	1 35
" " Improved Globe.	1 50
" " Standard Globe.	1 00
" " Original Solid Globe.	1 50
" " Superior Solid Bk. Globe.	1 25
" " Jubilee.	1 20
" " Pony.	0 90
Diamond King (glass).	2 90
Tubs, No. 0.	11 25
" " 1.	9 00
" " 2.	8 00
" " 3.	7 00
Pails, No. 1, 3 hoops.	1 85
" " No. 3.	2 00

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	\$4 65
Gillett's cream yeast, 5 doz.	1 00
Yarrow cream yeast cake, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " 3 doz. 5c.	1 00

The Best Grocers make
a point of keeping it
always in stock.

CANADIAN PRESS CLIPPING BUREAU
 100 King Street West, Toronto, Ont.
 Telephone 1212

Send for our books which fully explain the
 value of the clipping bureau. They are prepared to
 be sent to you on request. We are prepared to
 send you a list of names in every branch of
 the press. We are prepared to send you a
 list of names in every branch of the press.
 We send and clip thousands of newspapers
 for you. We send and clip thousands of newspapers
 for you. We send and clip thousands of newspapers
 for you.

**You are interested
in something.**

Write and get the book that
explains the value of the
clipping bureau.

Terms—100 Clippings, \$ 2.00
 200 " " " 4.00
 500 " " " 8.00
 1,000 " " " 16.00

OKAYVILLE Basket Co.
 Patent Wire Mesh BASKETRY BOX
 Grain and Root Baskets,
 Clothes Baskets,
 Butler Baskets,
 Patent Wire Mesh BASKETRY BOX
 Grain and Root Baskets,
 Clothes Baskets,
 Butler Baskets,
 Patent Wire Mesh BASKETRY BOX
 Grain and Root Baskets,
 Clothes Baskets,
 Butler Baskets,

"HOME"
 THE PEOPLE OF
 JAMAICA
 KINGSTON
 "OKAYVILLE"

Dutch Chemical Works
 AMSTERDAM.

EXCEPTIONAL VALUE FOR THE GROCERY TRADE
SPECIAL OFFERS
 Recommended Themselves.
 WE OFFER OUR MAGNIFICENT

"Butterfly Brands"

COFFEE and CHICORY	1/2 lb.	1 lb.
per doz. tins.....	3/3	4/-
PURE DUTCH COCOA	1/2 lb.	1 lb.
per doz. tins.....	4/3	7/-
per doz. tins.....	4/3	7/-
per doz. tins.....	8/3	15/-

Goods delivered, freight paid, to any Canadian
 port, duty not included. Terms: Cash with
 order.
 The COFFEE and CHICORY is packed in cases
 of one cwt. The COCOA is supplied in
 cases of 56 lbs.

SAMPLES FREE ON APPLICATION.

WILSON'S
 PURE REFINED CIDER
W. H. WILSON CO.
 LIMITED
 TILSONBURG, CANADA

Try a barrel of
 If you want the best,
 Ask for it.
 Take no other.

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