

**PAGES
MISSING**

PUBLISHED EVERY
FRIDAY

CIRCULATES IN
EVERY SERVICE

THE CANADIAN GROCER

QUALITY...

When a salesman talks price to you

Ask him about **QUALITY**

When he talks quantity

Ask him about **QUALITY**

When he talks merit to you

Ask him about **QUALITY**

That's the

STRONG POINT

in

Colman's Mustard

NOT LIKE OTHER BISCUITS.

CARR & CO.'S ORIGINAL



CAFE NOIR

has a flavor and delicacy all its own. Your customers want it, and you cannot afford to let them buy it elsewhere.

W. M. MAGOR & CO.,

16 St. John Street, MONTREAL

Agents for

W. M. MAGOR & CO., TORONTO, AGENTS FOR CAN.

Our
CANS CANS CANS

CAN not be surpassed in point of
Workmanship, Material, Quality.

We are the largest manufacturers in
 Canada of Key-Opening Fruit Cans,
 Vegetable Cans, Meat Cans, Spice Cans,
 Syrup Cans. What are your require-
 ments? Write for quotations to

THE ACME CAN WORKS,

Office and Factory:

Ontario St. and Jeanne D'Arc Ave., **MONTREAL.**

JAS. B. CAMPBELL.

WILLIAM PRATT.



The Australasian Grocer
 The Organ of the Grocery, Provision
 and Kindred Trades of the Antipodes.
Subscription \$2.50 per Ann.
 post free to any part of the world.
 A handsome Diary is presented free to annual subscribers.
PUBLISHING OFFICES:
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 Specimen Copies Free on Application.

Modern Merchandising



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

See here:

If a Man Wants Credit

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

For Sale in Canada by **The Eby, Blain Co., Limited, Toronto.**
C. O. Beauchemin & Fils, Montreal.

ALLISON COUPON CO., Manufacturers,
Indianapolis, Indiana.

Symington's

↓

"Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,
 EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co., Toronto.**

Twenty-Nine Days Voyage to the Tropics

STARTING FROM HALIFAX AND PROCEEDING TO BERMUDA, ST. KITTS, ANTIGUA, DOMINICA, MONTSERRAT, ST. LUCIA, AND BARBADOS BY PICKFORD & BLACK STEAMERS—Return to St John in 29 days.

S.S. ORURO, Dec. 16.	S.S. ORINOCO, Jan. 27.
S.S. BENEDICK, Dec. 30.	S.S. ORURO, Feb. 10.
S.S. OCAMO, Jan. 13.	S.S. BENEDICK, Feb. 24.

Inquire of R. M. MELVILLE, Toronto.
 " " ROBERT REFORD & Co., Montreal.
 " " SCHOFIELD & Co., Limited, St. John.
 " " PICKFORD & BLACK, Halifax



LICORICE . . .

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Du'ee Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

GOLD SOAP

THE GREAT NEW BRAND

THE MOST HEAVILY ADVERTISED
LAUNDRY SOAP IN CANADA.

READ THIS:

There are fourteen thousand pieces of money being put into bars of **GOLD SOAP**—from 10-cent pieces up to \$50.00 gold pieces.

To further advertise GOLD SOAP, so that every family in Canada will see how good and pure it is, the manufacturers have set aside fourteen thousand coins, ranging from 10-cent pieces up to \$50.00 gold pieces, and will distribute them through the bars of GOLD SOAP that are sold this year (1902). The money is put right into the soap itself, in the middle of the bar, and you will come across it as the cake wears away.

There is no "lottery" or "scheme" about this. It is perfectly straightforward, and \$10,000.00 will be paid to charity if anyone can prove that we are not doing exactly what we say. It is merely an inducement to make thousands of people try GOLD SOAP that might not hear about it in any other way.

Of course, every cake does not contain money, but fourteen thousand of the cakes that are sold during 1902 will contain coins anywhere from 10 cents to \$50.00. Every box of GOLD SOAP contains so many "loaded cakes."

If you want a full size sample with prices,
before our regular salesman gets around,
send a postal to

GOLD SOAP

TORONTO

STORE EXPENSE GROWS LESS!

Why not begin the New Year with lessened store expense? Sell my Cigars as a side-line and, believe me, you'll be surprised at the end of the year how large a sum the little daily profits amount to.

Let me send you an assortment of a thousand or more at my own risk and you'll quickly see your store expense grow less and less.

**J. Bruce Payne, Cigar Mfr.,
Granby, Que,**

Sorting- up Season.

- What about
- “Sterling”
- Brand
- Pickles?

The grocer who would keep his trade alive the year round must not allow his assortment of “Sterling” brand pickles and relishes to run low. After the holiday trade your stock is almost sure to need replenishing.

- Ask your wholesaler
- for quotations or
- write direct.

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



The Pure Quill

These January days bring the thought of Buckwheat Cakes to the front again, and when you think of them you call to mind the kind you used to enjoy so much. They had a **Buckwheat** flavor which you have failed to discover in the many so-called Buckwheat Cakes offered to day. So you have just about concluded that pure Buckwheat was a myth, and in its place had come some sort of mixture, made by goodness knows what formula, except it was very shy of Buckwheat. Now, your customers are just like yourself, they, too, are looking for some of the real old-fashioned stuff. You can give your customers a treat by getting

Tillson's Pure Buckwheat Flour.

Not an ounce of anything but Buckwheat—pure and clean.

THE TILLSON CO., Limited, Tilsonburg, Ont.

Gain the Good-Will of the Tea Drinker

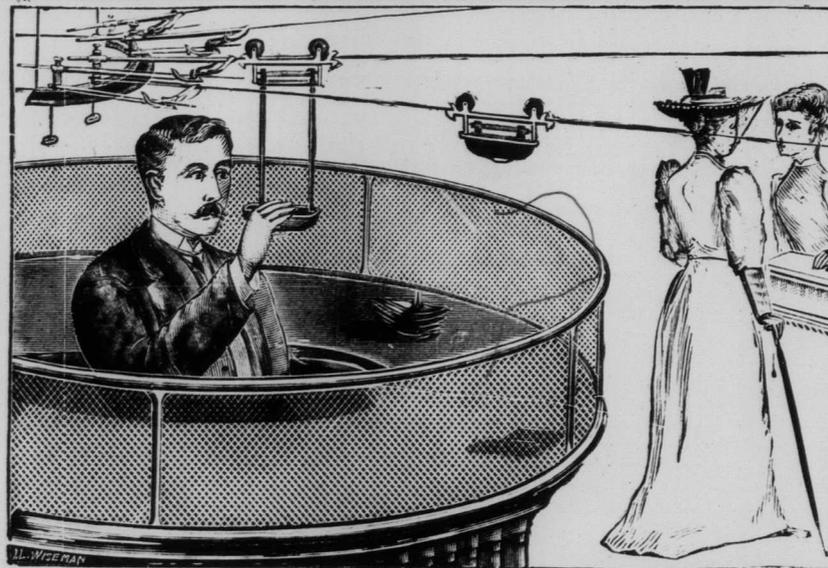
Fortunate is the dealer who can gain the good-will of tea drinkers, for they can not only be made a direct but also an indirect medium for increasing his patronage. The question naturally arises, "How can I best appeal to the good-will of tea drinkers?" The difficulty is easily solved by handling the

TEAS OF THE "OZO" CO., Limited

for their unquestionable high quality leaves a pleasant recollection of your store in the tea drinker's mind.

SAMPLES GLADLY SENT UPON REQUEST.

THE "OZO" CO., Limited - MONTREAL.



Champion Cash Carriers

These Carriers have been in use for the last twelve years, and have given the best of satisfaction. Will save the cost in 6 months' time.

S. S. KIMBALL,

(Bell Telephone 1964 Main.) 577 Craig St., MONTREAL.

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

COX'S GELATINE Always Trustworthy
ESTABLISHED 1725.

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

POLLEY & WHITE

MANUFACTURERS OF

**Canadian Evaporated Apples, Onions
AND OTHER VEGETABLES.**

Dealers in Dried Apples and Apples for Export.

Correspondence Solicited.
Cable Address: "WHITE," TRENTON.

TRENTON, Ont., Canada.



IMPERIAL BRAND MAPLE SYRUP

is the very kind your customers want. All who have tried it pronounce it to be without equal. Since first this brand was placed on the market it has met with wonderful success. Put up by

Imperial Maple Syrup Co., Limited

88 Grey Nun Street, MONTREAL.

Sole Selling Agents, Rose & Laflamme, Montreal.

IVORY GLOSS STARCH

Satisfies careful and economical housekeepers.

How
Is
Your
Supply ?

The St. Lawrence Starch Co.
Limited
Port Credit, Ont.



*RETURNED
APR 16 1902
to Apple & Bros*

THE GROCER'S FRIENDS

"Golden Quintessences"

(FOR A 25c. LINE)

"R. F." (FOR A 10c. LINE)

DROP US A CARD FOR PRICES

They please his trade,
Show a good profit
and
Are always satisfactory.

PREPARED BY

THE ROBINSON MFG. CO., 59-61 Front St. E., TORONTO

BULK MINCE MEAT

A good profitable line for the grocer to sell. Be particular and get the best.

NEILSON'S HOME-MADE MINCE MEAT

Put up in 2-lb., 5-lb. tins; 12-lb., 27-lb. pails; 65-lb. tubs. Made from the choicest materials—will please your trade—it's guaranteed. Write for prices.

Tel.—Park 294.

WM. NEILSON, 60 Lynd Ave., Toronto

AROMA COFFEE—

1-lb. TINS, WHOLE OR GROUND,

Is the surest foundation any merchant can have on which to build an ever increasing and profit making coffee trade. A blend of the very finest grades—it is delightful and refreshing. Those who appreciate the very best in coffee at a fair price are sure to want **AROMA**.

W. H. GILLARD & CO., Wholesale Grocers, Tea and Coffee Importers. **HAMILTON, ONT.**



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



See this Bottle

Is it familiar to you?

The Best

Coffee

on the market

2

sizes,



Essence

to-day.

5-oz. and

10-oz.

Rose & Laflamme,

Agents,

 MONTREAL

RED ROSE TEA

is rapidly assuming the same position in Ontario that it has so long occupied in the Maritime Provinces.

Before I sent my travellers into Ontario I was told competition there was so keen that I would have no possible chance of success, but I **knew the quality** of the Teas which were most largely sold there, and I knew **just how they compared with Red Rose**. I knew, too, how they had **come and gone** in the Maritime Provinces where they came in competition with Red Rose and I felt sure that the trite saying, "The best horse wins," would apply in Ontario equally as well as in the Maritime Provinces.

The best horse is winning very fast. Repeat orders tell the story.

If you place a **first order** you will soon send a **repeat**.

T. H. Estabrooks

Tea Importer and Blender

ST. JOHN, N.B.

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BUSINESS AND ITS MANAGEMENT

Some Ideas and Hints.

Relation of Profit and Loss Statement to Balance Sheet.

BY A. D. KITTRIDGE.

THE profit and loss statement gives the results of the transactions of the business for a fiscal period, and must certainly precede the balance sheet in order to bring into it in a single amount that which represents the results of the business. You may call this item undivided profits, general loss and gain, or surplus, or it may be indicated by some other term. In any event, something in the balance sheet stands for the accretion of capital during the period passed. The profit and loss statement must always precede the balance sheet in order to put into the latter the quantity which it is necessary to have in order to state the condition which the balance sheet is to show. A correct balance sheet must show all the assets of the business, and likewise all the liabilities of the business, and from every point of view, capital, whether invested direct or being the accumulation in the way of profits, is an important part of the liabilities of the business. It is a necessary element to make the statement balance.

In order to produce a profit and loss statement, and after that to properly frame a balance sheet, there must be a proper classification of accounts or the sorting of accounts into classes. A moment's consideration will show that in each of those divisions of the accounts of a business, namely, the profit and loss statement and balance sheet, we can have two classes of accounts, and only two. The profit and loss statement can have nothing but expenses, including, of course, losses and revenues, or earning or income, whichever you may prefer to call it. In turn, the balance sheet can contain nothing but assets and liabilities.

If we begin to make out a balance sheet, particularly if we allow that plan which has been specified by various definitions already presented, namely, from the books of the business and upon the assumption that the books have been conducted along the usual lines, we encounter at once certain difficulties. We find certain accounts that are, in character, straddles. For example, there is the merchandise account, which is made to perform two functions. It is an asset account to the extent of the goods on hand and a revenue account to the extent of the profit that has followed from the trading. Again, we have a straddle in the way in which the account called interest and discount is commonly conducted. It includes both expenses and earnings.

If we are going to classify our accounts in such a way as to have them in most convenient form for a balance sheet, we must arrange them according to the requirements of these two main divisions. We must have in one class sufficient accounts to indicate all our assets, and in another sufficient accounts to indicate all our liabilities. There must be likewise sufficient accounts to indicate all our expenses, and also our income items or

revenues, whatever the term may be that is applied to the class.

The merchandise account to which I have referred as an example of a straddle is certainly a greatly overworked account, when we take it as we find it in the ordinary business establishments into which the account is called.

The Expenditure Proportion in Business.

The proportion of expense to the total amount of business transacted in a year is often a stumbling block in the way of an assured profit, says Stoves and Hardware Reporter. In some cases the expense is made greater than the business will bear, and in others not a sufficient allowance is made for the moving of the business, with the result that extravagance on the one hand or a too careful saving on the other results in a loss which may be often past recovery. It has been figured out that on an average business of \$10,000 to \$12,000 a year, the expenses should not exceed 15 per cent., including the living expenses of the proprietor at \$15 per week, and not allowing for clerical hire, but charging up insurance, rental and interest on the value of the stock, which represents, as an illustration, an investment of \$3,000. To do a business of \$12,000 on this investment requires that the capital should be turned over four times a year, which may be possible under exceptional conditions but is hardly so when there is but one man in the store to attend to it. The above illustration has been given as an actual fact, but an examination of the figures shows that there must have been an unusually hard amount of work to accomplish such a result, and also the exercise of a power of saving the pennies that might have been used to better advantage in looking after the dollars. It is a very difficult matter nowadays to make money without spending it in the effort, and while there is a waste in injudicious expenditure there is also a saving in the use of money in the right way for the bringing in of new business.

Economy.

How a man uses money—makes it, saves it and spends it—is, perhaps, one of the best tests of practical wisdom, remarks Pickles. Although money ought by no means to be regarded as a chief end of man's life, neither is it a trifling matter, representing as it does to so large an extent, the means of physical comfort and social well-being. Some of the finest qualities of human nature are intimately related to the right use of money; such as generosity, honesty and justice as well as economy and providence.

The provident and careful man must necessarily be a thoughtful man, for he lives not only for the present but makes arrangements for the future. He must be a temperate man and exercise self-denial; a virtue that gives strength to character.

It is the duty of the prudent man to live so that in case of sickness or lack

of employment he will suffer as little as possible. Viewed in this light, the honest earning and the frugal use of money are highly important. Though money represents many objects without real worth, it also represents many things of great value; food, clothing, personal self-respect and independence. Thus a store of savings secures a man a footing and enables him to wait, hopefully and cheerfully, until better days come round.

To secure independence the practice of simple economy is all that is necessary. Economy requires neither superior courage nor eminent virtue; it is satisfied with ordinary energy, and the capacity of average minds. Economy, at the bottom, is but the spirit of order applied to domestic affairs; it means management, prudence and the avoidance of waste. Economy teaches the lesson of carefulness. The small change that many throw away uselessly, or worse, would often form a basis of fortune and independence. In the words of our honored employer, "Make all you can honestly, spend all you can wisely and save all you can prudently."

THIRTY-DAY GROCERIES.

THE discussion of selling groceries on 30 days' time started last week in these columns has struck a responsive chord in the trade. The wholesale grocers say that this is the trend at this time. They say that groceries can no longer be sold on 60 days' time as heretofore. They claim that the retailers, those in the country particularly, are not only getting 60 days' time, but that actually by the system of giving 60-day acceptances when bills have fallen due, they are getting 120 days. And all of this on groceries that have practically cost the wholesaler cash. They say that in less than a year a new system will be inaugurated whereby the retail grocer will be required to send his check at the end of 30 days for all goods bought.

If this is the sentiment in the trade, and it appears to be so, then it is time for the retailer to begin to prepare for this. There is but one preparation to make and that is to collect up all the outstanding accounts as rapidly as possible. Clean off the books all the men who do not pay promptly. Grant credit to no man who will not pay when his bill is due. Weekly payments are much better for all concerned than monthly accounts. The retail grocer, if he has his money in his possession, can put it in the bank against the time when he will need it. The consumer customer will not do this. If his bill is \$10 a week he can pay this easily, but if he is let run four weeks and until his bill amounts to \$40, then he has difficulty in meeting it, for he has not laid aside the \$10 a week to do so. The ideal grocery business is done for spot cash. The next thing to spot cash is every Saturday-night payments. Get ready for the change; it is surely coming.—St. Louis Grocer.

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE

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

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

WINNIPEG'S CHRISTMAS MARKET.

THE Winnipeg market the week before Christmas is worth going far to see, and is always considered a show-place to which visitors must be taken to see the real products of the West. This year has surpassed all others, and many were the glowing compliments paid the various stall-holders. The main corridor of the market was arched with evergreens and strung with colored electric lights.

The principal stall-holders and the oldest are Kobold & Co. and P. Gallagher & Sons, and a friendly rivalry exists between them as to who shall make the best display. Both own cattle ranches and have feeding stables near the city, and many are the fine carcasses that adorn their stalls at all times, but more particularly Christmas. This season, Kobold's probably took the palm, though it was difficult to choose. Above the stall of the company just mentioned, in letters two feet high formed of colored electric lights, were the words "Kobold & Co.," while, a little further down, the single word "Kobold" shone out in letters of the purest white. One of the features of the stall was 140 carcasses of mutton. This was the bunch of sheep shown by the N.W.T. Government at the Pan-American. Some 50 carcasses of beef were also hung, besides three stall-fed heifers weighing 2,300 lb. each, and one heifer 2,100 lb. A fine black bear, an elk, a jumping deer, 200 pigeons, hundreds of turkeys, geese and fowl, sucking pigs, British Columbian salmon and halibut were a few of the things that went to make up a tempting array, which was all tastefully dressed with holly and tinsel and interspersed with appropriate mottoes.

One of the sad things of the Christmas time was the absence of P. Gallagher, sr., who, though never much about the stalls at any other time, was always there about Christmas, and many people missed his kindly Christmas greetings and graceful

Irish compliments. He never forgot a face and rarely a name. For years much of the success of the large business depended upon his shrewd and careful buying. During the year he went "over the great divide," and the holiday season emphasized his absence.

Another large dealer in the market and one whose stall deserves mention, is that of Lauzon & Co. Benalick & La Frange also had a fine display. H.

FAILED TO PAY UP.

An Italian named Frank Rangator started a fruit store on Yonge street, Toronto, a short time ago. On the understanding that it was to be paid for on the day before Christmas, he obtained \$50 worth of fruit from Cleghorn & Smith, wholesale fruiterers, corner of Church and Colborne streets. Instead of placing the goods in his store, they were shipped out of town, presumably to Niagara, and the Italian disappeared at the same time, and so no settlement was made on the appointed day. Accordingly, a charge of theft was laid against him, and he was arrested at Niagara Falls, N.Y., and brought back to Toronto by Detective Davis.

FRUIT SHIPPERS FINED.

So far the inspectors of the Dominion Government looking after the enforcement of the Fruit Marks Act have been conducting an educational and moral suasion campaign, explaining the force of the new Act. As infractions of the law will be no longer held excusable, the first prosecutions under the Act were pressed last week against Colborne, Ont., shippers, who, in common with other packers, like to cover up inferior fruit with first-class facings. The penalties range from 25c. to \$1 a package, which on a large shipment is a considerable amount. A number of other prosecutions are threatened in the near future.

A BOOK FOR ACCOUNTANTS.

"Book Keeping for Joint Stock Companies," by David Hoskins, C.A., a treatise that has just been issued, is a valuable textbook not only for accountants, but for all employes of joint stock companies. Mr. Hoskins' long experience and exhaustive study of accountancy has enabled him within the 150 pages of his book to give many valuable hints and much information. It also contains chapters on the duties of secretary-treasurers of companies and extracts from the Ontario Companies Act, the provisions of which it is essential that company officers should be familiar with. Mr. Wm. Eddis, F.C.A., president of the Institute of Chartered Accountants of Ontario, speaks of the volume as a "valuable addition to accountancy literature. The bookkeeping and forms illustrated therein are thoroughly practical and worked out from the accountancy's standpoint." Mr. Hoskins is principal of the British-American Business College, Toronto, and vice-president of the Institute of Chartered Accountants of Ontario. The book is substantially bound in cloth and gold, and published at \$1.50. Copies may be had by addressing Mr. Hoskins.

SALMON CANNERY WRECKED.

On November 26, Vancouver, B.C., was visited by one of the most severe storms felt on the Pacific coast for years. Damage to the extent of about \$500,000 was done to buildings and wires, all communication with outside points being cut off for several hours, and wire connection with Victoria cut off for several days. The English Bay cannery was completely wrecked and hundreds of cases of salmon were strewed on the shore.

N.B. CANNING FACTORIES CLOSE.

J. G. Wood & Co. have closed their canning factories at Berwick, N.B., for the winter. In their two factories at Berwick, and Waterville, N.B., they have canned 6,000 cases of tomatoes and apples, which is about 33 carloads, during the season.

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AN ENQUIRY . . .

If you have one for **First-Class Japan Tea** buy our

“R.T.S.”

We also have the celebrated “**KIJI**” and “**L.S.**” brands.

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

The winners in the Social Tea Competition were :

W. E. Stewart, Toronto	\$100	Fred. Durke.....Toronto	\$25	J. J. Hurley.....Toronto	\$10	McLean & Van Loan, Toronto	\$10
Odlum Tea Co., Hamilton	50	T. A. Mix.....“	20	A. F. Stirling.....“	10	Brown Bros.....“	10
J. Taylor.....“	50	J. Storey.....“	20	B. Davis.....“	10	Mrs. Lambert.....“	10
W. J. Nicholls, Toronto	25	F. Thorne.....“	20	Wm. Macartie..Hamilton	10	John Ronan.....Hamilton	10
Miss Gillies, Hamilton	25	Pashby Meat Market, “	20	T. Guay.....Toronto	10		
T. J. Medland, Toronto	25	James Main.....Hamilton	20	W. Eddy.....“	10		\$500

GOOD RESOLUTIONS FOR 1902— We will all push and sell always in preference PURELY CANADIAN GOODS, AND SEE THAT THE PROFIT REMAINS IN CANADA. You help to build up your own country when you sell JERSEY CREAM BAKING POWDER and JERSEY CREAM YEAST CAKES.

Hamilton and Toronto — LUMSDEN BROS.

Nice Fresh Teas —

We always carry nice fresh teas, never having old stock. As each year comes around we clear out the odds and ends at prices that will make them sell like hot cakes and are genuine bargains to our customers.

Our travellers started out on January 2 with all these small lines of—

- Japans to retail at 25c. Young Hysons to retail at 25c.
- Japans to retail at 40c. China Blacks to retail at 20 and 25c.
- Ceylons to retail at 25, 40 and 50c.

If our traveller is not booked to reach you next week, you had better drop us a post card, and we will with pleasure mail you a sample of the grade required, as, at the prices that we make these teas, they are bound to be sold out in the next ten days.

JAMES TURNER & CO.

Wholesale Grocers,

HAMILTON, ONT.

Brooms**Brooms****Brooms**

We believe we are showing the best value in Canada to retail at

25, 30 and 35 cts.

SEE OUR SAMPLES BEFORE BUYING.

THOS. KINNEAR & CO.

Wholesale Grocers,

49 Front St. East, TORONTO.

THE BEET-SUGAR INDUSTRY.

ALREADY the Galt directors of the North American Beet Sugar Co. have secured over \$63,000 in subscriptions for stock therein, and steps are being taken to obtain a charter for the company by George C. McMullen, the company's solicitor. Dalzell & Barrie are attending to the details in connection with the application.

WILL LOCATE IN BERLIN.

The site committee of the Ontario Sugar Beet Company, Limited, of Toronto, have finally settled on Berlin as the place where they are going to locate their factory. The choice originally lay between Berlin and Dunnville. A \$25,000 bonus and ten years' tax exemption, besides furnishing contracts for the 5,000 acres stipulated to be put under sugar beet crop, ultimately secured the preference for Berlin. Besides, Berlin capitalists subscribed freely to the capital of the company which is \$1,000,000. Tenders are to be invited at once for the construction of the factory, which is to cost about \$500,000, and is to have a capacity of 600 tons of beets daily. The whole plant is wanted ready for operations

next October, when the beet-sugar season opens.

The following are the Board of Directors: Hugh Blain, president; S. H. Janes, vice-president; Robert Jaffray, W. J. Gage, John Flett, and Michael McLaughlin, all of Toronto; Wm. Hendrie, Hamilton; S. J. Williams, C. K. Hagedorn, Berlin; N. B. Gash was appointed solicitor. W. C. Penoya, of Bay City, Mich., also intends joining the company. As will be seen, the majority of the directors are Toronto men.

HAS EXTENDED TO ST. MARYS.

The Canada Beet Sugar Co., of Baden, Ont., has extended its campaign to St. Marys, Ont., in search of contracts to obtain the required 5,000 acres. A meeting was held there recently which was addressed by Mr. Douglas, secretary of the Baden concern. He stated the terms of agreement which the farmer makes with the company in contracting for the land to be placed under crop, and the price which he paid for the beets. The quality of the soil best suited for the growth of beets next came into consideration, and it was stated that

every farmer would at least get \$75 an acre for his crop. A few contracts were signed.

ROBBING A GROCERY.

On Tuesday morning the grocery store of Wm. Hockridge, at Bradford, Ont., was entered by two burglars, who were helping themselves to about half a bag of oranges and candies when Nightwatchman Coombs appeared on the scene. Not wishing an interview, they suddenly decamped, but were followed, and one young man was captured, who gave his name as Henry Drake when he appeared before the magistrates. He was sent down to Barrie for trial.

THE AUSTRALIAN TARIFF.

In the opinion of Dr. W. H. Montague, who has just returned from Australia, the new tariff levied by the new Commonwealth will greatly affect imports from Canada and the United States. He is very sanguine that a market would be found, however, for wheat, machinery, manufactured fabrics and other goods from this continent. This new high tariff is one of the great political questions in Australia, the other being colored labor.



BEGIN THE NEW NEW YEAR WELL.

Many articles do not sell so rapidly during the rest of the year as during the holiday season, but

**MacLAREN'S IMPERIAL and
MacLAREN'S ROQUEFORT CHEESE**

are in demand the whole year round.

**A. F. MacLAREN IMPERIAL CHEESE CO.,
51 Colborne Street, Toronto. Limited**



RUSH ORDERS

Write, wire or 'phone at our expense if requiring any Xmas goods. **WE ARE QUICK SHIPPERS.**

THE DAVIDSON & HAY, LIMITED

36 Yonge St.

Toronto.

A PORK-ADVERTISING PROSE IDYL.

THE London Critic says: "I think the following the funniest trade circular I ever saw:

"To our friends across the seas we send greeting. As the years roll by we are drawn nearer and nearer together by Christian Blood and Money Ties, and may this ever be. We are located in a section that grows a pig that, for leanness and quality, comes nearer to your home-grown and Canadian pigs than any that can be raised in any part of the States. We are now putting up a class of light fancy English and Irish meats that, for delicacy of cure and extreme mildness, cannot be furnished by any other packing company in the Great West. Your wants can always be supplied by our friends and sole agents, Messrs. ——— & ———.

May all your days be pleasantness
And all your paths be peace.

"Yours truly,

"The ——— Packing Co.'

"When the American business man turns out prose idylls like this, no wonder he beats us in our own (as well as other) markets."

GOLD COINS IN SOAP.

"Gold" soap is the name of a new brand of soap that is being put upon the market. It is a laundry soap, and dis-

tributed through it during 1902 will be 14,000 pieces of money, ranging in value from 10c. to \$50 gold pieces. A post card addressed to "Gold" Soap, Toronto, will procure a sample with price.

THE FISHING CENTRE OF CANADA.

In 1865, the first "banker" for fishing on the banks of Newfoundland was fitted out at Lunenburg, by one Benjamin Anderson. And since then the industry has grown until it exceeds in value that of any other port of the Dominion, and outstrips the once famous fleet of the New England States. In deep sea fishing alone there are now employed 158 "bankers," with crews totalling 2,745 men. To this fleet there are large additions every year. These vessels represent a value of over \$800,000 for 1901, to which \$350,000 can be added as the cost of the outfits. The total catch exceeds 1,016,000, the haul being over 254,000 quintals of fish.

Besides the deep sea, the shore fisheries play no mean part in Lunenburg's fishing industry. In 1900 they were valued at \$222,830 for boats and fishing gear, and \$250,000 for the catch. This does not include the lobster fishery, which has an estimated yield of \$29,409 annually. The total value of this industry then to this town is over \$2,568,239.

CEYLON GREENS IN CANADA.

The following, addressed to the editor and signed by The "Salada" Tea Co., appeared in a recent issue of The Observer, Colombo, Ceylon: "We read Mr. Rosling's letter to the Ceylon Association in London with very much interest, especially the figures showing the rapid increase in the production of Ceylon green tea. We have been enthusiastic about these teas. They were first introduced to our notice by Mr. Mackenzie in 1898, in which year we noticed by Mr. Rosling's figures that there were 13,302 lb. shipped, all of which came to ourselves. In 1899, 86,327 lb. were shipped, practically all of this, over 80,000 lb., came also to us. Unfortunately our sales are not keeping up in proportion to the output of green tea, which this year amounts to nearly 2,000,000 lb., but they are enormously increasing, and we are as enthusiastic about these teas as we were some years ago."

A DARTMOUTH FAILURE.

Alex. Lloy, a Dartmouth, N.S., grocer, has assigned to George E. Faullner, the official assignee. His assets consist of book debts, stock, and of real estate which is mortgaged, the value of which is not stated. His liabilities are about \$5,000. A meeting of his creditors will be held on January 3.



A Good Name

is the best possible proof of quality, for the reputation of any article can only be established by maintaining a high standard. The quality of

UPTON'S JAMS, JELLIES and MARMALADE

is therefore proved by its widespread reputation as pure and wholesome food.

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

Selling Agents,

51 Colborne Street, TORONTO

HOW BUSINESS SUCCESS MAY BE WON IN THE TWENTIETH CENTURY.

By Charles R. Flint

In Saturday Evening Post.

THE specialist will be the dominating force in the business world of the 20th century. The road to success lies along that line. Let the young man who starts out in life to-day or to-morrow concentrate on one thing, and he has the golden key.

The day of the all-round man is over. New conditions have come into business life; and they have come to stay. These new conditions are unfavorable to the man who can do half a dozen things. He must master one business.

UNDER THE READJUSTMENT

there is no place for the all-round man. Nobody wants him, nobody cares for his peculiar kind of ability. Industries have been rearranged. They are now separated into departments instead of plants. At the head of each department is wanted a man who knows all about this particular division, who has concentrated his entire mind and ability on its requirements and possibilities, who is, in fact, a highly trained, highly developed specialist. Men like these are scarce to-day. Hundreds of institutions are looking for them. Salaries ranging from \$5,000 to \$15,000 are waiting for them. My own concern is looking for half a dozen specialists to-day, rubber men, lumber men, etc. We would cheerfully pay them \$5,000 a year, and even more cheerfully \$15,000 for a \$15,000 man is a great deal more valuable to his concern than the \$5,000 man. But he has got to be a \$15,000 man. Naturally he is not plentiful.

Business in a concrete form has existed as long as the world's record runs, and until recently its course of development has been practically the same as in the beginning. Now, however, we are suddenly

FACE TO FACE WITH A NEW SCHEME

There has been a complete revolution. It is doubtful if the mass of the people appreciate this, yet it is palpable to the man who has his eyes open as is the knowledge that to-day electricity is the motive power of the world. In a few years we shall wonder that we continued in our own time the crude business system of our forefathers.

Let no man delude himself with the belief that we shall ever again go back to the old methods. As soon might we expect to see the electric cars put away in the sheds to give way to the old stages. And unless the boys who are starting out in business life appreciate this and train themselves accordingly, they will be woefully handicapped.

THE NEW METHOD

is the scientific, the civilized one. It is built on the knowledge of the interdependence of men. It explodes the fallacy of "independence." There can be no independence in the world except among savages; the wild man is the only human being who is really independent. The moment you get away from the savage state you leave independence behind. All government, all society are interdependent. The new business idea, call it the "trust," if you will, recognizes this principle and develops it to its highest form.

That this recognition did not come long ago simply argues a backward mental state. The old order of "independence" in business ranks with the times when every baron was independent, when he levied on the crops of his feudal retainers and was the master of their lives and families. As constitutional, scientific government has come to supplement the feudal system, so the "consolidation era" in business has come to supplant the old system.

CONSOLIDATION IN BUSINESS

has bred the demand for the specialist, and as consolidation grows, as it will, the demand for specialists will grow. That it is subversive of independence and manhood is absurd. The man who directs a department for a big corporation to-day is more independent than he could possibly be under the old conditions when he went into business for himself. He is not worried with the financial troubles and a thousand-and-one details that consumed his time without adequate return. He devotes all the time he has to that which he can do the best. Naturally the result is higher production, and a consequent betterment for the world dependent on production. Nor does the new system make for concentration of wealth, as is so generally stated. The reverse is the fact. Out of my experience this is proven. When I was in

BUSINESS UNDER THE OLD SCHEME

there were two profit sharers in the firm, my partner and myself. Everybody else connected with our business was a salaried employe. They had no share in the earnings. Everything they produced they produced for us. Later another partner was added, but there we remained. And what is the condition now? I have 300 partners, men who share in the profits of the concern, and who are interested in preventing losses. Last year \$150,000 in profits was divided among the heads of departments with us. Our clerks own \$60,000 worth of stock in our establishment. Carnegie, the greatest business man in the world, has 32 partners, young men, who, having demonstrated their fitness for special lines of work, were given interests. And we are in the infancy of the new order of things.

THE CORPORATE SYSTEM

Such a distribution of interest is impossible only under a corporate system. No man in his senses would dare risk business association with 300 men under the old partnership plan, where anyone of the 300 might involve the firm. Therefore the business remained a close corporation: the good things were distributed among relatives when they were distributed at all. Now everybody comes in on his merits. There are stock allotments, so that the able, frugal, painstaking man may almost any time acquire an interest. That this works to the interest of the man controlling the corporation is made evident from the better service we get. Almost any evening you may see clerks at work in our office. They put in this overtime because of the interest they take in the affairs of the house under the new conditions. It is

never required of them that they work out of hours. It is entirely voluntary.

ALL WORK FOR THE GENERAL SUCCESS

All these things work for the general success of the business by the modern methods, and they emphasize the necessity of preparing to work under the methods. Naturally where there are great consolidations the work must be systemized. Production falls into departments, and at the heads of these departments must be specialists. The science of consolidation is not to bring competing interests together in order that prices may be raised. That is a foolish system and can only beget more competition. A combination to be persistently successful must be so managed that the same goods or better goods, may be produced at lower prices. This can only be brought about by scientific supervision. And there is the source from which springs the demand for expert specialists. It is for the young men to take advantage of this demand.

Of course, the young man who starts out with an inherited fortune is not constrained to follow this plan. He can diversify his interests. It is the part of wisdom for him to do so. He protects himself if he is not dependent on one industry alone. But even a rich man's son might very well train himself as a high-class specialist. It will give him knowledge and power that in after life may prove exceedingly useful.

AN EXAMPLE

J. J. Hill, President of The Great Northern Railway, is a magnificent example of the possibilities that lie before a specialist. Mr. Hill is a specialist, has always been a specialist. He has devoted his entire time, attention and ability to railroading. He is to-day the greatest railroad operator in the world. There is nothing about the business that he doesn't know thoroughly. He has studied the business from A to Z, and is master of all its details. Thanks to this thorough knowledge Mr. Hill has made himself one of the richest men in America.

Capital is always eager to associate itself with such men, but capital is mighty shy in having to do with men who are not master specialists. In my own case I always insist that my associates shall be specialists. I am always open to a good business enterprise, but I make sure that the men who are to handle the enterprise know all about it. And I also insist that they go into nothing else. It is distinctly stipulated in all our business contracts that the men in charge of our lumber interests have no other interests, that our rubber men confine themselves to rubber, and so all along the line. It is to this rule and its enforcement that I attribute much of the success we have met with in our business enterprises. It has brought and holds for us a class of thoroughly trained specialists whose minds dwell continually on the one thing in which they are engaged. Thus we get better results than do concerns whose managers have to diversify themselves.

AMBITION.

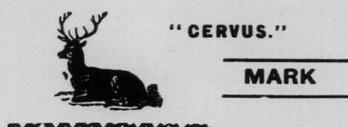
Everybody who amounts to anything is ambitious. He wants to get to the top, to become rich, to control things; to be a power. This laudable ambition under the new way of the business world, will prove exceedingly dangerous if it

LATEST DISTINCTION—Gold Medal and Highest Diploma awarded at the Yorkshire Grocery Exhibition, February, 1901.

Appointed by Royal Warrant Black Lead Manufacturer to



HER MAJESTY THE QUEEN AND



TRADE

MARK



H.R.H. THE PRINCE OF WALES

FOR "CLEANLINESS" USE ONLY



NIXEY'S

REFINED

BLACK LEAD

The Richest, Deep Lasting, Most Economical and Profitable Black Lead in Existence. Sold in 1d., 2d., 4d., and 1s. sizes.

Insist on having the Original Block Black Lead, and still the best.



For **SNOW**
White **LINEN**
ALWAYS BUY

NIXEY'S

BLUE

In Bags, Ready for use.
In 1-oz. Squares.
In Pepper Boxes.



In 2, 5 and 10-cent Blocks.

Sells freely.

SAVE YOUR KNIVES BY USING

Nixey's

Knife Polish

EASY BRILLIANT LIKE SILVER
6 & 1/2-TINS
WILL NOT WEAR BLADES—VERY BEST

Emery Cloth, all numbers.

NIXEY'S Egg Shell Enamel
BERLIN BLACK.

Dries dead in a few minutes.
No Smell.

6d., 9d., 1/-, 1/6 and 2/- bottles.

NIXEY'S Fine Black Varnish.
GLOSSY BLACK.

In 6d. and 1/- bottles.

NIXEY'S "CERVUS" CYCLE CHAIN LUBRICANT IN 6d. TUBES. ENORMOUS DEMAND.

All kinds of Round, Square, Block and Powder Leads. Apply for Revised Price List and Advertising Novelties, Show Cards, etc., to

W. G. NIXEY, 12 Soho Square, London, Eng.

We are starting out

into the New Year to make THE GROCER beat all its old records. Will you help us? You can if you will.

We want to increase our subscription lists.

Don't you think each one of your clerks should have a copy of THE GROCER for himself? The education received from reading this paper regularly, will soon show in increased ability to sell, in better store management and in deeper interest in the progress of *your* business. Perhaps you know some brother grocer who should be a subscriber but is not. Send us his name and we will let him have some sample copies.

We want to increase our advertising patronage.

A clean, bright, well-edited, neatly-printed paper like this always does good work for the advertiser. Advertising here can never be a mistake; it is bound to pay. THE GROCER finds its way into all the markets of the world. We saw an order from China the other day, in which it was stated that the goods asked for were seen advertised in THE CANADIAN GROCER. Its circulation knows no bounds.

We wish all our readers a prosperous New Year, and, remember, we want THE GROCER to be just as you want it.

Suggestions, criticisms, etc., from regular readers will always be welcome.

The MacLean Publishing Co.,

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TO COMMENCE THE NEW YEAR, WE ARE OFFERING SPECIAL QUOTATIONS ON LOW-GRADE

# - CEYLON TEAS. -

AS YOU KNOW—BLACKS ARE GOING HIGHER. IT WILL PAY YOU TO SEE OUR SAMPLES AND GET OUR PRICES.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS, ETC.

**TORONTO.**

leads the young man into general industries. In the formation period it was possible for men to go into different things and carry them through successfully. I, myself, for example, without any particular qualifications as a specialist, have been enabled to aid in organizing a number of diverse industries. But the situation with me was peculiar and unusual. I had been for years a member of a large commission firm which was the largest buyer in the United States of general manufactures for export. We handled everything from needles to locomotives. When the era of consolidation came I was in a position to deal intelligently as the representative of the different interests. I knew all the principals from years of business association, and, in a superficial way, I was familiar with the requirements and shortcomings of the various industries.

Now the formation period is practi-

cally over. We have settled down to doing business under the new plan. We have done very well so far; we are going right along the same line. Nothing can stop the development and expansion of the new trade scheme. The business of the world is going to be divided up more and more into departments.

Success is to be won in getting at the head of one of the departments. It is the 20th century method.

### A REORGANIZED COMPANY.

Lawrence A. Wilson & Co., of Montreal, wholesale importers of wines, etc., have been incorporated as a joint stock company, with the following directors: Lawrence A. Wilson, president and general manager; William A. Jackson, vice-president and manager; Alexis De Rouselle, treasurer; David O'Meara, director. They will henceforth be known

as The Lawrence A. Wilson Co., Limited. Their reasons for this action are to give some of their older employes a direct interest in the business, and to place it on a firmer basis and consolidate their growing trade. The capital stock of the new company is \$200,000, of which \$150,000 has been issued fully paid up, the balance remaining in the treasury. The present concern takes over the entire business of the old firm of Lawrence A. Wilson & Co., which will be carried on as formerly. E. A. Gauthier, T. Routhier and J. Dupont, who have been connected with the business for a long time, are amongst the shareholders of the company.

There have been 20 creameries in operation in the Canadian Northwest during the past season. They have all closed down with the exception of four, which will continue making butter during the winter.

Be Sure to Secure a Stock of

## CHRISTIE'S PLUM PUDDING

for your Holiday Trade.

Put up in one and two pound tins with key attachment.

**CHRISTIE, BROWN & CO., Limited**  
TORONTO AND MONTREAL.

**ALL ALONG THE LINE.**

During the next few weeks we will be shipping from Halifax to Vancouver initial orders of our two New Cereal Products,

**"Superior  
Breakfast Cream"**

AND

**"Superior  
Gluten Flour"**

It will pay you to be among the first to have these goods. Orders direct will receive our immediate attention through your wholesaler. In cases of 3-dozen 2¼-lb. pkgs., or assorted, ¾ Breakfast Cream ¼ Gluten Flour.

**North-Western Cereal Co.,**

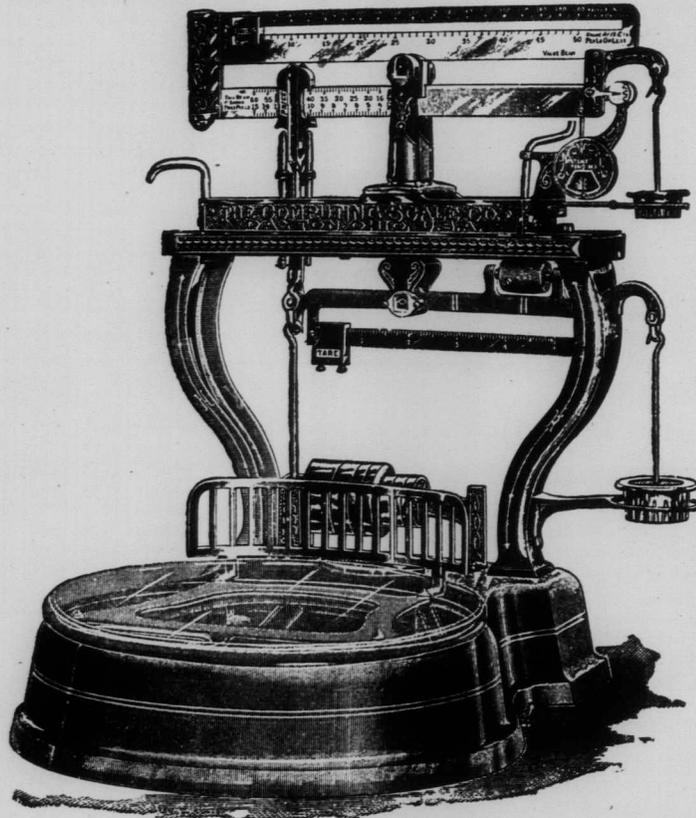
or Selling Agents: GEO. CARTER,  
Victoria, B.C.

JOSEPH CARMAN,  
Winnipeg, Man.

**London, Ont.,**

CHAS. E. MACMICHAEL,  
St. John, N.B.

# THE EYE OPENER



OUR scales are eye openers for people who have never used a system of getting full and accurate results in handling their merchandise. Many a good, honest, and industrious merchant has failed after long years of patient work and worry, just simply because he gave away more than his profits amounted to, in trying to sell for profit over miserable make-shift weighing devices. Time has proven conclusively that too much care cannot be exercised in the selection of a scale, and time has proven our **MONEY-WEIGHT SYSTEM** of Computing Scales to be the best.

**Our Scales are sold on easy monthly payments.**

## The Computing Scale Company

DAYTON, OHIO, Manufacturers.

*The Money-Weight Scale Co., No. 47 State st., Chicago, Ill.*

*E. E. Mecker, No. 50 Franklin St., New York, N. Y.*

*J. B. Poirier, Dist. Agent, No. 1662 Notre Dame Street, Montreal, Que., Canada.*

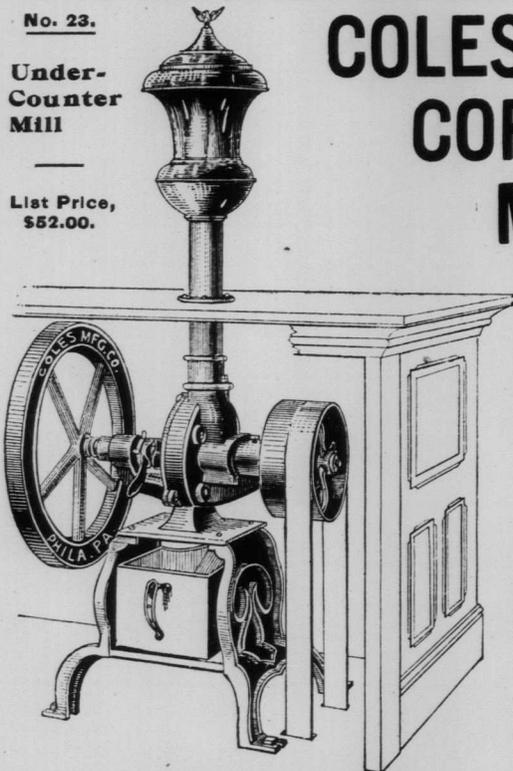
*L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.*

*White & Ecclestone, Dist. Selling Agents, Vancouver, B. C.*

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT LABOR-SAVER.**

Our Grinders wear longest

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
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FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

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

## Rowntree's Chocolates and Pastilles

The "Court Circular" says of the Chocolates :

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says :

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by the manufacturers of

**Elect Cocoa and Elect Lemonade.**

Agents for Canada :

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MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.

For Manitoba, Northwest Territories and British Columbia:  
THE HUDSON'S BAY CO., WINNIPEG.



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President,  
JOHN BAYNE MacLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
Limited.

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

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WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

**VOTE FOR BUSINESS MEN.**

ON Monday next the different municipalities in Ontario will be called upon to elect their representatives to the local governing bodies.

The opinion obtains among not a few that the quality of the representatives in our municipal councils has for some years been steadily deteriorating. It certainly has not been improving, for the ward heeler and not the practical business man is only too often the power that rules. If, however, the business men in the several municipalities were to be guided by the same principles as they are when selecting their own employes, the ward heeler and the professional politician would soon be a thing of the past.

The management of a municipality is as much a matter of business as the management of a purely commercial enterprise. And it is because so many electors do not realize this—or, at any rate, do not vote as if they did—that we have a deterioration in

the quality of the men who sit in our council chambers as our representatives.

Like begets like. And if the business men of this country will exercise their power in the right direction it will only be a matter of time before our municipal institutions will become more businesslike in their character.

Work for business men. Vote for business men.

**ADVANCE IN EGGS.**

The holiday trade has disclosed a decided shortage in the supply of eggs in the Canadian market. Last week several of Montreal's leading supply houses ran out of stock, bringing a strong demand to bear on the market. The consequence was an immediate advance in price. Pickled eggs are now selling out of commission merchants' hands at 20c. a doz.; selects are sold at 25c. and new-laid eggs are quoted at 40c.

This stringency in the market is the direct result of the heavy demand for Canadian eggs from England, during the fall season just over. During the season the demand gradually grew heavier and prices gradually appreciated until English importers paid as high as 7s. 4d. to 7s. 5d. for pickled eggs and 8s. 9d. to 9s. for cold storage stock. Even at these prices our exporters were not able to supply the demand. Local stocks, were, however, run to a very light margin, and, as a consequence, the Canadian consumer will have to pay high prices during the coming winter months.

**A CLERK GETS \$1,500,000.**

A clerk in Geneva, N.Y., has fallen heir \$1,500,000. His good luck was the result of good work. As a clerk he conceived it to be his duty to master the details of the business and to be industrious. A wealthy relative who was watching his career was so gratified that he remembered him in his will to the extent of the sum named.

It is not often that industry excites the beneficence of millionaires to such an extent as this, but industry and proficiency are certain in the long run to earn recognition and reward.

**THE OATMEAL MARKET.**

THIS year's crop of oats has been rather poor in quality. So poor, in fact, has it been that from two to three bushels more of oats are required to produce a barrel of oatmeal or rolled oats. This means an increase of from \$1 to \$1.50 per bbl. in the cost of production.

In sympathy with these conditions, the manufactured products, oatmeal and rolled oats, have advanced \$2.05 and \$1.65 per bbl. respectively. But, last week, oatmeal and rolled oats declined 20c. and 10c. respectively. This was caused by the millers, who wished to get rid of their surplus product before the end of the year, when they would take stock, and because the deliveries of oats during the past few days were rather heavy, resulting in a slight decline. This condition of affairs, therefore, can hardly be maintained, in view of the light oat crop this year in Ontario, as the farmers cannot have much stock on hand.

The demand from all quarters, especially from the Lower Provinces, continues good, and the chances are that in the course of another week or so the prices will advance again to the former figures, and probably higher.

**IMPROVEMENT SOCIETIES.**

In the United States, leaders in the work of village improvement have sought to interest the teachers alone in this scheme, but not only should this work interest the teacher, it should interest the business man as well.

In Danvers, Mass., a local improvement society with a membership of 150, most of whom are children, has been doing good work in the improvement of sidewalks, roads, and lawns; the removal of old buildings and fences; the planting and care of trees; the destroying of canker-worms and other insect pests; and other good things generally. By means of concerts, lectures, and contributions generally, the sum of \$5,000 has been realized, with which a large park of 25 acres has been purchased. After the society has done its best at improving the park it will throw it open to the public.

It should not be impossible for business men in Canada to excite interest in their several communities on this most laudable movement.

## THE OUTLOOK FOR BUTTER.

HERE is a diversity of opinion among the Canadian butter merchants as to the probable course of the butter market during the next two or three months. The high price of grain leads some operators to look for a curtailed production and better prices, but this view is not uniform throughout the trade.

Speaking to a creamery man from Brockville this week, THE CANADIAN GROCER was advised that many of the creameries in that locality had already closed down, while those that were still in operation were running short, and would soon stop entirely. The creameries of the Eastern Townships are said to have closed their doors in the majority of cases. All this is put down to the fact that the farmers have decided not to grow butter from grain at the present prices. But, on the face of these reports of curtailed production, the receipts of butter, particularly creamery, are quite up to the mark. Whether arrivals will fall off in the next few weeks remains to be seen. Meanwhile, goods coming to hand are moving out freely, and stocks held in Montreal are by no means heavy.

The idea that butter would advance in price has been prevalent before this week. Ever since grains took the remarkable rise an appreciation has been looked for as soon as the winter set in. It is a matter of surprise to many that it has not occurred before now, and its failure to materialize has led to a common belief that existing values will be no more than held through the winter months. But it must be remembered that there was a good deal of creamery butter made for export which did not come up to the exporters' standard, and was consequently thrown upon the local market. Till this is absorbed we can hardly expect a bullish movement. There has been a considerable export demand for butter of late, but the poor quality coming in has compelled exporters to refuse all offers.

The supply of roll butter is quite light, and is rapidly dropping off. All the good receipts are held in firm hands in Montreal, and the news comes from the west that there are no available stocks. Manitoba and the Northwest will, in all likelihood, need every ounce of their production this

year for home consumption, and we understand that the Manitoba creameries have already contracted their supplies on British Columbian account. This will prevent a repetition of last spring's occurrence, when unexpected supplies of Manitoba butter coming on the Montreal market caused a rapid depreciation in values.

Taking the situation as a whole, it would seem that unless a general low quality should depress values, we are likely to see higher prices for butter during the next few months, and this without depending upon an export demand. At present actual transactions show a growing firmness, 20½c. having been refused on a lot of creamery last week. Most receipts are bringing 20 to 20½c.

### KILL THE BY-LAW.

ON Monday next the ratepayers of Toronto will vote on the by-law empowering the City Council to vote \$133,500 for the purpose of erecting new buildings for the Industrial Exhibition.

Gather ye rosebuds while ye may,  
Old Time is still a-flying.

—Herrick.

It is well that the ratepayers should carefully consider the matter. Doubtless the Exhibition is a good thing for the "Queen City." Of late, however, we know that it has for some years been steadily deteriorating as an exhibition pure and simple, while it has been expanding as a variety show and a race track. As we have time and again pointed out, this policy has led to an antagonism of the manufacturing, dairying and mercantile interests of the country.

While some new buildings are undoubtedly needed (a main building, for instance), what is needed most, first of all, is a new policy. As the management have so far refused to recognize this, it is obvious a new management is necessary before a new policy can be secured.

The ratepayers over a year ago refused to concur in a by-law to raise money for erecting new buildings, because they had lost faith in the administration. As the same administration is still in existence the rate-

payers of Toronto should deal with this by-law as they did with its predecessor.

### THE RETAIL HOLIDAY TRADE.

FROM what we can gather the retailers in Canada had an unusually good trade during the Christmas holiday season; in fact, we are told by some that it was the best for a number of years.

Such seasonable goods as dried fruits and nuts sold in large quantities, and, compared with last season, the results were far more satisfactory in these lines. A year ago, it will be remembered, the price of currants and raisins was abnormally high; and not only did consumers then curtail their requirements, but they bought less freely even later in the year when values were more reasonable. This feature appears to have been particularly marked in regard to the purchases by the farming class.

While the lower price of seasonable goods has undoubtedly had a good deal to do with the more liberal purchasing of the consuming public, the prosperous condition of the country and the good prices farmers are receiving for their products have, undoubtedly, been important factors.

### GREEN TEA EXPORTS FROM CEYLON.

The following figures show the exports of green tea from Ceylon in 1900, and for 10 months of 1901 in pounds:

|                 | 1900.   | 1901.   |
|-----------------|---------|---------|
| January .....   | 3,560   | 252,582 |
| February .....  | 3,600   | 116,592 |
| March .....     | 16,175  | 105,644 |
| April .....     | 10,378  | 70,614  |
| May .....       | 30,863  | 24,438  |
| June .....      | 16,939  | 108,017 |
| July .....      | 34,168  | 163,896 |
| August .....    | 45,180  | 177,079 |
| September ..... | 20,223  | 112,244 |
| October .....   | 48,384  | 205,137 |
| November .....  | 143,734 |         |
| December .....  | 99,090  |         |
|                 |         | 472,294 |

In 1898 the exports were 13,302 lb. and in 1899, 86,327 lb.

### A NICE LINE FOR GROCERS.

Confectionery is a nice line for grocers to handle, especially in cold weather, as it is easily kept, sells well, especially if a store is near a public school, and the profits are large, as a rule.

To obtain the best results, a grocer should closely watch the sales in the different lines, and, as soon as the popularity of one line begins to wane, replace it by a new line of goods. It is a good plan in this as in others, to be continually bringing out some new line. That will be a good advertisement, and, besides, your patrons generally want a change, and will buy oftener.

## TRADE

GALLON altho meet but buyers do selves by mak ferring to wai mouth.—Prodi

### ORANGE

Keeling & port :-

Oranges.—D shown a decl creasing and large shipmen tained, but a a smaller qu present, hope results. Mure Ports, but p both directio results at p they are cert Mandarins a ment, but o they are no large quanti

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## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**G**ALLON APPLES on the spot, although not relatively dear, are meeting with a good inquiry, but buyers do not care to commit themselves by making forward purchases, preferring to wait and buy from hand-to-mouth.—Produce Markets' Review.

## ORANGE TRADE IN LONDON.

Keeling & Hunt, London, Eng., report:—

Oranges.—Denias and Valencias have shown a decline, owing to quantities increasing and buyers imagining that the large shipments were likely to be sustained, but as there is every prospect of a smaller quantity being sent forward at present, hopes are entertained of higher results. Murcias are weaker, and likewise Ports, but prospects are brightening on both directions. Sours are selling at poor results at present, but after Christmas they are certain to be in better demand. Mandarins are very weak for the moment, but ought to improve shortly, as they are not coming forward in such large quantities.

## CANNED TOMATOES IN BALTIMORE.

Yet the advent of the canned-goods business has unquestionably made the tomato one of the best known esculents for the table, not only locally, but nationally, and almost cosmopolitanly, and so necessary has it become in less than two generations that even the partial failure of the crop in one year has suddenly made the world aware of how necessary and valuable it is. Here, even amidst the hearty echoes of a Merry Christmas and a Happy New Year, the demand for canned tomatoes is so great that the market has been bounding upward more rapidly almost than at any time during the past fall. Brokers report to us an advance per doz. of from 5 to 7½c. for No. 3 standards on the week; seconds are quoted at \$1 to \$1.10 for No. 3, and No. 2 standards are held at 92½c. to \$1.05, whilst No. 2 seconds are quoted at 90 to 95c.; standard gallons are strong at \$3.50, and yet we are not through with the year in which they were packed, and it is in the nature of things that buyers will not load up with anything which is not strictly necessary, as what they buy will have to go into their invoices as stock on hand unless immediately distributed, and thus help to swell the volume of the amount on which their taxes will be based for the ensuing year.—The Trade, Baltimore, Md., December 27.

## SITUATION IN CURRANTS.

The endeavor to materially advance the price of currants on the news of large operations in Greece has not proved so successful as it promised to be at the early part of the week, and a rise of about 6d. is all that can be claimed. Considering the quantity of fruit that has changed hands to produce this result, it is evident that the grocers have not followed the lead of speculators, and the bulk of the fruit still remains on the market waiting for the country demand. The fact that large operations have taken place in Greece may be undisputed, but it must not be forgotten that a considerable proportion of the buying has been done for the English market, which, when ad-

ded to the somewhat generous stock, will at least defer the prophesied famine until after the spring trade is done. There is no denying the fact that, rightly or wrongly, the retailers this year regard important advances of the article with suspicion, and, instead of being tempted to increase holdings, there is a strong disposition to wait until former purchases can be again repeated. This state of things undoubtedly arises out of the experience of last year, and some time will have to elapse before confidence is restored. One important fact must be admitted in favor of the Greek merchants, that, speaking generally, they have hardly ever refused reasonable bids, and, in fact, during the quiet times of the market, have been anxious and pressing sellers right through from the first day of the arrival of the new crop. Having regard to the attitude of these gentlemen, who must be accredited with inside knowledge of the supplies available, the attempt to raise the prices to a higher level is difficult of explanation.—Produce Markets' Review.

## THE SAULT CANALS.

**T**HE returns of the Sault Ste. Marie canals for the season of 1901 show that the registered tonnage of vessels passing through the Canadian canal aggregated 2,404,642 tons. This is 225,590 tons more than passed through in 1900; 532,216 tons less than the record of 1899, and 346,503 tons less than that of 1898.

The freight carried through the Canadian canal in the season of 1901 amounted to 2,821,027 tons. This is 785,308 tons more than were carried through in 1900; 182,644 tons less than the quantity freighted through in 1899, and 229,486 tons less than the record of 1898. The westbound freight in the season of 1901 was 663,402 tons, compared with 605,720 tons in 1900, and 722,390 tons in 1899. The eastbound freight was 2,157,625 tons in the season of 1901; 1,429,999 in the season of 1900, and 2,281,281 tons in the season of 1899.

Of particular items mention may be made of wheat, of which in the season just closed 9,595,532 bushels were carried eastward, against, 9,163,609 bushels in 1900; 12,854,971 bushels in 1899, and 9,645,544 bushels in 1898. Another item of interest is other grain, of which 2,653,021 bushels were carried through the Canadian canal in 1901; 1,022,064 bushels in 1900; 1,628,585 bushels in 1899, and 1,046,817 bushels in 1898.

General merchandise was carried eastbound through the canal in 1901 to the extent of 28,486 tons; in 1900, 20,458 tons, and in 1899, 31,563 tons. General merchandise carried west shows a gratifying growth. In 1901, 97,997 tons of goods were carried westbound through the Canadian canal; in 1899, 60,179 tons, and in 1898, 46,586 tons.

The total registered tonnage of shipping carried through the United States and the Canadian canals at the Sault Ste. Marie in the season of 1901 was 24,626,976 tons, divided among 14,372 steamers, 4,482 sailing vessels and 1,187 unregistered craft. This is an increase of 10 per cent. over the tonnage of 1900. There were 28,403,065 tons of freight carried through these canals, an advance of 11

per cent. over the previous year. Of coal, hard and soft, 4,503,136 tons were carried in the season of 1901, which is 106,159 tons more than in 1900. In 1899 the coal carried was 3,940,887 tons, and in 1898 it was 3,776,450 tons, so that there has been constant growth in the coal trade, though that growth has been smaller in 1901 than in the previous year.

Flour carried in 1901 was 7,634,350 barrels, an increase of 13 per cent. over the quantity carried in 1900. Wheat shows an increase of 30 per cent., being for 1901, 52,812,636 bushels; grain, other than wheat, an increase of 53 per cent., the quantity carried last season being 24,760,547 bushels. Pig iron increased 52 per cent., the quantity freighted through the canals in 1901 being 206,413 tons; salt shows an increase of 35 per cent. Of iron ore the quantity carried was 18,090,618 tons, an increase of 10 per cent. Of lumber 1,072,124 M. feet B.M. were carried, an increase of 18 per cent.

General merchandise shows an increase of 3 per cent., the quantity carried through in 1901 being 558,041 tons.

The United States canal was opened April 26, and closed December 11, 1901, making a season of 230 days. The Canadian canal was opened six days before the United States canal and closed 10 days later.

The net tonnage of vessels passed through the Suez canal in 1900 was 9,738,152 tons. The net tonnage passed through the Sault Ste. Marie canals in the same year was upwards of two and one-quarter times more than the tonnage passed through the Suez canal.

## TRADE CHAT.

**L**HANCH'S grain and feed business at Oil Springs, Ont., has been sold to J. L. Rae, of Milverton, Ont.

The manager of The Empire Tobacco Co., Hamilton, Ont., was presented with a gold-headed cane by the local staff, on Christmas Day.

John Keefer, West Lorne, Ont., has removed his grocery place from James Boles' building to his own new store in E. R. Mogg's block.

Oliver Downing, manufacturers' agent, and John Crawford, bookkeeper, who were in partnership in Montreal, under the name of Downing & Co., traders, have dissolved partnership.

Marie Testare dit Normand, widow of Chas. Vaillancourt, and Arthur Vaillancourt, have registered a special partnership at Montreal, under the name of A. Vaillancourt & Co., grocers.

On Saturday night, December 28, Wm. L. Coulter, general merchant, Creemore, Ont., was found dead in his stable at Avening, where he resided. A bullet wound was found in his head, inflicted, it is supposed, by a gun lying beside him. He leaves a widow and three children.

Albert C. Smith, ex.M.P.P. for St. John, N.B., died on December 27, at the age of 60 years. A leading produce merchant, he was at the head of the firm of A. C. Smith & Co., of St. John, N.B., which firm is well known by western Canadian houses, through its connection with the winter port shipments. Prominent in church work and temperance, he was an active citizen, and belonged to the Masons and Oddfellows.

"Try to Discern the Signs of the Times—  
if you close your eyes you're apt to get stranded."

# "SALADA"

Ceylon Black Teas have already "led the way" to the abolition of China Congous, and now come Ceylon **Greens** as a rival to Japans, under the same leadership. The results will be the same, not because we say so, but because quality reigns and must forever reign. Sealed lead packets only, never sold in bulk, 25, 30, 40, 50, 60c.

Samples and all information for the asking.

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

## TIME IS THE TEST.

After a sixteen years' probation **Celluloid Starch** is more popular than ever.

A Quick Seller With a Good Profit.

**THE BRANTFORD STARCH WORKS, Limited**  
CANADIAN PRODUCERS.

**To Our Friends: SEASON'S GREETINGS. January, 1902.**

We wish it were possible to thank you personally for the help you have given us to make such a gigantic success of The Canada Biscuit Company. Our trade has exceeded our expectations by many thousands of dollars. We know that in the beginning we were sometimes behind hand with our shipments, but this could not be avoided, and caused us as much concern and worry as it did you. We are now, however, in a position to fill all orders promptly; and as soon as the additions to our factory are completed and the additional plant installed, we will be able to handle all the trade that comes our way. We trust your season's business has been perfectly satisfactory, and that the New Year may have many pleasant and profitable days in store for you and yours. Thanking you again for your past favors, and trusting that by attending strictly "to our knitting" we may enjoy your confidence to the end of the chapter, we remain,

Yours very truly,

**THE CANADA BISCUIT COMPANY, Limited**

Office Phone: Main 3624.  
Warehouse Phone: Main 3676.

King and Bathurst Streets, TORONTO



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# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, January 2, 1902.

### GROCERIES.

THE travellers are in the warehouses, and business is confined to small sorting-up orders. This, of course, at this time of the year is natural. Several of the houses are busy taking stock this week, others again do this later on. One of the features of the week is an advance of 5c. per doz. in the syndicate's price of canned tomatoes. This has not, however, so far affected the quotations of the wholesale trade. This advance seems, in part at least, to be due to a further demand from the United States. Business in canned vegetables is quiet, with local quotations unchanged. The decline in refined sugars, noticed last week, was followed on Friday last by an advance of 10c. This was the result of a similar advance in the United States. There is a fair trade doing in teas on retail account, but the wholesalers are buying but very little. Coffees are quiet, with quotations much as before. There has been a little sorting-up business in nuts. Foreign dried fruits of all kinds have only been in moderate request. A significant feature of the trade is that local stocks of Malaga raisins have been unusually well cleaned up. In fact, there was a scarcity at the close of last week. Spices continue quiet.

### CANNED GOODS.

The feature of the canned goods trade is an advance of 5c. per dozen by the syndicate in the price of tomatoes. The figure now quoted by the syndicate is 87½c. per dozen, which is 2½c. above the minimum figure being asked by wholesalers for some brands to the retail trade. The change has not yet affected the price to the retail trade, which still ranges from 85 to 87½c. per dozen. Were the demand for tomatoes any way brisk on retail account it is quite possible an advance would take place in wholesalers' prices. The demand, however, is practically nil. During the past

week some inquiries have been received from the United States for canned tomatoes. There have been some transactions, one dealer reporting the sale of over 2,000 cases, and negotiations are pending for further lots. As will be noticed from a paragraph published elsewhere, standard tomatoes are quoted at \$1.05 to \$1.10 in Baltimore. Peas and corn are still quiet on the local market with prices ruling at from 80c. upwards. Little or nothing is being done in canned fruits. We quote: Peaches, \$1.75 to \$1.90; strawberries, \$1.65 to \$1.70; raspberries, \$1.60 to \$1.80. In canned salmon, there is a fair business being done at unchanged prices. The ruling prices for canned salmon are: Fraser River sockeye, \$1.42½ for 5-case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15.

### COFFEES.

The coffee market rules quiet and quotations remain as before. We quote: No. 7,

See pages 35 and 36 for Toronto, Montreal, and St. John prices current.

8c.; No. 6, 8¼c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c.

### CANDIED PEELS.

Business is now naturally a great deal smaller than it was a week or two ago. Prices, however, rule as before. We quote as follows. Lemon, 10 to 12½c.; orange, 11 to 13c.; citron, 15 to 18c., according to brand and quality.

### NUTS.

The retail trade appear to have sold up pretty well during the Christmas trade, for the wholesalers have been experiencing a good sorting-up trade during the past week. We quote: Grenobles, 10¾c. by the bale up to 12c. for smaller quantities. Marbots, 9½ to 10½c.; filberts, 9½ to 10½c.

### RICE AND TAPIOCA.

Very little is being done at present in either of these lines. We quote: B rice, 3¼c.; Japan rice, 5½ to 6c.; tapioca, 4 to 4½c.; sago, 4½ to 5c.

### SUGAR.

There was quite a quick reaction from the decline in the early part of last week,

on Friday last an advance of 10c. per 100 lb. being made in all grades of refined sugar. This advance, like the previous decline, was in sympathy with the New York market. This again puts granulated sugar on the basis of \$4 f.o.b. Montreal for Redpath and St. Lawrence and \$3.95 for Acadia. In Toronto the quotations are \$4.18 and \$4.13, respectively. Some sugars changed hands just prior to Friday's advance, but only to a moderate extent. At present the demand is quite small. Stocks of sugar in the United States last week were reduced by 16,000 tons, the receipts being 12,856 tons, and the meltings 29,000 tons. Raw sugars in New York have eased off to 3½c., a decline in all of ½c. from the recent highest point. This decline has not, however, all taken place during the past week. Quotations for muscovados and molasses sugars are 3½ and 2½c. respectively. Beets have made a further decline and have established another low record, the figure f.o.b. Hamburg now being 6s. 6d. Cane sugars in London are steady at 7s. 6d. for fair refining and Java sugars. In New York the demand for refined sugars has been excessive, the independent refineries becoming quickly oversold hastened the reaction of Friday last. All guarantees and special concessions have also been withdrawn except the special discount of 1 per cent. of the Arbuckles.

### SYRUPS AND MOLASSES.

These both are quiet and featureless. The ruling price for molasses is 25 to 28c. for New Orleans, and bright sugar syrups, 35 to 37c. The ruling quotations on corn syrup are: 3½c. in bbls.; 3¾c. in ½ bbls.; 3¾c. in ¼ bbls.; \$1.60 in 38-lb. and \$1.20 in 25-lb. pails.

### TEAS.

The tea market this week does not present any particularly new features. China greens are still scarce and high. The market is almost bare of points. China greens that were usually bought by the wholesale trade at from 15 to 16c. are now costing 21 to 23c., and until the new crop comes in no relief is expected. Japan teas continue firm, and, although the wholesalers are buying scarcely anything at present, a moderate business is being done on retail account. The wholesalers are also doing a fairly good trade in Indian and Ceylon teas. On account of the holidays, business is at a

standstill on the foreign markets, consequently the condition of the latter is really unknown.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—Business this week is small, being only of a sorting-up character. Prices rule much as before, namely, 6 to 6½c. for fine Filiatras; 6½ to 7c. for Patras, and 5¾ to 6c. for fine off stalk.

**VALENCIA RAISINS**—Only a light trade is being done in Valencia raisins, but prices rule steady at 6½ to 6¾c. for selects and 5¾ to 6c. for fine off stalk.

**MALAGA RAISINS**—From what we can gather the stocks of Malaga raisins on the local market have been more than usually well cleaned up. In fact, towards the end of the Christmas season's trade, there does not seem to have been enough to supply the demand on the Toronto market. We quote: Black baskets, \$2.25; "Empire Clusters," \$2.60; "Dehesa Clusters," \$3.10; "Excelsior Clusters," \$4.60; "Connoisseur Clusters," \$2.10; "Extra Dessert Clusters," \$3.35; "Royal Buckingham Clusters," \$5.

**SULTANA RAISINS**—Some nice lots have been sold during the past week to the confectionery trade, but to the retail trade very little has gone forward.

**FIGS**—Business is also quiet in this line with prices ruling as before. We quote as follows: Mat figs 3¼c.; naturals, 3¾ to 4½c., according to quality; tnpnets, 3¼c., and Eleme figs range all the way from 8½ to 18c.

**PRUNES**—The demand this week is just fair with our quotations ruling as before. We quote: Californian prunes: 100 110's, 5c.; 90-100's, 5½ to 6¼c.; 80 90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60 70's, 7½ to 8c.; 50 60's, 8 to 8½c.; 40-50's, 8¾ to 10c. French, 100's, 3½ to 4c.

**DATES**—Business is quiet with prices unchanged at 4½ to 4¾c. for Hallowees, and 4¼ to 4½c. for Sairs.

**CALIFORNIAN EVAPORATED FRUITS**—A fairly steady demand is being experienced for evaporated apricots and peaches. A large trade for these is expected to develop during the next couple of months. Ruling quotations are 13 to 16c. for apricots and 11 to 13c. for peaches in 25-lb. boxes.

#### GREEN FRUITS.

Fruiterers are very much pleased with this year's holiday trade and say it was never better. The sales of oranges, especially Mexicans and Floridas, have been very large, while grapes and apples moved briskly, although the very high prices of the latter materially curtailed their consumption. Cranberries sold exceptionally well this year, too. They are now 50c. per bbl. less, while Mexican and Florida oranges have come down 25c. per box.

Pineapples are 2 to 10c. higher each. Tangerine or kid glove oranges are moving freely at \$8 50 to \$9 per strip, while grape fruit is selling at \$4.50 to \$6 per box. We quote: Apples, \$4 to \$5 per bbl.; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; Florida oranges, \$3.50 per box; Mexican oranges, \$2.25 per box; Californian lemons, \$3.50 to \$4 per box; Messina lemons, \$2.75 to \$3.25 per box; Californian oranges, \$3.25 to \$3.50 per box; Valencia oranges, \$4 to \$5.50 per case; Malaga grapes, \$5.50 to \$6; cranberries, fancy Jerseys, \$10; pineapples, 25 to 35c. each by the case.

#### VEGETABLES.

Cabbages are moving more freely, while the demand for turnips, carrots and parsnips has become more active. Potatoes are still firm. Celery is 15c. cheaper, while the cauliflowers that are now being offered are small, and sell at from 50c. to \$1. Cucumbers are selling at \$3 per dozen. We quote as follows: Carrots, parsnips and beets, 20c. per peck; turnips, 15c. per peck and 35c. per bag; lettuce, 30 to 40c. per doz.; radishes, 40 to 50c.; mint and parsley, 20 to 25c.; cauliflower, 50c. to \$1.00 per doz.; celery, 50 to 60c.; red cabbage, No. 1, 5 to 10c.; cabbage, 40 to 60c.; dry onions, \$1 per bush.; potatoes, 85c. to \$1 per bag.

#### COUNTRY PRODUCE.

**EGGS**—There is a steady demand for all lines of eggs, with a limited supply. Fresh eggs are not being offered. They would bring about 28 or 30c. Fresh-gathered, cold-stored and limed are each 1c. per doz. higher. We quote: Fresh-gathered, 19 to 22c.; cold-stored, 18 to 20c., and limed 16 to 18c. per doz.

**BEANS**—Are moving quietly. Prices are steady. We quote: Choice handpicked, \$1.70 to \$1.75; prime, \$1.50 to \$1.60 per bush.

**HONEY**—Prices for honey are very firm, with a good demand. We quote: Clover, in 60-lb. tins, 9½c.; less quantities, 10c. per lb.; in combs, \$2 to \$3 per doz.

**DRIED APPLES**—The quietness in dried apples is more pronounced. Evaporated are finding better sales. We quote: Evaporated apples 9¾ to 10c. in carlots and 10¾c. in less quantities. Dried apples 5 to 6c. per lb.

**POTATOES**—This week potatoes are 1 to 2c. easier on track. The price now is 72 to 75c. per bag on track and 85c. to \$1 per single bag retail.

#### BUTTER AND CHEESE.

**BUTTER**—The quality of the dairy butter that is coming in has improved, and there is a free movement with a good supply. Prices are steady. We quote as fol-

lows: Choice 1-lb. prints, 17 to 19c.; large rolls, 16 to 17c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 12 to 14c. per lb. Creamery prints sell at 21 to 22c., and creamery solids, 20½ to 21c. per lb.

**CHEESE**—Cheese is very firm at 10½ and 11c. Holders are not very liberal in their offerings and are looking out for higher prices owing to the better feeling in Great Britain.

#### POULTRY AND GAME.

**DRESSED POULTRY**—The holiday demand for dressed poultry has been good. Geese are scarce and have gone up 1c., while there are no turkeys offering at 8½c., the lowest price paid now being 10c. The receipts have been light. We quote: Chickens, 30 to 50c. per pair; ducks, 50 to 80c. per pair; geese, 8 to 9c. per lb.; turkeys, 10 to 11c.

**LIVE POULTRY**—As was to be expected, the receipts of live poultry have been light, but poultrymen are confident that they will greatly improve after New Year's. The prices are unchanged. The Canadian Produce Company, 36 and 38 Esplanade east, Toronto, will pay until further notice for spring chickens, 6c. per lb. For duckings, 5c. per lb. For hens (including last year's birds) 2½c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

**GAME**—The movement in game from stock has been good. Prices are unchanged. We quote: Canvas back, 75c.; red head, \$3; pin tail, 75c.; blue bill, 60c.; mallard, \$1 to \$1.25 and black duck, \$1 to \$1.25 per brace.

#### FISH AND OYSTERS.

The demand for frozen fish is very good, as it is also for smoked fish, and oysters. The latter are 30c. per gal. higher in some cases. Sea salmon are 4 to 5c. per lb. lower. Note the greater range in halibut. We quote as follows: Frozen fish—Cod-fish, 6 to 8c.; whitefish, 7 to 7½c.; herring, 4 to 5c.; trout, 7½c.; halibut, 11 to 14c.; sea salmon, 9 to 10c.; haddock, 6c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 to \$1.25; finnan haddie, 7 to 7½c.; Digby herring, 60 to 75c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5.50 to \$6; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb. Oysters—Standards, \$6.75 per large pail, \$3.75 to \$4.05 per small pail, or \$1.50 to \$1.75 per Imperial gallon; selects, \$2 to \$2.15 per Imperial gallon.

714's, \$5.25; M per box; Mala to \$6; pineap apples, \$3 to \$ box; cocoanut bananas, No. hands, \$1 to \$1.10; sweet \$4.25; Malaga keg; cranber onions, \$3; ch chestnuts, 12½

The fish tra have experien a century. Th been a numb due to an in cumulation o place in had rings, dore, f ring, green e dressed cod quote: Hade box; kippers dium herring dock and 6½c.; dore, 5½ mon, 9c.; tr No. 1 herrin bbl.; No. 1 per ½ bbl.; 1 per ½ bbl.; 1 per ½ bbl.; 1 keg; Holla salted eels, 1 fish, \$5.75 p \$6.50; No. bbl.; No. 1 bbl.; No. 2 3 mackerel, blocks, 6c. p per lb. in \$4.80 per 112-lb. bun \$17.50 in mon, \$12 p mon, \$6.25 \$6 per ½ bl bulk oyster oysters, \$1 Point and bbl.; clams, shall's kipp tomato sat kippered, \$ dines, \$3.7 ters, No. Cove oyste

#### FL

**FLOUR**—during the at about millers are quote as f \$4.10 to \$ \$3.85 to \$ \$3.75; str

**GRAIN**—hard, 72½c 87½c.; rye, oats, 48½ corn, 75 t

**OATME**—little easi \$5.90 in :

**FEED**—of Ontari \$22 to \$2

**BALED**—at counti scarcity c There is mand. \$10.50 to

714's, \$5.25; Messina lemons, \$2.75 to \$3 per box; Malaga lemons, ½ chests, \$5.25 to \$6; pineapples, 15 to 20c.; Canadian apples, \$3 to \$5 per bbl.; limes, \$1.50 per box; coconuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Spanish onions, \$1.10; sweet potatoes, Vineland's, \$4 to \$4.25; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.75 to \$10; barrel onions, \$3; chestnuts, 10 to 11c.; Italian chestnuts, 12½c.; holly, \$4 per case.

**FISH.**

The fish trade is the best that dealers have experienced for nearly a quarter of a century. This week, however, there have been a number of reductions in prices, due to an increased supply and the accumulation of stocks. These have taken place in haddies, smoked, medium herrings, dore, pike, No. 1 Nova Scotian herring, green codfish, No. 1 green haddock, dressed codfish and dried codfish. We quote: Haddies, 6c.; bloaters, 90c. per box; kippers, 90c. per box; smoked, medium herrings, 11c. per box; fresh haddock and cod, 3½c. per lb.; whitefish, 6½c.; dore, 5½c.; pike, 1¼c.; halibut, 9c.; salmon, 9c.; trout large and medium, 7c.; No. 1 herrings, Nova Scotia, \$5.25 per bbl.; No. 1 herrings, Nova Scotia, \$2.80 per ½ bbl.; No. 1 Holland herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6½c. per lb.; No. 1 green codfish, \$5.75 per bbl.; No. 2, \$4.50; large, \$6.50; No. 1 green haddock, \$4.25 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9 per bbl.; cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish, \$4.80 per case; dry codfish, \$4.65 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 Labrador salmon, \$12 per bbl.; No. 1 Labrador salmon, \$6.25 per ½ bbl.; No. 1 B.C. salmon, \$6 per ½ bbl. and \$11 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; clams, in shell, \$4.50 per bbl.; Marshall's kippered herrings, and same with tomato sauce, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

**FLOUR AND GRAIN.**

**FLOUR.**—The market has ruled quiet during the week, but prices remain steady at about former quotations. Western millers are not free sellers. In carlots, we quote as follows: Spring wheat patents, \$4.10 to \$4.30; winter wheat patents, \$3.85 to \$4; straight rollers, \$3.65 to \$3.75; strong bakers', \$3.80 to \$4.

**GRAIN.**—We quote: Manitoba No. 1 hard, 72½c. January, Fort William; peas, 87½c.; rye, 61 to 62c.; No. 2 barley, 57c.; oats, 48½ to 49c.; buckwheat, 54 to 54½c.; corn, 75 to 76c.

**OATMEAL.**—The market is probably a little easier, barrels being worth \$5.85 to \$5.90 in small lots.

**FEED.**—The market is firm with sales of Ontario bran, in bulk, at \$21. Shorts \$22 to \$23 and mouillie, \$28 to \$30.

**BALED HAY.**—Business continues brisk at country points, notwithstanding the scarcity of cars and poor country roads. There is a good export and local demand. We quote: No. 1 timothy at \$10.50 to \$11; No. 2 timothy, \$9.50 to

\$10; clover mixture, \$8.50 to \$9; clover, \$7.50 to \$8.

**LIQUORS.**

**SCOTCH WHISKIES.**

|                                | Per case of quarts. | less 3 p.c. 30 days |
|--------------------------------|---------------------|---------------------|
| Roderick Dhu                   | \$9 50              | " " "               |
| Usher's O.V.G. Special Reserve | 10 50               | " " "               |
| Usher's G.O.H.                 | 13 00               | " " "               |
| Gaelic, Old Smuggler           | 9 75                | " " "               |
| Greer's O.V.H.                 | 9 50                | " " "               |
| Old Mull                       | 9 75                | " " "               |
| Sheriff's One Star             | 10 25               | " " "               |
| " V.O.                         | 10 50               | " " "               |
| Kilmarnoch                     | 9 75                | " " "               |
| Doctor's Special               | 10 00               | " " "               |
| House of Lords                 | 10 75               | " " "               |

|                      |       |
|----------------------|-------|
| Bulloch, Lade & Co.— |       |
| Special blend        | 9 25  |
| Extra special        | 11 00 |

|                    |       |
|--------------------|-------|
| John Dewar & Sons— |       |
| Extra special      | 9 50  |
| Special liqueur    | 12 25 |
| Extra              | 16 50 |

|                          |       |
|--------------------------|-------|
| James Ainslie & Co.—     |       |
| Highland Dew             | 6 75  |
| Glen Lion, extra special | 12 50 |

|                   |       |
|-------------------|-------|
| J. Brown & Co.—   |       |
| Duke of Cambridge | 12 00 |

|                 |      |
|-----------------|------|
| Mitchell's—     |      |
| Heather Dew     | 7 00 |
| Special Reserve | 9 00 |
| Mullmore        | 6 50 |

|                                                   |  |
|---------------------------------------------------|--|
| W. Teaches & Sons—                                |  |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |  |

**CANADIAN WHISKIES.**

|                              | In barrels. | per gal. |
|------------------------------|-------------|----------|
| Gooderham & Worts, 65 O. P.  |             | \$4 50   |
| Hiram Walker & Sons          |             | 4 50     |
| J. P. Wiser & Son            |             | 4 49     |
| J. E. Seagram                |             | 4 49     |
| H. Corby                     |             | 4 49     |
| Gooderham & Worts, 50 O. P.  |             | 4 10     |
| Hiram Walker & Sons          |             | 4 10     |
| J. P. Wiser & Son            |             | 4 09     |
| J. E. Seagram                |             | 4 09     |
| H. Corby                     |             | 4 09     |
| Rye, Gooderham & Worts       |             | 2 20     |
| " Hiram Walker & Sons        |             | 2 20     |
| " J. P. Wiser & Son          |             | 2 19     |
| " J. E. Seagram              |             | 2 19     |
| " H. Corby                   |             | 2 19     |
| Imperial, Walker & Sons      |             | 2 90     |
| Canadian Club, Walker & Sons |             | 3 60     |

Less than one bbl. per gallon.

|          |        |
|----------|--------|
| 65 O. P. | \$4 55 |
| 50 O. P. | 4 15   |
| Rye      | 2 25   |

**CHAMPAGNE.**

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                      | Per Case. |
|----------------------|-----------|
| Comte de Castellane— | \$12 00   |
| { Quarts             | 13 50     |
| { Pints              | 15 00     |
| Cuvee Reservee       |           |
| Carte d'Or           | 16 00     |
| Champagne Ve Amiot—  |           |
| { Carte d'Or         | 13 00     |
| { Blanche            | 10 50     |
| { d'Argent           |           |
| Pommery—             |           |
| { Sec and Extra Sec. | \$28 00   |
| { Pints              | \$30 00   |
| Mumms—               |           |
| { Extra Sec.         | 28 00     |
| { 30 00              |           |
| Moet & Chandon—      |           |
| { White Seal         | 28 00     |
| { Brut Imperial      | 31 00     |
| Perrier-Jouet—       |           |
| { Brut               | 28 00     |
| { Reserve Dry        | 28 00     |

**GIN.**

|                             | Per Case. |
|-----------------------------|-----------|
| Pollen Zoon—                |           |
| { Red, cases of 15 bottles  | \$9 75    |
| { Green, " 12 "             | 4 75      |
| { Violette, " 12 "          | 2 45      |
| P. Hoppe "Night Cap" Brand— |           |
| { Red, cases of 15 bottles  | 10 50     |
| { Green, " 12 "             | 5 25      |
| { Yellow, " 15 "            | 10 75     |
| { Blue, " 12 "              | 5 40      |
| { Poney " 12 "              | 2 50      |
| Draught—                    |           |
| { Hogsheads                 | \$2 95    |
| { Quarter casks             | 3 00      |
| { Octaves                   | 3 05      |
| De Kuyper—                  |           |
| { Violet, 2 doz. cases      | 5 30      |
| { Green, " "                | 6 00      |
| { Red, " "                  | 11 50     |
| { White, " "                | 4 00      |

Terms, net 30 days, 1 per cent. off 10 days. In five-case lots, freight may be prepaid.

|             |       |
|-------------|-------|
| Key Brand—  |       |
| { Red cases | 10 25 |
| { Green "   | 4 85  |
| { Poney "   | 2 60  |

|                      |       |
|----------------------|-------|
| Melcher's—           |       |
| { Infantes (4 doz)   | 4 75  |
| { Picnic             | 7 75  |
| { Poney              | 2 60  |
| { Blue cases         | 4 75  |
| { Green "            | 5 50  |
| { Red "              | 10 25 |
| { Honeysuckle, small | 7 90  |
| { " large            | 15 25 |

**COUNTRY PRODUCE.**

**EGGS.**—The shortage in the egg supply is now very apparent and hence a sharp upturn in prices. There are no stocks available. The English market has taken more than was expected at the beginning of the season and it is now a question whether there are supplies enough on hand to run through the winter season. Dealers are asking 20c. for pickled eggs; selects are worth 25c. and new laid, 10c.

**HONEY.**—It is now simply impossible to get white honey. Buckwheat honey, in comb, is worth 10c. and extracted white, 9½ to 10c. Strained sells at 8 to 9c.

**DRESSED POULTRY.**—The holiday demand for poultry was exceedingly good and our commission houses made a good turnover. Choice turkeys have sold at 10½ to 11c., and frozen, 9½c. Choice geese were in good request and sold at pretty high prices, 7 to 7½c. Choice chickens were worth 8½ to 9c. and fowls, 5½ to 6c.

**ASHES.**—The market is steady, first pots being quoted at \$1.40 to \$1.45 per 100 lb.; seconds, \$1 to \$1.05, and pearls, \$6.75 to \$7.

**BUTTER AND CHEESE.**

**BUTTER.**—There is a growing opinion that this is a good time to anticipate butter wants. The high price of feed is curtailing the make and as stocks are light all available supplies are likely to be wanted for home consumption. Creamery butter is worth 20½c. out of commission merchants' hands. Rolls are selling at 17 to 17½c.

**CHEESE.**—The market is quiet at this time of year, but bidding is becoming more brisk, cables of Saturday and Monday showing a rise of 1s. Colored are now quoted at 48s. 6d. and white, 47s. 6d., for mild-flavored stuff. Holders of cheese in this market are looking for higher prices. At present 50 boxes of western Septembers could be bought for 10 to 10½c., but 10½c. would probably be the quotation on 500 boxes.

**MONTREAL NOTES.**

Canned peels are very scarce. Sugar is 10c. per 100 lb. higher. The cheese market is very firm as also are butter values. Eggs are 2 to 3c. higher on pickled, selling now at 20c.

**NEW BRUNSWICK MARKETS.**

**OFFICE OF THE CANADIAN GROCER**

St. John, N.B., December 28, 1901.

**W**E wish you a happy and prosperous new year. The year's business is closed, but it is still too early to tell much in regard to results. There are several of our houses who do not take stock till the first of February. The greater number, however, take stock at this time, and may use the new year holiday for the purpose. It is generally felt the results of the year will be good. Many report much improved sales. The markets have rather favored dealers. There have, however, been some quite

## DO YOU REQUIRE

-A SUPPLY OF-

## CORKS OR CAPSULES?

If so, we will be pleased to furnish you with samples and prices. Any size Cork cut to order. Granulated Cork suitable for shoe factories.

S. H. EWING & SONS, 96 King St., MONTREAL.

heavy losses from bad debts. It is expected travellers will take the road very early in the new year. The present week has been a quiet one, though, for the last week of the year, sales have been quite large. The markets show little change.

**OILS.**—In burning oils the market is unchanged. Competition increases. The Canadian company have had two tank wagons on for some time. This week, The American company put one on. There is no doubt some competition is a good thing. It was noticed this year, it is said, in the market for cod oil, that the fishermen were getting a better price and the consumer paying a less price than otherwise would have been the case. Cod oil continues high. Receipts are more than equal to the local demand. Lubricating oils are quiet, as are paint oils. In the latter quite full prices rule.

**SALT.**—This is a very large receiving point for Liverpool coarse salt, particularly during the winter months, when the weekly Liverpool boats are running. Owing to high freights prices are high and very firm this season. Sales are about equal to receipts, so that as yet but light stocks are held. In fine salt very little English is being received, and sells slowly. Canadian is having the sale. We quote: Liverpool coarse, 50 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS.**—Salmon have been received very freely during the week. In sockeye some fish were sold here at very low prices; in fact, at but a very small advance over cohoes, certainly a surprise to the trade, being much below earlier

prices. In vegetables prices are unchanged and a fair business is doing. Fruits have a fair sale for a few lines, such as peaches and strawberries. Meats sell slowly. Domestic fish, particularly kippered herring, have been a matter of interest during the season. These compare very favorably with the imported. There is a large sale here for Canadian jams in wood.

**GREEN FRUITS.**—The Christmas sale was very large and this week the movement has been good. There is a large sale for oranges, the market during the week being short of Jamaicas. Valencias are large sellers. Very few of the 714's are brought here. Californian and Floridas sell at about the same price. There are larger offerings than for some years, particularly in Floridas. Lemons are rather firmer. There are free sales. Apples sell somewhat slowly. Had it not been for the Bishop pippins our market would have been short. Of these there were large receipts and the quality was better than usual. Grapes have sold very freely. There are large quantities of Malaga held in Boston and our dealers have bought freely. A few bananas are regularly received. Cranberries, while still lower than last year, are moving up.

**DRIED FRUITS.**—The Christmas sales were large and very satisfactory from dealers' standpoint. Stocks have been well cleaned up. Prices in all lines are moving up. Malaga loose advanced during the past week. Californians will now largely hold the market. Seeded raisins are good sellers. Some few are held, having been bought in New York just before the advance. Prices are firm and it is expected they will go higher. In prunes there have been fair sales. Prices show no change but as the season for best sale approaches, are likely to be higher, particularly the small sizes. It is strange apricots and peaches sell so slowly, as they are particularly good. Evaporated

apples are firmer and stocks held are light. There were some receipts during the week. Onions are higher.

**DAIRY PRODUCE.**—Butter is in quite large supply, though much received is very poor and moves slowly. There is a good demand at full price for best stock. Eggs show little change, but are rather easier. The difference in price has been much greater than the difference in quality between case and strictly fresh. In cheese prices are unchanged.

**SUGAR.**—Prices last week reached the lowest figure known, but they seemed to have gone too low as they quickly regained 10 cents and seem quite firm. The price is a very low one. Sales have been and are very large.

**MOLASSES.**—The market seems unchanged. Carrying charges, of course, add to the cost, and unless prices are advanced must come out of the profits. Prices are low, and little except Porto Rico is being sold.

**FISH.**—There have been fair receipts of fresh fish. At this season there is an active demand, as they can be shipped to a distance. Cod and haddock are chiefly received. The sale of finnan haddies is large. There are no bloaters. In smoked herring prices are still low. Pickled are unchanged and sales at this season are light. In dry cod the full prices are quite firmly held. We quote: Haddies, 5½ to 6c.; smoked herring, 6 to 7c.; fresh haddock and cod, 2½ to 3c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.70 per 100 lb.; pickled herring, \$2.15 to \$2.25 per ½ bbl.; Canso herring, \$5.75 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per ½ bbl.; dry cod, \$3.50 to \$3.60; frozen herring, 90c. per 100; smelt, 5 to 6c. per lb.

**FLOUR, FEED AND MEAL.**—While the week shows little change in flour, prices are very firm. Manitobas sell very freely. In oatmeal, prices are not as firm. The high figures have very much affected the

The best selling tea in Canada today is  
Blue Ribbon Ceylon  
 packed and sold by  
 Blue Ribbon Tea Co.,  
 17 Front St. East - Toronto

sale. Oats are  
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 \$4.50 to \$4.5

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A. S. Bow  
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Mr. Kent  
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sale. Oats are also reported lower. In feed, there is rather more offering; there is a ready sale. Cornmeal holds its high price. Beans, are, perhaps, hardly as firm. Barley and split peas are rather higher. There are no blue peas. We quote as follows: Manitoba flour, \$4.70 to \$4.80; best Ontario, \$4.10 to \$4.20; medium, \$3.60 to \$3.80; oatmeal, \$5.70 to \$5.90; cornmeal, \$3.30 to \$3.35; middlings, \$26 to \$28; oats, 58 to 60c.; handpicked beans, \$1.65 to \$1.70; prime, \$1.55 to \$1.60; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.75 to \$4.85; barley, \$4.50 to \$4.55; hay, \$12 to \$14.

TRADE NOTES.

A car of lard from The N. K. Fairbank Co. was distributed to the trade this week.

A. S. Bowman, one of our local brokers, is distributing a pretty calendar to his friends.

Mr. Kent Scovil, late with The Boss Biscuit Co., is going on the road for Baird & Peters to sell "Vim" teas.

Shipping is very active—that is winter port business—and hay shipments to Africa. There has averaged about one steamer arriving each day for many weeks.

Many dealers in the west, particularly shippers of feed and oats, will hear with regret of the death of Mr. A. C. Smith, of A. C. Smith & Co. Mr. Smith has been ill for a long time, and has suffered greatly. He was a man held in very high esteem.

STORE UNDER QUARANTINE.

A confectionery store at 501 Parliament street, Toronto, is under quarantine for smallpox. John Vance is the proprietor, and his sister-in-law is the woman who was put off the train at Toronto Junction, but was allowed to proceed by the doctors, and afterwards contracted the disease of smallpox at Acton, Ont. She was visiting at 501 Parliament street before she left, and so the medical health department placed the store under surveillance, and confiscated the Christmas delivery of cakes, candies, etc., which was about to go out. This is very hard for the owner, and Dr. Sheard thinks that some compensation ought to be made.

NUMBER OF DEER KILLED.

The number of deer-hunting licenses issued this year in Ontario is estimated at 5,000, complete returns not yet having come to hand. At the moderate allowance of 1½ to each hunter, this would mean that 7,500 deer were killed. The Canadian Express Co. carried alone 2,372, an increase of 878 over last year. Taking into account the number killed by settlers, Indians and half-breeds, and by those hunters who did not have to express them to their homes, there could not have been less than 8,000 or 9,000 deer killed this season.

Capt. Fulton, of Victoria, B.C., has received orders for 4,000 barrels of herring from Australasia. Now he is looking for a schooner, fitted for the fishing trade, as he intends starting a herring-fishing industry, with Victoria as headquarters.

# It's a Pudding!

Ask your Wholesale House about

## Clark's Imperial Plum Pudding

Handsomely labelled.

Key taper tins.

Retails at 10c.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

# COCOA

## GRIMBLE'S English Malt Six GOLD Medals VINEGAR

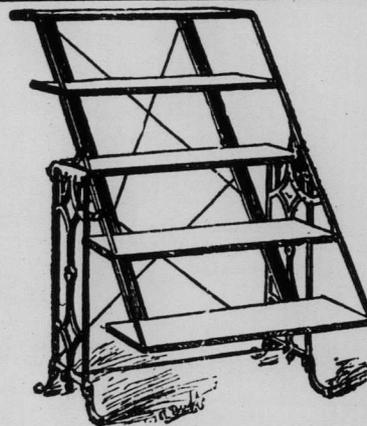
GRIMBLE & CO., Limited, London, N.W., Eng.

# HOLIDAY DISPLAYS.

Now is the time to plan.

You will soon be too busy to think.

Show the people what you have and sales will follow.



For window or store decorating they are unequalled.

Easily and instantly adjusted to any angle

Useful for many purposes, and always ready for use.

RETURNED JAN 26 1909 88.4/30

## BOECKH'S ADJUSTABLE DISPLAY TABLES

are what every up-to-date storekeeper requires to keep his goods prominently before the public. A card will bring full particulars.

UNITED FACTORIES, Limited,  
TORONTO, ONT.

## NOVA SCOTIA MARKETS.

Halifax, December 30, 1901.

THE last week's business in the grocery line has been a good one, especially, and for obvious reasons, in the retail department. The week just opening has prospects of being fair, at least until after New Year's, but merchants, both wholesale and retail, are now considering the results of the year's work in general rather than that for the few days until the close of the year.

\* \* \*

Books are now being sharply balanced, stock-taking in some instances has already commenced, and each particular firm will soon know just how they stand for the year's business. Though some may not find the year to have been a profitable one, this will be due rather to bad management than to the state of trade in the country, for certain conditions which gauge the country's prosperity as a whole read the right way.

\* \* \*

One of these gauges is the banking business. During the year the banks of Canada have loaned to the people \$328,000,000, while the people have loaned to the banks \$331,000,000. This has compelled the banks to invest in some other way than by loans to the people the \$3,000,000 difference; \$104,000,000, capital and reserve; and \$75,000,000 note circulation. This general sign of prosperity in business has affected Halifax equally with other places, and the grocery business has been no exception to the general rule. To show the position of Halifax, it may be stated that bank clearings for last week amounted to \$1,636,349.94 as against \$1,428,460.27 for the corresponding week last year—a gain of 13 per cent.

\* \* \*

Butter is still scarce in the market, especially the best grade of creamery, and the price still remains firm at 22 to 23c. wholesale, and 26 to 28c. retail. There is considerable cheese in the market, but the price is firm. Ordinary grades command 10c. wholesale, while best Septembers are held at 11c. Potatoes are plentiful, but not in so great demand as a week or two ago, as many have laid in their winter supply ex-vessel, imported from Prince Edward Island. The price, wholesale, now ruling is 40c. Sugar, with the recent reductions in the general market, has dropped about 1/4c. on the cwt.

\* \* \*

Turkeys, ducks, geese and fowls generally have been in the usual great demand during Christmas week, and will continue during this week to nearly the same extent. Turkeys are quoted at 12 to 13c.,

having risen one cent just previous to the Christmas sales; ducks and geese, 9 to 10c.; chickens 40 to 60c. per pair—prices wholesale. There does not seem to be enough raised in these lines in our own Province, and large quantities are imported from Prince Edward Island. The stock from there is not looked on so favorably as our own, as it is, as a general rule, not "pulled." With turkeys, for example, the head is either left on or cut off where the man suggested cutting off the dog's tail—close behind the ears. However, the quality of the Prince Edward Island stock somewhat makes up for this.

\* \* \*

The fish market remains steady at the prices formerly quoted. The lobster season has opened on the South Coast and Bay of Fundy, and reports from these districts show that the catch is good. The lobsters taken will principally be shipped alive to the Boston and New York markets by way of the Yarmouth steamers. Considerable quantities of fish from the shore ports are coming into Halifax by the local schooners, but the markets are not overstocked, and prices for the last two weeks have not changed to any extent.

\* \* \*

The fact that the 2nd Canadian Mounted Rifles are mobilizing here gives quite a boom to the grocery and provision trade. Up to last week there were about 600 in all here, and, with those arriving within the last two days and others on the way, there will be over 1,000. It is estimated that the maintenance of these will average nearly \$1 per day. To this must be added the keep of some 800 to 1,000 horses. Besides this, each man, no doubt, spends something—some more, some less. The contingent will leave in Halifax \$50,000 to \$100,000, outside of the transport outfit. This will affect generally every line of trade.

## PERSONAL MENTION.

Mr. M. F. Derby, general merchant, Selkirk, Ont., was in Toronto this week. He reports an immense Christmas trade, and trade in general is very good in his district.

## HIS ASSETS WILL BE SOLD.

Charles Plumb, who has been conducting a grocery store at 1,146 Yonge street, Toronto, made an assignment on December 19 to Richard Tew. On December 27 his creditors met at the chambers of the assignee, where a statement was submitted showing assets of about \$1,800, and liabilities approximating \$3,300. It was

decided that his assets should be disposed of, so the assignee was instructed to have the stock sold by auction.

## THE GROCERY CLERKS WILL DANCE.

The Montreal Grocery Clerks' Association is holding a swell dance in Norman's Hall, St. Catherine street, on Wednesday, January 15. Blas's Orchestra will supply the music, while Roncari will have complete charge of the refreshments. The committee in charge consists of Messrs. F. Dubord (chairman), A. Martel, G. N. Robert, H. Vezina and O. Quesnel, with J. B. Poirier as treasurer. Tickets for lady and gentleman can be obtained from any of the committee at 75c. each.

## CUBAN SUGAR STATISTICS.

ACCORDING to The New York Tribune, "the 16 years, 1853-68, have been called the 'golden age' of Cuba. In them the production of sugar rose pretty steadily from 322,000 to 749,000 tons, and the price averaged from 4 to 4.50 cents a pound. But the Spanish administration was perversely bad, intolerable burdens were laid upon industry and commerce, the rivalry of European beet sugar began to be felt, and in 1868 the Ten Years' Rebellion began. The result was to send sugar production down to 533,000 tons in 1878. This reduction of product helped, however, to keep up prices, and down to 1883 they remained at the figures mentioned. As the United States was levying a tariff of about 3 cents a pound on sugar, a large proportion of Cuban sugar went to the English market. A change occurred in 1883, when the United States adopted a new tariff, reducing the rate of duty on sugar to about 2 cents a pound. European beet sugar competition drove Cuban sugar largely out of the English market, and so it came to this country in vast quantities. But the price was steadily forced down to 3.61 in 1884 and to 2.67 in the disastrous year of 1885, from which, however, it rallied to 3.28 cents a pound in 1890. During these years the cost of production was somewhat reduced, and the amount produced rose in one year as high as 730,000 tons. The bulk of it came to the United States. A new era came in 1890, when the Spanish export tax of .80 of a cent a pound was abolished and the McKinley Bill established reciprocity and put sugar on the free list. The price did not change much, being 3.03 cents a pound in 1891, 2.93 in 1892, 3.09 in 1893 and 2.92 in 1894. But production increased enormously, to 815,000 tons in 1891 and more than 1,000,000 in 1894, and practically all of it came to the United States. Those were years of prosperity and contentment in Cuba. But in 1895 the Wilson Bill went into full effect. Reciprocity was abolished, the United States import duty and the Spanish export tax on sugar were reimposed, the price of sugar declined, as did also the production and the sales to the United States, and the Island burst into a revolution."

"NEVER B



Sold by all the

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"NEVER BECOMES DEAD STOCK."



# ST. CHARLES Evaporated Unsweetened CREAM

PAYS TWO HANDSOME PROFITS.

If you have kept in close touch with your customers and will look carefully through your books you will find that EVERY CAN OF **ST. CHARLES CREAM** sold has paid you two handsome profits; one in dollars and cents, and the other in satisfaction to your customers. Furthermore, when taking your account of stock closing the old year, you can figure all **ST. CHARLES CREAM** on hand as worth 100 CENTS ON THE DOLLAR, as it

"NEVER BECOMES DEAD STOCK"

Every CAN is guaranteed indefinitely until opened.



Sold by all the leading jobbing houses. Prices and full particulars promptly furnished upon application to the FOREIGN DEPARTMENT.

## St. Charles Condensing Co.,

Canadian Factory: INGERSOLL, ONT.

ST. CHARLES, ILLS., U.S.A.

### We cannot all go to South Africa, if we would.

But we that stay at home may show our patriotism by giving the products of Canada preference.

## Delhi Epicure Pork and Beans IN TOMATO SAUCE

## Delhi Tomato Catsup IS A HOME PRODUCT

AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

You can buy our goods cheaper and stand a chance of seeing your money again. Think the matter over and send your wholesale house a sample order. Specify Delhi. If your house don't keep the goods in stock write us direct.

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



# The THISTLE Brand

ARE

HIGH-GRADE

## TOMATOES - CORN - PEAS - Etc.

GUARANTEED SECOND TO NONE.

BRIGHTON CANNING CO.

## Commence the Year Well

by putting in a stock of **Kent Baked Beans**. The season is now here when the demand for this class of goods will be very brisk. You can largely increase your trade by supplying the goods that will be sure to please. If your wholesaler does not keep them write us direct.

## THE KENT CANNING CO., Limited, - CHATHAM, ONT.

## ROBERT SWAN'S ESTATE.

ROBERT SWAN, of Swan Bros., retail grocers, Toronto, who died November 3 last, left an estate worth \$88,299.04. It is apportioned as follows: Book debts and notes, \$1,207.78; moneys secured by mortgage, \$10,809.79; stocks, \$54,309.87; cash, \$5,088.92; one half interest in Swan Bros.' partnership, \$10,437.68; real estate, \$6,395. The realty is one-half interest in land and stables in the rear of 62 Duke street, \$445; same interest in No. 84 Woodlawn avenue, \$5,000; same interest in No. 61, \$450, and same interest in No. 43, \$500.

Mr. Swan's will was made on February 12 last, and appoints the brother, Henry, and the nephew, James Henry Swan, executors, and the sister, Janet Swan, executrix. The estate is to be sold, as soon as deemed advisable, to pay these legacies: \$1,000 each to the nieces, Mrs. Hugh Ritchie, Bertha, Edith and Beatrice Swan, daughters of the executor, within three months; \$25,000 is to be set aside, the income of which is to be given to the sister, Janet Swan, and after her death the principal is to be divided among the children of her brother Henry; the income of \$10,000 is to be paid to another sister, Susan Rough, and the principal, after her death, to her children.

The executors are to settle the partnership accounts and then give \$15,000 to the nephew, James Henry Swan. The brother, Alexander Swan, is given \$2,000 and an annuity of \$100. Mrs. Agnes Baxter, of Edinburgh, Scotland, gets £5 a year; she is Mr. Swan's aunt. In a year Wm. Prouting, Toronto, is to have \$500.

These bequests are made to charities; St. Andrew's Society, \$1,000 for a burying plot in Mount Pleasant Cemetery; Knox College, \$500; Northwest Presbyterian Mission and Deer Park Presbyterian Church, \$300 each; Hospital for Sick Children and Old Men's Home, \$200 each; Home for Incurables, Working Boys' Home, Combined City Charities, House of Providence, Upper Canada Bible Society, Tract Society, Salvation Army and St. John the Divine Hospital, \$100 each.

The residue of the estate goes to the brother, Henry Swan. The legacies to his children and to those of his sister, Mrs. Rough, are to be paid when each becomes 25 years of age.

## OPENED WITH AN "AT-HOME."

On the evening of December 28, the new factory of The Petrie-Taylor Magnet Cream Separator Co., Guelph, Ont., was formally opened by an enjoyable At-Home.

Over 300 guests were present, when a delightful musical programme was rendered and many speeches were made. Light refreshments were served and dancing was indulged in till the early hours of the morning.

## CALIFORNIAN FRUIT SHIPMENTS.

COMPARATIVE shipments of Californian fruit by rail and sea for a series of years, says Bradstreets, show that there has been a steady growth of total shipments of fruit from California, the most marked and steady increase being in shipments of citrus fruits, which increased from 34,209.6 tons in 1890 to 226,546.6 tons in 1900, an increase of 192,337 tons, or 562 2 per cent., the highest point being reached in 1900. Shipments of green deciduous fruits have not increased in like proportion, however. Although there has been a marked increase in such shipments since 1890, they have not materially increased during the past few years, shipments in 1900 being less than those of 1899, and but little larger than those of 1894.

Dried fruit shipments have had a very steady growth, total shipments amounting to 90,053.8 tons in 1900, against 32,237.5 tons in 1890. Shipments of raisins reached their maximum in 1898, in which year 47,796 3 tons left the State, against 20,561.1 tons in 1890. In 1899 and 1900 there was a considerable falling off in the shipment of raisins, about 36,000 tons being shipped in each of those years. Shipments of canned goods show many fluctuations; from 40,060.9 tons in 1890, they decreased to 31,626.3 tons in 1893, and with numerous fluctuations finally reached 75,556 9 tons in 1900, the highest point in the entire period. The following table shows by years the total shipments by rail and sea of each kind of fruit out of California from 1890 to 1900:

| Years.    | Varieties of fruit in tons. |                |               |          |                | Totals. |
|-----------|-----------------------------|----------------|---------------|----------|----------------|---------|
|           | Green deciduous fruits.     | Citrus fruits. | Dried fruits. | Raisins. | Canned fruits. |         |
| 1890..... | 34,042                      | 34,209         | 32,297        | 20,560   | 40,060         | 161,170 |
| 1891..... | 50,548                      | 46,921         | 32,919        | 22,779   | 32,895         | 185,563 |
| 1892..... | 59,374                      | 34,857         | 29,762        | 26,673   | 55,273         | 205,941 |
| 1893..... | 80,112                      | 80,757         | 45,386        | 37,409   | 31,626         | 275,291 |
| 1894..... | 90,692                      | 58,964         | 51,828        | 46,954   | 60,352         | 308,791 |
| 1895..... | 66,254                      | 115,825        | 61,386        | 46,390   | 41,395         | 331,252 |
| 1896..... | 57,638                      | 99,156         | 48,522        | 34,434   | 45,546         | 285,298 |
| 1897..... | 72,350                      | 98,547         | 75,159        | 39,065   | 73,464         | 358,587 |
| 1898..... | 69,732                      | 180,658        | 76,662        | 47,796   | 52,219         | 427,069 |
| 1899..... | 95,943                      | 131,916        | 46,925        | 36,008   | 75,240         | 427,034 |
| 1900..... | 91,776                      | 226,546        | 90,053        | 36,017   | 75,556         | 519,351 |



## TRADE NEWS.

A SMALL consignment of apples infected with both the San Jose scale and the larva of the codlin moth was seized at Vancouver, by Inspector Cunningham, and condemned. The apples were of the Lady variety, and were imported for the Christmas trade by the merchants. They will either be cremated, or else sent back to California.

Ernest E. Burnham, late of Burnham & Holdsworth, has opened up a business at the "Central" grocery, Digby, N.S.

Gordon B. Drake, of Trafalgar street, London, Ont., has bought out the grocery stock of F. H. Ball, on the Hamilton Road, London.

Christie, Brown & Co., Toronto, have appointed A. F. Randolph & Sons, Woodstock, N.B., sole agents for their biscuits for Victoria, York, Carleton, Sunbury and Northumberland counties, New Brunswick.

The Canada Flour Mills Co., Chatham, Ont., are asking the city council there, to fix the assessment at \$10,000 for a stated period, as they propose large improvements to their property.

Any Shape, all Processes, for any purpose, from 1 to 17 Colors.

## LABELS

STOCK LABELS for Maple Syrup, Preserves, Liquor, etc.

LEVY & CO., 19 Leader Lane. TORONTO.

## The Long Distance Telephone

IS THE...

IDEAL RAPID TRANSIT.

Long distance equipment increases the speed, and cuts down overtime charges.

The Contract Department will furnish particulars.

## THE BELL TELEPHONE CO. OF CANADA.

## THE MOUTH WATERS

when reading our cook book, but to taste buns and pastry made with

## Dwight's Cow Brand Soda

—that's the test!

Ask your customers about it.

## JOHN DWIGHT &amp; CO.,

34 Yonge St., TORONTO.

Agencies in all leading centres.

CANADIAN AD  
E. DESBARA  
MONTREAL

BOOTH  
BIG  
OVAL  
OYSTER  
FRESH  
FISH

TRIA

M. DOY  
The Marl

PE

Write us f  
Flour, Bran  
specialty.

GEO. B. JONI  
M

H

F.

CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

|                                                                                                |                                                                   |
|------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|
| <b>BOOTH'S<br/>BIG<br/>OVAL<br/>OYSTERS</b><br><br><b>FRESH<br/>FISH</b>                       | Extra Standard<br><b>\$3.00</b><br>per pail, Imperial<br>measure. |
|                                                                                                | All kinds always on<br>hand. Prompt ship-<br>ment guaranteed.     |
| TRIAL ORDER SOLICITED.<br><b>M. DOYLE FISH COMPANY</b><br>The Market, Limited<br>TORONTO, ONT. |                                                                   |

**PERTH**  
**ROLLER  
MILLS**

PERTH, ONT.

Write us for prices of the best grades of  
Flour, Bran, Shorts, etc. Mixed cars a  
specialty.

**JOHN HAGGART,**  
Proprietor.  
GEO. B. JONES,  
Manager.

Established 1862.

**E. THOMPSON & CO.**  
LIVERPOOL,  
... ENG.

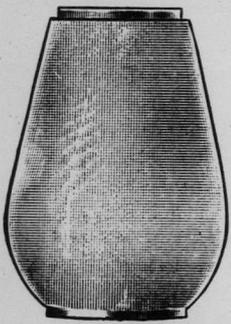
Offices—11 Victoria St.  
Warehouses—48-52 Thomas St.

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

REFERENCE—Canadian Bank of Commerce.

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

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

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

**BRITISH BUSINESS CHANCES.**

Firms desirous of getting into communication  
with British manufacturers or merchants, or who  
wish to buy British goods on the best possible  
terms, or who are willing to become agents for  
British manufacturers, are invited to send partic-  
ulars of their requirements for

**FREE INSERTION**  
in "Commercial Intelligence," to the Editor  
**'SELL'S COMMERCIAL INTELLIGENCE,'**  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over  
the United Kingdom amongst the best firms. Firms  
communicating should give reference as to bona  
fides.

N.B.—A free specimen copy will be sent on re-  
ceipt of a post card.

**Jelly That "Jells."**

A lady in a grocery store  
was once heard to ask for some  
jelly powder "that would jell." She  
meant a powder that would make  
a good firm jelly, not the kind that  
falls to pieces, or in other words,  
that won't jell.

**N. & B. Jelly Powder.**

Is warranted to "jell" and is  
delicious and wholesome into the  
bargain. You may depend on it,  
your customers will be more than  
satisfied.

**Nicholson & Brock**  
TORONTO.  
(A Sample Free)

**Have a Look at Our Factory**

---

**W**E don't pretend to have the largest in Canada, or do we claim to do up more  
goods than any other.

But we do claim to have a model canning factory, built with all the latest  
and most modern improvements and ideas, up to-date in every particular, special  
attention being paid to sanitary conditions. Our motto is **QUALITY**, and

**QUALITY TALKS.**

Our processer is an expert. He commands a high salary, and his goods tell the story.  
Have you ever sold them? If not, order your wholesaler to send a sample order.  
Travellers may push some other brand. Some need pushing; ours don't.

---

**F. R. LALOR CANNING CO.,** **Dunnville, Ont.**  
Limited

## MANITOBA MARKETS.

Winnipeg, Man., December 30, 1901.

THE weather for the week has been almost ideal—mild enough for everyone to get round comfortably—cold enough to prevent winter clothes being a burden. Christmas Day was bright and sunny and there was much driving and skating on the river and in the rinks.

Trade for Monday and Tuesday was very brisk, but since then has been very quiet, indeed, and probably will show little revival until the new year is fairly in, when there are likely to be some change in prices. Sugar declined 10c. during the week but is up again this morning to its old figure. The market is unsteady and there will probably be further changes.

FLOUR.—The demand is very good and prices are without change, the Ogilvies still quoting an advance of 10c. and the Lake of the Woods remaining at the old figure. Prices are: Ogilvie's Hungarian patent, \$2.10; Glenora patent, \$1.95; Alberta patent, \$1.75; Manitoba, \$1.55; Imperial XXXX, \$1.35; Nestor, \$1.20; Lake of the Woods Five Roses, \$2; Red patent, \$1.85; Medora, \$1.45; XXXX, \$1.25.

CEREALS.—There is not a single change to report in this market. There is a steady consumptive demand to report in all lines. Rolled oats, in 80-lb. sacks, \$2.40; in 40-lb. sacks, \$1.22½; in 20-lb. sacks, 63c.; standard and granulated oatmeal, \$2.90. Rolled wheat is without change at \$2.30. Cornmeal is very firm at \$2. Split peas have advanced, and are now quoted at \$2.75 to \$2.80. Beans are in nominal demand at \$1.90 for prime medium.

SUGAR.—On December 24 a drop of 16c. per cwt. was announced, but on Saturday morning prices went back to the old figures. Extra standard granulated, \$1.95; ground, \$1.40; powdered, \$6.65; lump, \$6.40 to \$6.65; bright yellow, \$1.30.

SYRUPS.—No change can be reported in this line either. The demand is steady. Extra bright, per lb., 3 to 3½c.; medium, per lb., 2½ to 3c.; maple, case 1 doz. ½ gal. tins, \$6.75 to \$7; glucose, bbls., 3½c. per lb.; do., ½ bbls., 3½c. per lb.; molasses, per gal. (New Orleans), 35 to 38c.; do., Porto Rico, 45 to 46c.; do., Barbados, 55 to 57½c.

DRIED FRUITS.—This market is practically dead for the moment, but new prices are likely to be current next week.

FISH.—The situation in regard to haddies and herrings has not improved, and the demand is rather over the supply at the present time. No change of price has occurred. Haddies have seldom been so high in price at this season, being still quoted at 10c. Labrador herring, \$4.

CURED MEATS.—The market is firm

but slow and there is no change in prices. Smoked meats—Hams, 13½c.; breakfast bacon, bellies, 14½c.; breakfast bacon, backs, 14½c.; spiced rolls, 11½c.; shoulders, 10½c. Dry salt meats—Long clear bacon, 11c.; shoulders, 9½c.; smoked long clear, 12c.; boneless, 12½c.; backs, 11½c.

LARD.—Lard, 20-lb. pails, pure stn. ren., \$2.40 to \$2.60; lard, pure, in 3, 5 and 10-lb. tins, per case of 60 lb., \$8.40; lard, pure, tierces, per lb., 12½c.; lard, 50-lb. tubs, \$6.40; lard, compound, 20-lb. pails, \$2 to \$2.35.

GREEN FRUITS.—The market is quiet after the Christmas demand but will revive before New Year's, as there is always a heavy fruit consumption here for the new year. Prices are without change. Apples, \$5.50 to \$6.50; Washington apples, \$2.00 per box; Californian navel oranges, \$4 to \$5.25, according to size; Mexican oranges, \$4.50 to \$5 per case; Japanese oranges, \$1 per box; pears, Winter Nellis, \$3; bananas, per bunch, \$3.50 to \$3.75; lemons, \$5.25; Malaga grapes, 88 per keg; cranberries, \$10 per bbl.; coconuts, \$1 per doz.

BUTTER.—The scarcity of butter is becoming more apparent every day, and there was never a time when so little was being received. No adequate cause, either, is assigned for the shortage. The receipts of creamery bricks are limited to a few hundred pounds per week, which job at 25c. The receipts of dairy, fresh and sweet, are not much larger, while the demand is very heavy. It is difficult to quote an exact market, but the best grade of dairy butter is jobbing at 20c.

CHEESE.—Very little Manitoba-made remains and is now principally in the hands of the retailers. The price is 11c. for Manitoba and 10½c. for Ontario.

EGGS.—Hen fruit is chiefly conspicuous by its absence and just now guaranteed new laid retail at 50c. per dozen. Ontario fresh gathered are worth 27c. and Manitoba fresh gathered, when any can be got, 30c.

## ORILLIA AS A SUMMER RESORT.

The Orillia Board of Trade is already preparing for its summer work of extensively advertising that town as a pleasant and attractive summer resort. The Grand Trunk Railway will get out 15,000 of their Orillia and Couchiching folders, through the efforts of the board. Besides, 5,000 guide books for Orillia have been contracted for with Desbarats & Co., of Montreal, and the usual space in Smily's Summer Resort Guide, has been taken. Altogether there will be distributed over 20,000 beautifully illustrated booklets, attractively gotten up, dealing exclusively with the natural advantages for tourists and others offered by Orillia and the surrounding district. The usual amount of newspaper advertising will also be done.

Include with first order from wholesale grocer a trial lot of

**H AND H**  
TRADE MARK

the unequalled cleaner. Steady growth, **seasonable**, well advertised, and have letters daily from consumers.  
34 Yonge Street, Toronto.

## POULTRY

I have the trade, and can command big prices. I want all your **Butter, Eggs, Potatoes, Apples, Cheese, etc.** Consignments receive personal attention. Correspondence solicited.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.  
Wholesale Produce and Commission Merchant.

## "Imperial" Brand PEARS

are as good as any, and a good deal better than some other brands. Why? Because we use good fruit and preserve it the right way. That's why.

IMPERIAL CANNING CO.,  
KINGSVILLE.

## FISH! FISH!

In stock a full line of the following first-class goods:

British Columbia Frozen Salmon;  
Frozen Halibut; White Fish and Trout,  
in ½-bbls.; Mackerel, in kits; Fletched  
Cod, 100-lb. boxes; Labrador Herrings,  
Oysters, Finnan Haddies, etc.

SEND IN YOUR ORDERS.

**WHITE & CO.**  
TORONTO

Toronto Fruit Merchants.

## FANCY NAVEL ORANGES

We have the fancy "Camellia" Brand again and they are sound, juicy and sweet.

New Messina Lemons, Florida Oranges,  
Malaga Grapes, Dates, Figs, Nuts.

Mail orders a specialty.  
Send us your Xmas Order.

**HUSBAND Bros. & Co.**

82 Colborne St., TORONTO.

## ORANGES

EX. FANCY "LION" BRAND NAVELS  
FLORIDA ORANGES  
JAMAICA ORANGES  
MEXICAN ORANGES  
VALENCIA ORANGES

MESSINA AND CALIFORNIA } LEMONS

Get our prices before placing  
Holiday Order.

**CLEMES BROS., TORONTO**

**CANADIAN**

This list is corrected cities of Montreal, Toronto publication, and are of det on the usual ter page 34.

Goods in large lots All quotations for st call daily upon all the le

## BUTTER, CHEESE AND EGGS

Dairy, choice, large ro pound blo  
" tubs, best.  
" tubs, inferi  
Creamery, boxes.....  
prints.....  
Cheese, new, per lb.....  
Eggs, new laid, per doz

## CANNED GOODS

Apples, 3's.....  
gallons.....  
Asparagus.....  
Beets.....  
Blackberries, 2's.....  
Blueberries, 2's.....  
Beans, 2's.....  
Corn, 2's.....  
Cherries, red, pitted, 2' white.....  
Peas, 2's.....  
" silted.....  
" extra sifted.....  
Pears, Bartlett, 2's.....  
" 3's.....  
Pineapple, 2's.....  
Peaches, 2's.....  
" 3's.....  
Plums, green gages, 2' Lombard.....  
" Damson, blue.  
Pumpkins, 3's.....  
" gallon.....  
Raspberries, 2's.....  
Strawberries, 2's.....  
Succotash, 2's.....  
Tomatoes, 2's.....  
Lobster, talls.....  
" 1-lb. flats.....  
" ½-lb. flats.....  
Mackerel.....  
salmon, sockeye, Fra North  
" Hora  
" Cohoes.....  
Sardines, Albert, 4's  
" 2's  
" Sportsman, 1/2  
" key opener,  
" P. & C., 4's  
" Domestic, 4's  
" Mustard, 4's  
" 50 tins, per l  
Haddies.....  
Kipper Herrings.....  
Herring in Tomato t

## CANDIED PEARS

Lemon, per lb.....  
Orange, ".....  
Citron, ".....

## GREEN FRUITS

Oranges, California, 1 pe  
Lemons, Malaga, pe  
California  
Bananas, Firsts, per  
Apples, per bbl.....  
Coconuts, per 100  
Malaga grapes, per k  
" Jersey, Cape Co  
Sweet Potatoes, per

## SUGAR

Granulated St. Law'c  
granulated, Acadia  
Paris lump, bbls. and  
" in 50-lb. l  
Extra Ground Ice  
Powdered, bbls.....  
Phoenix.....  
Cream.....  
Extra bright coffee  
Bright coffee.....  
No. 3 yellow.....  
No. 2 yellow.....  
No. 1 yellow.....





# A good little stock to select from.

- 1,724 packages Japan Tea leaf, all grades, all qualities, all prices, basket fired, sundried and pan fired.
- 246 packages Fannings and Siftings, in half chests, loose and 1-lb., 3 lb., and 5-lb. packages.
- 735 packages Gunpowders, Moyune and Ping Sueys—Imperial, Pea Leaf, and Pin Head—half-chests and boxes.
- 218 packages Young Hyson, Moyune and Ping Sueys—Sow Mee Points, firsts and sifted.
- 40 chests, Ceylon Green—3 grades, 3 prices—15c., 17½c. and 20c.
- 412 half-chests China Black Ning Chow, Pecco, Monings, etc.
- 1,136 boxes China Black Packling, all qualities and prices.
- 342 packages Ceylon and Indian Black, from the low grades up to the finest and best golden-tipped Orange Pekoe.

**4,853**

Also a large stock of Green Coffees and fine Spices of all sorts.

Can't I suit you with such an assortment? Just you try me by asking for samples and prices. You'll find that I am your man.

**A SLAP-BANG BARGAIN**—2 little lines bought from a man in the country who was loaded:

**70 half-chests Siftings, strong liquor, at 4½c**  
**40 " Moyune Young Hysons, at 12½c.**

**"NECTAR" TEA**—The perfection of all blends—is making more friends every day. Lead packets and sealed tins, at 20c., 25c., 36c. and 45c.

**MADAM HUOT'S COFFEE**—The gem of all Coffees—is gaining ground all the time. You are not up to date if you have not this delicious Coffee in stock. 1 lb. tins, 31c.; 2 lb. tins, 30c. per lb.

**"CONDOR" TEA**—A natural leaf Japan Tea of fine aroma and bright liquor—2 qualities, 2 prices—in lead packets. 19c. to retail at 25c., and 27½c. to retail at 40c.

**"CONDOR" MUSTARD**—A blend of American and English seeds, has the most strength, the finest flavor, is the only pure Mustard. Try it. 12-lb. boxes, ¼'s, 35c. per lb.; ½'s, 33c. per lb.; 1's, 32½c. per lb.

SPECIALTY OF HIGH-GRADE GOODS IN TEAS,  
COFFEES, SPICES AND VINEGARS—WHOLESALE.

**E. D. MARCEAU,** 281-285 St. Paul Street,  
**MONTREAL**

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## THE PROVISION TRADE.

The Markets—The Provision Trade in Glasgow—Miscellaneous Notes.

### THE PROVISION TRADE IN GLASGOW.

At the annual dinner of the Glasgow Provision Trade Association, Mr. William Letham, Edinburgh, in proposing the toast of the evening, said that the provision trade of Scotland really began about fifty years ago, and since then there had been a constant stream of the world's products to her shores. In the first days the supplies came from the Continent, but latterly the chief supplies had come from the United States, Australia, and last, but not least, from Canada—that land of snow and first-class provisions. (Applause.) He was glad to record that those engaged in the grocery trade of the present day were better educated and conducted their business on more scientific lines than 50 years ago. But that fact had increased competition, and he feared that they must look for an extension of that competition. However, competition on legitimate lines was not a bad thing—(hear, hear)—and it could be best faced by an increased knowledge of trading practices. (Applause.)

The chairman, in responding, remarked that the past year in the Glasgow provision trade had been one of considerable difficulty and anxiety. While the volume of business had been satisfactory enough, profits had been small. But he believed they had only been suffering from one of those cycles of dull trade which overtook all branches. At the same time, they occupied a somewhat unique position as compared with others, for it could not be said that their trade was a creature of fashion. (Laughter.) Scotland was the only part of the Kingdom where it could be said that the foreigner had not gained a footing in the distributing business of the provision trade. Referring to the Produce Exchange at Glasgow, he held it enabled them to do their business more expeditiously and to better advantage than was possible before. The Scotch Provision Association was the voice of the trade, and collective action through its channels enabled them to settle disputes without having recourse to law, and it provided a flood of trade information not to be got otherwise than through the trade press. During the year their association had given evidence before two Government Commissions—the inquiry on market reports and on butter standards. He called attention to the blue book issued last week which contained the report and recommendations

of the Butter Preserve Commission, in which they saw justification of their recommendation regarding the use of preservatives in butter.

### MUST HAVE COLD STORAGE.

No fast steamship line to Great Britain is to be subsidized by the Canadian Government unless an adequate system of cold storage is installed by the company for Canadian perishable food products. This is the statement made by the Hon. Sydney Fisher.

### DONATE \$520 FOR PRIZES.

The Ontario Pork Packers' Association have donated \$520 towards the prize list of the Provincial Winter Fair, at Guelph, Ont., by way of showing their appreciation of its work in improving the quality of hogs. J. W. Flavelle, of the William Davies Co., in forwarding that company's quota to Secretary Westervelt, says: "In common with all others who visited Guelph, I think the work performed by this organization of very great value to the country." P. Paton, of the Collingwood Meat Co., writes: "The show was most creditable in every respect, and is certainly a great educator." C. C. L. Wilson, of the Ingersoll Packing Co., remarks: "You certainly ought to be proud over such a show, and you must get more room for another year or you will not be able to accommodate the people."

### THE PROVISION MARKETS.

#### TORONTO.

Western and northern hogs still continue high, the prices for them in some cases being 25c. higher than last week, so they are now selling at \$7.90 to \$8.15 per 100 lb. On the local market fresh hogs, beef, lambs, and veal are quiet on account of the holiday season. The prices are unchanged. We quote as follows: Dressed hogs, \$8.10 to \$8.25; beef carcasses, \$5.50 to \$6.50 per 100 lb.; hind quarters, \$6 to \$7 per 100 lb.; front quarters, \$4.50 to \$5 per 100 lb. Veal, 6 to 7½c. per lb.; lambs, 6 to 6½c. Live hogs: Selects, \$6.50, and lights \$6 per 100 lb.; choice export cattle bring \$4.75 to \$5 per 100 lb.; lights sell at \$4 to \$4.50.

In sympathy with the prevalent high prices of fresh pork, hog products continue firm with an upward tendency. The demand is quiet. We quote as follows:

Long clear bacon, 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11½c.; medium hams, 13½c.; large hams, 12½ to 13c.; shoulder hams, 11c., and backs, 13½ to 14c.; Canadian heavy mess pork, \$19.50 to \$20; short cut, \$21.00 to \$22; lard, in tierces, 11c. per lb.; tubs, 11¼c., and pails, 11½c.

#### MONTREAL.

The provision market is steady to firm. Business is only fair this week. We quote: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$23.25 for heavy and \$22.75 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 12 to 13c.; bacon, 15c.; lard, pure Canadian, \$2.25 per pail; refined lard compound (Fairbank's), \$2.02 for 1 to 24 pails; \$2.00 for 25 to 49 pails; \$1.99 for 50 pails and over. Snow White and Globe compound, \$1.72½ per pail; Cottolene, 10¼c. for 20 lb. pails, and 10¾c. for 60 lb. tubs, for Quebec and Ontario.

#### ST. JOHN, N. B.

Pork, while very high, has not been advanced during the week. The stock of barrelled goods is very light and the sale is small. Barrelled beef is dull. In fresh, there is a good sale. Much goes into the woods at this time. Lard is firmly held.

#### PROVISION NOTES.

Schonland & Barr, sausage-makers, Montreal, have dissolved.

E. Buckley succeeds J. H. Donalds & Co., provisions, etc., Sydney, C.B.

Edmond Pouget, cooked meats, etc., Ottawa, Ont., had his premises damaged by fire; insured.

E. R. C. Clarkson has been appointed permanent liquidator of the Toronto Cold Storage Co., Toronto.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

**Eggs, Butter,  
Cheese, Poultry.**

**D. GUNN, BROTHERS & CO.**

78-73-80 Front St. E. - TORONTO.

### CONSIGNMENTS

of EGGS, BUTTER, CHEESE, etc.,  
will receive our careful attention.

Write us when you have Eggs and  
Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

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The demand for

**REGISTERED**  
*Bow Park*  
**BRAND**  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
**BRANTFORD, ONT.** LIMITED

THE NEWEST THING ON THE MARKET IS

**REGISTERED**  
*Bow Park*  
**BRANDS**

**CREAM CHEESE**

Finest Flavor and we will Guarantee its Purity.

**Retails at 10 cents.**

Prepared by

**Shuttleworth & Harris,**  
**BRANTFORD, CAN.**

Toronto Agents:

THE WM. RYAN CO., Limited, FRONT STREET EAST.



There are  
no finer

**HAMS**

made than the

**"STAR" Brand**

Put up by

**F. W. FEARMAN CO.,**  
**HAMILTON, CANADA.** Limited

**Sugar Cured Hams and  
Breakfast Bacon.**

We produce something superior in this line---mild and full flavored. Meets the requirements of the most exacting trade.

**TRY SAMPLE SHIPMENT.**

**The Park, Blackwell Co.,**  
LIMITED.

**TORONTO, ONT.**

**A SUCCESSEUL VENTURE.**

That consolidation, of which we read so much these days, is a powerful economizing agent, even when adopted on a small scale, has been well illustrated this past year in the virtual amalgamation of two of the largest Canadian wholesale provision houses, D. Gunn Bros. & Co., of Toronto, and Chas. Langlois & Co., Montreal. The businesses are still run separately, the latter firm's style being changed to Gunn, Langlois & Co., but they are under the one management, that does not allow the interests of the two establishments to clash. The Toronto business remains under the control of Mr. Andrew Gunn, considered one of the shrewdest men in the trade, while the Montreal house is in charge of Mr. John A. Gunn, who is reputed to carry an old head on young shoulders, and Mr. Charles Langlois, who has bought and sold butter and eggs under his own name since 1881, and is probably the best known commission man in the Province of Quebec. The consolidation of an immense Canadian and export commission trade under these three stalwarts has been one of the events of the year, and that the venture has proven a pronounced success will be important news to the trade.

Such a firm, if we regard the whole as one, is possessed of immense advantages. It can gather and distribute goods economically and keep in touch with all parts of the Dominion, as well as its two most important markets. It can provide itself with the best facilities. Gunn, Langlois & Co. have the only private cold-storage plant in Montreal, in addition to their extensive ice-refrigerator plants for their pickled-egg business. Into this cold storage all goods are placed immediately on arrival, nothing being kept hanging about in the warehouse awaiting a purchaser. This is important in all lines of provisions, but more particularly in the case of poultry. They are also in a position to employ the best shipping facilities; in Montreal they have a warehouse right beside the dock and within a stone's-throw of Bonsecours market.

Speaking of this Montreal firm, it might be interesting to our readers to know that, although in the provision business so long, and although he has been successful enough to take life easy, Mr. Langlois gets down to the office every morning between 5 and 6 o'clock. He's an early bird, and has caught quite a number of worms. When he started business he inaugurated a system of giving his men table board in his St. Paul street warehouse; this free dining table is still set for the men in the establishment twice a day by the firm's own chef—something, we dare say, unique in the Canadian commission business.

**NEW YEAR 1902**

Merchants will please bear in mind that fine quality is what is aimed at in

**COWAN'S**

PERFECTION COCOA.  
ROYAL NAVY CHOCOLATE.  
CAKE ICINGS.  
CHOCOLATE CREAM BARS.  
CHOCOLATE GINGER, WAFERS, Etc.

**COWAN'S FAMOUS BLEND COFFEE**

IS REALLY PERFECTION.

**THE COWAN CO., Limited, - TORONTO.****All Bacon and Hams**

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

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

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



Registered Trade Mark Brand  
Found on all our Bacon and Hams.

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

All first-class Grocers and Provision dealers should handle the

**“L. & S.” and  
“Imperial”**

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

The best and most favorably known brands on the market. They are delicious and appetizing. Once used, always used.

**Fowler's Canadian Company, Limited,**

**Pork Packers and Exporters, HAMILTON, CANADA.**

Fowler's Packing Houses: Chicago, Ill., Omaha, Neb., Kansas City, Kan., Hamilton Can.  
New York Office: Produce Exchange Building, N.Y.  
Fowler's English Houses: Fowler Bros., Limited, Liverpool, Eng. Fowler Bros., Limited, London, Eng.

**The L. & S. Rosemary Company, Limited,**

Manufacturers of Jams, Jellies, Cocoa-nut, Extracts, Baking Powder, Vinegars, Pickles, etc.  
**22 McNAB STREET SOUTH, HAMILTON, CAN.**

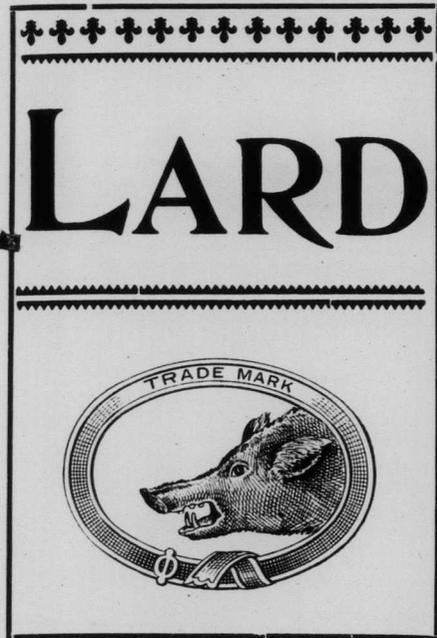
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So many merchants who have not tried **Fairbank's Boar's Head** brand of **Refined Lard Compound** say, "I have tried other brands of compound lard." We want to make such merchants a present of a pail of our **Boar's Head** brand, conditionally that they will give it a test in their own homes; just to prove to them that there is as much difference between **Fairbank's Boar's Head** brand of **Refined Lard Compound** and other compounds as there is between low grades of tallow and the choicest butter.

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

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

# THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

Annual Sales  
Exceed  
33,000,000 lbs.



Grand Prix  
Highest Award,  
Paris 1900.

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**

ESTABLISHED 1869

**Geo. Stanway & Co.**

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

**Warren Bros. & Co.**

Wholesale Grocers  
Coffee Importers . .  
Etc. . . . .

**35 AND 37 FRONT ST. EAST  
TORONTO.**

**ROWAT'S**

Rowat's Pickles give  
the consumer good value  
—the grocer, good profit.

**PICKLES**

SELLING AGENTS:

Snowdon & Paterson,  
449 St. Paul St., Montreal.

F. H. Tippet & Co.,  
10 Water St., St. John, N.B.

C. E. Jarvis,  
Holland Block, Vancouver, B.C.

**A LITTLE ADVERTISEMENT ....**

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

**TO LIVE GROCERS ONLY**

We are putting up and are having a **LARGE SALE** on our famous

**"VICTORIA CROSS" CEYLON TEA**

BLACK and MIXED.

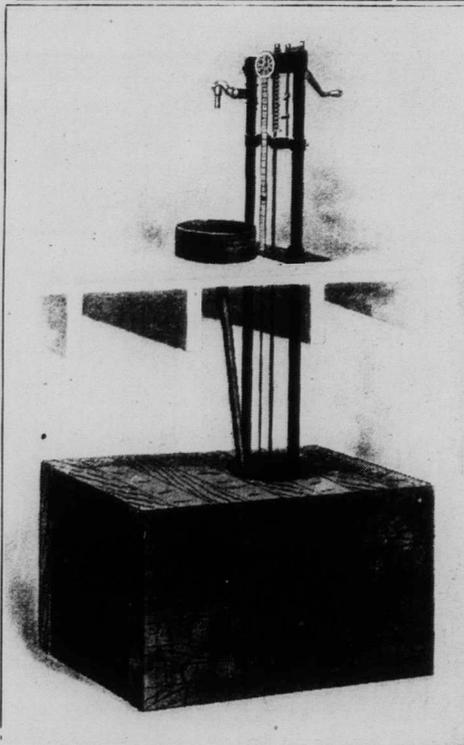
Every package guaranteed finest grade grown. 25 40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

**J. F. SMYTH & CO.**  
Tea Packers. WINDSOR, ONT.



**1902 START RIGHT 1902**



BASEMENT OUTFIT

**BOWSER OIL TANKS**

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and Measure Accurate Gallons, Half-Gallons and Quarts at a Stroke. Fifty Different Styles.

**S. F. BOWSER & CO.,**  
65 Front St. East, TORONTO.  
Factory, FORT WAYNE, Ind.

There is always a "Right Place" to "start." No matter what you are trying to accomplish, and a "right start" is of great value to you. If you retail oils and handle them with the expectation of realizing a profit, which you certainly do, "start right" by equipping your store with a

**BOWSER**  
3 Measure Self Measuring OIL TANK

The New Year of 1902 is at hand and this is a good place to "Start Right." If you have been wrong, Get Right. Send for Our Catalogue; let us tell you how we can help you to start right. In the meantime we wish you

"A Happy New Year" and will do our best to make it a Prosperous New Year.

# CEYLON TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**G**URNEY & CO., general merchants, Acton, Ont., have assigned to R. J. McNabb.

W. A. Jamieson, grocer, Victoria, B.C., has compromised at 37c. on the dollar.

Donald Gillis, flour and tea merchant, Port Hood, N.S., is asking for an extension.

Jas. A. Bolesby, general merchant, Kintore, Ont., has assigned to Archibald McPherson.

The creditors of F. D. Peters, general merchant, Whitewater, Man., held a meeting recently.

J. Arthur Van Tasse, barber and tobacconist, Digby, N.S., has assigned to the Bank of Montreal.

R. G. Gaucher, grocer and dry goods merchant, Huberdeau, Que., is offering 25c. on the dollar cash.

Frank Law, barber and tobacconist, Montreal, has assigned. His creditors held a meeting on December 30.

Wilkes & Michaud have been appointed curators of The MacKinnon Tea Co., Montreal. The creditors met on December 26.

W. J. Robinson has been appointed liquidator to wind up The British Columbia Wholesale Liquor Co., Limited, Rossland, B.C.

C. J. Major has been appointed provisional liquidator to wind up The Carlisle Packing and Canning Co., Limited, Vancouver, B.C.

George D. D'Entremont, general merchant, Yarmouth, N.S., has assigned to the official assignee, and his creditors will meet on January 6.

Charles Plumb, grocer, Toronto, has assigned to Richard Tew, and at a meeting of his creditors on December 27, the assignee was instructed to sell the assets.

## PARTNERSHIPS FORMED AND DISSOLVED.

Geo. Giguere & Cie., restaurant, etc., Montreal, have dissolved.

George C. Brown, general merchant, Port Maitland, N.S., has admitted as partners Harry R. Brown and George C. Curry.

T. H. Cairns & Co., wholesale tea merchants, etc., Winnipeg, Man., have dissolved. J. C. Kavanagh retires while T. H. Cairns continues.

Hyman Epstein and Philip Ein have registered as partners in a general store, at Louisburg, N.S., which they will conduct under the name of Epstein & Ein.

## SALES MADE AND PENDING.

Frank A. Small, tea merchant, Victoria, B.C., is selling out.

The Darlington Union Butter and Cheese Factory, Courtice, Ont., is advertised for sale.

The stock of liquors of H. W. Hutson & Co., Windsor, Ont., is advertised for sale by tender.

H. E. Boulaine's stock of general merchandise, Les Grandes Berferones, Que., has been sold.

The stock of A. R. Dionne & Co., general merchants, Mille Vaches, Que., has been sold at 47c. on the dollar.

The stock of A. M. Bechard, general

merchant, Beauce Junction, Que., has been sold at 66½c. on the dollar.

## CHANGES.

W. Pickard succeeds Chappell & Warren, grocers, Sydney, N.S.

F. W. Ball, grocer, London, Ont., has sold out to Gordon Drake.

The Inverness Canning Co., Inverness, B.C., has sold out to J. H. Todd & Sons.

B. A. Reeves, confectioner, etc., Phoenix, B.C., is succeeded by G. S. McKenzie.

Miss W. Lacombe has registered under the name of W. Lacombe & Co., grocers, Montreal.

Mrs. P. Denis has registered for Denis & Lemaire, general merchants, St. Cesaire, Que.

J. M. Fortier, Limited, manufacturer of cigars, etc., Montreal, has registered as incorporated.

W. E. Smith is successor to the store business of W. E. Piggott, who conducts a general store and a flour and feed business at Kingston Station, N.S.

The Lawrence A. Wilson Co., Limited, Montreal, wholesale liquor importers, have registered as incorporated.

J. B. Paquette, general merchant, Riviere a Pierre, Que., has had his stock sold at 61c. on the dollar to J. Lapointe, St. Charles, Bellechasse, Que.

## FIRES.

C. Chaperon, grocer, Montreal, has been burned out. His stock was partially insured.

Walter Barley's stock of tobaccos and cigars, at Montreal, were damaged by fire; they were insured.

Alex. Sauroil, general merchant, Montebello, Que., was burned out. His stock was only partially insured.

## DEATHS.

J. A. Pelletier, grocer and liquor merchant, Montreal, is dead.

John Murtagh, grocer and liquor merchant, Campbell's Bay, Que., is dead.

## NORTHWEST TRAVELLERS.

**T**HE annual meeting of the Northwest Commercial Travellers' Association at Winnipeg resulted in the following being elected as officers for the ensuing year:

President—F. M. Morgan.  
Vice-President—R. M. McGowan.  
Directors—G. F. Bryan, F. H. Agnew, J. I. Tomlinson, F. C. Fahey, J. M. Lamb, F. Drewery, H. W. Hutchinson, F. H. Nesbitt and E. H. Taafe.

British Columbia—Vice-president for Vancouver, J. Beveridge; directors, E. Taylor and P. Walkin. Vice-president for Victoria, H. H. Welsh; director, C. W. Adams. Director for New Westminster, J. A. Cunningham. Director for Kootenay, F. B. Gibb.

The president's report showed that the past year was one of the most successful in the history of the association, showing an increase of 136 members over last year, which brings the total membership up to 811. It also stated that the gross amount of monetary benefits being now carried by the association is \$167,540.

The treasurer's report showed the gross income for 1901 to be \$9,396.43, as compared with \$7,500.52 last year. This makes this year to show the largest increase of any in the history of the association. The above increase has enabled them to add to their assets \$5,641.54, which brings the total of available assets up to the end of this year (1901) to \$36,357.40. The treasurer in his report also showed that the old mortgage has been reduced to \$2,557.15, with no overdue interest. The books are left in good order, having been carefully audited and found correct.

A vote of thanks was given to F. Bryan & Co., for the excellent cigars provided, and also to the auditors and scrutineers. These were responded to by those present.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED

MONTREAL, QUE.

Mediterranean  
Granulated  
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**Mediterranean Fruits**  
**Granulated and Raw Sugars**  
**Molasses and Syrups, Glucose, Etc.**

**Excelsior Macaroni**  
**White Castile Soap**

**C. A. CHOUILLOU & CIE.**  
 14 Place Royale (Customs House Sq.) **MONTREAL.**

**THAT NEW SET OF BOOKS.**

"BURMESE LINEN LEDGER" is the best paper for blank books—a splendid writing surface—erasable—durable and distinguished throughout for strength. Insist that your stationer give you books made with this famous paper.

**CANADA PAPER CO., Limited**  
 TORONTO and MONTREAL

**CANE'S**  
**Wooden Packages**

Suitable for  
**PAINTS, SYRUPS,**  
**OYSTERS, LARD, ETC.**

**UNITED FACTORIES, Limited**  
 Head Office, TORONTO.

**Wholesale Grocery Stock For Sale**  
 VICTORIA, BRITISH COLUMBIA.

Tenders will be received by the undersigned at a rate on the dollar up to 12 noon on the 31st January next, for the purchase en bloc, or in lots, of the stock-in-trade of THOMAS EARLE, Wholesale Grocer, Victoria, B.C.

The stock is well assorted and up to date. Full particulars may be had on application to the Assignee.

The highest or any tender not necessarily accepted.

Anyone contemplating going into a similar business in Victoria could acquire a suitable building, erected in 1900, and recently occupied by Thomas Earle.

ARTHUR ROBERTSON, Assignee,  
 6 Bastion Square, Victoria, B.C.

**Direct Importations**

Grenoble Walnuts.  
 Tarragona Almonds.  
 Finest Eleme Figs  
 Extra Fancy Northern California Navels.  
 Sweet Sonora and Valencia Raisins.  
 Fancy Messina Lemons.  
 Fancy Malaga Grapes.  
 Best Baltimore Oysters.  
 Scotch Finnan Haddies.

**Hugh Walker & Son**

Wholesale Fruit and Commission Merchants,

**Guelph, Ont.**

**GOODS WELL BOUGHT**

are half sold if they are the right kind of goods. We are making the right kind of goods, and you don't have to take any chances. Send us a trial order and we'll take the chances. We are selling our own goods at our own prices, and if you drop us a card we'll tell you more about it.

**THE VICTORIA BISCUIT CO.,**

**GUELPH.**



Capstan Brand

**BAKING POWDER**

1/4-lb., 1/2-lb., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed. Write us for prices.

**The Capstan Mfg. Co., - Toronto.**

**TO THE TRADE :**

We desire to notify you that in handling Yeast Cakes in the name of which the word "Cream" appears, **UNLESS THE GOODS ARE MADE BY US**, you are taking unnecessary chances, as Yeast put up under that name is an infringement on our rights, guaranteed by Registered Trade-Marks. Merchants handling an article that infringes in any way are equally as liable for damages as the manufacturer.

*E. W. Gillett.*

Manufacturer of  
**ROYAL YEAST CAKES,**  
**CREAM YEAST CAKES,**  
 and various other Brands.

RETURNED  
 C.B. 4/31  
 JAN - 6 1902



It isn't the man, it's what he wears.  
And when he is clothed

**FORE and AFT**

with household words of  
world-wide reputation,

**WHICH HE WHO RUNS MAY READ,**

**WE CONCLUDE**

He's an absent-minded beggar,  
but he knows what's what, or he  
wouldn't be advertising

**KEEN'S MUSTARD**

**Current Market Quotations for Proprietary Articles**

January 2, 1902.

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

**BAKING POWDER.**

|                                    |                                |  |
|------------------------------------|--------------------------------|--|
| Cook's Friend—                     | Per doz.                       |  |
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40                        |  |
| " 10, in 4 doz. boxes.....         | 2 10                           |  |
| " 2 in 6 ".....                    | 80                             |  |
| " 12, in 6 ".....                  | 70                             |  |
| " 3 in 4 ".....                    | 45                             |  |
| Pound tins, 3 doz. in case.....    | 3 00                           |  |
| 12oz. tins, 3 " ".....             | 2 40                           |  |
| 5lb. tins, 1/2 " ".....            | 14 00                          |  |
| <b>Diamond—</b>                    | <b>W. H. GILLARD &amp; CO.</b> |  |
| lb. tins, 2 doz. in case.....      | per doz. 2 00                  |  |
| 1/2 lb. tins, 3 " ".....           | 1 25                           |  |
| 1/4 lb. tins, 4 " ".....           | 0 75                           |  |

**IMPERIAL BAKING POWDER.**

|                |                |          |
|----------------|----------------|----------|
| Cases Contain. | Sizes of Cans. | Per Doz. |
| 4 doz.         | 10c.           | \$0 85   |
| 3 " "          | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 1 3 doz. | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

**MAGIC BAKING POWDER.**

|                |                |          |
|----------------|----------------|----------|
| Cases Contain. | Sizes of Cans. | Per Doz. |
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 " "          | 6-oz.          | 0 80     |
| 4 " "          | 8-oz.          | 1 00     |
| 4 " "          | 12-oz.         | 1 50     |
| 4 " "          | 16-oz.         | 1 80     |
| 1 " "          | 2 1/2-lb.      | 4 50     |
| 1 " "          | 5-lb.          | 7 75     |

**JERSEY CREAM BAKING POWDER.**

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/2 size, 4 doz. in case..... | 75   |
| 1/2 " 3 " ".....              | 1 25 |
| 1 " 2 " ".....                | 2 25 |

**"SUPERIOR" GLUTEN FLOUR** per case.

|                                 |      |
|---------------------------------|------|
| Toronto, Montreal and East..... | 5 10 |
| Winnipeg.....                   | 5 40 |
| Vancouver.....                  | 6 50 |

**BLACKING.**

**SHOE POLISH.**

**HENRI JONAS & Co.** Per gross

|                        |        |
|------------------------|--------|
| Jonas'.....            | \$9 00 |
| Froments.....          | 7 50   |
| Military dressing..... | 24 00  |

**BLUE.**

|                                        |        |
|----------------------------------------|--------|
| Keen's Oxford, per lb.....             | \$0 17 |
| In 10 box lots or case.....            | 0 16   |
| Reckitt's Square Blue 12-lb. box.....  | 0 17   |
| Reckitt's Square Blue, 5 box lots..... | 0 16   |

**BLACK LEAD.**

|                        |      |
|------------------------|------|
| Reckitt's per box..... | 1 15 |
|------------------------|------|

Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz.

**COON BROOMS**

**BOECKH BROS & COMPANY** doz. net

|                                   |      |
|-----------------------------------|------|
| Bamboo Handles, A, 4 strings..... | 4 35 |
| " " B, 4 strings.....             | 4 10 |
| " " C, 3 strings.....             | 3 85 |
| " " D, 3 strings.....             | 3 60 |
| " " E, 3 strings.....             | 3 35 |
| " " G, 3 strings.....             | 3 10 |
| " " I, 3 strings.....             | 2 85 |

**BISCUITS.**

**CARR & CO. LIMITED.**

**Frank Magor & Co., Agents.**

|                         |          |
|-------------------------|----------|
| Cafe Noir.....          | 0 15     |
| Ensign.....             | 0 12 1/2 |
| Metropolitan mixed..... | 0 09     |

Special price list of Fancy Tins for Xmas trade and other lines on application.

**CANNED GOODS.**

**MUSHROOMS.**

**HENRI JONAS & Co.**

|                           |         |
|---------------------------|---------|
| Mushrooms, Rionel.....    | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Lenoir.....  | 19 50   |
| " extra Lenoir.....       | 22 00   |

Per case, 100 tins.

**FRENCH PEAS—DELOREY'S**

**HENRI JONAS & Co.**

|                     |        |
|---------------------|--------|
| Moyen's No. 2.....  | \$9 00 |
| No. 1.....          | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tres fins.....      | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18     |

**FRENCH SARDINES.**

**HENRI JONAS & Co.**

|                       |        |
|-----------------------|--------|
| 1/4 Trefavennes.....  | \$9 50 |
| 1/4 Rolland.....      | 9 50   |
| 1/4 Delory.....       | 10 50  |
| 1/4 Club Alpines..... | 12 50  |

**CHOCOLATES & COCOAS.**

|                                         |          |
|-----------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb.. | 0 35     |
| Smaller quantities.....                 | 0 37 1/2 |

**CADBURY'S.**

**Frank Magor & Co., Agents** per doz.

|                                          |          |
|------------------------------------------|----------|
| Cocoa essence, 3 oz. packages.....       | \$1 65   |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs. | 0 40     |
| Rock Chocolate, loose.....               | 0 40     |
| " 1-lb. tins.....                        | 0 42     |
| Nibs, 11-lb. tins.....                   | 0 35 1/2 |

**JOHN P. MOTT & CO.'S.**

**R. S. McIndoe, Agent, Toronto.**

|                                       |              |
|---------------------------------------|--------------|
| Mott's Broms.....                     | per lb. 0 30 |
| Mott's Prepared Cocos.....            | 0 28         |
| Mott's Homeopathic Cocoa (1/4's)..... | 0 22         |
| Mott's Breakfast Cocoa (in ins).....  | 0 40         |
| Mott's No. 1 Chocolate.....           | 0 30         |
| Mott's Breakfast Chocolate.....       | 0 28         |
| Mott's Caracac Chocolate.....         | 0 40         |
| Mott's Diamond Chocolate.....         | 0 28         |
| Mott's French-Can. Chocolate.....     | 0 18         |
| Mott's Navy or Cooking Chocolate..... | 0 18         |
| Mott's Cocoa Nibs.....                | 0 35         |
| Mott's Cocoa Shells.....              | 0 05         |
| Vanilla Sticks, per gross.....        | 0 30         |
| Mott's Confectionery Chocolate 0 21   | 0 43         |
| Mott's Sweet Chocolate Liquors 0 19   | 0 30         |

**Chocolate—FRY'S.**

|                                      |              |
|--------------------------------------|--------------|
| Caracac, 1/4's, 6-lb. boxes.....     | per lb. 0 42 |
| Vanilla, 1/4's.....                  | 0 42         |
| "Gold Medal" Sweet, 1/4's, 6 lb. bxs | 0 29         |
| Pure, unsweetened, 1/4's, 6 lb. bxs. | 0 42         |
| Fry's "Diamond," 1/4's, 14 lb. bxs.  | 0 24         |
| Fry's "Monogram," 1/4's 14lb. bxs    | 0 24         |

**Cocoa—**

|                                     |               |
|-------------------------------------|---------------|
| Concentrated, 1/4's 1 doz. in box.. | per doz. 2 40 |
| 1/4's.....                          | 4 50          |
| 1 lbs. ".....                       | 8 25          |
| Homeopathic, 1/4's 14lb. boxes..    | .....         |
| 1/4 lbs. 12 lb. boxes.....          | .....         |

**THE COWAN CO. LIMITED.**

|                                                                               |         |
|-------------------------------------------------------------------------------|---------|
| Hygienic, 1-lb. tins, per doz.....                                            | \$7 25  |
| " 1/2-lb. tins.....                                                           | 5 75    |
| " 1/4-lb. tins.....                                                           | 2 25    |
| " fancy tins.....                                                             | 0 90    |
| Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb..... | 0 55    |
| Perfection, 1/2-lb. tins, per doz..                                           | 3 00    |
| Cocoa Essence, sweet, 1/2-lb. tins, per doz.....                              | 2 25    |
| <b>Chocolate—</b>                                                             | per lb. |
| Queen's Dessert, 1/4's and 1/2's.....                                         | \$0 40  |
| " " " " ".....                                                                | 0 42    |
| Mexican Vanilla, 1/4's and 1/2's..                                            | 0 35    |
| Royal Navy Rock " " ".....                                                    | 0 30    |
| Diamond " " ".....                                                            | 0 25    |
| " " " " ".....                                                                | 0 28    |

**WALTER BAKER & CO., LIMITED.**

|                                                      |               |
|------------------------------------------------------|---------------|
| Premium No. 1 chocolate, 12-lb. boxes.               | per lb. \$ 38 |
| Vanilla chocolate 6-lb. boxes.....                   | 47            |
| German sweet, 6-lb. boxes.....                       | 27            |
| B'kfast cocoa, 1/2-lb. tins, plain; 6-lb. boxes..... | 51            |
| Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.             | 35            |
| Caracas sweet chocolate, 6-lb. boxes                 | 37            |
| Solub' chocolate (hot or cold soda) 1-lb. cans.....  | 45            |
| Vanilla chocolate wafers, 48 to box, per box.....    | 1 56          |

**CHOCOLATE-MENIER.**



Chocolat-Menier 1/4 and 1/2 30c. per lb. 1/2 50c. per cake. Croquettes and Pastilles 20c. pr per case of 18 \$20. Menier Breakfast Cocoa 1/2-lb. tins 15c. 1/4-lb. " " 10c. 1-lb. " " 20c. etc.

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“THE EDWARDSBURG BRANDS”

# Starch

... and

# Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**  
**ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIP-**  
**MENT** guaranteed.

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

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

Works:  
**CARDINAL, ONT.**

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

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

**CHEESE.**

|                                    |        |
|------------------------------------|--------|
| Imperial—Large size jars, per doz. | \$8 25 |
| Medium size jars                   | 4 50   |
| Small size jars                    | 2 40   |
| Individual size jars               | 1 00   |
| Imperial Holder—Large size         | 18 00  |
| Medium size                        | 15 00  |
| Small size                         | 12 00  |
| Roquefort—Large size, per doz.     | 2 40   |
| Small size                         | 1 40   |

**COFFEE.**

**JAMES TURNER & CO.** per lb.

|               |       |
|---------------|-------|
| Mecca         | 0 32  |
| Damascus      | 0 28  |
| Cairo         | 0 20  |
| Sirdar        | 0 17  |
| Old Dutch Rio | 0 12½ |

**CLOTHES PINS.**

**BOROKH BROS. & CO.**

|                                                      |      |
|------------------------------------------------------|------|
| Clothes Pins (full count), 5 gross in case, per case | 0 55 |
| 4 doz. packages (12 to a case)                       | 0 70 |
| 5 doz. packages (12 to a case)                       | 0 90 |

**COUPON BOOKS—ALLISON'S.**

For sale in Canada by—The Eby, Blain Co., Limited, Toronto. O. O. Beauchemin & Pils, Montreal.

|                                                  |                 |                              |
|--------------------------------------------------|-----------------|------------------------------|
| \$1, \$2, \$3, \$5, \$10 and \$20 books.         | Un- num- bered. | Covers and Coupons numbered. |
| In lots of less than 100 books, 1 kind assorted. | 4c.             | 4½c.                         |
| 100 to 500 books.                                | 3½c.            | 4c.                          |
| 500 to 1,000 books.                              | 3c.             | 3½c.                         |

Allison's Coupon Pass Book.

|               |               |
|---------------|---------------|
| \$ 1 00 books | 3 cents each  |
| 2 00 books    | 3 cents each  |
| 3 00 books    | 3 cents each  |
| 5 00 books    | 4 cents each  |
| 10 00 books   | 5½ cents each |
| 15 00 books   | 6½ cents each |
| 20 00 books   | 7½ cents each |
| 25 00 books   | 8 cents each  |
| 50 00 books   | 12 cents each |

**EXTRACTS.**

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

|                                    |        |
|------------------------------------|--------|
| 8 oz. London Extracts              | \$5 00 |
| 2 oz. " (no corkscrews)            | 5 50   |
| 2 oz. " "                          | 9 00   |
| 2 oz. Spruce essence               | 6 00   |
| 2 oz. " "                          | 9 00   |
| 4 oz. Ancho extracts               | 12 00  |
| 1 oz. " "                          | 21 00  |
| 1 oz. " "                          | 36 00  |
| 1 lb. " "                          | 70 00  |
| 1 oz. Flat                         | 9 00   |
| 2 oz. Flat, bottle extracts        | 18 00  |
| 4 oz. Square                       | 21 00  |
| 8 oz. " (corked)                   | 36 00  |
| 8 oz. " "                          | 72 00  |
| 8 oz. " glass stop extracts        | 3 50   |
| 8 oz. " "                          | 7 00   |
| 2½ oz. Round quintessence extracts | 2 00   |
| 4 oz. Jockey decanters             | 3 50   |

**FOOD.**

|                                     |      |
|-------------------------------------|------|
| Robinson's Patent Barley ¼ lb. tins | 1 25 |
| " " 1 lb. tins                      | 2 25 |
| " " Groats, ¼ lb. tins              | 1 25 |
| " " 1 lb. tins                      | 2 25 |

**GILLETT'S POWDERED LYE.**

|                |        |
|----------------|--------|
| 4 doz. in case | \$3 60 |
|----------------|--------|

**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, W. F.     | 1 55 |
| Red Currant Jelly     | 2 75 |

**Jams—T. UPTON & CO.**

|                                           |        |
|-------------------------------------------|--------|
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00 |
| 5-lb. tin pails, 3 pails in crate, per lb | 0 07   |
| 7-lb. wood pails, 6 " "                   | 0 07   |
| 14-lb. wood pails, per lb                 | 0 07   |
| 30-lb. " "                                | 0 06¾  |

**Jellies—**

|                            |        |
|----------------------------|--------|
| 1-lb. glass jars, per doz. | \$1 00 |
| 7-lb. wood pails, per lb.  | 0 06¾  |
| 14-lb. " "                 | 0 06¾  |
| 30-lb. " "                 | 0 06¾  |

**LICORICE.**

**YOUNG & SMYLLIE'S LIST.**

|                                                    |        |
|----------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb.                | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box              | 1 25   |
| " Ringed" 5 lb. boxes, per lb.                     | 0 40   |
| " Acme" Pellets, 5 lb. cans, per can.              | 2 00   |
| " Acme" Pellets, fancy boxes (40) per box          | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00   |
| Licorice Lozenges, 5 lb. glass jars                | 1 75   |
| " " 20 5 lb. cans                                  | 1 50   |
| " Purity" Licorice 10 sticks                       | 1 45   |
| " " 100 sticks                                     | 0 73   |
| Dulce large cent sticks, 100 in box.               |        |

**MINCE MEAT.**

|                                    |         |
|------------------------------------|---------|
| Wetley's Condensed, per gross, net | \$12 00 |
| " " per case 0 doz. net.           | 3 00    |

**MUSTARD.**

**COLMAN'S OR KEEN'S**

|                                |        |
|--------------------------------|--------|
| D. S. F., ¼ lb. tins, per doz. | \$1 40 |
| " " ½ lb. tins, " "            | 2 50   |
| " " 1 lb. tins, " "            | 5 00   |
| Durham 4 lb. jars, per jar     | 0 75   |
| " " 1 lb. " "                  | 0 25   |
| F. D., ¼ lb. tins, per doz.    | 0 85   |
| " " ½ lb. tins                 | 1 45   |

**JONAS' FRENCH MUSTARDS**

**HENRI JONAS & Co.** Per gross

|                  |        |
|------------------|--------|
| Pony size        | \$7 50 |
| Imperial, medium | 9 00   |
| Imperial, large  | 12 00  |
| Tumblers         | 12 00  |

Per gross

|            |       |
|------------|-------|
| Mugs       | 13 20 |
| Pint jars  | 18 00 |
| Quart jars | 24 00 |

**MATCHES.**

|                                  |        |
|----------------------------------|--------|
| Eddy's Telegraph, 5-case lots    | \$4 00 |
| single cases                     | 4 20   |
| Telephone, 5-case lots           | 3 90   |
| single cases                     | 4 10   |
| Eagle Parlors, 200s, 5-case lots | 1 60   |
| single cases                     | 1 70   |
| " " 100s, 5-case lots            | 1 80   |
| single cases                     | 1 90   |
| Victoria Parlors, 5-case lots    | 2 90   |
| single cases                     | 3 00   |

**ORANGE MARMALADE.**

**T. UPTON & CO.**

|                                   |        |
|-----------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |

**PICKLES.**

**STEPHENS'.**

A. F. Tippet & Co., Agents.

|                                   |      |
|-----------------------------------|------|
| Patent stoppers (pints), per doz. | 2 31 |
| Corked (pints), " "               | 1 90 |

**RECKITT'S Blue and Black Lead** { **ALWAYS GIVE YOUR CUSTOMERS SATISFACTION**

**SODA.—COW BRAND.**

**DWIGHT'S SODA**  
 Case of 1 lbs. containing 60 pkgs. per box, \$3.00  
 Case of ½ lbs. (containing 120 pkgs.) per box, \$3.00  
 Case of ¼ lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, \$3.00  
 Case of 5c. pkgs (containing 96 pkgs) per box \$3.00.  
**EMPIRE BRAND SODA.**  
 Case 120 ½-lb. pkts. (60 lb.) per case \$3.00  
 Case 96 1c. oz. pkts. (60 lb.) per case \$3.00

**SOAP**

**MAYPOLE SOAP**  
 A. F. TIPPER & CO., AGENTS  
 Maypole Soap, colors per grs., \$10.20  
 Maypole Soap, black per grs., \$15.30  
 Oriole Soap, per gross \$10.20  
 Gloriola Soap, per gross..... 12 00  
 Straw Hat Polish, per gross..... 10 20

**STOVE POLISH.**



No 4—3 dozen in case, per gross... 4 80  
 " 6—3 dozen in case " " " 8 40



Per gross  
 Rising Sun 6-oz. cakes, ½ gross boxes \$3 50  
 Rising Sun 3-oz. cakes, gross boxes... 4 50  
 Sun Paste 1lb. size, ¼ gross boxes... 10 00  
 Sun Paste, 5c. size, ¼ gross boxes... 5 00



**STARCH**

EDWARDSBURG STARCH CO., LTD.

**Laundry Starches—** per lb.  
 No. 1 White or Blue, 4-lb. cartons 0 06½  
 No. 1 " " 3-lb. " 0 06½  
 Canada Laundry " " " 0 05½  
 Silver Gloss, 6-lb. draw-lid boxes 0 08  
 Silver Gloss, 6-lb. tin canisters... 0 08  
 Edwards'g Silver Gloss, 1-lb. pkg. 0 08  
 Xegs Silver Gloss, large crystal 0 07  
 Benson's Satin, 1-lb. cartons.... 0 08½  
 No. 1 White, blue, and kegs... 0 05½  
 Benson's Enamel, per box..... 3 00

**Culinary Starch—**  
 Benson & Co.'s Prep. Corn..... 0 07  
 Canada Pure Corn..... 0 05½

**Rice Starch—**  
 Edwardsburg No. 1 white, 1-lb. cart 0 10  
 Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08½



**SILVER** 40-lb. boxes, 1-lb. pkgs. 0 08½  
**GLOSS** 6-lb. boxes, sliding cover 0 08  
**PURE** 40-lb. boxes 1-lb. pack... 0 07  
 48-lb. " 16 3-lb. boxes 0 07  
 For puddings, custards, etc.

**OSWEGO CORN STARCH.** 40-lb. boxes, 1-lb. packages..... 0 7½

**ONTARIO STARCH** 58-lb. to 45-lb. boxes, 6 bundles..... 0 06

**STARCH IN BARRELS** Silver Gloss..... 0 07½  
 Pure..... 0 03½

**BEE STARCH.**  
 Cases, 64 pkgs. 48's..... \$5.00  
 ½ Cases, 32 pkgs. 24's..... 2.50  
 Packages 10c. each.

**BRANTFORD STARCH WORKS, LIMITED.**  
 Ontario and Quebec.

**Laundry Starches—**  
 Canada Laundry, boxes of 40 lbs. \$0 05¼  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs.... 0 05¼  
 Finest Quality White Laundry—  
 3-lb. Canisters, cases of 48 lbs... 0 06¼  
 4-lb. " " " " " 0 06¼  
 Barrels, 175 lbs. .... 0 05½  
 Kegs, 100 lbs. .... 0 05½

**Lily White Gloss—**  
 1-lb. fancy cartons, cases 30 lbs. 0 08  
 6-lb. toy trunks, 8 in case 0 08½  
 6-lb. enameled tin canisters, 8 in case... 0 08  
 Kegs, ex large crystals, 100 lbs. 0 07

**Brantford Gloss—**  
 1-lb. fancy boxes, cases 36 lbs... 0 08½  
 Canadian Electric Starch—  
 Boxes of 41 fancy pkgs, per case 3 25  
**Celluloid Starch—**  
 Boxes of 45 cartons, per case... 3 75

**Culinary Starches—**  
 Challenge Prepared Corn—  
 1-lb. packages, boxes 40 lbs.... 0 05½  
 No. 1 Brantford Prepared Corn—  
 1-lb. packages, boxes 40 lbs.... 0 07  
**Crystal Maize Corn—**  
 1-lb. packages, boxes 40 lbs.... 0 07



**BALADA CEYLON.** Wholesale. Ret a  
 Brown Label, 1's..... 0 20 0 25  
 " " ½'s..... 0 21 0 26  
 Green Label, 1s and ½'s..... 0 22 0 30  
 Blue Label, 1s, ½'s, ¼'s and ⅛'s. 0 30 0 40  
 Red Label, 1s and ½'s..... 0 36 0 50  
 Gold Label ½'s..... 0 44 0 60



**Ceylon Tea, in 1 and ½ lb. lead packages, black or mixed.**  
 Black Label, 1-lb., retail at 25c.... 0 19  
 " " ½-lb., " " " " " 0 20  
 Blue Label, retail at 30c..... 0 22  
 Green Label " 40c..... 0 28  
 Red Label " 50c..... 0 35  
 Orange Label, retail at 60c..... 0 42  
 Gold Label, " 80c..... 0 55

**CROWN BRAND**

Wholesale Retail.  
 Red Label, 1-lb. and ½'s..... 0 35 0 50  
 Blue Label, 1-lb. and ½'s..... 0 28 0 40  
 Green Label, 1-lb.,..... 0 19 0 25  
 Green Label, ½'s..... 0 20 0 25  
 Japan, 1's..... 0 19 0 25



Cases each 60 1-lb..... 0 36  
 " " 60 ½-lb..... 0 35  
 " " 30 1-lb..... 0 36  
 " " 120 ½-lb..... 0 36



**LUDELLA CEYLON, 1 AND ½'S PKGS.**  
 Blue Label, 1..... 0 18½ 0 25  
 Blue Label, ½'s..... 0 19 0 25  
 Orange Label, 1's and ½'s..... 0 21 0 30  
 Brown Label, 1's and ½'s..... 0 28 0 40  
 Old Fox, Narrow 10s..... 0 30 0 40  
 Green Label, 1's and ½'s..... 0 35 0 50  
 Red Label, ½'s..... 0 40 0 60

**TOBACCO.**

**THE EMPIRE TOBACCO CO. LIMITED.**  
 Smoking—Empire, 3½'s, 5s and 10s.. 0 39  
 Royal Oak, 2 x 3, Solace, 8s..... 0 52  
 Something Good, 7s..... 0 48  
 Cheewing—Bobs, 5s and 10s..... 0 36  
 Currency, 13½oz. bars, spaced 9s.. 0 39  
 Currency, 6s and 10s..... 0 39  
 Old Fox, Narrow 10s..... 0 39  
 Snowhite, pound bars, spaced 6s.. 0 43  
 Pay roll, 6s..... 0 44

**WOODENWARE**

**BOEKH BROS. & COMPANY.**  
 Washboards Leader Globe..... 1 40  
 " Improved Globe..... 1 50  
 " Standard Globe..... 1 70  
 " Solid Back Globe..... 1 80  
 " Jubilee (perforated)... 1 85  
 " Crown..... 1 25  
 F.o.b. Toronto.

**YEAST.**

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00  
 Jersey cream yeast cake, 3 doz. 5c... 1 00  
 Victoria " " 3 doz. 5c... 1 00  
 " " " 3 doz. 10c... 1 80

We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB. Co., Limited  
 Montreal. Toronto.

**WE STOCK**  
 NO. 197

**SYRUP PUMP**  
 AND MEASURE.

Highly commended by those who **KNOW.** (Ask for circular).

**WALTER WOODS & CO.**  
 HAMILTON.

**Soap**

"IMPERIAL" and  
 "SNOW"

Twin Cakes.  
 NOW IN STORE.

Perkins, Ince & Co., - Toronto.



ASK FOR  
**MOTT'S**

**ROCK SALT FOR HORSES**  
 and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

**BASKETS**

We make them in all shapes and sizes. We have

Grain and Root Baskets,  
 Satchel Lunch Baskets,  
 Clothes Baskets,  
 Butcher Baskets,

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

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

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## The Auer Gas Lamp

Money-Back Style.

Makes its own Gas.

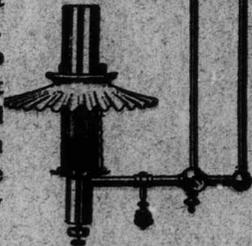
OUR No. 8 is the best all around lamp on the market for either the store or home.

IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.

IT GIVES a light of a 100 candle power and is a fine lamp to show goods with.

THE COST of running it is less than an oil lamp and there is no smell or smoke from it.

No. 8



YOUR MONEY RE-  
FUNDED IF YOU  
AREN'T PERFECT-  
LY SATISFIED.

WRITE FOR OUR  
CATALOG.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

When you get right  
down to the fine  
point you'll  
find that



## "EMPIRE" SODA

BEST FOR BAKING

is the most profitable for you to handle, and the best, purest and surest Super Carb. Soda you can give your customers. Made and put up in handsome packets by

BRUNNER, MOND & CO., Limited,  
Norwich, England.

WINN & HOLLAND, MONTREAL

SOLE AGENTS FOR CANADA.

### ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,  
WINNIPEG, CANADA

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,  
Limited

"Gleaner" Office, . . . KINGSTON, JA.

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

## Refrigerators

BUY

## EUREKA

it is the best.

### WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka  
Refrigerator Co.

This cut represents No. 13.

54 Noble St. Toronto

## BUSINESS NEWS

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

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

"Clippings from any Canadian paper on any subject."

### CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.  
Telephone Main 1255.

10 Front St. East, Toronto. Telephone 2701

### McLAREN'S



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

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

# A Prosperous New Year

Our travellers are now preparing for their Spring trips and will show our usual full lines of

|              |                |
|--------------|----------------|
| Dinner Ware  | Glass and Opal |
| Toilet Ware  | Lamp Goods     |
| Tea Ware     | Fancy Goods    |
| Granite Ware | Rich Cut Glass |

ASK TO SEE OUR

**FLORADORA ASSORTMENT**

**GOWANS, KENT & CO.**  
TORONTO and WINNIPEG.

## YOU KNOW

the call for mince meat is sure to be particularly brisk from now out, for mince pies become very popular during the winter season. Be prepared to furnish your customers with the only kind that will please them—and thus increase your chances for getting more patronage—namely

## Wethey's Condensed Mince Meat

The hard-to-please customers will tell you that it

**IS THE CHOICEST AND BEST**

they ever used.

To be had from leading wholesalers.

MANUFACTURED BY

**J. H. WETHEY,**  
LIMITED  
ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

*Pickles, Sauces, Jams and  
Preserved Provisions.*

**C. E. COLSON & SON,**

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

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

Offices Throughout the Civilized World.

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

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

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

—OFFICES IN CANADA—

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER, B.C.

HAMILTON, ONT.  
QUEBEC, QUE.  
VICTORIA, B.C.

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

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

## OAKEY'S

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

'WELLINGTON'  
KNIFE POLIS"

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street  
MONTREAL**