

PUBLISHED EVERY  
FRIDAY

THE

CIRCULATES IN  
EVERY PROVINCE

# CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

## COLMAN'S MUSTARD



BEST ON EARTH

### Christie's "Elite"

CHRISTIE

CHRISTIE

Here's the newest thing, and you'll go a long way before you find a better one. A sweet, crisp little biscuit, of novel shape.

Fancy we hear your customer say: "How cute," when you show it to her.

Anyway, it's out of the ordinary—a new thing and a good one, and she'll buy at once.

Probably you'll be asked for other kinds to "mix in," so this biscuit novelty will promote the sales of others.

ARE YOU READY FOR A SHIPMENT ?

Christie, Brown & Co., Limited, TORONTO and MONTREAL.

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THE CANADIAN GROCER

If your customers desire a really  
fine, pure Table Salt,  
give them

# Rice's Pure SALT.

It gives Universal Satisfaction.

R. & J. RANSFORD,

Established  
1886

Clinton, Ont.



## LICORICE . . .

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

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

## "GLOBE" METAL POLISH



INSIST ON HAVING IT

Write for a supply of show cards and advertising novelties.

RAIMES & CO., 164 Duane St., NEW YORK.

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

## British West Indies

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

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

Pickford & Black - Halifax.

THE CANADIAN GROCER

# THE TOP NOTCH OF QUALITY.

**Codou's**  
Genuine French  
**Macaroni.**

Made in a Model Factory—  
perfectly new and up to date.  
Made only from finest Taganrok  
(Russian) Wheat, because that is  
the only suitable Wheat to use  
in making the highest quality  
there is or can be---nothing  
better can be produced.

**La Vve. P. Codou & Fils**

Bd. Camoni

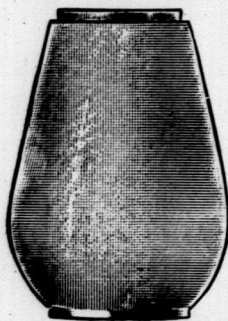
**MARSEILLES.**

**ARTHUR P. TIPPET & CO., Agts.,**

8 Place Royale,  
Montreal.

20½ Front Street E.  
Toronto.

ARE YOU USING OUR  
Cold Blast  
or Jubilee  
Globes



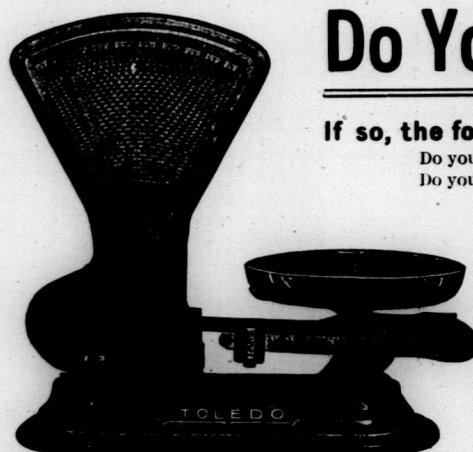
Aetna or  
Quaker Flint  
Chimneys?

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



For Sale Everywhere.

ASK FOR  
**MOTT'S.**



## Do You Use Scales?

If so, the following facts should interest you:  
Do you desire to discontinue giving down weight?  
Do you desire your bulk packages to hold out weight?

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

**MADE IN CANADA.**

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

Every grocer should be well stocked with our

### OILED PAPERS.

They are durable and of a quality that makes them the most satisfactory oiled paper on the market.

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

### REFRIGERATORS.



Fit up your store with a Eureka Refrigerator and you will have a refrigerator that will dry wet matches.

Write for our catalogue, guarantee test and testimonials which are free.

**Eureka Refrigerator Co.,**  
Wilbert Hoey, Manager.  
54 Noble St., TORONTO.  
Phone Park 513.

This cut represents No. 13.

# Salmon . . .

## RED SOCKEYES

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

## COHOES

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

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

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

## FROZEN, SALTED and PICKLED FISH.

### The British Columbia Packers' Association

Cold Storage Plants in New Westminster, B.C.

**VANCOUVER, B.C.**

# Why Not Get in Line

and investigate

## The "Perfection" Canister?

It is the Cheapest  
Because it is the Best.

Write for sample and have a  
look at it.

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

## "STERLING" BRAND CATSUP.

Something  
that  
sells  
well.

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

### T. A. LYTLE & CO.

124-128 Richmond St., West, TORONTO.



## Schepp's Cocoanut.

Packages and Bulk  
The best of its kind.

### L. SCHEPP CO.,

CANADIAN FACTORY: TORONTO, CAN.  
NEW YORK.

LONDON, ENG.: Saml. Hanson, Son & Barter, Agents.



*"Best in the World."*

### HILL, EVANS & CO'S (WORCESTER, ENG.)

PURE ENGLISH

## MALT VINEGAR

Delicate in Flavor and Aroma.  
Splendid keeping properties.

### ROBERT WATERS' QUININE WINE

Quinine in a palatable form - 50 years' reputation.

Export Agents:  
Robt. Crooks & Co., Botolph House, Eastcheap, London, Eng.

There are many **Baking Powders**



(The Light of the Kitchen)

but there is only

**ONE Magic**

**Baking Powder**

It is **Pure, Whole-  
some, Well Ad-  
vertised,** and  
shows you a **good  
profit.**

Order from your **Jobber.**  
Write for **Price List.**

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

**TORONTO, ONT.**

Chicago,  
Ill.

# SODA BISCUITS.



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



**The Canada Biscuit Co., Limited**

King and Bathurst Streets,

**TORONTO.**

King Street West and  
Bathurst Street Cars Pass Our Works.

## Good Goods or Nothing

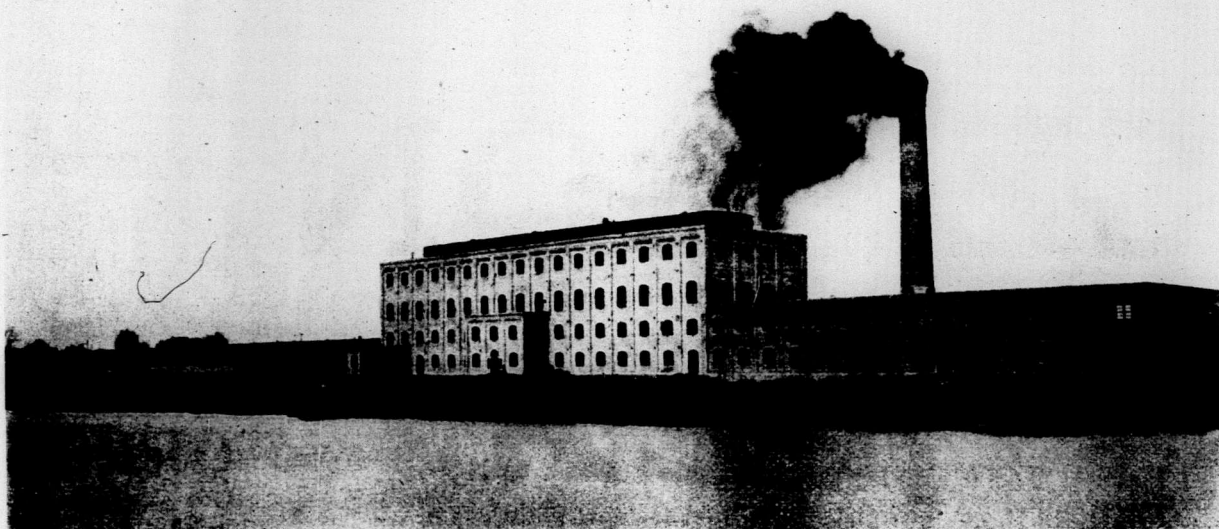
It pays to get the **best** at all times, and  
when buying **Teas** you should ask for  
the **unadulterated, pure, whole-  
some**

# JAPAN TEAS

THE CANADIAN GROCER

# STANDARD GRANULATED SUGAR.

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



New 700-ton Beet Sugar Factory of the

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

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



Don't throw money away handling inferior teas. If you are up-to-date and want to secure a good profit sell—

**The Tea that is  
everywhere admitted  
to be the best.**

# CEYLON TEA

**BLACK  
and GREEN**

Its ability to satisfy old customers and make new friends is unsurpassed.

Consumers throughout the Dominion are always willing to testify to its merits.

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# IMPERIAL MAPLE SYRUP

The Standard from Ocean to Ocean.

**Merit Acknowledged  
Superiority Admitted.**

## YOUR MONEY BACK

IF NOT SATISFACTORY.

ROSE & LAFLAMME, Agents  
Montreal.

## YOU WILL FIND IT

IN THE LAUNDRY EVERYWHERE.

# Ivory Gloss Starch

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

Brands also manufactured for kitchen purposes.

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

LIMITED

PORT CREDIT, ONT.

## THE AUER GAS LAMP

**"Turns night-time into day-time"**

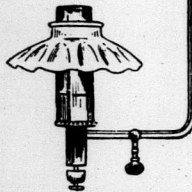
NEW MODELS. LOWER PRICES.

We offer you the best made lamp on the market, built scientifically.

We offer you a lamp that will light your store for half the cost of kerosene.

We offer you a lamp that is safer than a coal oil one.

We offer you a lamp which you can sell at a good profit.



No. 25  
100 Candle Power.

**Do you want the Agency for it?**

— THEN WRITE FOR —  
**OUR CATALOGUE AND DISCOUNTS.**

EVERY LAMP GUARANTEED.

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

# MOLASSES

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

## FINE QUALITY

## The Dominion Molasses Co.,

Limited

HALIFAX - - - NOVA SCOTIA.

THE CANADIAN GROCER

# ARE YOU OPEN

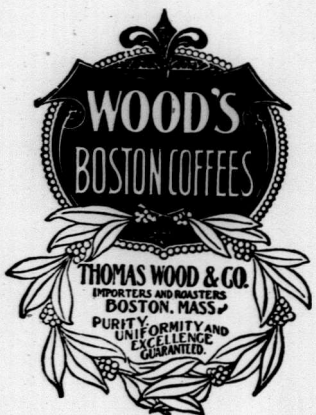
for FIGS, PRUNES, and Mediterranean Fruits?

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

## SOMETHING SPECIAL IN TEAS

to show you as well: Our travellers will explain.

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



## “Striking The Electric Chain”

Have you “struck the electric chain” that binds together thousands of Grocers who are coining money out of the sale of our famous

### WOOD'S COFFEES?

If not, why not? Remember, “WOOD'S COFFEES” are the best. They will never fail you, being uniform and of perfect selling quality.

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

**PRUNES** BOXES each 50 lbs. **3<sup>3</sup>/<sub>4</sub> NET F.O.B.**

These are Strictly First-Class California Goods, Full Assortments, All Sizes, Prunes, Also

**PEACHES and APRICOTS**

**PAPER** in ROLL or BUNDLES All Varieties



SPECIAL PRICES FOR QUANTITIES.

**Grocers' Wholesale Company,**  
WE ARE FREE SELLERS AND DESIRE CORRESPONDENCE WITH INDEPENDENT BUYERS  
**Limited, Hamilton.**

Montreal and  
January 16,



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## COMMENT ON CURRENT TOPICS.

THE mercury and the price of coal evidently do not desire to keep company these days. As the one goes down the other goes up.

\* \* \*

The National Board of Trade of the United States convened at Washington on Tuesday. It is to be hoped it will exhibit more signs of life than the Dominion Board of Trade, which met in Ottawa last summer.

\* \* \*

The anthracite railroads lost, it is computed, \$57,000,000 during the six months of the coal strike. This alone is sufficient to teach the evil results of strikes. But, unfortunately, this is not the only loss which affected industrial life, to say nothing of the great discomforts that are being experienced in a great many homes all over this continent because of an inadequate supply of fuel.

\* \* \*

It is rather amusing to read some of the letters which the London correspondents of the New York papers are cabling to their respective journal regarding the Bosphorus. "Nothing better, perhaps, could be expected of the Sultan," writes one correspondent, "but Western Europe wants to know, and the inquiry is equally interesting to the United States, whether a pledge given by Russia must hereafter be regarded as subject to any evasion which trickery or subterfuge can furnish." And yet, while these correspondents are so orthodox in their views regarding the international agreement of the European powers touching the Bosphorus, there is a strong movement on foot in the United States to break, in spirit, at least, the international agreement with Great Britain regarding warships on the Great Lakes.

\* \* \*

Mr. A. L. Sifton has been appointed Chief Justice of the Supreme Court of the Northwest Territories. Prior to his appointment he was Commissioner of Public Works and Treasurer of the Territories, appears to be a man of ability, and carries after his name the "terminal initials" of M.A. and LL.B. But it is to be regretted that he is the brother of Hon. Clifford Sifton, Minister of the Interior in the Dominion Cabinet. Not that there is anything to be said against the latter as a

man or a Minister. On the contrary, there is a great deal more to be said in his favor than his political opponents are prepared to concede. But the appointment savors of nepotism, although, of course, the appointment comes through the Department of Justice and not that of the Interior. Even the suspicion of nepotism is unpleasant, and it would be better if both political parties avoided its very appearance.

\* \* \*

There was a meeting in Toronto on Monday to discuss church union. With industrial union and church union we ought to be getting near the "harmonious whole"; but then we might find ourselves in a worse hole.

\* \* \*

It is said that Mr. V. Coffee, of London, is likely to get the vacant Toronto Senatorship. He certainly ought to be acceptable to the grocery trade.

\* \* \*

Toronto has a new mayor with a new policy. The latter promises to be vigorous. Whether it will be weak and puny at the end of the term, like other similar policies, remains to be seen. It is to be hoped it will not.

\* \* \*

Mayor Urquhart of Toronto began life as a clerk in his father's general store. His downward path in life, which ended in his election as chief magistrate of the "Queen City," began when he left the store and entered the lawyer's office. But he can redeem himself by conducting the affairs of the city on the same lines as his father did his store—on business lines.

\* \* \*

With the Ontario Government five up and His Majesty's Loyal Opposition five down the Province of Ontario ought to get good Government. A strong Opposition is as essential to good Government as a strong Administration. There may not be much consolation in this for the party five down, but there is for the Province.

\* \* \*

The three-fold wind from the north on January 7 was laden with balm for the Ross Government but with frost for the Whitney Opposition.

A cable despatch says that Mr. Edison has ordered ore crushing machines in Coatbridge, Scotland, claiming they are cheaper and better than those made in the United States. It is to be hoped that this is not an invention, as newspapermen, as well as men of Mr. Edison's stamp, are sometimes given to invention.

\* \* \*

The lumber mills in the Ottawa district have advanced their prices 10 per cent. Lumber has been getting dearer for some time, which may account for the scarcity of planks in the platforms of the political parties.

\* \* \*

According to the annual report of the Fisheries Department just issued at Ottawa, the pack of salmon in British Columbia last year was 625,982 cases. Although only about half that of last year, one gathers some idea of the labor entailed in putting up that many cases when it is remembered that it meant the catching of over 5,000,000 salmon. There are 11 to 12 salmon in a case.

\* \* \*

Canada, in Federal, Provincial and municipal bonuses and loans, has paid out in cold cash over \$228,500,000 to the railways. And yet the railways own the country and not the country the railways.

\* \* \*

A ball was held by the members of the Retail Grocers' Association, of Jersey City, on Wednesday night. There were 13 dances, 13 pieces in the orchestra and 13 members on the committee. Foolhardy grocers! If somebody who was present at the ball dies during the year the Association should be indicted for manslaughter and sentenced to 13 years' imprisonment.

\* \* \*

Six hundred guests sat down to a banquet of horse flesh, in Paris, one day last week. To a good many it will, no doubt, appear an assinine feast. Apropos of this incident it might be mentioned that, during the ventilation of a case in a Hull, Eng., court the other day, the fact was developed that old and decrepid horses were being shipped to the continent, evidently for the purpose of being turned into

**RISING SUN**  
**STOVE POLISH** and **SUN PASTE**  
**STOVE POLISH**  
**IN TINS**  
**CAKES**  
**WELL KNOWN AND RELIABLE**  
**DURABLE**  
**3000 TONS SOLD**  
**STOVE POLISH**  
**DUSTLESS, LABOR SAVING,**  
**BEST IN THE WORLD**  
**GUARANTEED TO THE TRADE**

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

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

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

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

sausages and other mysterious food products.

\* \* \*

It is said that there is now a probability that the Bill before Congress to grant reciprocity with Cuba will carry, the beet-sugar interests having withdrawn their active opposition. Why this sudden magnanimity? Is there a consideration or understanding at the bottom of it?

\* \* \*

Sir Wilfrid Laurier has returned to Ottawa from his sojourn at Hot Springs. Although he is looking better, and evidently is better, gossip's tongue is still wagging about his possible retirement. Sir Wilfrid himself laughs at the idea. But men in similar positions have laughed before and retired. His retirement would be a loss to the country as well as to the party of which he is chief. And good men we cannot afford to lose whatever their political stripes may be. At any rate, political stripes are not the man.

\* \* \*

Another tempest in a teapot appears to be brewing in the East. Serbia and Bulgaria seem to be preparing for something and Russia's unarmed torpedo boats have passed through the Bosphorus in spite of treaties prohibiting such practices. It is this latter affair that threatens to create the tempest, particularly in view of the fact that Great Britain, one of the treaty powers, has entered a protest. Neither France or Germany, however, have yet made any move in the matter. Furthermore, it is not likely they will. France it will be remembered is an ally of Russia and Germany a particular friend of Turkey. By an agreement with the Powers after the Crimean War Turkey was maintained in her right to prevent warships from passing through the straits in time of peace. And in 1871, under a new treaty, this right was confirmed, although Russia was permitted to build, and main-

tain warships on the Black Sea. But whether single-handed or in company Great Britain is not likely to go to war over the acts of Russia, whereby, in spirit at any rate, the stipulations of the various treaties drawn up by the Powers have been broken. Great Britain has just emerged from one expensive war and certainly will not relish another. And then it is only three or four years since Lord Salisbury told us that in going to war with Russia in 1854 Great Britain had put her money on the wrong horse.

\* \* \*

The powers have notified China that she must pay her indemnity in gold. And it looks as if she will have as much difficulty in finding the yellow metal as most of us have in finding money to pay our coal bills.

\* \* \*

Great Britain's foreign trade during the past year increased by £6,870,086 in imports and £3,517,604 in exports. John Bull is evidently still doing business at the old stand.

\* \* \*

The Bank of Montreal has decided to raise its capital stock to \$14,000,000. This is an increase of \$2,000,000. It is a growing time with the Bank of Montreal as well as everything else in Canada except the bankruptcy list.

\* \* \*

Governor Hill, of Maine, is strongly opposed to the Hay-Bond treaty. He says its ratification would result in serious injury to Maine's fishing interests. Thus do local interests continue to try and thwart what is obviously for the general good. And then only to think of it: The local interest is territory which Canada was euchred out of some 60 years ago.

\* \* \*

Toronto is to have an all-Canadian exhibition, and it is to be hoped all Canada will take an interest in it.

**CAREER OF TORONTO'S NEW MAYOR.**

Mayor Thomas Urquhart, of Toronto, is 44 years of age. He was born in Wallacetown, in Elgin county, and left school when he was 13 years of age. His first employment was in his father's general store, where he remained for 10 years. When he was 21 years of age he was appointed clerk of the Township of Dunwich, where he studied municipal law and became an authority upon drainage. This was his first taste of law. Two years later, after private study, he passed his matriculation examination. A few months later he came to Toronto, and became a junior in the firm of McCarthy & Osler. He was called to the bar in 1886, and entered the firm of Mills, Heighington & Urquhart. The firm later became Heighington, Urquhart & Boyd. In 1892 the firm became Urquhart & Urquhart, his partner being his brother, D. Urquhart.

**SPICE COMPANY ELECTS OFFICERS.**

The Canada Spice and Grocery Co., London, Ont., elected their officers and board for the year at a general meeting of the shareholders a few days ago. The stockholders in Western Ontario were well represented. The directors are A. T. Cleghorn, F. H. Robinson, F. Harding, T. A. Rowat, F. Harley, E. K. Barnsdale (Stratford), T. Hockin (Dutton), and Geo. Nairn (Windsor). The officers elected are as follows: President, T. A. Rowat; vice-president, K. Barnsdale; secretary, F. H. Robinson; manager, A. T. Cleghorn.

Frederick A. Davis, commercial traveler, has entered suit against The John L. Cassidy Co., Limited, of Montreal, claiming \$1,000 salary and commissions; one year's salary for illegal dismissal, and \$1,500 for loss of commissions and customers' letters.

See our  
Travellers re

# RIO COFFEES

Compare values  
with others.

DRIED APPLES WANTED; ALSO EVAPORATED.

WRITE US.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

## JAMS and JELLIES.

We are manufacturing the finest grades of Jams and Jellies. Bakers and confectioners who buy in large quantities will do well to write us for quotations. Quality and price will be found right.

## LUMSDEN BROS.

HAMILTON and TORONTO.

THE ONLY YEAST WITH CREAM IN IT—JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—  
JERSEY CREAM.

THE ONLY YEAST WITH CREAM IN IT—  
JERSEY CREAM.

# Stop Looking for Trouble and Happiness will get after you

Every Grocer should teach his customers to anticipate pleasure. Here are a few directions—if followed closely life's cares will become comforts.

**In the Morning**— *A Cup of Mecca Coffee* (the finest the world produces), will put anyone in good humor.

**At Noon**— *A Cup of Bendsorp's Cocoa* (none better), will be found beneficial and strengthening.

**At Night**— *A Cup of Ram Lal's Tea* (the finest grown), will be found delicious and enjoyable.

Something pleasant to look forward to three times a day. Get your customers interested and be sure you have the goods in stock.

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

## Start the New Year Right

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

DRIED PRUNES. **Rosenburg Bros'.** } ALL SIZES.  
 "Nonpareil," "Monogram," }  
 DRIED PEACHES. Boxes 25 and 50 lb. DRIED APRICOTS. Boxes 25 and 50 lb.  
 EVAPORATED APPLES, 50-lb. boxes.

# THOS. KINNEAR & CO.,

Wholesale Grocers,

49 Front St. East, TORONTO

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. T. DONOVAN, general merchant, of Casselman, Ont., has assigned to A. P. Mutchmor. A meeting of the creditors will be held on the 15th inst.

C. G. Folkes, Manotick, Ont., is asking for an extension.

Sheridan & Co., general merchants, of Beeton, Ont., have assigned in trust.

W. H. N. Williams, grocer, Woodstock, Ont., has assigned to Fred. H. Coles.

D. Lacerte, general merchant (late), has assigned to D. W. Adam, Prince Arthur.

Joseph W. Jones, cheesemaker, Frankville, Ont., has assigned to George A. Dana.

W. H. Millar, grocery and crockery merchant, Woodstock, Ont., has assigned to Fred. H. Coles.

The sheriff is in possession of the stock of T. H. Logan, general merchant, of Carberry, Man.

Oscar Prieur, tailor and grocer, Coteau Landing, Que., has assigned to Chartrand & Turgeon.

Holstein Bros., general merchants, of Vermachar and Arden, Ont., have assigned to Richard Tew.

Dodgson Bros., general merchants, of Buart, Ont., have assigned to C. S. Scott, Hamilton. A meeting of the creditors was held on the 12th inst.

C. H. Waggoner, general merchant, of Eden, Man., has assigned to C. H. New-

ton, Winnipeg. A meeting of the creditors will be held on the December 19.

#### PARTNERSHIPS FORMED AND DISSOLVED.

McNeill & Clayton, grocers, Marysville, B.C., have dissolved partnership.

Wood & Murphy, grocers, of Windsor, N.S., have dissolved partnership; David Wood retires.

Mann & Ross, general merchants, of Ototoks, have dissolved partnership, Gilbert Ross retiring.

Goulet Freres, Montreal, Que., have dissolved partnership. A new partnership has been registered.

Lennis & Finkelstein, general merchants, Stonewall, Man., have dissolved partnership; Henry Lennis continues.

Seal of Manitoba Cigar Factory, of Winnipeg, has dissolved; J. H. Folis continues and J. S. Peixoto retires.

Whitman & Co., general merchants, of Emerson, Man., have dissolved partnership. J. W. Armstrong and H. H. Hall have retired.

Bell, King & McLaren, fruit merchants, Montreal, have dissolved partnership. Wm. Bell and Duncan J. McLaren continue under the same style.

#### SALES MADE AND PENDING.

The assets of J. A. Beaudette are advertised to be sold on December 16.

Hugh Jones, grocer, Brandon, Man., has sold out to Chas. Durrant.

T. E. Williams, grocer, Winnipeg, Man., has sold out to J. B. Gardiner.

Thomas G. Tipling, grocer, of Goderich, Ont., has sold out to Cutt & McEwen.

John Connor, grocer, of Woodstock, N.B., has sold out to E. M. Campbell.

E. Henry, general merchant, Waskada, Man., is advertising his business for sale.

The assets of Oscar Robert, grocer and liquor merchant, Montreal, have been sold.

The assets of J. D. Lacerte, general merchant, of Plessisville, Que., have been sold.

F. E. Benor, general merchant, Creemore, Ont., has sold his business to D. J. Downey.

Cahill Bros., general merchants, Lake Talon, Ont., have sold out to Chas. H. Lamarche.

Geo. A. Proulx (estate of), general merchant, of Tardo, B.C., has sold out to Ulvin Bros.

H. Taylor, liquor merchant and liveryman, Lethbridge, N.W.T., has sold out to George Hunk.

A meeting of the creditors of The Pure Confections Co., of Ottawa, was called for December 15.

A. Frances, barber and cigar merchant, Smith's Falls, Ont., is advertising his business for sale.

The assets of Bedingfield & McCusker, wholesale grocers, Ottawa, were to be sold on December 12.

G. Grondin, general merchant and hotelkeeper, of Notre Dame du Portage, Que., is advertising his business for sale.

# CHEESE

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

WRITE US FOR QUOTATIONS.

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

**GOOD SUBSTITUTE FOR HIGH-PRICED VEGETABLES.**

Fresh vegetables very high, eh? Your customers must have something else—some good substitute.

How would it be to offer them our **FINEST GARDEN STRAWBERRY CANNED BEETS?**

These goods are A No. 1 and contain the full flavor of the fresh vegetable. They are put up in big 3-lb. tins which you could retail at 6c. or 7c. and still have a better margin than in selling 2-lb. corn or peas at 9c. and 10c.

Selling fast! If our traveller isn't in the neighbourhood, drop us a line direct.

**THE DAVIDSON & HAY, LIMITED**

Wholesale Grocers.

TORONTO.

Wm. Braid & Co., wholesale grocers, etc., of Vancouver, B.C., have sold their wholesale grocery business to Baker, Leeson & Co.

G. W. Robinson, general merchant, of Manitou, Man., has sold his stock, except the dry goods, to W. H. Sharpe, and is leaving Manitou.

H. E. Cook & Co., grocers and butchers, of Rat Portage, Ont., have sold their butcher business to The Rat Portage Meat Company.

NEW FIRMS AND CHANGES.

John Pringle, grocer, Ottawa, is retiring from business.

W. J. Bell & Co., of Cowansville, have registered as general merchants.

R. D. Anglin & Son, of Westmount, Que., have registered as butchers.

John D. Duncan & Co., of Montreal, have obtained a charter as milk dealers.

Thuron & Lalonde, general merchants, of The Brook, Ont., are removing to Hammond.

Foley, Lock & Larsen, of Winnipeg, are applying for incorporation as wholesale grocers.

Hastings & Kiltie have succeeded Hastings & McDowell, general merchants, of Sinaluta, N.W.T.

The Hull Co., Limited, of Findlay, Man., are applying for incorporation as general merchants.

H. Bliss Murphy and Arch. F. Demont have registered a co-partnership as grocers in Windsor, N.S.

G. H. McCormack and Max Ashkins, of Weymouth Bridge, N.S., have formed a co-partnership as general merchants.

A. Macdonald & Co., grocers, of Winnipeg, have obtained authority for increasing their capital stock from \$150,000 to \$500,000.

FIRES.

J. S. Tudge, butcher, Wapella, N.W.T., has been burned out; insured.

Eli Shilson, general merchant, Snowflake, Man., has been burned out.

Mills, Stanley & Co., general merchants, Hamilton, Ont., have been burned out; insured.

DEATHS.

Thomas Splan, grocer, Toronto, is dead.

Joseph Monkhouse, general merchant, Altona, Ont., is dead.

Angus M. McLean, general merchant, of Bathurst, N.S., is dead.

J. N. Hicks, of Hicks Bros. & Co., wholesale grocers, Winnipeg, is dead.

IN BUSINESS 122 YEARS.

It is an interesting fact that in October of the year 1780—just a year before Cornwallis surrendered at Yorktown, twenty-seven years before Fulton started his first steamboat on the Hudson River, and fifty-seven years before the electric telegraph came into use—the Baker Cocoa

and Chocolate factory was established in Dorchester on the site now occupied by one of the large mills of that company.

For over one hundred and twenty-two years they have won and held the confidence of the great and constantly increasing body of consumers, by always maintaining the highest standard in the quality of their cocoa and chocolate preparations, and selling them at the lowest prices for which unadulterated articles of good quality can be put upon the market.

They receive numerous letters from housekeepers who have used their cocoa and chocolate for many years, stating that lately, when ordering the Baker goods, other goods of greatly inferior quality have been sent to them. They find it necessary, therefore, for the protection of those who want their cocoa and chocolate, to issue an emphatic warning against these fraudulent practices, and to ask buyers to examine every package they receive, and see that it bears the well-known trade mark of "La Belle Chocolatiere," and the correct name of Walter Baker & Co., Limited. Under the decisions of the courts, no other cocoa or chocolate is entitled to be labelled or sold as "Baker's Cocoa" or "Baker's Chocolate."



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

He is always safe in recommending

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

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

# THE PROVISION TRADE

AND COLD STORAGE NEWS.

## EASTERN DAIRYMEN'S CONVENTION.

THE 36th annual convention of the Dairymen's Association of Eastern Ontario opened at the Normal School, Ottawa, Wednesday morning, January 7, with D. Derbyshire in the chair. There was a record attendance, 150 delegates being present. Hon. John Dryden, Minister of Agriculture; J. A. Ruddick, chief of the Dairy Branch, Department of Agriculture, and A. R. Creelman, superintendent of the Farmers' Institutes of Ontario, were present.

In the opening remarks of his annual address, the president expressed his pleasure in that the Governor-General was to address the meeting. Further on, he said: "Very few in this division realize the importance of our work. We made about 2,500,000 boxes of cheese in 1902, valued at \$21,000,000, and 613,340 packages of creamery butter, valued at \$9,000,000. So our make of cheese and butter in 1902 came to \$30,000,000, consisting of what we exported from May 1, 1902, to January 1, 1903, and had on hand at that date, not counting what we consumed. If we add our hog products, \$15,000,000, to our butter and cheese, which should be done, we have a nice sum of \$45,000,000 that our dairymen have produced in 1902. We feel proud of this record, and we are certainly in a fine position to do better work in 1903."

The president then spoke in words of praise of Hon. Sydney Fisher. He had established an illustration cooling-room for cheese in Eastern Ontario, which already had led to improvement in the equipment of factories, and for having provided refrigerator cars on railways and steamships for butter and cheese. He hoped that the latter service would be enlarged. "Our cheese and butter," he said, "were never delivered in such fine condition as they have been during the past season. Our transportation companies have never given us such good service."

He urged greater accommodation at the Dairy School. But it was the producer of the milk that they wished to reach. Improvement was needed in every phase of the trade. Not more factories but better factories were required. The \$45,000,000

produced by the dairymen in 1902 could easily be made \$50,000,000 in 1903.

At the afternoon session a resolution was passed asking the Government to adopt measures for the preservation of some portion of the elmwood districts of new Ontario inasmuch as the price of cheese boxes had advanced 50% in the last 3 years.

At the meeting in the evening, Mayor Cook presided and gave the city's welcome. Mr. Derbyshire read an address of welcome to the Governor-General. His Excellency formally opened the convention. He expressed himself as heartily in sympathy with the aims of the association, and urged the development of the industry by the production of the best possible article to suit the demands of the foreign market.

Hon. John Dryden said that to perfect dairy products three things were needed: Enthusiasm, cohesion, education. He was not present to instruct, but to encourage. He was proud of the name "Canadian," and he hoped that in time to come when the word was emblazoned on their food products, that it would be accepted as a synonym for purity and excellence.

Hon. Sydney Fisher said that Quebec was indebted to Ontario for a great deal. But the system of local inspection was established in Quebec 13 years ago.

Professor Robertson closed the programme of the first day with a practical and humorous address "Education and Dairying." He said that the intelligent application of labor was the surest possible way of adding to the wealth of a country.

The morning session of the second day was devoted to a discussion on cheesemaking, following a paper on the subject by G. G. Publow, of the Kingston Dairy School. Dr. W. T. Connel, bacteriologist of the same school, spoke on bacteria in milk. In answer to a question the doctor said that if milk possessed even one germ of disease it was unfit for human consumption. H. S. Foster, Bedford, Que., spoke on the management of cheese factories, J. A. Ruddick, chief of the dairy branch, Department of Agriculture, exhibited

samples of cheese which demonstrated the value of wax coating. At the close of the session Professor Robertson conducted them to the manual training classes.

At the afternoon session, J. Ruddick delivered a very interesting address on "The Cool Curing of Cheese." He described the consolidated cool cheese curing-rooms established in Ontario. The cool curing of cheese was simply an attempt to create conditions at all seasons similar to those existing when the very best results were obtained. His advice to patrons was to pay a good price for making and then demand the best possible service in return. A general discussion introduced by L. A. Zufelt followed.

Prof. Robertson, Commissioner of Agriculture and Dairying, gave an address on "The Transportation of Dairy Products." He pointed out what had been done and the need for further improvement. Prof. Robertson considered it desirable to exclude from the cold-storage cars butter from shippers who were so careless as not to cool it, and to restrict the butter for cold storage in steamships to the product that had previously been cooled to under 40 degs.

P. W. McLagan, president of the Ontario Produce Merchants' Association; John McKergow, of A. A. Ayer & Co., Montreal; Mr. Vaillancourt, President of the Quebec Dairymen's Association, and A. C. Weiland, representative in Canada of the Wholesale Co-operative Association, England, delivered practical addresses from the standpoint of handlers, distributors and importers.

On the motion of J. R. Dargavel, Elgin, seconded by H. S. Foster, Knowlton, Que., a resolution was passed strongly urging the appointment of a railway commission.

In the evening Major Alford, chief of the Dairy Division of the Department of Agriculture, Washington, spoke on "The Relation of the State to the Dairy Industry." He described the work done by the Western States to promote dairying, and stated that in future the United States will export but little dairy products, because the demand of the home market both exceeds the production and pays better.

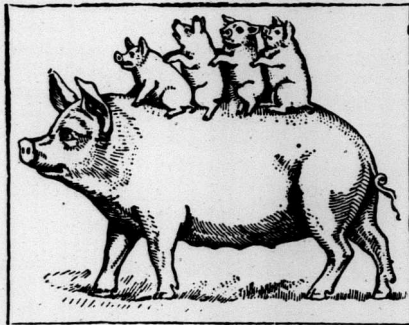
C. C. James, Deputy Minister of Agriculture for Ontario, said the labor question was reaching a critical stage in Ontario.



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

Absolutely Pure **Lard**

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



We Guarantee Our Lard to be Absolutely Pure.

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

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

When you have any

**BUTTER**  
OR **EGGS**

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

The J. A. McLean Produce Co., Limited

75-77 Colborne Street

Telephone Main 2491.

Toronto.

**Pure Lard**

"STAR BRAND" Kettled Lard is the finest Lard that good hogs and first-class equipment can produce. There is no better Lard made and we guarantee every package to contain absolutely pure Lard. If you want "LARD COMPOUND," we can sell you that and as fine goods as any on the market. Packages in stock: Tierces, Barrels, Tubs, Pails and Tins, 3 lb., 5 lb., and 10-lb. Also 1-lb. Cartons in pure Lard only.

**F. W. FEARMAN CO.**

(Limited)

HAMILTON, ONT.

**Our English Brawn**

Twelve 5-lb. Tins  
in a Case.

Cooked and Ready  
for Slicing.

Are you selling this line?  
If not, you are losing business.  
It is positively a trade-winner and holder.  
Do not delay ordering Sample Case.

**The Park, Blackwell Co.,**

PORK PACKERS,

LIMITED

TORONTO, ONT.

He heard many a man say, "Either the farmers of this Province must get a large supply of fairly-skilled labor, or large numbers of farmers must go out of business." In connection with transportation, the speaker laid stress upon the necessity of good roads and drew attention to the likelihood of the rural districts being covered with a network of electric railways. The fuel question was also one of importance, and in some cases the farmer had now to drive to the city or town for his supplies. What was wanted was to set aside men to devote their lives to the study and solution of the great questions that were looming up in connection with agriculture.

The evening programme concluded with a fine address by Mr. Ruddick upon the scenery, natives and resources of New Zealand.

At the morning session of the closing day the following officers were elected: President, D. Derbyshire, Brockville; 1st vice-president, John McTavish, Vancamp; 2nd vice-president, L. L. Gallagher, Wilton; 3rd vice-president, John Echlin, Carleton Place. Directors: Division No. 1, E. Kidd, North Gower; Division No. 2, Wm. Eager, Morrisburg; Division No. 3, J. R. Dargavel, Elgin; Division No. 4, James Whitton, Wellman's Corners; Division No. 5, T. B. Carlow, Warkworth; Division No. 6, Henry Glendinning; secretary, R. G. Murphy, Brockville; treasurer, W. A. Parker, Stirling; auditors, John A. Kerr, Stirling; F. W. Brenton, Belleville; official stenographer, T. McGillicuddy, Toronto.

The reports of inspectors of cheese factories, Messrs. Lowry, Howey, Lawson, Bensly, Purvis, Publow, Zufelt, Hart, Carson, Ward and Rabb were read. Particular stress was laid on the importance of cleanliness in cheese manufacture. There was a tendency to ship cheese while in too green a condition. The inspectors all recommended a course in the Government Dairy School for cheesemakers. Those who had not been educated scientifically received little benefit from the instructions of the inspectors.

J. W. Hart, superintendent of Kingston Dairy School, said that they would have a special class of instructors next term.

G. G. Publow, who did special work as an inspector, reported that much of the injury to cheese was caused by the indifferent handling of milk on the farms. He appealed to dairymen to commence now and lay in ice supplies. Keep the milk clean and cool, he said, and it would be perfect.

J. W. Hart read a paper on butter-making.

## THE PROVISION TRADE

ing. He pointed out the detriment of shipping butter in irregular quantities. If our butter had been sold in Great Britain at the same high figure as Danish butter our receipts last year would have been \$1,000,000 more. Pasteurization in creameries resulted in a well-flavored butter. He advocated regular gathering of cream and better equipment of creameries.

At the closing session Professor Shutt, Chemist of Experimental Farms, read a paper entitled "The percentage of water in Canadian creamery butter." He said that well-made butter should have a water content of not more than 15 per cent., and experts deemed that on the whole 13 per cent. is a better proportion. He spoke of his analysis of 105 samples of Canadian creamery butter, the result of which we gave in a preceding issue.

G. R. Barr, of Guelph, in an interesting way related his experience as a Government instructor. He said it was time for a change in methods of dairy instruction. In Eastern Ontario they seemed to be advancing faster along new lines than in the western part of the Province. He advocated separating the duties of prosecutor from those of instructor, for when they were combined the instructor was regarded with distrust by the patrons.

F. W. Hodson delivered the closing address on "Feeding for Bacon."

### PRODUCE DEALERS' ANNUAL MEETING.

ON Monday, January 12, the annual meeting of the Montreal Produce Merchants' Association was held, at which the election of officers for the ensuing year took place. The new president and vice-president were elected by acclamation.

The officers are as follows:

President—R. M. Ballantyne.

Vice-President—L. N. St. Arnaud.

Treasurer—A. C. H. Froemcke.

Executive Committee—A. C. Wieland, John McKergow, P. W. McLagan, Richard Ware.

Arbitration Committee—A. A. Ayer, Wm. Nivin, J. J. Kirkpatrick, A. C. Wieland, A. J. Price.

The report for the past year was submitted by the retiring president, P. W. McLagan. Seven new members had been admitted to the Association during the year; and, altogether, it had been one of the most successful years in the history of the Association.

The treasurer's report showed that the financial condition of the Association was most satisfactory.

### MARKET FOR OUR PORK.

Jamaicans have had to pay such high prices for their pork this season, through

the operations of the American Trusts, that the Canadian Agent considers Canadian packers should get a share of the market at lower prices if they could.

Two brands of Ontario flour and other Canadian goods which have been introduced are being successfully handled by Jamaicans, but not sufficient attention is paid to the requirements of the market.

### THE PROVISION MARKETS.

#### TORONTO.

The market remains about the same. Dressed hogs are 25c. firmer. We quote: Dressed hogs, \$7.50 to \$7.75 per 100 lb.; beef, hind quarters, \$7.50 to \$9.00; fore quarters, \$5.00 to \$7.00; choice carcasses, \$6.50 to \$8.00; medium, \$6.00 to \$6.50; common, \$5.00 to \$5.50; mutton, \$5.00 to \$6.00; lamb, \$6.50 to \$8.50; veal, \$7.00 to \$9.00.

In provisions there are no changes. In long clear bacon and medium hams there is no material change. Heavy mess pork is unchanged. Our quotations are: Long clear bacon, 10¼ to 11¼c.; smoked breakfast bacon, 14 to 15c.; roll, 11½ to 12c.; medium hams, 13 to 13½c.; large hams, 12½c.; shoulder hams, 11 to 11½c., and backs 14½ to 15c.; heavy mess pork, \$21.00 to \$21.50; short cut, \$23.00 to \$23.50; clear mess pork, \$19; lard, in tierces, 10¼ to 11c. per lb.; tubs, 11 to 11¼c.; and pails, 11¼ to 11½c.; compounds, 8¼ to 10c.; plate beef, \$15 per 200-lb. bbl.

#### MONTREAL.

In hog products this week there is no actual change in prices of Canadian goods; but there is a firmer tone to the market, in sympathy with the continued advance in dressed hogs. Barrel pork is in good demand at steady prices, and lard also moves well. While hams and bacon are in fair demand nothing special is doing in those lines, and prices are unchanged. In American pork a decline of 50c. took place last week. Our quotations are as follows: Heavy Canadian short cut mess pork, \$24.50 to \$25; light Canadian short cut clear pork, \$23.50 to \$24; Canadian short cut back pork, \$23.50 to \$24; American short cut clear pork, \$24; American fat back pork, \$24.50; hams, 12 to 14c.; bacon, 14 to 15c. per lb.; extra plate beef, \$14.50 to \$15 per bbl.; pure Canadian lard, \$2.27½ to \$2.30 per pail; Fairbank's "Boar's Head" lard compound, 9¾c. tierce basis, with extras as follows: 60-lb. tubs, ¼c. over tierce; 20-lb. tin pails, ¼c.; 20-lb. wood pails, ½c.; 10-lb. tins, ¾c.; 5-lb. tins, ¾c.; 3-lb. tins 1c. Snow White and Globe com-

# Make Work Easy For Tired Women!

Of course you are trying to please the women—they control the family purse strings. “The woman buys but the husband pays.”—because the husband has to! Many and many a tired little woman would thank you a thousand times for suggesting a Flavoring Extract that she could absolutely depend on—that would not spoil a baking—that would always yield a rich, natural, delicate flavor.

And the husband would thank you, too, for recommending Jonas' Flavoring Extracts, because they are the most economical Extracts his wife can use, owing to their great concentrated strength and perfect purity.

Pure! No coloring, no adulteration. “Make work easy for tired women”—make friends for the store by recommending those peerless Extracts of the highest quality, for thirty years the standard—

## Jonas' Flavoring Extracts

HENRI JONAS & CO., Mfrs.

Montreal.

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## THE PROVISION TRADE

pound, \$1.80 to \$1.90 per pail; Cottolene, 11 3/4c. for 20-lb. pails, and 11 1/2c. for 60-lb. tubs, for Quebec and Ontario.

The position of dressed hogs on this market is becoming stronger, and further advances have been made, bringing the price of fresh-killed abattoir stock up to \$9. This is, perhaps, the lowest price at which business is done, and probabilities are that still higher prices will rule shortly, the demand being good and receipts very small. Frozen stock, which sold last week at \$8 to \$8.25 per 100 lb. in small lots, is now quoted at the latter figure alone, and even higher, while in carlots the price is about \$8.15. Like abattoir hogs, frozen stock is also expected to go higher.

In dressed meats, there is a fair trade doing, with prices steady. Our quotations are: No. 1 beef, hind quarters, 8 1/2 to 9c. per lb.; fore quarters, 5c. Lower grades, hind quarters, 7 to 8c.; fore quarters, 4 to 4 1/2c.; veal, 6 to 8c.; lamb, 7 to 8c.; mutton, 5 to 5 1/2c.

### ST. JOHN, N.B.

In barrelled pork the market is rather lower, though there is little change in local prices. Outside dealers find considerable local competition. Beef shows little change; the demand is fair. Pure lard is quoted by some shippers at rather lower prices. In standard compound there has been no change. Demand at this season is not large. In fresh beef, large quantities of domestic is offered at low prices. Pork is still high. Lamb and mutton are both low. Poultry is scarce and high. We quote: Mess pork, \$21.50 to \$23.50; clear pork, \$22.00 to \$26.00; plate beef, \$15 to \$16; mess beef, \$12.50 to \$13.00; domestic beef, 5 to 7c.; Western beef, 8 to 9c.; lamb, 6 to 7c.; mutton, 6c.; veal, 9 to 10c.; pork, 7 1/2 to 8c.; pure lard, tubs, 12c.; pails, 12 1/2c.; compound, tubs, 9 1/4c.; pails, 9 1/2c.; Fairbank's refined, tubs, 10 1/4c.; pails, 10 1/2c.

Mr. Potter, representing The N. K. Fairbank Co., was in the city last week.

### HALIFAX.

Provisions are remarkably firm. American pork, in barrels, shows an advancing tendency. Prince Edward Island pork is also firm. There has been considerable demand lately to supply the lumber camps for the season. Considerable fresh pork has reached this market, but not more than enough for local demand. Beef is not as plentiful as the dealers could wish, and the price remains at a figure which must pay the producer well. Both beef and pork are expected to be scarce during the winter season.

### OTTAWA.

Pork is quoted here at \$22.90 to \$23. Lard is from 11 1/4 to 11 1/2c.; hams, 10 to 12 lb., 13c.; belly bacon, 14c.; rolls, 12c.

### WINNIPEG.

CURED MEATS—The trade in these goods has not slackened all fall and winter, and prices are very firm. We quote: Hams, 14 1/2c. per lb.; breakfast bellies, 15 1/4c.; backs, 14 1/4c.; smoked long clear, 13c.; dry salt long clear, 12 1/2c.

LARD—Is firm and unchanged for the 20-lb. pail, the price being \$2.40.

There is practically no dairy market, owing to shortage of supplies, and the same applies to eggs.



Mr. C. E. SONTUM, Christiania, Norway.

Commercial Agent for the Canadian Government for Norway, Sweden, Denmark and Finland, Norwegian Commissioner at the World's Fair, Chicago, from whom an interesting letter appears in another column.

### PROVISION NOTES.

The St. Marys Creamery Co. recently shipped to London, Ont., 26,000 lb. of butter.

The exports of poultry to Great Britain show a gain of \$219,055 during the past six years.

C. Burns, of Salt Lake, Manitoba, shipped a car of cattle and two cars of hogs to Winnipeg.

Dressed hogs are at present anywhere from \$7.50 to \$8. The outlook is that the demand will remain firm.

Lock Bros. & Co., of Winnipeg, wholesale fruit and produce dealers, have transferred their business and good-will to the firm of Foley, Lock & Larsen. The new

firm have added groceries to the lines formerly carried by Lock Bros. & Co.

D. E. McKenzie, of the firm of McKenzie Bros., grocers, New Westminster, B.C., is the new market clerk of that town.

Dr. Sheard, Toronto's medical health officer, has sent forth an edict to the effect that a license to keep milk will not be issued to those who retain a laundry agency.

The dairy market still remains active in Toronto. There have been some shipments, but local dealers think that this is what remains from the Christmas stock. A good demand prevails for good dairy butter in either rolls or tubs.

J. F. Andrews, of Goderich, completed his year's shipments on December 29, when he sent a carload of hogs to Toronto. They were a credit to the feeders, and the largest collection was that of M. Young, who had 13 animals that weighed 2,530 lb.

Canada last year sold to Great Britain 55.5 per cent. of the total importations of cheese to that country. In value Canadian exports of cheese to Great Britain have increased from \$13,900,000 in 1896 to \$19,600,000 during the 12 months ended June last.

The Canadian agent in Jamaica writes that that Island has forbidden the landing of cattle, either from Canada or the United States, on account of the hoof and mouth disease. The Canadian Government will probably take measures to inform Jamaica that our herds are perfectly healthy.

The War Office of the British Government has cabled the Canadian Government that tenders are to be called for a year's supply of fresh beef for the army in South Africa. The War Office is desirous that the tender should be secured by someone within the Empire, and has asked the Canadian Government to advise them of likely Canadian firms.

A. P. Westervelt, secretary of the Ontario Live Stock Association; A. W. Smith, Maple Lodge, president of the Winter Fair; Arthur Johnston; G. R. Wood, president of the Cattle Breeders' Association of Ontario, and R. H. Harding, Thorndale, president of the Sheep Breeders' Association, were in Ottawa last week arranging for the first Winter Fair ever held in Eastern Ontario, which is to assemble there from February 9 to 13.

Darling & Brady, of Montreal, have registered as soap manufacturers.

The best is not too good for your customers. They may not complain always when they are not satisfied, and you may not know they are not pleased. But it's well to be on the safe side. Give them

# St. Lawrence Extra Granulated

It is snow white, even grain, unsurpassed quality. No blueing whatever is used in its manufacture.

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## St. Lawrence Sugar Refining Co.

MONTREAL.

 Limited

THESE ARE BARGAINS, QUALITY BEYOND QUESTION,  
PRICES MUCH BELOW PRESENT MARKET.

**400 Boxes Choice Sair Dates,**  
plump rich fruit—no dry or tippy ends.

**550 Boxes Santa Clara Prunes,**  
100/120's, 50-lb. Boxes.

**450 Bags Choice Bright Peaches.**

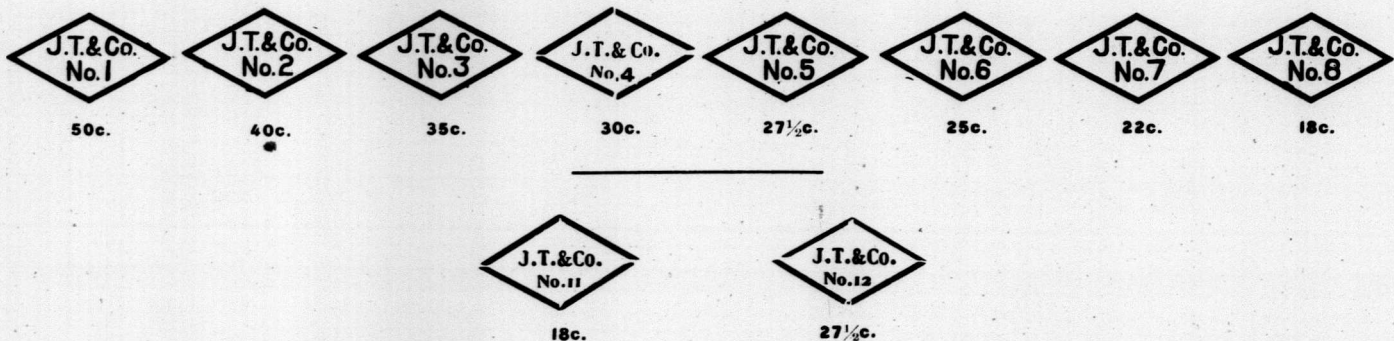
**250 Boxes Standard Apricots, 50's.**

**Warren Bros. & Co.**  
TORONTO.

**IF NOT, WHY NOT?**

If Joseph Tetley & Co. can give you a uniform sustained quality of Tea, always the same price—always the same quality, which their enormous holding enable them to do, why not give their Loose Blends a trial? You and your customers are sure to be pleased.

The splendid strength and flavor of any or all of the following lines are worthy of your attention :



SEND A SAMPLE ORDER TO \_\_\_\_\_

HUDSON BAY CO., Winnipeg.

: :

SNOWDON, FORBES & CO., Montreal.

**TWO SNAPS:**  
**CALIFORNIA EVAPORATED**  
**APRICOTS — PEACHES**  
 BOXES, 25, 50 and 80 lbs.      BOXES, 25 and 50 lbs.    SACKS, 80 lbs  
 PRIME, CHOICE, EXTRA and FANCY STOCK.  
 Our Quotations will bring your orders.  
**THE EBY, BLAIN CO., LIMITED**      **WHOLESALE GROCERS, TORONTO.**

**GROCERY GOSSIP FROM LONDON.**

Office of THE CANADIAN GROCER,  
 London, Ont., January 15, 1903.

ONE Scotchman in the retail grocery business said to-day: "Na! there's no muckle curran bun or short-breid sellin' enoo. An' it's jist the same wi' nuts an' raisins. Folk are kind o' staud'at them, they had sic big feeds o' them at Christmas an' New Year's."

The above statement of the Scotch grocer fairly well sets forth the condition of the grocery trade at this season of the year in this as well as other cities. Their customers during the holiday season were so surfeited with the good things of this life that now they are indulging only in the plainer and more substantial, though less expensive, articles of diet, and, as a natural consequence, the wholesaler, as well as the retailer, finds that the volume of trade in the early part of January is always lessened.

\* \* \*

All of the travellers have again taken hold of their grips, and now that the fragments of the feast are disappearing, orders are being sent in and business is resuming its regular and normal condition.

\* \* \*

Wholesalers state that teas are very firm in price, and in the near future will show a considerable advance. In the matter of Japan teas, the representative of THE GROCER here to-day interviewed a member of a well-known Montreal-Japan firm, who resides in Yokohama, and is here at present on business connected with his house. He states that there are but light stocks of Japans held at present in Canada; that they are higher in price than three months ago, and are certain to remain firm at present figures, but does not seem to be at all sanguine of any advance. In explanation of the higher prices for Japan teas of late, he states that

the Jap., who in former years had no high ideals of dress and finery, and would put in a good, faithful day's work for very small pay, is now, since the advent of civilization and American styles, quite an up-to-date person, and needs, and demands and gets from 75 to 150 per cent. more wages. And this is not only the fact with regard to those handling teas in towns and cities out there, but also with the tea-growers or farmers in the fields as well.

W. H. L.

**B.C. FLOUR FOR AUSTRALIA.**

VANCOUVER, B.C., January 8.—By the steamer Moana, of the Canadian-Australian line, sailing from Vancouver this week, there is being sent the first shipment of flour manufactured in British Columbia. While sample shipments have been sent once or twice previously, this is the first time a sufficient quantity has been ordered to put the trade on a commercial basis, and it is the hope of the enterprising shippers that it is the marking of an era which will be but the beginning of a large trade in flour made in this Province and shipped over sea to the great markets of the Orient and Australia. Hitherto the large flour trade to Australia has been controlled by the larger eastern mills.

The Brackman & Ker Milling Co., Limited, handling the flour of the Enderby Flouring Mills, received the order, which is for 1,000 bbls., and they expect that repeat orders and further extension of the trade will follow receipt of the first consignment.

The Enderby Mills are situated in the middle of the wheat-growing area of the Okanagan district in what is locally known as the "upper country," and, as the climate there is not so humid as that of the Coast sections, the wheat and other cereals compare very favorably with the sample grown in the Northwest, while in yield it is the banner district of all Canada.

**HINTS TO BUYERS.**

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

THE yellows that are being turned out by The St. Lawrence Sugar Refining Co. are of extra quality just now, and are worthy of special attention by buyers.

H. P. Eckardt & Co. are selling Fard dates at a low price.

L. Chaput, Fils & Cie have just received a car of Oregon prunes.

English yellow rock candy can be had from Grocers' Wholesale Co., Limited, at right prices.

Jersey cranberries, No. 1 stock, are scarce, but White & Co., Toronto, have about 100 bbls. on hand.

The Eby, Blain, Co., Limited, are clearing out their stock of Spanish onions at slaughter prices. Stock guaranteed.

White & Co., Toronto, are in receipt of a car of frozen sea herrings (fish weighing 60 to 100 lb.), and are quoting close prices.

Grocers' Wholesale Co., Limited, Hamilton, have an excellent assortment of coffees ranging from 9½ to 32c. for roasted goods.

The Eby, Blain Co., Limited, are offering very low prices on prunes, all sizes, in boxes of 25 and 50 lb., and 100-lb. sacks.

H. P. Eckardt & Co. report a good demand for raw sugars. They are showing some fine samples of Barbadoes, Trinidad and Demerara.

The Eby, Blain Co., Limited, are making a leader on Californian evaporated apricots and peaches. Intending buyers will do well to get their quotations.

"Our sales of 'Wheat-Os' have increased 200 per cent. during the last year. It is undoubtedly the best seller we have ever had," say The Eby, Blain Co., Limited.

# Temper and Profits.

"A penny wise is a pound foolish"—sometimes. Better lose a penny or two of your profits than to lose a customer. When you're trying to stimulate a woman's interest it doesn't pay to irritate her temper. Let her find the articles you sell exactly as you represent them.

## Windsor Salt

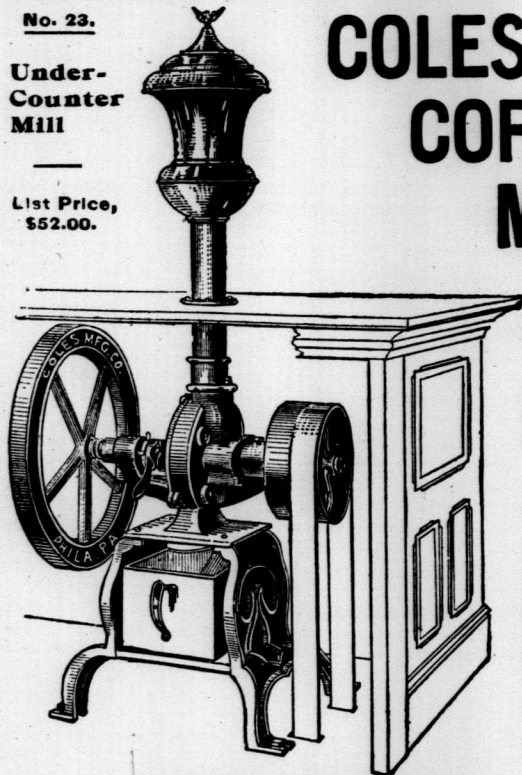
shows you a good profit, but the high quality of the Salt itself is not sacrificed to enable you to *make* that profit. A woman won't lose her temper when she buys Windsor Salt and opens the package at home, because the salt won't cake—there is no impurity in it—each separate crystal is a salt crystal pure and simple. *It is all salt!* Leading wholesalers sell it.

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

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

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

**A GREAT LABOR-SAVER.**

Our Grinders wear longest.

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

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

## ECONOMY

is successfully combined with high quality in

## PATERSON'S WORCESTER SAUCE.

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME,  
Agents, Montreal.



# THE CANADIAN GROCER

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

## The MacLean Publishing Co. Limited

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

### OFFICES,

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

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

Published every Friday.

Cable Address { Adscript, London.  
Adscript, Canada.

### RED TAPE AND MISTRUST IN THE POST OFFICE.

SIR WILLIAM MULOCK, as Postmaster-General, has made many useful and important changes in the administration of his Department, but there is something for him to do yet. We laugh at the amount of red tape and the absence of common sense among the permanent officials of the British Post Office Department, but are we any better here?

A leading manufacturer recently went to considerable expense for an attractive catalogue—one that was a credit to Canadian enterprise. It was important that it be put in the hands of those interested in as neat and clean a condition as possible. He had special boxes made for it—an additional expense.

When it was taken to the post office he was first informed he must pay double postage, on account of some technicality on which a recent ruling had been made. He was prepared to pay that. Then the post office officials said the catalogues could not be sent out unless the box were open at both ends, so that they could see

### THE CANADIAN GROCER

the contents. The manufacturer offered to go before a magistrate and swear that there was nothing but a catalogue in each package; but that had no effect. Then it was suggested that the post office people might open a package here and there in the lot to satisfy themselves, even if they would not believe a reputable manufacturer under oath.

"Very sorry," was the explanation, "but you know we have never done that," in a tone that meant that therefore it never could be done.

The catalogues now lie in the manufacturer's office addressed, but still unmailed.

Any business man will buy a whole carload or several carloads of cheese or butter or grain or other commodity without even looking at it on the basis of a small sample package—often supplied by the seller. Post Office rules forbid any such common sense principle, even when the authorities actually handle each individual package.

How much more business-like is the way the Customs Department deals in matters of that kind—in circumstances where it is of far greater importance to know the contents of a package, so that there will be no fraud on the revenue. In the case of the ordinary business man only a package here and there is opened—often a whole shipment is passed for a well-known importer without even being looked at.

A foreign invoice is accepted by the Customs Department, but the oath of a well-known Canadian manufacturer is refused by the Post Office officials.

### FAILURE OF 162 GROCERS.

ONE HUNDRED AND SIXTY-TWO grocers failed in Canada last year, against 191 in 1901 and 173 in 1900.

The decrease in liabilities was even more marked, figures for the respective years being \$541,570, \$1,877,381 and \$914,510.

Compared with last year, the decrease in the number of failures is satisfactory; but when it is remembered that they are nearly 15 per cent. of the total failures of all kinds in the country, one is not dis-

posed to be so congratulatory. Fifteen per cent. of the total is rather too high.

Lack of experience and lack of capital have been two of the chief causes of failure in years past, and when the details of the insolvencies of 1902 have been worked out and made public it will no doubt be found that the experiences of other years have been repeated in that which made its exit a couple of weeks ago.

As time advances experience and capital are becoming more and more essential to success in business. And he is an unwise man who launches into business for himself without being well fortified with these essentials.

### TYING THE RETAILER'S HANDS.

A NEW advertising scheme has lately been soliciting the patronage of the grocers of Canada, with which doubtless many of our readers have already been made familiar. The method adopted is to erect a frame along the wall around the store at the top of the shelves. This frame holds a row of handsomely decorated cards containing advertisements of different lines manufactured for the grocer. The style is much the same as that followed by the advertisements on the street cars.

On the face of it the scheme seems harmless enough, but what has raised the ire of several manufacturers and wholesalers, and will in turn appear as an objection to the retailer, is that all other advertising, both inside and outside the store where these cards are displayed, must be excluded. This means the expulsion of all calendars, pictures, cards, hangers, mirrors, letters on the window or door, and, in fact, hundreds of other interesting knick-knacks which find their way into a grocer's store in a year from as many different sources.

From those who take these methods of advertising the scheme has already met with opposition.

From the retailer's standpoint, it also has its objections, as it practically ties the hands of the merchant as to what shall or shall not be advertised in his store. He is morally bound to keep the goods in stock, which are advertised in the frame, whether they are sellers or not, whether he could recommend them or not, or whether he might prefer to push some other brand or not. This, no enterprising merchant would be willing to do. So that altogether the question suggests itself in respect to this class of advertising. "Is it not better to let well enough alone?"

## How to Develop Canada's Export Trade.

The Views of Mr. C. E. Sontum, the Canadian Commercial Agent in Norway, on the Subject.

CANADA'S export trade is daily becoming a matter of more vital importance to the country. As the number of acres under cultivation increases, and our manufacturing facilities become larger the production must in time be greater than the domestic demand, and, unless we can find a ready market for the surplus of our home-grown and manufactured goods, disaster is sure to follow.

This is a question which has been agitating the minds of members of the Government, the Manufacturers' Association, Boards of Trade, etc., for some time past, and various arguments have been advanced pro and con.

Mr. C. E. Sontum, Commercial Agent for the Canadian Government at Christiania, Norway, a gentleman noted for his foresight and business ability, writing to the Minister of Trade and Commerce, Ottawa, on July 3, 1902, in an able letter discussing this subject, said:

I notice by the Canadian trade papers that a discussion is going on as to what the Government could possibly do in order to increase the Canadian export. A similar discussion has been going on here for some time, and has resulted in the Government establishing an information office, where the trade can get all kinds of information regarding the export. It is too early yet to express anything about how this office is fulfilling its place; but it seems as if the trade expects it to do wonders at once, and some dissatisfaction has already been noted. Some people hold that the jealousy among the trade in the same lines will make it difficult to satisfy all. I, for my part, believe that one of the best ways of increasing trade is through trade papers. Throughout the whole world English is in a remarkable way becoming the commercial language, so it is understood by almost all of the educated classes, besides nearly all of the schools here teach English. Several trade papers in the Scandinavian countries are now being printed part in English and part in Scandinavian, i. e., The Fermand, which is the largest trade paper in Norway, and The Danish Export Review (Denmark) is printed exclusively in English. If, through a reduced postage, Canadian trade newspapers could be more extensively mailed to all of the exchanges in Europe, I believe this would be one of the best pushes the Canadian export could get.

In order to learn more fully Mr. Sontum's views with regard to the value of trade papers in the extension of our export trade, Lieut.-Col. J. B. MacLean, President of The MacLean Publishing Co., on October 3 last, wrote him asking to be favored with particulars, at the same time directing him to the work of the Canadian Manufacturers' Association here.

The following interesting and comprehensive reply was received under date of October 28.

In possession of yours of October 3. I am obliged to you for your kind remarks in regard to my reports as Canadian commercial agent. I am also obliged to you for calling my attention to the Canadian Manufacturers' Association, and I might state, at the same time, that I have read with considerable interest in your valuable paper the debates there have been in regard to the promotion of Canadian trade, and this is of so much more interest to me, as, during the last few years, the question has been very actual also in this country, and much agitation has been going on among our manufacturers and export-houses. The demand for official assistance and pressure on the

Storting (Parliament) finally resulted in the establishing of an information bureau, where the trade can get every information in connection with the export.

In my opinion, what a Government can especially do for its manufacturers and exporters is to facilitate communications, and, if possible, use its influence to obtain the lowest freight rates both on land and sea, besides reducing the postage on all magazines and trade papers, as well as circulars, to a minimum.

To send speakers to Europe holding lectures about Canadian products, as I noticed a member of the Canadian Manufacturers' Association suggested, would, in my opinion, not result in much. On the other hand, a trade paper which is received by an importer will always interest him if he is a live man, as it will teach him something. He will there get news and ideas, both suggested editorially and from the advertisements, and the paper will lay on his desk awaiting him to pick it up when he has a moment to spare.

Now, right here, I will say something about advertising which I believe will interest you. It is very common, of course, that the papers advise people to advertise, and statements and figures are given about such and such well-known houses, who are known to do a great deal of business, that they spend so much for advertising, etc., during the year. It is, without doubt, true it pays to advertise, but I believe it often looks to merchants and exporters like the paper is keeping on hammering at this in their own interest about the same as a commercial traveller talking for his goods, which to a certain extent it does; but, nevertheless, it is a nailed-down fact that advertising pays.

A United States manufacturer would hardly think of getting business in Europe by advertising in Canada. I can, from actual experience, tell you such things happen, and I believe very often. Here is an example, which happened me: I noticed some years ago in THE CANADIAN GROCER time and time again a small advertisement for "Tanglefoot" sticky fly-paper, something I had then never heard of before. Finally, one day I said to myself, if that firm can keep on advertising that article there must be something in it, and if a United States firm can sell it in Canada we might be able to sell it in the Scandinavian countries. We wrote them asking for samples and quotations, offered it to the trade, it took, and proved to be a good article. We now buy it every year and have done so for seven years, not by the box or by hundred boxes, but by the carload, and when we have a warm summer it seems as if we cannot get enough of it. Even up to this moment The O. & W. Thum Co., manufacturers of the fly-paper, have no idea that they got their Scandinavian trade through advertising in a Canadian trade paper, as I will confess I forgot to mention your paper when I first wrote to them.

There are other firms from whom I have bought considerable goods through the advertisements in your Canadian trade papers. I can mention, for instance, The Tillson Company. When Canada is on the right side of the market, so they can compete against the United States exporters, I have no difficulty in placing orders for carloads with this firm, as the goods we have had from them have been of the very best quality—second to none.

I had also recently a shipment of corn flour from St. Lawrence Starch Co. From this firm I buy regularly what I can sell of their goods and have never had any complaints. In fact, I must say, this is to the praise of Canadian exporters, that with the exception of apples, I have never had any trouble with Canadian goods, and the merchants here are getting to look with increasing confidence on goods of Canadian manufacture. You have in Canada some firms who have in their different lines been the standard-bearers, so to speak, for Canadian trade all over the world. I will only mention a few such firms; for instance, Messrs. Hiram Walker & Sons, distillers of "Canadian Club" whisky; The Dominion Radiator Co., Limited, manufacturers of "Safford" radiators; Ogilvies, and Lake of the Woods Flour Mills, and Massey-Harris, etc. Walkers' "Canadian Club" whisky can be had in all the best restaurants in every corner of Europe. I think that Walkers have done for the Canadian liquor trade what a couple of Havana manufacturers of cigars have done for the tobacco trade of Cuba, because of the

excellent quality of their cigars. The "Havana" cigars, regardless of who is the manufacturer, have got a reputation all over the world, although not all of the cigars from Havana are particularly better than the best of other cigars. The same way, I think, it is happening with Walkers' "Canadian Club" whisky. Canadian whiskies, in general, are getting the reputation of being the best whiskies made in America, because people get to know "Canadian Club." The merchants of Canada, of course, know this firm so well that it would be unnecessary to mention the style this firm does everything in. Their bottles, labels, capsules, show-cards, in fact, everything in connection with Walkers, of Walkerville, give the foreigner to understand that this firm belongs to the very first and is conducted with great ability. I have nothing to do with the sale of "Canadian Club," but I have often heard remarks about it.

A Canadian article I have been working very much with is radiators from The Dominion Radiator Co., of Toronto, whose advertisements are in your Hardware and Metal. Their radiators are here considered the very best, as their "Safford" patent prevents the possibility of any leak. My firm has furnished these radiators to a number of both official and private buildings during the last six years. Of Government buildings which are heated with Dominion radiators, I will only mention the Insane Asylum of Christiania, the Government Hospital at Christiania, the Government Agricultural Schools, the Technical Schools at Drontheim, the Stavanger Prison at Stavanger, the Reserve Prison at Christiania, the Government Manufactory of Arms at Kongsberg, the Artillery Barracks at Christiania and many others. We have also sold their radiators in Sweden, Finland and Denmark.

Lately there has, as you know, been very hard times in Northern Europe, and everything is about at a standstill. Now, let me say something which, if I am right, might be of use to some of your readers, and which, I being at a distance, maybe have a better chance to notice that they have. Of late years, on account of the very good times in the United States, their manufacturers have had a good and steadily increasing business, as the home consumption has been large, and on account of the large dividends there have been started an enormous lot of new factories. The overproduction is now commencing. We receive almost by every mail more and more offers for different kinds of goods at lower prices than before. This is bad, and I believe that inside of two years there will be an enormous crash in the United States and goods will be offered at almost anything. How this will affect Canada you know yourself.

No doubt there ought to be some carefulness in starting new factories just now. In fact, if I was in America to-day, I would sell what I had of stocks of every kind, as I believe the top prices have now been reached. I would, instead, invest in land in the Canadian West. Now, this is my individual opinion, and I believe I am right. What may delay the knock a little is the excellent harvest they have had in the United States, but it is sure to come. When I, eight or nine years ago, was in Canada and the United States as Norwegian Commercial Commissioner in the interest of Norwegian export, the times here were flourishing and the merchants were over-estimating everything, as people are liable to do in good times. Old factories were enlarged and new ones built and everything increased so rapidly, but when the crash came, a few years later, one institution after the other was closed and wound up, including half a dozen banks.

Now the just are suffering with the unjust, and I am afraid the same might happen in Canada, if there came a crash in the United States, so the American manufacturers would have to offer their goods at less than cost price.

Yours, respectfully,

C. E. SONTUM.

These remarks, coming as they do from a gentleman holding as important a position in foreign trade as Mr. Sontum does, cannot but have their effect upon Canadian business men who are interested in export.

MANAGEMENT AND STAFF DISCUSS BUSINESS.

ON the 6th and 7th inst., in the large and commodious warerooms of the wholesale grocery and wine and spirit firm of Hudon, Hebert & Cie, of Montreal, there was held the fourth annual general meeting of the travelling salesmen connected with that establishment. These busy workers, called together from all over the Dominion by the management, vied with each other in a serious manner in their endeavor to give to the meeting a character befitting its importance. Throughout the proceedings the usual banter, common to all drummers, could not be entirely suppressed, and breaking out here and there, served to prevent the elaborateness and tendency to verbosity of the older men from becoming a bore to the younger, who, to heavy dissertations on duty and effort, would make some opportune and apt remark, which, instead of marring, added zest to the proceedings. This yearly reunion was inaugurated by the management four years ago, primarily, for the purpose of creating friendly acquaintance among the travellers, who, working as they do throughout this broad Dominion, and being of necessity separated by long distances, could not get any personal knowledge of each other, except by some means such as this meeting affords. They use the proverb "From little acorns big oaks grow." As by reason of its novelty, the first gathering was desultory and incomplete, so, because of the efficient direction of the originator, who, in this as in all matters, is nothing if not progressive, the fourth and last has proved itself of the strength of a sapling with good promise of fruiting in the future.

On the 6th inst., on which day most of the important business was introduced and discussed, the opening of the proceedings was ably made by Mr. Albert Hebert, who was supported as chairman by Mr. Zephirin Hebert and Mr. L. Brault, gentlemen so well known that in this article any ecomiums passed upon them would be superfluous. In front sat the gentlemen of the road, relaxed from their usual tensity of labor, but whose faces showed pregnancy of thought. At the back were grouped the members of the inside selling staff, ready to absorb the words of counsel, admonition and experience of their brothers of the outside world of business.

The first words fell to the lot of Mr. P. S. Hamon, the Maritime representative, who, in his usual ponderous and slow, but generally effective style, spoke of duty and its responsibilities. Coming from the east, he was, as the sun on a summer's day, diffusive, still, when he did set, as the sun must, even in midsummer, he left on his hearers the afterglow of

twilight rather than the darkness of night.

Mr. E. A. Cardinal, the senior of the city travellers, in the characteristically, incisive and forcible manner, so well known to his friends, laid before the meeting subjects worthy of consideration, and his speech was greeted with appreciation and applause.

The gem of the evening was certainly pronounced by Mr. H. Bertrand, who, as all who have the pleasure of his acquaintance know, is possessed of a gracious presence and a soft and modulated voice. In the language of "La Belle France," in chosen words, finished and elegant, he charmed the company with his effort, which was both complimentary and admonitory.

Of the firm's pioneer traveller, Mr. Hugo Rohde, it can only be said that by his lucid remarks and sound reasoning he added much to interest.

Mr. J. A. Chevalier certainly displayed much knowledge of the subjects he handled, and was much appreciated as a sound counsellor by his confreres.

Our far-seeing friend, Mr. G. W. Prescott, who is by nature of an inquiring mind, plunged into the mysteries of the sugar question and emerged with a sweet expression on his countenance to receive the plaudits of his brother drummers.

Many were the subjects ably brought forth and enlarged upon by the other members of the travelling staff. Not least among these was the consideration of the traveller himself, his many worries and temptations. This subject was very well handled by the junior members, while the older ones listened meditatively.

That traveller, who, because of the number of years spent in the pursuit of happiness, sat most reminiscent with a regretful look suggestive of his thought, that many were the right paths he had failed to take, bowed his grizzled head in sorrow, realizing that to him, at least, had come many a failure to grasp the situation in his early life and that all now left to him was a theory of the unattainable ideal traveller.

On the evening of the 7th inst. the programme was somewhat changed, the subjects under consideration, instead of being of the travellers' choosing, were those set by the management.

Mr. Hugo Rohde, from his many experiences, gave able advice as to the proper handling of new territory.

Mr. J. A. Chevalier imparted from his varied knowledge valuable pointers as to the practical working of a ground, which proved instructive, and was the result of much thought and experience.

Mr. P. S. Hamon grievously gave a dissertation on grievances; at the conclusion he personified Patience on a pedestal smiling at grief, but was thoroughly roused by Mr. G. W. Prescott, who delivered a spirited address on "Enthusiasm and Courage." Thus ended a very pleasant meeting, each one to the other repeating the watch word "En Avant!"

The proceedings were closed by Mr. Albert Hebert, who, in a few words, thanked his employes for their attention and the general results obtained, adding also counsel and encouragement to further effort.

After the close of the business part of the meeting, the employes were invited by the management to partake of a bountiful collation set out and ready in the board room. When we say that the tables were laden with delicacies and flanked with wines of the finest vintages from the cellars of this well-known house, it will be understood that the company could not but appreciate the attention.

An hour or more was spent in such pleasant occupation and the spirit of good humor prevailed throughout. At the close employers and employes separated satisfied that the travellers' fourth annual general meeting had fulfilled the intention of its institution, both commercially and socially.

While discussing the subject of advertising, the question was brought up as to whether advertisements in "The Canadian Grocer" were a benefit to the travelling staff. Several speakers were heard on the subject, and it was apparently the unanimous opinion of both management and staff, that the firm's advertisements in "The Grocer" gave a decided advantage to their representatives on the road in making sales.

RETAIL GROCERS OF HAMILTON.

The Hamilton Retail Grocers' Association is prospering. Its financial affairs are in good shape, and it is increasing its membership gradually. It has now 75 members. On January 7, the annual meeting was held, and the following officers were elected:

President—Joseph Kirkpatrick.  
Vice-Presidents—James Main and Wm. Smye.  
Secretary—M. R. Hill.  
Treasurer—Charles Bremner.  
Auditors—C. H. Peebles and Adam Ballentine.  
Executive Committee—J. Forth, A. Bain, J. Young, F. Harrigan, George Powell.

When sorting up in canned goods please remember that Grocers' Wholesale, Co., Limited, can give you attractive prices for everything. Yes! including Canadian tomatoes.

The concentrated attention of the world's tea trade is being bestowed upon the enormously increasing demand for "SALADA" Ceylon Teas. Nothing in the world has brought this about save superior worth associated with newspaper publicity.

**"SALADA"** Teas sell like bread or sugar.

No dead shelf stock. No culls to sort out and sell at a sacrifice. No cutting of prices. No pedlers' opposition. Every packet gives its regulation profit.

...The sale is now in excess of Eleven Million Packets per annum ..



Japan sales are declining.  
Ceylon Green advancing.

The Government statistical Department at Ottawa will readily supply the proof.

**"SALADA," TEA CO., Toronto and Montreal.**

Offices at Boston, Buffalo, Pittsburg, Detroit, Philadelphia, Cleveland, New York, Chicago, Washington, Toledo, Wheeling, W. Va.



Have **YOU** bought the

**Old Reliable?**

For sale by every wholesale grocer from the Atlantic to the Pacific.

Packed only from the finest Red Sockeye Salmon.

**EVERY CAN GUARANTEED.**

**LILY WHITE  
GLOSS STARCH**



Our New  
6-lb. Tin  
is a  
Beauty

Add a case to your next 10-box Order.

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

# MARKETS AND MARKET NOTES

## ONTARIO MARKETS.

Toronto, January 15, 1903.

### GROCERIES.

**B**USINESS in most lines has been a little brisker during the past week and there are a few features worth noting. There has been a very decided strengthening in sugars and stocks have moved more freely. This has been due to an advance of 10 points in United States refined in New York. Rice has advanced on both the outside and local markets, and reports from Japan indicate that the supply there has been almost exhausted. In canned goods, tomatoes are selling more freely at the full advance price. Stocks are very low. Salmon stocks on the Coast are in small compass and several knowing ones would advise retailers to stock now for spring wants. The tea situation is practically unchanged since last week, though some jobbers report a greater activity in some lines. The business in nuts has almost disappeared. An advance in bird seed has been noted by some jobbers, due principally to the advance in canary seed. Reliable quotations place bird seed at from 6½ to 7c. per lb. Syrups and molasses are in greater demand and a good business is being done in dried fruits. For all these goods this is essentially the season. The fish market is a trifle brisker, but very little poultry is passing through the dealers' hands. Fruits are beginning to pick up a little. The market in the Old Country, for both eggs and cheese is strengthening, and local stocks are held at firm prices.

### CANNED GOODS.

Canned goods are beginning to move more freely, a fact that is more noticeable this week. A number of inquiries for quotations have been received, showing that stocks are depleted. Tomatoes are very scarce and are beginning to sell more freely at full advance prices. Peas remain firm at our quotations, and there is little or no corn to be had under 90c. Stocks of all kinds of salmon on the Coast are in small compass and most of the large packers are quite sold out of sockeye. These are quoted on the Coast at \$5. The lobster market is very bare at headquarters, and we quote the prices as follows: 90c. to \$1.40 for peas; 96c. to \$1.15 for corn and \$1.65 to \$1.85 for tomatoes. All fruits are lifeless with prices nominally maintained at 90c. to \$1 for apples, 3s; \$2.10 to \$2.25 for cherries; \$1.40 to \$1.80 for raspberries; \$1.50 to \$1.75 for strawberries and \$1.65 to \$1.90 for peaches. Fraser River sockeye, \$1.50 to \$1.52½; Northern, \$1.40 to \$1.45, and Horseshoe, \$1.60 to \$1.65.

### COFFEES.

There is little or no market for coffee this week and there are no changes in price to report. Recent advices from Brazil show that Brazil is above the parity of New York. The outlook is for higher prices. It has been felt in coffee circles that prices have been grounding on the bottom for some time past. Local

prices are as follows: Green Rios, No. 7, 3¾c.; No. 6, 8c.; No. 5, 8¼c.; No. 4, 9c.; No. 3, 10 to 12c. per lb

### RICE AND TAPIOCA

The local market for rice is decidedly firm. Reports from outside points show advances. Montreal rice has advanced ¼c. all round. The advance is directly due to the advance asked for new contracts by the mills. The latest advices from Japan also show that supplies are exhausted at present and Japan will have to import from Burmah and other sources of supply. Offers for duplicate orders on the same basis as the last have been refused.

### SPICES.

There is a fair demand for all kinds of spices, but there are no price changes to record. We quote: Peppers, black, 18 to 19c.; white, 23 to 27c.; ginger, 22 to 25c.; cloves, whole, 14 to 35c.; cream of tartar, 24 to 30c.; allspice, 13 to 16c.

### SYRUPS AND MOLASSES.

Syrups and molasses are moving out more freely now as this is essentially the season for them. There is an increasing disposition on the part of sellers to meet the market in New Orleans molasses and

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

push sales. Offerings are coming forward more freely.

### SUGAR.

The special feature to note this week is an advance of 10c. per 100 lb. in quotations for American refined sugars, made effective on Tuesday. Previous to this the raw market had shown a firmer tone, with buyers of centrifugal sugars at 3¾c., duty paid New York. This quotation shows no change from previous advices, but, whereas last week there were sellers and no buyers at this quotation, the positions are now reversed, and sellers are unwilling to continue at this figure. 88 deg. raw beet-root sugars have advanced 1½d. for the week and are now quoted at 8½d. f.o.b. Hamburg.

The firmness outside has so far made no change in local prices, which remain as per our prices current, but inquiry has been stimulated and there is now a healthier tone to the situation than we have been able to report for some time past.

Meltings at United States four ports remain at the previous figure, 31,000 tons, while receipts for the week reach 27,184 tons, leaving stocks at 3,816 tons less than the previous week and these are now 132,260 tons, of which the bulk, or, say, 128,000 tons are in refiners' hands. It will be seen that this gives refiners only slightly over four weeks supply, which is not excessive at any time. The latest cables from Germany indicate that

beet sowings for the next campaign will be a trifle larger than last year's, while it is expected French sowings will show a decrease.

Immediately on the abandonment of the equality plan in the United States the market for refined assumed an unsettled condition. Trade was consequently light, necessitating a decline of 5c. per 100 lb. in New Orleans and Missouri River points and 15c. per 100 lb. in Colorado and 20c. per 100 lb. in San Francisco, but no change in New York. Net prices were quoted in all parts of the country, except in New England. The New York and New Jersey State jobbers appointed a committee to wait on refiners to adjust a factor plan. Later advices reported that the Pennsylvania Grocers' Association had withdrawn restrictions temporarily and were selling at net prices. Still later reports showed that two posted rates were being quoted, the long price applying to New England and New York and the short price to other States.

### TEAS.

Locally the condition in teas is unchanged. It is almost impossible to get low-priced Japan teas and young hysons are none too plentiful. There has been a little activity in flavoring teas. The outside markets retain their strength, and at the tea market held in London on Tuesday last, the first since the holidays, an advance of ¾ penny on flavory Ceylons was reported. Deliveries for consumption at that date were larger than importations. With the Calcutta market closed there is little room to expect lower prices until next fall, when the weight of the new crop of tea then coming forward will determine the position.

### FOREIGN DRIED FRUITS.

**CURRENTS.**—There is a slight improvement in the local inquiry. Advices from Patras state that the market remains firm and prices are maintained. Local prices are: 5c. up for fine Filiatras; 6¼ to 6¾c. for Patras, and 7 to 8c. per lb. for Vostizzas.

**VALENCIA RAISINS.**—Stocks are scarce and prices are slightly firmer. A Montreal buyer was on the market during the week and found difficulty in getting business. Fine off-stalk are quoted locally at 7½ to 8c.; selected, 8 to 9c. and selected layers, 9 to 10c. per lb.

**SULTANA RAISINS.**—Prices remain steady at 9 to 13c., and a fair business is being done.

**DATES.**—There is a very fair demand for dates and prices are firm. We still quote: Hallowees, 4½ to 5c.; Sairs, 4 to 4½c. and Fards, 7½ to 8c. per lb.

**PRUNES.**—These are selling fairly well. We quote: 100-110s, 4 to 4½c.; 90-100s, 4½ to 5½c.; 80-90s, 6 to 6½c.; 70-80s, 6½ to 7c.; 60-70s, 7 to 7½c.; 50-60s, 8 to 8½c.; 40-50s, 8½ to 10c. per lb.

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

**CALIFORNIAN SEEDED RAISINS.**—Demand is fair. We quote: 8½ to 9c. per lb. for 12-oz. packages and 10½ to 11c. for 1-lb. boxes of choice goods in packages.

THE MARKETS

Californian loose muscatels are quoted as follows: 2-crown, 7½c.; 3-crown, 8 to 8½c. and 4-crown, 9c. per lb.

**CALIFORNIAN EVAPORATED FRUITS**  
—On Tuesday an advance of ¾c. was reported in apricots, but the rumor remained unconfirmed. One or two jobbers quote from 9c. up; others, more conservative, quote at 8½c. We quote: Apricots, 8¼ to 12c. and peaches, 8 to 12c. per lb.

**GREEN FRUITS.**

This market is showing signs of recovering from the stagnation felt after the holidays. We quote as follows: Valencia oranges, \$1 to \$5.75 per box; Florida oranges, \$3.15 to \$3.50; Mexican oranges, \$2 to \$2.50; Jamaica oranges, \$2.25 to \$2.75 per box; Californian oranges, \$3.50 to \$3.75 per box; pineapples, \$1.50 per crate, and grape fruit, \$3.50 to \$1.50 per box; Malaga grapes, \$5.00 to \$7.00 per barrel; winter apples, \$1.50 to \$2.50 per barrel; fancy Jersey cranberries, \$11.00 per barrel; Cape Cod, \$9.50 per barrel; sweet potatoes, \$4.50 per barrel; bananas, \$1.25 to \$1.75 per bunch for ordinary, and \$2.25 to \$2.50 for large bunches; Californian lemons, \$1.25 to \$1.50 per case; Messina, \$3.25 to \$3.50 per box; cucumbers, \$2.75 per dozen.

**VEGETABLES.**

Business remains quiet since the holidays. Vegetable marrow and pumpkins have practically disappeared from the market. A slight advance in potatoes may be noted, these being quoted from \$1.40 to \$1.45. We quote: Cabbage, 40c. per doz.; red cabbage, 50c. per doz.; celery, 35 to 50c.; carrots, 40c. per bag; parsnips, 50c. per bag; turnips, 35c. per bag; onions, 75c. per bag; beets, 50c. per bag; lettuce, 35 to 40c. per dozen; mint and parsley, 20c. per dozen; pumpkins, 15 to 20c. each; vegetable marrow, 5 to 10c. each and 50 to 75c. per dozen; artichokes, 25c. per peck; potatoes, \$1.40 to \$1.45 per bag.

**COUNTRY PRODUCE.**

**EGGS.**—The past week has been a fairly active one in the egg market. Very few fresh gathered eggs are arriving and stored and lined eggs are coming forward. The cold weather and storms have cut off the receipts of the former. The market in the Old Country is improving, but there is practically no change here. Prices range as follows: Fresh gathered, 15 to 22c.; first-class cold stored, 17 to 22c.; lined, 16 to 18c.; seconds, 15c. and checks, 12 to 13c. per doz.

**BEANS.**—Trade continues quiet. Hand-picked are quoted at \$1.85 to \$2.25 per bushel and prime, \$1.65 to \$2. per bushel.

**DRIED AND EVAPORATED APPLES.**  
—There is little or no demand for these lines and dealers hold stocks on hand. We quote: Dried apples, 1½c. and evaporated apples, 6¼ to 7c. per lb.

**HONEY.**—Prices remain practically unchanged. We quote: 8 to 8½c. for extracted clover, and \$1.25 to \$1.75 per dozen for comb. Honey in glass jars is worth \$1.50 to \$2 per dozen.

**POTATOES.**—The market continues firm. One house offers to buy at \$1.40 per bag f.o.b. track here, but the price ranges from 95c. up.

**BUTTER AND CHEESE.**

**BUTTER.**—Trade in butter is dull and there is a weakening tendency in some lines. Creamery prints have declined to 23c. and creamery solids can be purchased

at 20c. Prints seem to be strengthening slightly. We quote: Creamery prints, 22 to 24c.; creamery solids, 20 to 22½c. for fresh-made and 19 to 21c. for old creamery; dairy rolls, large, 17 to 18c.; prints, 18 to 20c.; tubs, selected, 16 to 18c. per lb.

**CHEESE.**—The general trade is feeling quite satisfied to hold stock, and there are prospects of an advance soon. Prices continue firm. We quote 13 to 13½c. per lb.

**POULTRY.**

The season is about over, though some dealers expect the arrival of shipments at the end of the week. Prices remain unchanged. We quote: Turkeys, 12 to 13c. per lb.; geese, 8 to 9c. per lb.; ducks, 70 to 90c. per pair, and chickens, 40 to 60c. per pair.

**FISH.**

The fish market has been a little brisker since the holidays and there is now a good demand for prepared fish of all sorts, with prices firm. We quote as follows: Frozen fish, trout, 7 to 8c.; perch, 4 to 5c.; pike, 6c.; British Columbian salmon, 13 to 15c.; whitefish, 7 to 7½c.; mackerel, 15 to 20c.; No. 1 smelts, 6 to 8c.; extra smelts, 13 to 15c.; halibut, 10c. to 12c.; blue pike, 4c. per lb.; pike, 4c.; live lobsters, 25c. per lb.; oysters, \$1.05 to \$1.80 in small pails (3-wine gals.), and \$6.75 to \$7.50 for large; smoked cis-coes, \$1.25 per basket; Digby herring, 65c. per bundle; finnan haddies, 7 to 8c. in 15-lb. boxes; codfish, \$4.50 for 25-lb. boxes and \$1.80 for 2 doz. box; quail on toast, 5½c. in boxes; boneless cod, 4½c. per lb.; kippered herring, \$4 per case of 4 doz. tins; Labrador herring, in ¼-bbls., \$3 and lake herring, \$4; salt sea salmon, \$8 to \$10 per 100 lb.; salt sea mackerel, \$2 per kit; lake herring, frozen, \$4; frozen sea herring, \$1.50 to \$2 per 100; bloaters, Yarmouth, \$2 to \$2.50 per 100.

**GRAIN, FLOUR AND BREAKFAST FOODS.**

**GRAIN.**—The market has kept fairly active, but there is no change in prices. We quote: Red wheat, 72c.; white wheat, 72c.; barley, 40 to 45c.; oats, 32c.; peas, 76c.; buckwheat, 52c.; rye, 50c. per bush., on track, Toronto.

**FLOUR.**—The home market continues satisfactory, but it is reported that the export demand is moderate, on account of liberal offerings of United States flour in the British markets at lower quotations than the Canadian. Prices are still steady. We quote as follows: Ontario patents, in bags, \$3.35 to \$3.65; Hungarian patents, \$1.10 to \$1.20; Manitoba bakers', \$3.75 to \$3.90; straight roller, \$3.40 to \$3.50 per bbl.

**BREAKFAST FOODS.**—There is a brisk local demand and a heavy export of package oats. Other lines are also in good demand at steady prices. Our prices follow: Oatmeal, standard and granulated, in carlots on track, \$4.30; standard rolled oats, in carlots, \$4.10 per barrel in bags; in wood, 15c. extra, and for broken lots, 25c. per bbl. extra; rolled wheat, \$2.25 per 100 lb. bbl.; cornmeal, \$4; split peas, \$4.75; pot barley, \$4, in bags; in wood, 15c. extra; Swiss food, per case, \$2.88.

**HIDES, SKINS AND WOOL.**

**HIDES.**—The market is weak and there is a large supply. Prices are as follows: No. 1 green, 7½c.; No. 2 green, 6½c.; No. 1 green, steers, 8c.; No. 2 green, steers, 7c.; cured, 8¼ to 8¾c.

**CALF SKINS.**—This is an off-season for

SOLE AGENTS REQUIRED FOR CANADA.  
Reciprocity European agencies entertained.  
Sauce Mfrs., London.  
**Landor, Shutes & Co.,**

Established 1869.

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Consignments solicited.  
Highest prices. Prompt returns.

**A. GIBB & CO.**

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**FRESH FRUIT and FISH....**

We are quoting special prices on Fruit and Fish this week. We have to hand a car of Fine Fresh Herrings in bbls. and casks—if in need of anything in above lines drop us a line, or send a trial order.

**Satisfaction and Quality Guaranteed.**  
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**HUSBAND Bros. & Co.**

Wholesale Fruit and Commission Merchants.  
82 Colborne St., TORONTO.  
Phones, Main 54, Main 3428.

**WANTED.**

**DRIED APPLES**

Highest Prices Paid.

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

7 Market St., HAMILTON.

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Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

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

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Long Distance Phone Main 645.  
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**"Bronco" Brand Navel Oranges.**

If you want Oranges easy to sell, and see your customers back well pleased, buy the "Bronco" Brand—extra fancy. In a class by themselves.

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TORONTO.

THE MARKETS

The Canadian Grocer

**COX'S GELATINE** Always Trustworthy  
ESTABLISHED 1725.

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ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N.B., and Moncton.

**ORANGES.** California Navels.  
126 and 150's. Good brands, bright stock—

\$3.00 Case.

Jamaicas, 150, 176, 200's, \$2.25 Case. Mexican, 126 and 150's, \$2.25 Case. Valencia, ordinary 120's, \$4.00; ordinary 714's, \$4.50.

LEMONS—Messina 300's, \$3.00; 5-case lots, \$2.75. Malaga Grapes, per keg, \$4.50 and \$5.00.

Consignments of Produce Wanted.

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

Butter Cheese  
Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

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70 and 72 Front St. E., Toronto.

**BUTTER and EGGS**

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**MANITOBA** and **LOWER PROVINCES.**

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Wholesale Produce Merchants,  
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The **DAWSON** Commission  
Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets, TORONTO

**January Staples!**

**PRUNES,**  
**APRICOTS,**  
**PEACHES,**

*Evaporated.*

We have them. The Best only.  
Get Samples and Prices.

**CLEMES BROS.,**  
TORONTO.

calf skins, and business is dull. We quote as follows: Veal skins, 6 to 14 lb. inclusive, No. 1, 10c.; No. 2, 8c.; do., 15 to 20 lb. inclusive, No. 1, 9c.; No. 2, 7c.; deacons (dairies), 60 to 70c. each.

**SHEEPSKINS.**—These find a ready sale in consequence of the improvement in the wool market. We quote 80 to 90c.

**WOOL.**—Fleece wool is pretty well marketed. There is a fair demand from the mills for pulled wools and various grades of foreign wools. Our prices are as follows: Unwashed wool, 8 to 8½c.; fleece wool, 15c.; pulled wools, super, 15 to 16c. and extra, 19 to 20c.

**TALLOW.**—The market is very dull. We quote 5½ to 6c. per lb., on track, Toronto, and 6¼ to 6½c. out of store.

**SEEDS.**

The market for seeds is quiet and the condition practically unchanged. Alsike is offering in limited quantities at \$6 to \$7.25 per bushel. Red clover is quoted from \$6.50 to \$7. Timothy, \$1.60 to \$2 per bushel, prepaid aboard at outside points. For extra choice to fancy qualities a little more may be paid, and for lower grades prices are below these.

**MR. BLAIN'S UMBRELLA.**

Mr. Hugh Blain, of The Eby, Blain Co., Limited, lunches regularly at the National Club. The other day he hurried away to attend to some business at his office and left his umbrella behind. He immediately called up the hall porter of the club and asked him to see if it was there. The latter returned to the 'phone in a few minutes with one he thought was Mr. Blain's.

"Are you there, Mr. Blain?"

"I am," said Mr. Blain.

"There are three umbrellas here," said the porter, "and they all look pretty much alike. Would you know your own if you saw it, Mr. Blain?"

Mr. Blain guessed he would.

"Is this it?" said the porter, holding it up in front of the telephone.

**A CRITICAL AGE.**

This is a critical age for food products and no wonder every little while a new article is projected on the market, heralded by loud advertising and the public is invited to taste and try and incidentally to purchase the latest new food or fad warranted to make us healthy, wealthy and wise if we only eat enough of it. Some enjoy a certain popularity for a long period, depending on the amount of money spent in advertising, some drop out of sight and mind very soon, as the people get tired of them or something new comes out. All this goes to show that an article to gain and retain a hold on the public taste must have merit, and a food product in the nature of a luxury for which the demand, stimulated by little or no advertising, increases year after year must possess exceptional merit, and such is the case with Schepp's Coconut, either in packages for first-class grocery trade, or in bulk for bakers and confectioners, it is recognized as the standard for quality everywhere.

**CANADIAN MEATS**

**CHEESE and BUTTER.**

Consignments handled in—

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or sold cost freight and insurance.

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

# MADAM HUOT'S COFFEE.

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

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Here You Have Quality, Quantity, and Assortment.

IN STOCK AND ARRIVING IN A FEW DAYS:

<b>2,441</b>	Half-Chests Japan Tea, basket fired, natural leaf, and pan fired, all prices and qualities, from . . . . .	<b>17 1/2 to 40c.</b>
<b>218</b>	Half-Chests Japan Siftings . . . . .	<b>8 to 9 1/2 c.</b>
<b>300</b>	“ Large Japan Fannings . . . . .	<b>10 1/2 c.</b>
<b>2,959</b>	for Japan.	
<b>1,844</b>	Packages Gun Powder, Moyune and Ping Suey, Pin Head, Pea Leaf, and Imperial, from . . . . .	<b>15 to 45c.</b>
<b>283</b>	Packages Young Hyson, Moyune and Ping Suey, sifted, 1sts, 2nds, Sow Mee Points, etc., from . . . . .	<b>15 to 40c.</b>
<b>41</b>	Half-Chests Moyune Hyson, Imperial,	
<b>2,168</b>	for China Green.	
<b>397</b>	Chests and Half-Chests Ceylon and Indian Green, natural and colored leaf, from . . . . .	<b>15 to 22c.</b>
<b>403</b>	Half-Chests China Black Teas—Ning Chow, Lapsang Souchong, Pecco Congo, Packlum Panyong, Saryune, from . . . . .	<b>9 1/2 to 45c. 10 1/2 to 30c.</b>

THE CANADIAN GROCER



2,100 for China Green.

**397** Chests and Half-Chests Ceylon and Indian Green, natural and colored leaf, from

15 to 22c.

**403** Half-Chests China Black Teas—Ning Chow, Lapsang Souchong, Pecco Gongou, Packlum Panyong, Saryune, from

9 1/2 to 45c.

**507** Boxes and Matts of Packling Congous, from

10 1/2 to 30c.

**910** for China Black.

**731** Packages Ceylon and Indian Black from the best estates and the best gardens, all selected for their fine flavor and high liquoring qualities, from

13 1/2 to 50c.

**32** Packages Formosa Oolong and Scented Orange Pekoe—choicest Teas in leaf and liquor, at

40c.

**7,197** Packages for a Total.

### JUST IN:

- 15** Half-Chests extra superb choicest rich Panyong Congo Black Tea, at **22 1/2 c.**
- 25** Half-Chests extra choicest selected Panyong Congou Black Tea, at **16 1/2 c.**
- 100** Half-Chests, 50 lbs. each, Ceylon Green, colored, a very good imitation of Japan Tea, at **18 1/2 c.**
- 28** Half-Chests, 80 1 lb. paper packages each, Choice Siftings, at **10c.**

EX STR. "INDRIANI," VIA SUEZ CANAL.

- 204** Half-Chests, 68 each brand, of a fine natural leaf Japan Tea, clean, well-made leaf, extra liquor, will beat anything at the price. If ordered for delivery at once, **20c.**
- 89** Chests Pekoe Indian Black Tea, **14 1/2 c.**
- 50** " " " **13 1/2 c.**
- 50** " Ceylon " **13 1/2 c.**

### COMING INSIDE OF 6 DAYS:

- 300** Half-Chests Large Leaf Fannings, the finest and best, at **10 1/2 c.**

- 556** Catties Ping Suey Imperial Gunpowder, at **15c.**
- 507** " " " " **16 1/2 c.**

At both these prices I give the best leaf and the best liquor.

ASK FOR SAMPLES—You will find here everything you want in high-grade Teas, Coffees, Spices and Vinegars at right prices.

# E. D. MARCEAU

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

**"DME"**  
Baking Powder, Vinegar,  
Spices, Coffee.

THE CANADIAN GROCER

## QUEBEC MARKETS.

### GROCERIES.

Montreal, January 15, 1903.

THE week in wholesale groceries has been a quiet one, the advance in rice being about the only feature that aroused general interest. Most of the travellers are again starting out on their routes; though as yet but little has been done. On the 7th instant American porks were reduced 50c., the selling prices now being \$24.50 and under, according to quality and size. Paraffine wax declined 2c. per lb., and is now quoted at 12 to 13c. per lb. Canary seed sells at 4 to 1½c. per lb., an advance of ½c. per lb.

#### SUGAR.

The market for sugar has been steady throughout the week and the price has been stationary. Granulated is still quoted at \$2.80 and yellows at \$3.15 to \$3.75. There is not much movement outside of the city market.

#### TEAS.

The market is dull this week and what demand there is is chiefly for small lots for immediate requirements. Ceylon teas have not altered their position to any extent, and no quotable change is reported either locally or on the primary markets. While the general view of Japan teas is that the situation is unchanged and the prices are still firm, one buyer considers the market for low grades somewhat easier. He states that he was offered some low grade teas at 16c., which in December were held at 18c. On the higher qualities, however, we hear of no change, the market seemingly retaining all its firmness.

#### SYRUPS AND MOLASSES.

Some improvement is reported in the demand for Barbados molasses, but the market is still far from active. Prices locally are as follows: Barbados, 23 to 24c.; New Orleans, 16 to 17c.; Antigua, 24c. and Porto Rico, 38c. Corn syrups sell as follows: In barrels, 3½c.; ½ bbls., 7½c.; ¼ bbls., 3½c.; in 38½ lb. pails, \$1.40 and 25 lb. pails, \$1.10.

#### SPICES.

This market is still very quiet and shows no new feature of importance. Our quotations are as follows: Nutmegs, 35 to 55c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c.; and Afghan, 13 to 14c.

#### RICE AND TAPIOCA.

Canadian milled rices have advanced all round 12½c. on account of the shortage in crops in Japan and Burmah. The former country will have to import a great quantity for its own use. We quote as follows: B rice, in bags, \$3.15; in ½ bags, \$3.20; in ¼ bags, \$3.25; in pockets, \$3.30. In 10 bag lots an allowance of 19c. is made. CC rice, \$3.05 in bags; \$3.10 in ½ bags; \$3.15 in ¼ bags and \$3.20 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 to 5c. per lb. and tapioca, 3c. In accordance with this advance "Mount Royal" fancy rices are 12½ to 25c. higher per 100 lb., and are now quoted as fol-

## THE MARKETS

lows: Mandarin Patna, \$4.25; Imperial Glace Patna, \$4.50; Japan Glace, \$4.50 and Crystal Japan, \$4.75.

#### CANNED GOODS

The canned goods market has not materially changed. A fair volume of business is being done at steady, but firm prices. Our quotations follow: Tomatoes, \$1.60 to \$1.75; corn, 95c.; peas, 95c. to \$1.20; string beans, 87½c. to 90c.; strawberries, \$1.45 to \$1.60; blueberries, \$1.25; raspberries, \$1.45 to \$1.60; gooseberries, \$1.45 to \$1.60; pears, 2s, \$1.60 to \$1.70; 3s, \$2.10 to \$2.15; peaches, 2s, \$1.65 to \$1.70; 3s, \$2.50 to \$2.75; 3-lb. apples, 85 to 90c.; gallon apples, \$2.10 to \$2.20; 2-lb. sliced pineapples, \$2.20 to \$2.30; grated pineapples, \$2.50; pumpkins, \$1 per dozen; spinach, \$1.50; sugar beets, 95c. to \$1; salmon, pink, 92 to 95c.; spring, \$1.25; Rivers Inlet red sockeye, \$1.30; Fraser River red sockeye, \$1.40.

#### FOREIGN DRIED FRUITS.

**CURRENTS.**—Prices are unchanged. We quote: Fine Filiatras, 3½c. in cases; cleaned, 5½c.; in 1-lb. cartons, 6½c. and finest Vostizas, 6½ to 7c. per lb.

**SULTANA RAISINS.**—There is not much doing. The price remains at 9 to 12c. per lb.

**VALENCIA RAISINS.**—There is no change. A small amount of business is doing on the following basis: Finest off stalk, 7 to 7½c.; selected, 7½ to 8c.; layers, 8 to 8½c. per lb.

**FIGS.**—The market is quiet. Comadres are quoted at \$1.20 per tapnet and Eiemas at 10½ to 20c. per lb.

**DATES.**—These are quoted ½c. lower this week, and Hallowees are now worth 4½c. per lb.

**EVAPORATED APPLES.**—A fair trade is doing. Apricots sell at 11c.; peaches, 9½c. and pears, 12c. per lb.

**MALAGA RAISINS.**—Prices are firm. The market, however, is quiet, our quotations now being: London layers, \$1.75 to \$1.90; "Commoisseur Clusters," \$2.15 to \$2.50; "Royal Buckingham Clusters," quarter boxes, \$1.15; "Excelsior Windsor Clusters," \$4.50 to \$1.60; ¼s, \$1.30 to \$1.40.

**CALIFORNIAN RAISINS.**—The market is still quiet. We quote: Loose muscatels, 7½ to 8c.; seeded, in 1-lb. packages, 9½ to 10c.; in 12-oz. packages, 7½c. per lb.

**PRUNES.**—A fair trade is doing this week. Our quotations are: 10c. for 30-40s; 8½c. for 40-50s; 8c. for 50-60s; 7½c. for 60-70s; 7½c. for 70-80s; 6½c. for 80-90s; 6½c. for 90-100s. Oregon prunes (Italian style) are quoted as follows: 40-50s, 7½c.; 50-60s, 7 to 7½c.; 60-70s, 6½c.; 90-100s, 4½ to 4¾c. per lb.

#### NUTS.

There is nothing new on this market. The prices are unchanged. Our quotations are still as follows: Walnuts, 12½c. to 13c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 25 to 26c. and shelled almonds, 28c.; filberts, 9½c.; Pecans, 15c.; Brazil nuts, 14½ to 15½c.; peanuts, roasted, 7½ to 11c. per lb., according to the brand.

#### GREEN FRUITS.

A fair volume of business is reported on this market. Florida oranges are now in stock, selling at \$5.50 per box. Cranberries are again higher, and the price is very firm. Californian celery is about 25c. per case lower this week. We quote as follows: Florida oranges, \$5.50 per box; Jamaica oranges, \$2.75 per box and \$4.50

to \$5 per bbl.; Californian navel, \$3.75 per box; Valencias, 714s, \$4.50 per box and 420s, \$3.75; Messina lemons, \$2.75 to \$3.25 per box; cocoanuts, \$3.50 per bag of 100; bananas, \$2 per bunch; Canadian cabbage, 25 to 40c. per doz.; potatoes, \$1.15 to \$1.30 per bbl.; Canadian apples, in bbls., \$1.75 to \$3.50; Spanish onions, 65c. per crate and \$2 per case; sweet potatoes, \$5.50 per bbl.; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$11 to \$15 per bbl.; yellow and red onions, \$2 per bbl.; chestnuts, 14c. per lb.; pineapples, 25 to the case, \$5; Almeria grapes, fancy heavy weights, \$7 per keg; choice heavy weights, \$6.50 per keg; ordinary, \$5.50 per keg; Californian celery, \$5.25 per case; grape fruit, \$3.75 to \$4.50; tomatoes, 6 baskets to the crate, \$5.50; Californian cauliflower, per crate, about 2½ doz., \$3.25; tangerines, ¼ boxes, \$3.25.

#### FISH.

No change of importance is noted on the fish market this week. A fairly good trade is doing, and all fish in season are in plentiful supply. Our quotations are as follows: Haddies, 6½ to 7c.; smoked herring, 15c. per box; fresh haddock and cod, 3½c. per lb.; dore, 6c.; pike, 4c.; halibut, 9c.; salmon, 9c.; No. 1 herring, Nova-Scotian, \$5.50 per bbl. and \$3 per half bbl.; No. 1 Holland herring, \$6.50 per half bbl.; No. 1 Scotch herring, \$6.50 per half bbl. and 95c. per keg; Holland herring, 70 to 80c. per keg; No. 1 green codfish, \$5.50 per bbl. and mackerel, \$20 per barrel; boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dried codfish, \$4 to \$4.50 per 100-lb. bundle; British-Columbian salmon, \$12.50 per barrel; standard bulk oysters, \$1.40 per gallon; Marshall's kippered herring, \$1.45 per dozen; Canadian kippered, \$1.00 per doz.; Canadian ¼ sardines, \$3.50 to \$3.75 per 100; canned Cove Oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.; Malpeque shell oysters, \$6 to \$7.50 per barrel; tommy cods, \$1.85 per bbl.; No. 1 smelts, 7c. and No. 2, 4½c. per lb.

#### BUTTER AND CHEESE.

**BUTTER.**—Butter is about ½c. lower this week. A lot of goods are held here for English account and the market is dull, owing to heavy stocks. All holders seem anxious to sell. Finest creamery is now worth 22 to 22½c., but lower prices are looked for.

**CHEESE.**—As is usual at this time of the year the cheese market is very quiet and but little export business is doing. Nevertheless, the market keeps firm at 13c. for finest fall makes. A recent cable from England quoted a price equal to about 12½c. here, but we hear of no business being done on the local market at that figure.

#### COUNTRY PRODUCE.

**EGGS.**—The market is entirely unchanged as to price this week. We still quote: Selected, 26 to 27c.; candled stock, 20 to 20½c.; Montreal limed, 18c. in a jobbing way; straight receipts, 18½ to 19c.; Montreal limed, 17½c.; cold storage stock, 17½c. and western limed, 16½ to 17c. per dozen.

**POULTRY.**—The market has not changed. There is not much doing, but the prices seem to be fairly steady. We quote: Choice turkeys, 14 to 15c.; ordinary, 12½ to 13c.; choice chickens, 11 to 12c.; ordinary, 8 to 10c.; ducks, 10 to 13c.; geese, 7 to 9c. per lb.

# THE MARKETS

The Canadian Grocer

**POTATOES.**—These have again advanced and prices are very firm, owing to comparatively light receipts. Choice stock is selling at 85c. and ordinary at 75 to 80c., in carlots, and in jobbing lots at \$1 to \$1.05.

**BEANS.**—There is no change. The market is quiet and prices are easy at \$1.90 to \$1.95 for primes, in small lots, and \$1.85 in carlots.

**HONEY.**—There has not been much movement this week in honey and no quotable change has been made. White clover, in comb, is worth 12½ to 13½c.; white strained, 8½ to 9c.; buckwheat strained, 6½ to 7c. per lb.

**MAPLE PRODUCTS.**—These are dull and prices show no change whatever. We quote as follows: Syrups, in large tins, 70 to 80c.; in small tins, 50 to 60c.; in wood, 5 to 5½c. per lb. Sugar, 8½ to 10c. per lb.

**ASHES.**—There is but little doing. We quote: First pots, \$1.40 to \$1.45; seconds, \$3.75 to \$3.80. Pearls remain at \$6.25 per 100 lb.

## RAW FURS.

The market shows no new feature of importance. Next week, commencing on the 19th inst. the London fur sales take place, and prices will be announced for the following three months. We quote:

	Large	Medium	Small	Kitts	Fall Beaver	Spring Beaver
	\$6.00	\$5.00	\$2.75	\$1.50	\$2.00 to \$2.50	\$2.00 to \$3.25
<b>BEAVER</b> Labrador and choice Eastern	6.00	4.00	2.00	50.75		
Territory Rocky Mountains and Western	4.00	3.00	2.00	50.75		
Strictly Prime, or, No. 1	4.00	3.00	2.00	50.75		
Partly Prime, or, No. 2	3.00	2.00	1.50	40.75		
Unprime, or, No. 3	2.50	1.50	1.00	25.25		
Flat, weak, or poor, or, No. 4	2.50	1.50	1.00	25.25		
<b>BEAR</b> Black—Choice only	15.00	10.00	7.50	6.00	3.00	4.50
Brown	12.00	7.00	5.00	4.00	3.00	4.50
<b>BADGER</b> —Of all sections	1.50	.25	.10	.05		
<b>FISHER</b> Eastern and far North-Eastern	6.50	5.00	3.00	1.75	1.50	1.50
Territory and Western	6.50	5.00	3.50	2.00	1.00	.50
<b>FOX</b> Red North-Eastern and similar fine bright red kinds	4.00	2.75	1.25	.75	.20	.20
Territory and Western	4.00	2.75	1.40	.50	.20	.20
Dark Fair Pale	2.00	1.50	1.00	.50	.20	.20
Cross—Value principally as to beauty, also size & richness	10.00	7.00	4.00	2.50	1.50	.50
Silver Eastern and far Northern	75.00	50.00	25.00	20.00	9.00	4.50
Pacific Coast, Territory and Western	50.00-60.00	35.00	20.00	15.00	5.00	2.50
<b>LYNX</b> Far North-Eastern	4.00-5.00	3.50	2.25	2.00	.75	.25
Territory and Western	4.00-5.00	3.50	2.25	2.00	.60	.20
<b>MARTEN</b> British Columbia, Northern Pacific and similar	7.00	5.00	2.50	1.75	1.00	.25
Territory and Western	3.50	2.25	1.50	1.00	.60	.20
Quebec and Ontario	3.00-3.50	2.25-3.00	2 to 2.25	1.00	.50	.25
<b>MINK</b> Halifax, far North-Eastern and choice	4.00	3.25	2.50	2.25	1.50	.25
Territory and Western	1.50-2.00	1.50	1.00	.75	.50	.25
<b>MUSKRAT</b> Eastern, best large	10 to 13	8 to 10	2 to 5			
Territory and Western	5 to 10	.07	2 to 4			
<b>OTTER</b> Labrador and far North-Eastern	\$10-\$14	7.00-10	5.00	2.50	2.00	\$1.00 to \$2.00
Territory and Western	6.00	4.50	3.50	2.25	.50	.25 to .50
<b>RACCOON</b> Black—Value according to darkness, size and beauty	75-1.25	.60-75	.33-50	.25	.15	.25
<b>SKUNK</b> Black Short Long St. White	2.25	2.00	1.00	.50		
Dark Brown Pale	75-1.25	.75	.40-50	.05-15		
<b>WOLVERINE</b> —Value according to darkness, size and beauty	5.00	4.00	2.50	1.50	.75	.25
<b>CASTOREUM</b>	\$5.00 to \$6.00 per pound.					

## FLOUR AND GRAIN.

**FLOUR.**—The local market is quiet, what little business is done being chiefly of a jobbing nature. In sympathy with the position of wheat, prices are firmer, and an advance may shortly occur. We quote: Choice Manitoba spring patents, \$1.20; seconds, \$3.90; strong bakers', \$3.50; straight rollers, \$3.60 to \$3.70; winter wheat patents, \$3.75 to \$4.

**GRAIN.**—There is no quotable change. The local demand is light, though a slightly better inquiry for export account is experienced. Quotations are as follows: Rye, 49½ to 50c., east; peas, 72½c.; old corn, 65c.; new corn, 61c.; buckwheat, 50½c., east; barley, 54c. and oats, 35½c. ex store.

**FEED.**—The market continues active and prices are firm. Quotations are

as follows: Manitoba bran, \$18.00 and shorts, \$20; Ontario bran, \$17.50 to \$18, shorts, \$19.50 to \$20; mouillie, \$23 to \$30, according to quality.

**OATMEAL.**—Rolled oats have declined during the week. Our quotations are as follows: In carlots, \$4.20 to \$4.25 per bbl.; \$1.95 to \$2.05 per bag. In jobbing lots the price is \$4.60 per bbl and \$2.25 per bag.

**BALED HAY.**—A fairly good business is doing with no quotable changes to report. We quote: No. 1 timothy, \$9 to \$10; No. 2, \$8 to \$8.75, and clover, \$6.50 to \$7 per ton, in carlots.

## MONTREAL NOTES.

Cranberries have again advanced. Canadian milled rices are 12½c. higher all round.

Florida oranges are on the market at \$5.50 per box.

## NEW BRUNSWICK MARKETS.

St. John, N.B., January 13, 1903.

**B**USINESS continues quiet. If any of the western firms should find St. John dealers impatient, that is, more impatient than usual, they may wonder what the reason is. Were they

The larger part of the spring business has been booked. Turpentine is not largely sold ahead. In cod oil the market is well supplied. At this season shipments are made to England. Prices are lower than last year.

**SALT.**—In Liverpool coarse salt the market is well supplied. There are fair spot stocks and regular weekly arrivals. The price is firmly held. It is rather higher than has ruled for some years. Buyers should have all larger orders shipped from ship's side, as the lowest prices are quoted this way. We quote: Liverpool coarse, 55 to 60c.; English factory filled, 95c. to \$1; Canadian fine, \$1.10 per bag; cheese and butter salt, bulk, \$2.25 to \$2.35 per bbl.; 5-lb. bags, \$3.10 per bbl.; 10-lb. bags, \$2.85 per bbl.; 20-lb. wood boxes, 25c. each; 10-lb. wood boxes, 15c. each; cartons, \$1.90 to \$2 per case; English bottled salt, \$1.25 to \$1.30 per dozen; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS.**—There is little of interest to note. Dealers are freely offering American tomatoes, as in Canadian only one grade was offered. Buyers should remember that the American are packed in several grades and be careful to secure right goods. Corn and peas are firmly held. In salmon the market is well supplied with all grades; prices are unchanged. A car of pork and beans was received this week. In meats, except some future business, little is doing. Fruits are unchanged. Domestic fish show no change in quotations. Prices are quite low.

**GREEN FRUITS.**—Some very nice Jamaica oranges are now offered. In Californian and Florida stock there is a light business here. Valencias have the chief sale, our market taking quite a large proportion of Imperials. Lemons are rather lower, and the sale is good. Dealers do not look with favor on buying direct, preferring to get their supplies from the larger American markets. In apples, the small quantity of Nova-Scotian fruit seen is strange to our market. Some fine American and Canadian fruit is here. Malaga grapes have a good demand at full figures for the best stock. Cranberries, owing to the very high price, are about out of the market.

**DRIED FRUITS.**—Business is quiet. The prices are generally lower than the markets at the producing points warrant. In raisins, there is no large stock, except Valencias, and this is only large because buyers prefer not to carry this grade into the new year. The quantity is not excessive. Currants are tending higher and the market is very firm. The seeded raisins are good stock at present value. There is a fair supply of prunes. The market is firmer. Dates are higher. Evaporated apples are firmer, but the sale is not large. Onions are low and the market is dull.

**DAIRY PRODUCE.**—In butter fair stocks are held. Inquiry is not sharp. Best stock, however, is in demand, and brings full figures. Eggs show but little change, though for strictly fresh stock rather higher prices are asked. Codd case stock is offered well below the above. Cheese is higher and the stock held is small.

**SUGAR.**—There is no change. There is a steady, though not large demand. The outside trade, like city dealers, have bought quite freely, expecting higher prices.

**MOLASSES.**—The market is quite a firm one, though as yet there is little

here they would not be surprised. We are changing our telephone system. For some years the old system was worked and the service was very poor. The new one, which will be in every way up-to-date, when once in working order, it is confidently expected all trouble will be at an end, but while the change is taking place, and it has already extended over several weeks, confusion has become twice confounded. The market shows little change. Cream of tartar is higher. The stock on hand is very light.

**OIL.**—The upward tendency continues. During this week burning oil has again been advanced 1c. The market is a very firm one. There is little demand here, except for lighting. Lubricating oils are very firmly held. The sale at this season is small. Paint oils show a light sale.

change in values. Stock is not, however, large and with improved demand, which is bound to come, higher prices are expected.

FISH.—The winter is the season of fresh fish. Stocks are, however, light, as during December the catch has been very small, smaller than for years. This affects the business in haddies, which are very largely shipped west. Dry fish is unchanged and the sale is light. In all pickled fish the market is dull. Smoked herring are still high, the stock being very light. Our quotations are now as follows: Haddies, 5 to 5½c.; smoked herring, 11½ to 12c.; fresh haddock and cod, 2½ to 3c.; boneless fish, 4 to 5c.; pollock, \$1.70 to \$1.75 per 100 lb.; pickled herring, \$1.75 to \$2 per ½-barrel; dry cod, \$3.25 to \$3.50; pickled shad, per ½-barrel, \$6; frozen herring, 85c. per 100; smelt, 5 to 5½c. per lb.

FLOUR, FEED AND MEAL.—In flour, Manitoba is unchanged. Ontario grades are quoted 10c. lower. Oats seem easier and oatmeal shows the same tendency. The market cannot, however, be called weak. Cornmeal is rather lower. Beans are firmer. Feed is scarce and high. We quote: Manitoba flour, \$4.80 to \$4.85; Ontario, \$4.10 to \$4.25; oatmeal, \$4.50 to \$4.60; cornmeal, \$2.90 to \$3.05; middlings, in small lots, \$26 to \$28; oats, 40 to 44c.; handpicked beans, \$2.35 to \$2.40; prime, \$2.25 to \$2.30; yellow eye beans, \$2.80 to \$3; split peas, \$5.00 to \$5.25; barley, \$4.25 to \$4.30; hay, \$9 to \$10.

ST. JOHN NOTES.

T. H. Estabrooks, packer of "Red Rose," is home from a trip to Toronto. The demand for "Red Rose" in the west has become large and shows a steady increase.

A. S. Bowman, representing The Simcoe Canning Co., forwarded a large shipment of canned goods to South Africa by the last direct steamer sailing from St. John. Bowman & Cole are offering American tomatoes.

The St. John Board of Trade is greatly interested in the trans-continental railway scheme. A special meeting has been called to fully consider it. There is considerable opposition to any large subsidy being granted, particularly a land subsidy. There are quite a number who favor the Government building the road.

MANITOBA MARKETS.

Winnipeg, January 12, 1903.

THE jobbing trade is good, considering how close we still are to the holiday period. There is a fair demand for all kinds of staple lines, and but few changes in prices to note. There is a general tendency to firmness in nearly all lines, and in some actual advances have taken place.

RAISINS.—Choice seeded are very scarce; in fact, the only grade that can be readily obtained is "Fancy." Muscatels have advanced ½c. per lb., and jobbers now quote 8c. for 3 crown and 8½c. for 4 crown. Valencia raisins are firm, fine off-stalk being quoted at \$2.40 and layers at \$2.75 to \$2.80.

CURRENTS.—Prices are firmer and higher in primary markets, but the price

has not as yet advanced here. Just at the moment the demand is not very active, but stocks certainly could not be renewed to sell at present figures. Apricots are very firm at 9½ to 9¾c. for standard, and 9¾ to 10c. per lb. for choice. Peaches, too, are firmer, although no actual advance can be quoted. Prunes are firm and in good demand, the prices running from 3¾c. for 100-140s; 4½c. for 90-100s; 5½c. for 80-90s; 6½c. for 70-80s; 6¾c. for 60-70s; 7½c. for 50-60s, and 8¾c. for 40-50s. "Silver" prunes, 80-90s, 8½c. per lb.

CANNED VEGETABLES.—The situation presents no new features. As anticipated, the high price has curtailed the sale of tomatoes to a very marked degree, not more than one car being sold where five would have been sold in former seasons. A good deal of American stock has been brought in, but, on the whole, it is very decidedly inferior to the Ontario packs. Americans are quoted at \$3.55 to \$3.60, and best brands of Ontario at \$3.75. Even at these figures there is nothing in them for the jobbers. Corn and peas are selling pretty freely, although the difference in price is affecting the sale of them also. Corn is now quoted at \$2.10 and peas, \$2.10 to \$2.15, according to the pack. All lines of canned fruit are in moderate demand, and are without change since early in the season.

HOPS.—The market is very firm with a good demand for the best grades of malting hops. Package hops are quoted at 17c.

FISH.—Haddies are coming in freely by freight, and are quoted at 7½ to 8c. per lb. Digby chicks are 4c. per box higher to buy and would cost at the present time to lay down new stocks, 16c., but dealers are still selling at 14c. There is a 10c. advance to note in herring, owing to the small catch consequent on the heavy storms on the Atlantic seaboard. Prices are \$3.90 to \$4.10.

GREEN FRUITS.—The trade is practically confined to apples, oranges and lemons, for which prices are unchanged.

NOTES

Wallace Hicks, who travelled for the Hicks Bros., wholesale grocers, has taken over the management of the business on the death of Norman Hicks.

Buchanan & Gordon have received a shipment of syrup from Ramsay Bros. & Co., Limited, Vancouver. This company are successors to The Imperial Syrup Co. Two brands are at present being offered on this market, viz.: Java-cane sugar "House Drips" and "Manila Drips." The "Manila Drips" are made from Philippine Island cane sugar.

Foley, Lock & Larsen, the new wholesale grocery and produce firm that succeed Lock Bros., will open in temporary premises on the corner of Princess and McDermott avenue early next week. Plans are being prepared for the erection of an 100 x 100 ft. stone and brick building, 5 storeys and basement on Market street east. An excellent system of cold storage will be installed for the handling of their fruit and produce department. The new warehouse will be modern in every respect, and will have good transfer-track facilities.

NOVA SCOTIA MARKETS.

Halifax, January 12, 1902.

THE grocery business during the last week has not been very active, but still quite as much as is generally expected at this season of the year. Many of the outposts, which have no rail communication, are now closed and very little business from them is coming in. They, however, laid in their chief winter supplies during the latter part of the year.

Since frost has come to harden up the marshes where a large part of the hay, especially on the large marshes in Cumberland county, is stacked until this season, there has been considerably more activity in this article. Considerable has changed hands at \$10.50, but some producers are holding off for nearer \$11. Anywhere between these two figures may be considered a fair quotation. Considerable oats are moving out at about 43c., but quantities are being held for a higher price. Potatoes are not moving very freely on account of the change in the weather and remain at about the same quotation, 38 to 42c.—P. E. Island being the former figure.

There is not enough cheese on the market here to affect quotations, which are simply gauged by those quoted in Montreal. Butter is much scarcer now than it has been for some months, and much of the cheaper grades is being imported from the west. Fine (table) creamery butter is coming in in sufficient quantities to supply the local market, and the price is very firm and higher. Five-pound dairy tubs, which were coming in very freely all summer and until a month ago, are now scarcer, and the article has advanced 3c. within a month. This butter is particularly nice for use in medium-sized families where it can be used up within a week or ten days, but may not be good enough for the over-fastidious, who want fresh-made every day. The wholesale price is about 23c.

There is no special feature in the sugar market, but molasses is firm, as there is a report from the West Indies that there will be a considerable shortage in the new crop, which will soon be due on the market.

The fish business is dull, as it has been for some time. Prices are lower than usual, but there is considerable changing hands, presumably because the holders cannot afford to wait for a change in the market conditions. The wholesalers are not anxious buyers, as they do not wish stocks to accumulate. Large quantities of Newfoundland cod and herring have been brought here this season by the fishermen, or has been bought up in that colony by Halifax dealers. The price there is low and the wholesalers have bought all they can expect to dispose of profitably.

Turkeys and chickens are much scarcer in this market than before Christmas and New Year's. In fact, if it had not been for large importations from Ontario and the west, many families in the city would have had to do without their usual Christmas-dinner turkey. With ordinary chickens selling at 10c. per pound wholesale, and turkeys at 13 to 14c., the farmers of this country need hardly exert themselves to fatten chickens for the English market.

R. C. H.

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SEND YOUR NAME if you have, or will get,



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

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

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

Prices For Cash Unequalled.

**JOHN MAGOR & CO., MONTREAL**

**BERLIN BRUSH CO.**



**WATERLOO.**

Manufacturers of

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

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

**TEA.**

**AGENTS REQUIRED** in Canada and United States to sell and obtain wholesale orders for **Ceylon Black and Green Teas** on commission. Apply,

**"COMMISSIONER,"**

CANADIAN GROCER,

109 Fleet Street, E.C., London, Eng.

**ASSISTANT WANTED.**

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

**HOW TO WRITE SHOW CARDS.**

A full course of instruction by mail for **Merchants, Window Trimmers and Clerks.**



My book of instruction, at \$1.00, has constantly grown in patronage and public favor, and is now recognized as the **FOUNTAIN HEAD** for practical instructions on rapid sign, show card and ticket lettering. It will teach you. Write

**W. EDWARDS,** Carleton Place, Ontario.

"Free" Send address and receive full particulars and sample of the New Raised Letter Work.

**Sovereign Molasses Candy**

**100% PROFIT FOR THE GROCER.**

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

Free Sample.

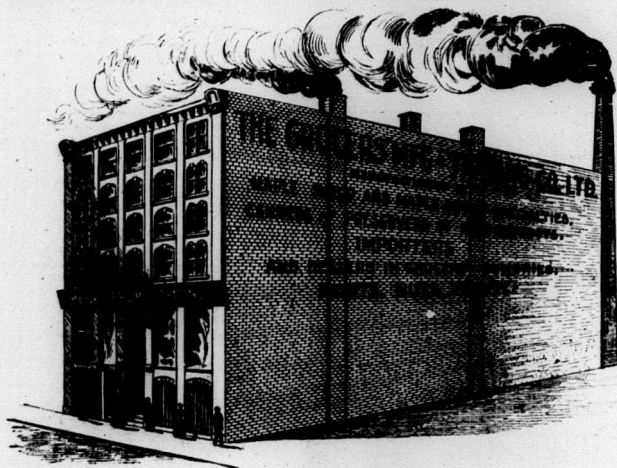
**THE GLOBE MFG. CO., 103 Adelaide St. West, TORONTO.**

**"Tea Rose Drips."**

Pure Sugar Syrup for table use. It is very sweet and of superior flavor, and it always satisfies the consumer. Every new buyer makes a customer.

Dealers should remember that buyers of syrup, like buyers of butter, want good flavored goods. "Tea Rose Drips" is warranted to please your customer.

**ROSE & LAFLAMME, Selling Agents, = MONTREAL.**



**Maple Syrup**  
**Maple Sugar**

All our goods are guaranteed to give satisfaction to dealer and consumer.

For sale by Wholesale Grocers everywhere.

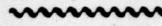
SEND FOR PRICE LIST.

**The Grocers' Mfg. & Trading Co., Montreal Limited**

# COFFEE

We are making a specialty of our celebrated "**CLUB**" BRAND **COFFEE**, and are prepared to fill all orders promptly.

BEWARE OF IMITATIONS.



**S. H. EWING & SONS**

96 KING ST., MONTREAL.

Telephone Bell Main 65  
" Merchants 522.

**Toronto Branch, 87 YORK ST.**

TELEPHONE MAIN 204.

Telephone orders receive prompt attention.

### OTTAWA TRADE GOSSIP.

**B**USINESS is fairly good. Retailers are not complaining very much, which is a good sign at this time of the year. Wholesalers spoken to say they are pretty busy.

Pork and lard are firm in price, and reports from outside points to-day for pork show an advance of \$1 per bbl. In the city there is no change this week.

Sugars still remain the same, no change having taken place lately.

Dried fruits are moving a little better. Prices are about as follows: Evaporated apricots, 10 1/2 to 12c.; evaporated peaches, 9 to 10 1/2c.; prunes, 90-100's, 5c.; 80-90's, 5 1/2c.; 70-80's, 6c.; 60-70's, 6 1/2c.; 50-60's, 7c.; 40-50's, 8c.; evaporated apples, 6 1/2 to 7c.

Tomatoes are selling at \$1.65. Corn and peas, 90 to 92 1/2c.

Green fruits—Californian navel oranges are quoted from \$3.75 to \$3.95, according to size; Mexican oranges from \$2.25 to \$2.50. Valencia oranges are scarce in the city; prices being \$4.25 per case, for all sizes. Lemons are worth from \$2.25 to \$3 per box. Apples are selling about the same as the past month, from \$1.50 to \$3, according to quality. Cranberries, \$10 per bbl. Malaga grapes, \$6.50 to \$7.50.

Cheese is the same price as last week, 13 1/2c. being quoted by jobbers. Eggs are going begging this week. Prices for limed stock have dropped from 18 to 16c., and for full stock, candled, from 21 to 18c. It is likely that the market will right itself later on, as a good many dealers around here are pretty well sold out. Butter is still hard to get, good prices having ad-

vanced about 1c. all around. Choice rolls and pails are worth 20c. and creamery in prints 24c.

The cold weather has made potatoes scarce. They are selling from 85 to 90c.

The demand at present for fish is extra good. The following prices may be of some use to any grocer who contemplates handling fish at this season: British Columbia salmon, 9c. per lb.; halibut, 9c.; white fish, 7c.; pickerel, 6c.; pike, 4 1/2c.; haddock, 4c.; lake trout, 8c.; smelts, 7 1/2c.; haddies, 6 1/2 to 7c.; fresh herring, according to size, from \$1.25 to \$2 per 100; tommy cods, \$2 per bbl.; bloaters, \$1.25 for 60's, \$1.50 for 100's; Digbys, 15c. per box; kippered herring, 90c. per box. In salt fish the following are the ruling prices: No. 1 cod, \$6.75 per bbl.; No. 2 cod, \$5.25; skinless cod, \$5 per case; dried cod, \$4.50 per bundle; "Ivory" brand cod, 6 1/2c. per lb.; loose boneless, 5 1/2c.; mackerel, 1/4-bbls., \$9.50; mackerel, in kits, \$2.00; sardines, pickled, \$5.50 per bbl.; white fish, pickled, \$6.25 per bbl.; lake trout, pickled, \$6.25 per keg; B.C. salmon, No. 1, \$13.00 bbl.; B.C. salmon, No. 1, \$6.75 1/2-bbl.; Nova Scotia herring, No. 1, \$6.00 bbl., 1/2-bbl., \$3.25; Labrador herring, No. 1, \$6.25; Gaspe medium, \$4.50 bbl.; Scotch Loch Fyne, \$6.75 1/2-bbl.; Scotch Loch fyne, \$1.05 per keg; bulk oysters, standard, \$1.40 per gal.; bulk oysters, selects, \$1.60 per gal.; shell oysters, Miramachi, \$5.00 bbl.; shell oysters, Malpeque, \$7.00 bbl.; clams, \$5.00 bbl.

### NOTES.

J. Owen, of the "Salada" Tea Co., and John Everett, of Christie, Brown & Co.,

Limited, are calling on the trade this week.

J. F. Lyons, tobacconist, of Rideau street, has sold out his business to his brother and is now representing the American Tobacco Co. between Montreal and Prescott.

Much regret is felt for E. W. Richardson, of C. H. Cochrane & Co., wholesale coffee and spice men, whose wife died last Sunday. The body was taken to Portland, Me., for interment.

Norman D. McLeod, of Bank street, made an assignment on Tuesday. Mr. McLeod was a young man who kept a meat store, and his friends, who are many, would be glad to see him on his feet again.

H. N. Bate & Sons, wholesale grocers, find, owing to their great increase in business, that they will have to enlarge their present building. Plans are being prepared that will make a big improvement.

The stock of Bidingfield & McCusker, who assigned a short time ago, was sold by tender to F. A. Scott, grocer, Wellington street. The price paid was 62 1/2c. on the dollar. Most of the stock consisted of staple lines.

W. J. Eastcott, grocer, Bank street, has been appointed agent for the Walkerville Match Co. for the city. As he is well acquainted with the trade he expects to work up a good business in the match line aside from his own trade.

Jas. McIntosh, who represents D. Holton & Co., fish dealers, Montreal, says that so far this season has been the best he has had in his five years' experience here. All the large grocery stores are handling his frozen fish, and his sales are large.

*The best selling tea in Canada today is  
Blue Ribbon Ceylon*

*packed and sold by  
Blue Ribbon Tea Co.  
12 Front St. East - Toronto*

CHAT

THE large crop of 850 barrels of apples was raised last year by John Gilman, an enterprising farmer of Kingsclear. A large proportion being of winter variety, he easily disposed of them at from \$1 to \$3 per barrel.

The Ocean Blend Tea Co., of Toronto; capital, \$10,000, has been incorporated; the provisional directors are G. S. A. Whealy, N. M. Squire, and J. R. Starr, of Toronto.

The People's Almanac of 1903, a supplement to The Gazette, Montreal, appeared a few days ago. The cover is made quite attractive by a cut of the Canadian flag printed in two colors.

A large business transfer was made in Vancouver this month, when Wm. Braid & Co., disposed of their wholesale grocery stock, valued at nearly \$40,000, en bloc, to the new firm of Baker, Ireson & Co.

The grocers of Sault Ste. Marie have organized an association and will hold fortnightly meetings at which matters of mutual interest will be discussed. At the first meeting it was resolved to substitute the cash for the credit system; this new rule will go into force on February 1.

Should Canadian firms be successful in getting contracts for the supply of the army in South Africa, the Government itself should see to it that every consignment passes inspection before it leaves Canada. This country cannot afford a repetition of the canned-beef controversy.—Ottawa Citizen.

Charles White, head bookkeeper at D. Richard & Company's soapworks, Woodstock, recently left that city and his whereabouts are unknown to the company. The cash book is missing and so the firm do not know in what state his accounts were. It is supposed that he has gone to Mexico.

The Mooney Biscuit and Candy Company, Stratford, Ont.; capital, \$100,000, divided into 1,000 shares of \$100 each, has been incorporated; the provisional directors are W. J. Mooney, T. J. Wilkins, C. E. Nasmyth, Stratford; Jacob A. Stewart, Exeter; D. N. MacLeod, Parkhill, Alexander Fail, township of Downie.

The Canadian Pacific Railway have inaugurated a new department on the Atlantic Division and have appointed W. W. Husband as agricultural agent, who will assist in every way the agricultural and industrial development of the country. Dairying and cattle raising, by the latest methods, will be encouraged, as also will potato and apple-growing.

# A Holiday Suggestion!

Make a good display of

## Clark's Meats and Specialties

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

55 VARIETIES.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST  
NUTRITIOUS.

# COCOA

THE STRONG POINT IS

## Capstan Brand Pure D. S. F. Mustard,

MANUFACTURED FROM CHOICE ENGLISH SEED.

Put up in Tins to retail at 10c.

Ask your grocers for it, or see our travellers.

The Capstan Manufacturing Co.,  
TORONTO, ONTARIO, CANADA.



NEW GOODS

JUST ARRIVED.

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

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



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

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

Correspond with

SCOTT, ASHTON & COMPANY, MORRISBURG,  
ONTARIO.

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

**TORONTO GROCERS' NEW OFFICERS.**

ON Monday evening the Toronto Retail Grocers' Association held their first meeting for 1903 in St. George's Hall, Elm street. A fairly large number of members were present when Past-President W. J. Sykes called the meeting to order.

A. W. Cooper, F. H. Little and H. Tolchard were added to the membership.

Treasurer Schoales presented the financial report of the Association for the past year. A most gratifying state of affairs was reported with a substantial balance to the good.

Next, the meeting directed its attention to the annual "At-Home." Secretary Nettelfield reported that the Temple Building had been engaged for the evening of February 18, with D'Alesandro's orchestra to provide the music and Lloyd as caterer. Some discussion was had as to whether there should be any additional singing and music than that provided by the orchestra. It was finally decided to provide something of this nature. All members were urged to turn out and make the affair a huge success, for, judging from the preparations being made, a most enjoyable time will be assured to all who attend.

The chief business of the evening was now approached, and the members proceeded to elect their executive for 1903, Mr. D. Bell had already received the unanimous vote of the Association for president, and Messrs. White, Bond and Roberts became trustees in the same easy manner. The only other officers to get in by acclamation were Messrs. Kelly and Tolchard, the two auditors. As the result of balloting, F. Johnson was elected vice-president and Mr. Schoales, treasurer, while the executive committee will be composed of Messrs. Snow, Davies, Panter and Burns.

Before proceeding to instal the new officers, a vote of thanks to the retiring president was moved and seconded by Messrs. Panter and Johnson, to which Mr. Sykes replied in fitting terms. He thereupon proceeded to introduce the new executive, and brief speeches were made by Messrs. Bell, Johnston, Snow, Schoales and Tolchard.

As a mark of recognition of the services of retiring presidents in general, and Mr. Sykes in particular, a presentation will be made to that gentleman on the occasion of the "At-Home," and hereafter to any re-

tiring president. The meeting adjourned at 10.30.

**TORONTO GROCERS' NEW PRESIDENT.**

David Bell, the new President of the Toronto Retail Grocers' Association, is a young man who has made his way forward in the business world in a most creditable manner. He was born in Northumberland County, near the town of Cobourg, 30 years ago, and counts himself, with some degree of pride, as one of the Cobourg Old Boys. Mr. Bell learnt his business with Guillet & Bickle (now Guillet Bros.) in the eastern town and 12 years ago moved to Toronto. For the



President Bell, of the Toronto Retail Grocers' Association.

past 10 years he has been in business for himself at the corner of Yonge and St. Mary streets. Here he has conducted an enterprising and highly-successful business.

He has been one of the energetic members of the Toronto Retail Grocers' Association for the past eight years and has held numerous offices. For three years he served on the executive committee, for three years he acted as treasurer and last year he filled the office of vice-president. His elevation to the presidency without opposition demonstrates in what esteem he is held by his colleagues.

**CANADIAN FRUIT PULPS IN ENGLAND.**

John E. Seyfried, specialist in the jam, pickle and sauce trades, 27 Eldon street, London, E.C., reports as follows: Fruit pulps, Canadian, are in good demand, owing to the short crops last season, and consigners may rely upon securing high prices. The following are present prices

for English with a brisk demand: Raspberry, £28 10s.; gooseberry, green, £13 5s. to £14 10s.; plum, £14 10s. to £16 5s.; greengage, £15 10s. to £16; apple, £6 15s. to £7; black currant, whole fruit off stalk, £37 10s.; red currant, on stalk, £25 7s. 6d. per ton.

Vegetables for pickling.—The crops were also short (with the exception of onions, which were plentiful). Current quotations are: Cucumbers in brine (scarce), 37s. 6d.; gherkins, 65s. to 117s. 6d.; walnuts (very scarce), 85s. to 97s. 6d.; onions (big crop), 22s. 6d. to 75s. per hhd. of 50-gal. capacity.

Cauliflower.—English crop good, but European short. Best selected, 37s. 6d.; ordinary, 30s.; common, 28s. 6d. per hhd. of 50-gal. capacity.

**A GOOD ARTICLE AT LOW PRICE.**

The Model Roller Mills, owned by Hon. John Haggart, with Geo. B. Jones, manager, are situated on the Tay River and canal, and have good waterpower, enabling them to make a good article at low price. These mills, though not the largest, are among the leaders, having been at one time this season 20 to 30 cars behind in orders. These mills were remodelled a few months ago to one of the most thoroughly up-to-date mills, and are lighted throughout with electricity. They have large warehouses in connection as well as at the C.P.R. station. These mills manufacture two choice grades of Manitoba wheat-flour and seven grades of blended winter and Manitoba wheat-flours, as well as feed of all kinds and ship extensively to Britain as well as to the Lower Provinces.

**A PAPER-WEIGHT.**

The Eby, Blain Co., Limited, Toronto, have sent out large, glass paper-weights containing finely-executed pictures of their handsome, enlarged warehouse at the corner of Front and Scott streets. THE GROCER acknowledges the receipt of one of these paper-weights.

**PROMPT SHIPMENTS FOR SPRING TRADE.**

Boeckh's Toronto brushes and brooms and Cane's Newmarket woodenware are known throughout Canada both by dealer and consumer. Never before have united factories been in a better position to fill orders. Prompt shipment can be assured now for the Spring trade. When rush of trade comes on a little later this may be more difficult. Wise dealers, therefore, should consider the question of placing orders early for these ready sellers.



THE CANADIAN GROCER

**BRITISH BUSINESS CHANGES.**

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 particulars of their requirements for

**FREE INSERTION**

in "Commercial Intelligence," to the Editor 'BELL'S COMMERCIAL INTELLIGENCE,' Temple House, Tallis St., Temple Avenue, London, E.C.

"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 receipt of a post card.

NONE BETTER THAN THE

**Raspberry, Strawberry and Peach Jam,**

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

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

**Perkins, Ince & Co.**

**Wholesale Grocers**

FRONT STREET EAST,  
Toronto.

No 197

**SYRUP PUMP**

**SELF PRIMING and MEASURING.**

Saves time, money and syrup

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

Grocers and Confectioners can rely upon the purity and excellence of

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

**Cowan's Cake Icings,**

**Cowan's Pure Confections.**

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

**CHOCOLATE CREAM BARS.**

**COWAN'S SWISS MILK CHOCOLATE.**

THESE ARE CHOICE CHRISTMAS GOODS.

**THE COWAN CO., Limited**

**TORONTO.**



**Canadian Maple Syrup**

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

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

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

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

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

**Cultivating Weeds**

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look 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.

**FISH AND OYSTERS**  
**WHOLESALE.**

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

**Want Ads.**

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

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

Established 1860.

**Geo. Wells & Matthews**

Commission Merchants,

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

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

Head Office:

Corporation Buildings, Sussex St.,

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

## Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR  
RETAIL MERCHANTS.

### TO CHOOSE A CIGAR.

"AT this season inexperienced persons buy cigars by the box for presentation to friends," said a smoker, "and a little knowledge of the inland revenue laws will enable them to invest their money wisely and give the full measure of pleasure to the recipients." A study of the revenue stamp on the cigar box will tell at once the quality of the contents. If the donor of the gift is a believer in the policy Canada for Canadians, let him select the box with the green-colored label. This color indicates that the cigars are made in Canada from home-grown tobaccos. If he prefers to make a compromise between his loyalty and regard for his friend's taste, he should choose the box with the black-colored stamp. The cigars contained therein are made in Canada, but from imported tobacco, which, for the purpose, is better than the home-grown article. If the purchaser is prepared to sink his loyalty in his desire to get a cigar of good quality, let him choose the box with the blue stamp, for its contents are made outside of Canada, foreign tobacco, of course, being used in the job. The purchaser can again compromise loyalty and taste by selecting a box with a pink-colored stamp, the color in this case indicating that the cigar is made in Canada of a mixture of foreign and home-grown tobacco. This information should prove of value to the fair sex," concluded The Citizen's informant, "for they are unintentionally the greatest offenders in the matter of selecting cigars for their gentlemen friends."—Ottawa Citizen.

### TOBACCO PRICE WAR.

One effect which the price-cutting warfare between the retail tobacco dealers of this city has had has been to completely change the former styles in window decorations. Heretofore the windows of New York tobacco stores have not been noted for any special pains to which their proprietors have been to make them attractive. Now, all this is changed. Rows on rows of open boxes displaying cigars of every size and quantity; piles of packages of cigarettes in equal variety, pipes in brier and meerschaum, and tins of tobacco in all shapes and many colors, lure the eye, while notices on deep-red sign cards give announcement to the fact that 15 cent goods are "cut to 6 cents."

Every few days the window-displays are changed, the boxes and tins being arranged differently, and new brands being given greater prominence. In many of the stores along Broadway and in the down-town section, where competition is keenest, more than \$1,000 worth of smokers' goods is shown in the windows alone, apart from the main stock kept behind the counters inside.—New York Times.

### SMUGGLED TOBACCO SEIZURE.

A few days ago the United States Customs Inspectors made an important seizure of contraband tobacco in New York. On the arrival of the ss. St. George, from Antwerp, the officers, suspecting that a gang of smugglers were at work, searched the bunkers with surprising good results. Several sailors' canvas bags, ordinarily used for clothing, had been filled with Sumatra wrapper and hid under piles of coal. One contained 180 lb. of tobacco, of a quality costing \$2 per lb. and on which the duty is \$2; the total find made the value of the seizure about \$5,000. A few nights previous several bales of smuggled tobacco were dropped over the side of a steamer by mistake into a police boat. Several arrests are expected before the investigation is finished.

### CLIMATIC EFFECT ON CIGARS.

The injurious effect of the dry climate of Colorado on cigars, finds illustration in the recent decision of a local court. The late Marcus Reiss on his death left as one of the assets of his estate some 37,000 cigars, which had cost on an average from \$60 to \$75 a thousand. Samuel Zimmerman, the administrator, assured the court that the cigars were rapidly depreciating in value on account of climatic conditions, and urged that he be empowered to sell them at once before they became valueless. The court decided that \$100 would be a fair price for the cigars and ordered them disposed of at that figure, a shrinkage of more than 600 per cent. from the original wholesale price.

The following Brands manufactured by

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

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

OLD CHUM,  
SEAL OF NORTH CAROLINA,  
OLD GOLD.  
CIGARETTES . . . .  
RICHMOND STRAIGHT CUT,  
SWEET CAPORAL,  
ATHLETE, DERBY.

**POPULARITY**

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

**"BOBS"**

**CHEWING TOBACCO**

In 5 and 10c. Plugs.

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

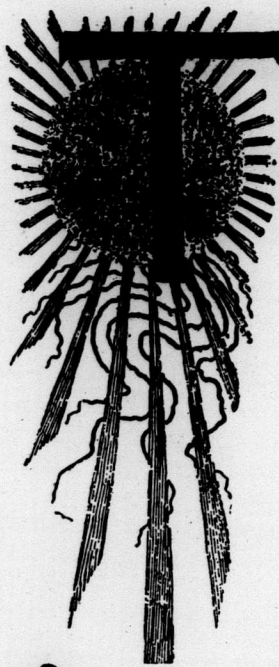
**BOBS is well advertised.**

**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.



# The Cigar

that sells a second time to the same customer is the "satisfactory" cigar. My Pharaoh 10-cent and Pebble 5-cent Cigars do this right straight along—try them at my expense and see for yourself.

Not a cent for you to put out on your first or "trial order"—nothing but cost of a postage stamp. The Cigar that sells a second time is the Cigar you want!

## Payne's Cigars.

J. BRUCE PAYNE, Mnfr.,  
Granby, Que.

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

# Tonka

# Beaver

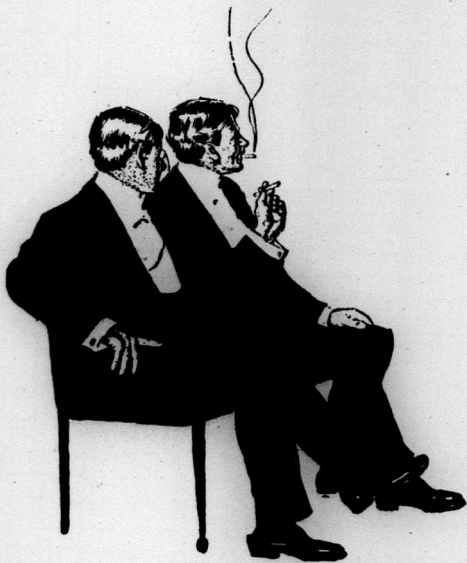
# AND Apricot

## McAlpin Consumers Tobacco Company,

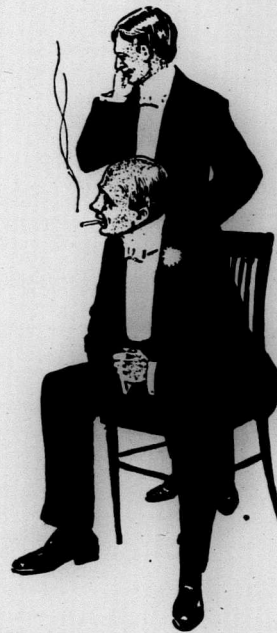
Head Office: TORONTO. Limited

Factories: Leamington and Toronto.

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



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



Big profit to the retailer.  
For sale by all wholesalers.

WANTED—AN INVENTION.

IN its principal leading article this month, a London contemporary reviews the situation and prospects with especial reference to roll tobacco. After glancing at various sides of the question, it very truly says that "it is not to be expected that so old an industry as the manufacture of roll tobacco could be snuffed out in a day," and it anticipates "some hard fighting." Apparently at this point, turning his mind towards the equipments of the contending forces, the writer of the article is confronted by a condition which he evidently deplures: "It is unfortunate that roll tobacco does not admit of being readily branded, so that the public can identify absolutely the article purchased with the name of the manufacturer." A telling and conclusive demonstration of the enormous importance in trade strife of marks and brands has been afforded by the events of the last twelve months. According to the highest independent authority the possession of rights in those marks or brands enables The Imperial Tobacco Company to "get two or three profits more than the independent manufacturers." This being so, the advantages to Irish trade of roll being branded in the way suggested by our contemporary would appear to be indisputable, for the admitted reason that Irish roll is the best, and that the brand would leave no room for mistakes. The meaning of the want is plain, and nothing short of it will have the desired effect: A brand on retail quantities for the smoker's information.

It is not for the permanent interest of the retailers that the Irish manufacturers or any of them, should be wiped out; and even if it were, we believe they would not give willing help to precipitate so great a disaster. It may, we think, therefore, be safely assumed that retailers and consumers—in Ireland, at all events—would show friendly interest in, and reasonable support of, any workable plan for the object stated. The employers of

TOBACCOS AND CIGARS

all ranks should in the peculiar stress of circumstances be more than friendly—they should be enthusiastic.

This is an ideal case for testing the doctrine that the demand creates the supply. Will an inventor equal to the task be forthcoming? "Now is the day" for him.—The Irish Tobacco Journal.

GERMAN-AMERICAN TOBACCO WAR.

The tobacco war between The American Trust and the German dealers is proceeding merrily. The Jasmazi Company is filling the columns of the daily press with challenge advertisements.

The latest consular report made by Consul-General Cole, of Dresden, showing exports from the Dresden districts to the United States for the quarter ending December 1, 1902, shows a big increase in the export of tobacco. For the corresponding period of the previous year the total exports from this district to the United States amounted to \$389,435, as against \$712,488 worth of goods for the last quarter of 1902, showing an increase of \$323,662, which is due mostly to the tobacco export.

This confirms the statement made that German tobacco exporters propose to turn the tables upon the American Trust by invading the United States market with Saxon tobacco products.

A USEFUL PRESENT.

L. O. Grothe & Company, cigar manufacturers, Montreal, are presenting their friends with a handsome bill-book in black leather, stamped in gold. It is a very acceptable gift. No doubt any of our readers could procure one of these by writing to Mr. Grothe.

NOTES OF THE TOBACCO TRADE.

Robert Rice, the well-known Vancouver tobacconist, was presented by his customers with a handsome gold chain and locket on Christmas Eve.

The friends of John S. Williams, late of The McAlpin Tobacco Company, will sympathize with him in the loss of his wife, who died a few days ago in the General Hospital, after a lingering illness.

The steadily increasing demand in Manitoba and British Columbia for the brands manufactured by The McAlpin Tobacco Company is very gratifying to this firm, who certainly appear to be enjoying a very busy season.

Kennedy & Rogers, the junior partner of which firm has been favorably known for the past ten years as traveller for S. Davis & Son, Montreal, have purchased the cigar and tobacco business of G. L. Hammington, of Sydney, C.B.

Although the tobacco and cigar jobbers, as a rule, are only sending their travellers out this week for the first time since the holidays, they report local business as being exceptionally good for this period of the year and are all very sanguine as to the coming season's trade.

According to The Western Tobacco Journal of Cincinnati, O., which makes a specialty of tobacco statistics of all kinds, the production of cigars in the United States in the month of October last reached the enormous total of almost 629,000,000, it being the first time that the 600,000,000 mark has ever been reached by the cigar trade, pretty good evidence that the cigar trade is growing right along.

**The Erie Tobacco Co., Limited**

WINDSOR, ONTARIO.

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

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

**J. M. FORTIER, Limited,**

Manufacturers of  
all kinds of

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

**Cigarettes and Cut Tobaccos.**

Special Brands a Specialty.

Office: 1982 Notre Dame St.

Factory: 151 to 161 St. Maurice St.

**MONTREAL.**

# CURRENT MARKET QUOTATIONS

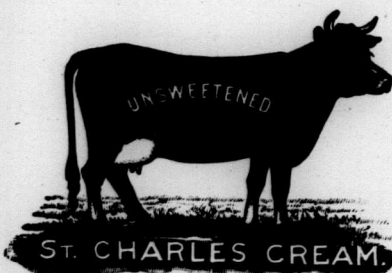
January 15, 1903.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N.B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 2.  
Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

BUTTER, CHEESE AND EGGS	Montreal.		Toronto.		St. John, Halifax.	
	\$	¢	\$	¢	\$	¢
Dairy, choice, large rolls, lb.	17	18	18	20	16	18
" " pound blocks	17	18	14	16	16	20
" " tubs, best	14	15½	13½	14	16	17
" " tubs, inferior	22	22	21	22	20	23
Creamery, boxes	22	22½	21	22	22	24
" " prints	18	18	18	13½	11½	12
Cheese, new, per lb.	23	27	25	26	21	23
Eggs, new laid, per doz.	23	27	25	26	21	23
<b>OAUED GOODS</b>						
Apples, 3's	85	90	90	1 00	1 00	1 10
" " gallons	2 10	2 20	2 25	2 50	2 00	2 20
Asparagus	2 20	2 25	2 00	2 40		
Beets	1 00	1 00	90	1 00		1 10
Blackberries, 2's	1 30	1 30	1 50	1 70	1 50	1 80
Blueberries, 2's	1 25	1 25			95	1 00
Beans, 2's	90	90	90	90	90	95
Corn, 2's	2 25	2 30	2 10	2 25	2 80	1 00
Cherries, red, pitted, 2's	2 25	2 30	2 00	2 25	2 80	2 40
" " white		95	90	95	90	1 00
Peas, 2's	1 05	1 10	1 00	1 10	1 10	1 15
" " sifted	1 20	1 20	1 30	1 50	1 20	1 25
" " extra sifted	1 50	1 60	1 50	2 00	1 75	1 80
Pears, Bartlett, 2's	1 90	2 00	2 00	2 40	2 00	2 25
" " 3's	2 00	2 40	2 25	2 50	2 15	2 25
Pineapple, 2's	2 25	2 40	2 50	2 60	2 50	2 60
" " 3's	1 75	1 85	1 75	1 90		1 75
Peaches, 2's	2 60	2 70	2 50	2 75	2 70	2 80
" " 3's	1 30	1 35	1 10	1 25	1 30	1 60
Plums, green gages, 2's	1 20	1 25	1 00	1 10	1 30	1 50
" " Lombard	1 00	1 25		1 00	1 10	1 30
" " Damson, blue	1 00	1 25		1 00	1 10	1 30
Pumpkins, 3's		1 00		95	90	1 00
" " gallon	33	1 50	2 10	2 25	2 10	2 25
Rhubarb	1 40	1 50	1 40	1 80	1 70	1 75
Raspberries, 2's	1 50	1 75	1 50	1 75	1 50	1 75
Strawberries, 2's	1 00	1 25		1 15	1 10	1 15
Succotash, 2's	1 60	1 75			1 50	1 75
Tomatoes, 3's	2 75	3 20		3 25	2 50	3 25
Lobster, tails	3 00	3 75	3 50	3 70		1 25
" " 1-lb. flats	1 75	1 85	1 75	1 80		1 75
" " ½-lb. flats	1 00	1 10	1 15	1 25	1 35	1 45
Mackerel	1 47½	1 52½	1 50	1 52½	1 50	1 75
Salmon, sockeye, Fraser			1 40	1 45	1 15	1 25
" " Northern			1 50	1 52½		
" " Horseshoe	1 00	1 15	1 05	1 15	1 00	1 10
Sardines, Albert, ½ s.	12	12½	0 14	16	14	15
" " 2's	20	21	22	23	20	21
" " Sportman, ¼ s.	11½	12	12½	14½		12
" " ½ s.	19	20		23	20	21
" " key opener, ¼ s.	9	11	12½	13	16	18
" " ½ s.	18	20	20½	25	10	11
" " P. & C., ¼ s.	20	22½	25	27	22	25
" " ½ s.	27½	30	35	38	33	36
" " Domestic, ¼ s.	4	4½	4	4½	3½	4½
" " ½ s.	7	8	9	11		
Mustard, ¼ size, cases	7 50	11 00	7 50	9 00	3 50	4 00
50 tins, per 100					85	1 00
Haddies	1 00	1 85	1 00	1 55	85	1 00
Klipped Herrings	1 00	1 55	1 00	1 70		2 00
Herring in Tomato Sauce						
<b>CANDIED PEELS</b>						
Lemon, per lb.			10	12½	12	13
Orange, "			11	12	12	13
Citron, "			15	18	15	17
<b>GREEN FRUITS</b>						
Oranges, Val	3 75	4 50			4 00	5 00
" " Jamaica, per box		2 75	2 50	2 75	2 50	3 00
" " California		3 75	3 75	4 25	4 00	4 50
Lemons, Californian		3 25	3 25	3 50	3 50	4 00
" " Messina		2 00	1 25	1 75	1 00	2 25
Bananas, Firsts, per bunch	1 75	3 50	2 00	2 00	1 50	3 50
Apples, per bbl.	1 50	5 00	0 30	0 50		
Pears		5 00	4 00	4 50		
Pineapples, per case		5 00	4 50	2 75		
Jersey Sweet Potatoes, per bbl.	5 50	7 00	5 50	7 00	6 00	6 50
Malaga grapes, per bbl.	0 20	0 30	0 10	0 25		
Apples, per basket		15 03		9 50	12 00	13 03
Cranberries, Cape Cod, per bbl.		11 00		9 00	6 00	8 00
Cranberries, Nova-Scotian				10 50		
" " Fancy Jerseys						
<b>SUGAR</b>						
Granulated St. Lawrence and Red		3 80		3 88		
Granulated, Acadia		3 75		3 83		4 05
Paris lump, bbls. and 100-lb. boxes		4 45		4 43	4 50	4 75
" " in 50-lb. boxes		4 45		4 53	4 75	5 00
Extra Ground Icing, bbls.		4 25		4 33		
Powdered, bbls.		4 05		4 13	5 50	5 80
Phoenix		3 60		3 68		
Cream		3 85		3 93		
Bright coffee		3 65		3 73		
Bright yellow		3 50		3 58		3 75
No. 1 yellow		3 45		3 53		
No. 2 yellow		3 25		3 33		
No. 1 yellow		3 15		3 23		3 45
Montreal, second quality		3 88		3 88		
Maple Leaf, gran. (Berlin)		3 80		3 88		
Crystal, gran. (Wallaceburg)		3 80		3 88		

HARDWARE PAINTS AND OILS	Montreal.		Toronto.		St. John, Halifax.	
	\$	¢	\$	¢	\$	¢
Wire nails, base	2 55				2 55	2 55
Cut nails, base	2 35				2 50	2 55
Barbed wire, per 100-lb.	3 00				3 00	3 50
Smooth Steel Wire, base	2 60				2 60	3 75
White lead, Pure	5 15	5 25	5 00	5 25		6 80
Linseed oil, 1 to 2 bbls., raw		66		61		74
" " " " boiled		69		64		77
Turpentine, single bbls.		76		76		78
<b>SYRUPS AND MOLASSES</b>						
Syrups—						
Dark	1%		30	32		
Medium	2%		35	37		
Bright	2%					
Corn Syrup, barrel, per lb.		3		3		
" " ½ bbls. "		3½		3½		
" " kegs "		3¾		3¾		
" " 3 gal. pails, each		1 40		1 40		
" " 2 gal. "		1 10		1 10		
Honey						
" " 25-lb. pails		1 05		1 00		
" " 35-lb. pails		1 0		1 40		
Molasses—						
New Orleans, medium	16%	17	25	30	28	30
" " Open kettle			40	40		
Barbados	23	24		82		24
Porto Rico		38		42		30
<b>CANNED MEATS</b>						
Comp. corn beef, 1-lb. cans	1 55	\$1 5	\$1 55	\$1 65	\$1 55	\$1 60
" " 2-lb. cans	2 75	3 00	2 85	3 00	2 80	2 90
" " 6-lb. cans	7 90	9 60		8 25	8 75	9 25
" " 14-lb. cans	16 50	23 00		19 50	20 00	21 00
Minced callops, 2-lb. can		2 75		2 60	2 50	2 80
Lunch tongue, 1-lb. can		3 00		3 00	3 00	3 25
" " 2-lb. can		6 00		7 00	6 80	7 00
English brawn, 2-lb. can		2 40		2 75	2 45	2 75
Camp sausage, 1-lb. can				2 50	2 50	
" " 2-lb. can				4 00	4 00	
Soups, assorted, 1-lb. can		1 15		1 50	1 40	1 50
" " 2-lb. can		2 40		2 45	2 20	2 25
Soups and Boull, 2-lb. can		1 75		2 50	1 80	1 75
" " 6-lb. can		3 50		5 85	4 50	4 50
Sliced smoked beef, ½ s.		1 65		1 70	1 65	1 70
" " 1's		2 75		3 10	2 80	2 95
<b>FRUITS</b>						
Dried—						
Currants, Provincials, bbl.						
" " Filialtas, cases		3½		5½		
" " ½-cases		5½		6		
" " P'tras, cases		6		6½		
" " ½-cases		6		7		
Amaliss		6½		7		6½
Vonitzas, cases		6½		7		
Dates, Halwoees		4½		4½		5
" " Sals		3½		4		4
Figs, Elemes		10½		11		10
" " Mats, per lb.				4		4½
" " Tappets		1 20		4		4½
" " Naturals				8		
Prunes, California, 30's		10		10		12
" " 40's		8½		8½		9
" " 50's		8½		8½		8½
" " 60's		8		7½		8
" " 70's		7½		7		7½
" " 80's		6½		6		6½
" " 90's		6		5½		6
" " 100's		6		5		5½
" " Bosnia, A's				5		
" " " B's				7½		
" " " U's		5		6½		6½
" " French, 50's						
" " 110's		5				
Raisins, Fine off stalk		7		7½		8
" " Selected		7½		8½		9
" " Selected layers		8		8½		9
" " Sultanas		9		10		8½
" " California, 2-crown		6		5½		7½
" " 3-crown		7½		7½		8
" " 4-crown		7½		8		8½
" " 1's seeded, 3-cr.		9½		10½		10½
" " Empire clusters	1 50	1 60		2 60		2 00
" " Black baskets				2 25		2 25
" " Extra clusters				3 25		2 50
" " Dehesa clusters				3 10		3 00
" " Royal B. clusters				5 00		5 00
" " Connoisseurs cl'str's	2 17	2 50		2 10		
" " Excelsior clusters	4 50	4 60		4 60		
Evaporated apples				6½		7
Dried				4		
<b>PROVISIONS</b>						
Dry Salted Meats—						
Long clear bacon		12		11		11½
Smoked meats—						
Breakfast bacon		15½		14½		15

THE CANADIAN GROCER



The year just closed has proven a record-breaker in sales of St. Charles (Unsweetened) Cream; also Silver Cow and Purity (Sweetened) Milk from both our Canadian and American factories, due, without doubt, to the confidence and good effort of our army of wholesale and retail friends and customers in all parts of the world.

By strict maintenance of quality, prompt shipment of orders and careful attention to such details as tend to facilitate business through the trade, we hope to close the year 1903 showing a still greater increase in shipments of these very staple articles.

St. CHARLES CONDENSING CO.

FACTORIES: Ingersoll, Canada, and St. Charles, Ill.

JUST A  
MINUTE

Have you Sampled lately

Epicure Beans in Tomato Sauce, and  
Epicure Tomato Catsup?

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

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

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

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

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

	Montreal.		Toronto.		St. John, Halifax.		Montreal.		Toronto.		St. John, Halifax.	
<b>COFFEE</b>												
Green—	24		23	28	25	30						
Mocha.....	27		22	30	25	30						
Old Government Java.....	10		7	12	12	13						
Rio.....			9½	10½								
Santos.....	29		26	30	29	31						
Plantation Ceylon.....			22	25	24	28						
Porto Rico.....			22	25	24	26						
Gautemala.....	18		15	20	18	22						
Jamaica.....	18		18	18	12	28						
Maracaibo.....												
<b>NUTS</b>												
Brazil.....	14½	15½	15	17	12	13						
Valencia shelled almonds.....	12	13	30	35	30	35						
Tarragona almonds.....			12½	15½	12	13						
California almonds.....			19	20								
soft shell walnuts.....				11								
Formegetta almonds.....			42	49								
Jordan shelled almonds.....	7	11	9	10½	9	10						
Peanuts (roasted).....	6½	7½	8	10								
(green).....		\$ 50		\$ 75	\$ 25	\$ 50						
Cocanuts, per sack.....				60								
Grenoble walnuts.....	12½	13	13	14	10	12						
Marbot walnuts.....		10		11½								
Bordeaux walnuts.....		9		11½								
Sicily filberts.....		9½		11		10						
Naples filberts.....		15		9½		10						
Pecans.....		25		13		15						
Shelled Walnuts.....		26		27		28						
<b>SODA</b>												
Bi-carb. standard, 112-lb. keg	1 65	1 80	2 00	2 25	1 70	1 75						
Sal soda, per bbl.....	70	75	80	90	85	90						
Sal Soda, per keg.....	95	1 00		1 00	95	1 00						
<b>SPICES</b>												
Pepper, black, ground, in kegs												
pails, boxes.....	16	18		18	14	15						
in 5-lb. cans.....	14	17		19	15	16						
whole.....	15	17		19	12	13						
Pepper, white, ground, in kegs												
pails, boxes.....	26	27	26	27	24	26						
5-lb. cans.....	25	26	25	26	20	22						
whole.....	23	25	23	25	20	22						
Ginger, Jamaica.....	19	25	22	25	20	25						
Cloves, whole.....	12	30	14	35	18	20						
Pure mixed spices.....	25	30	25	30	25	30						
Cassia.....	18	18	20	40	16	20						
Cream tartar, French.....		25	24	25	20	22						
" best.....		28	25	30	25	30						
Allspice.....	10	15	18	16	16	18						
<b>WOODENWARE</b>												
Pails No. 1, 2-hoop.....	1 65		1 55		1 90							
" 3-hoop.....	1 80		1 70		2 05							
" half, and covers.....	1 65		1 60		1 75							
" quarter, jam and covers	1 15		1 10		1 45							
" candy, and covers.....	2 50	2 90	2 40		3 20							
Tubs No. 0.....	10 00	10 15	8 50		11 00							
" 1.....	8 00	8 15	7 00		9 00							
" 2.....	7 00	7 15	6 00		8 00							
" 3.....		8 15	5 25		7 00							
<b>PETROLEUM</b>												
Family Safety, in bbls.....												
Canadian water white.....		19½		17½								
Sarnia water white.....		20		19								
Sarnia prime white.....		21		17½							22	
American water white.....		23		19							21½	
Pratt's Astral (barrels extra)		24		19½							22½	
Lily White (Canadian).....				17½								
Silver Light (American).....				19½								
Crystal Spray (W. W. Amer.)				20½								
Pennoline in bbls.....				22							25½	
Gosoline.....			21½	22½								
Benzine.....				19½								23½
<b>TEAS</b>												
Congou—Half-chests Kalsow,												
Moning, Peking.....	13	60	12	60	11	40						
Caddies Peking, Kalsow.....	17	40	19	50	15	4						
Indian—Darjeelings.....	85	55	85	55	80	60						
Assam Pekoes.....	20	40	20	40	18	40						
Pekoe Souchong.....	18	25	19	25	17	24						
Ceylon—Broken Pekoes.....	35	42	36	42	34	40						
Pekoes.....	20	30	27	30	20	30						
Pekoe Souchong.....	17½	40	17	35	17	35						
China Greens—												
Gunpowder—Cases, extra first	42	50	42	50								
Half-chests, ordinary firsts	22	28	22	28								
Young Hyson—Cases, sifted												
extra firsts.....	42	50	42	50								
Cases, small leaf, firsts.....	35	40	35	40								
Half-chests, ordinary firsts	22	28	22	28								
Half-chests, seconds.....	17	19		28								
" thirds.....	15	17	16	18								
" common.....	13	14		15								
Pingsueys—												
Young Hyson, ½-chests, firsts	28	32	23	32	30	40						
" " seconds.....	16	19	18	19								
" Half-boxes, firsts.....	28	32	28	32								
" " seconds.....	16	19	18	19								
Japans—												
½-chests, finest Maypickings	38	40	38	40								
Choice.....	32	36	33	37								
Finest.....	28	30	30	32								
Fine.....	25	27	27	30								
Good medium.....	22	24	25	28								
Medium.....	19	20	21	23								
Good common.....	16	18		20								
Common.....	13	15		19								
Nagasaki, ½-chests, Pekoe.....	16	22										
" " Oolong.....	14	15										
" " Gunpowder.....	16	19										
" " Siftings.....	7½	11										
<b>RIE, SAGO, ETC.</b>												
Rice—Standard B.....	3 15	3 30										
Patna, per lb.....	4 25	4 50	4½	5	5	6						
Japan.....	4 40	4 90	4½	5½	5	6						
Imperial Sella.....	4 60	4 90	4½	5½	5	6						
Extra Burmah.....			4½	5½	5	6						
Java, extra.....			6	6½	4	5						
Macaroni, dom'ic, per lb., bulk	3¼	4¼		7½								
" imp'd, 1-lb. pkg., French.	8	12	9	10								
" " Italian.....	8	10	11	12½								
Sago.....	3¼	3½	3½	4								
Taploca.....		3	3½	3½								

THE SALMON MARKETS IN GREAT BRITAIN.

THE following is the annual report of the salmon market in Great Britain given by Henry W. Peabody & Co., of London, E.C.: At the beginning of the year there remained in the hands of the British-Columbian packers such a large quantity of the unprecedented pack of 1901 that it was feared prices would have to drop in order to dispose of this vast unmarketed stock. To make matters worse dealers had paid so high for the 1900 pack that they were in no mood to buy heavily. However, the situation was relieved by the smallness of the stocks in the Liverpool and London warehouses, there being only 114,608 cases in the former city and not more than half that quantity in London.

On January 15 the British-Columbian packers issued their prices for the 1901 pack as follows:

1-lb. Talls .... 19s. od.	1 lb. Squats... 20s. od.
½-lb. " .... 27s. od.	1-lb. Ova s.... 30. od.
1-lb. Flats ... 20s. od.	½-lb. " .... 35s. od.
½-lb. " .... 27s. 6d.	

ex-ship London, or ex-quay Liverpool, subject to the usual schedule reductions, which cover an allowance of 1s. per case to buyers of 10,000 cases and over, and smaller allowances for quantities between 1,000 and 5,000 cases.

During the first two months about 117,000 cases were marketed. Early in April the market for talls advanced to 19s. for any quantity, and about the middle of May it was found that practically all the available talls of satisfactory quality had been disposed of, with the exception of some shipments which were made late in the season by the sailing vessel Glenmark.

From this time there was a distinct lull in the activity of the market, dealers waiting advices of the 1902 pack. The smallness of this 1902 pack was hardly appreciated until the middle of August, but at that time spot flats advanced from 19s. 9d. to 21s., and talls from 19 to 21s. Half-pound flats were not affected to any extent.

By the end of August 1-lb. flats on the spot advanced to 22s., and ½-lb. flats were firmly held at 27s. 6d. The highest spot prices were reached about the middle of September, when flats were quoted in London at 23s., and in Liverpool at 22s., Fraser talls, 23s. in both markets, Fraser ½-lb. flats at 27s. in London and 28s. in Liverpool.

As usual in the salmon trade, the autumn months and the requirements of the dried-fruit business brought a decided falling off in demand for all classes of salmon, and practically no business has been done in sockeye salmon from October 1 until the present date. Some dealers anticipate a reduction in prices, espe-

cially in flats, and while the supply of this size from the Fraser and Puget Sound is no doubt considerable, we do not think that there will be any material reduction for first-class quality.

The sale of ½-lb. flats during the season has been somewhat slow and unsatisfactory, principally because the Fraser packers' limit of price represented too great an advance upon the market values of Fraser talls and 1-lb. flats.

The English market has received quite a large quantity of Puget Sound salmon during the present year, principally 1-lb. flats. These are still coming in, though the market has no need for them at present. The quality shows an improvement over Puget Sound salmon of previous years.

The Alaska salmon has been entirely satisfactory and the shipment of talls has surpassed that of other years. Prices went as high as 17s. 3d. in July and March, but on account of the present dullness in trade they may be had for 16s. 9d. to 17s. ex-ship. A feature of the Alaska trade is the innovation introduced of making the shipments subject to quality being passed on arrival in London and Liverpool.

The total imports of all salmon to Liverpool from January 1, 1901, to the present date were 1,630,795 cases; the stock on November 30, 1902, was 397,592 cases, and the carry-over from 1901, 151,230 cases, so, presumably, the Liverpool sales during the year have been in the neighborhood of 784,133 cases.

Generally speaking, we look upon the prospects of the coming season as satisfactory. The short pack of this season has not thus far resulted in such an inflation of prices as took place after the short pack of 1900, and which was found to exercise a disastrous influence upon the trade by seriously curtailing the actual consumption of salmon. At present prices salmon should, in our opinion, continue largely in consumption, and we, therefore, look for a steady and satisfactory trade during the year 1903.

TROUBLES OF A GROCER.

PERHAPS there is no other business man that has to put up with so much worry from customers as the grocer. He, of course, cannot suit everybody, and so is bound to be caught one way or the other. The Retailers' Journal has the following to say on the worries of the grocer:

Men who have never been in the retail grocery business have but a faint idea of the number and character of worries and petty annoyances he suffers day by

day. Under the sting of all these trials he must put on an outward show of good feeling. He must make his customers believe he likes to be annoyed and imposed upon, because if he does not his customers will call him a crusty old merchant that does not know how to treat people with civility.

There's the woman that always says, "Oh, my! how dear! I can get it a great deal cheaper at Brown's. No, I won't take any to-day. Give me two pounds of sugar, please, and charge it."

Then she takes a half-dozen cherries out of a box to eat while the two pounds of sugar are being put up and charged.

"How much are your peaches?" she says as she goes out. "They look nice, but I believe I won't take any to-day." She just takes one, as nice a one as there is in the basket, when she leaves.

There is a man the retail grocers all know. His wife sends him to the store because he is such a shrewd buyer. He wants lots of attention from the moment he enters the store until he leaves with about 30c. worth of goods. It has cost half the amount of his purchase in time to wait upon him. He is not satisfied to come in, get what he wants, and leave, but must examine nearly everything in the store and get prices. His own time is not worth much, so he has little or no conception of the value of the grocer's time during the busy hours of the day.

All grocers have to deal with the bad boy who eats part of the purchase and drinks some of the milk before he gets home. His good mother will probably call the next day to tell the grocer that it is strange some people will take advantage of children and give them scant measure or short change. Oh, no! Her boy wouldn't drink any of the milk or eat any of the apples, because he has everything he wants at home. Besides, her boy is not like some of the bad boys in the neighborhood. He is well raised and if he did eat some of the cherries he would admit it. Her boy will not lie.

Some women are so particular about buying mellow peaches or apples they must needs try them with their fingers to see if they are soft. After she has pinched a half dozen peaches and found them nice and mellow she just happens to remember that she does not want any because she has some fruit at home in the ice box. The next woman that comes along looking for peaches will be likely to ask the grocer why he never keeps nice peaches. The poor grocer cannot tell her that Mrs. Smith has just been pawing them over. Then the woman shucks a few ears of green corn and sticks her fingers into the grain to see if it is tender. She may buy a half dozen ears, but she will not take those she has spoiled.

These are only a few of the petty annoyances to which the retail grocer is constantly subjected; and the remedy is hard to find. If grocers would put up a few placards in their stores they might serve as a strong hint to thoughtless women and men.

## THE ART OF WINDOW DRESSING.

Some Hints and Suggestions.

**D**ON'T think you can dress your windows so as to catch trade without first sitting down quietly where you will suffer no interruptions, and asking yourself the question: "What particular article is it I wish to sell at this particular time and what particular design of window dressing must I use in which particular window that will

ATTRACT THE PARTICULAR CUSTOMER to whom I wish to sell this article?"

There is the whole scheme of window-dressing in a nutshell—particularizing.

The most noticeable fault in the store windows is the lack of that specializing that catches the eye and by holding it turns the thoughts in the direction of one article so that the spectator can have it out with himself whether he could find any use for that article.

A POINT TO BE REMEMBERED.

There is a point to be remembered—an attractive specializing of an article for sale often brings about the result that the one who sees it thinks, "Have I any use for that?" whereas a mixed display where it attracts attention is viewed with the thought, "Have I any need for that?"

In the observation of the difference of those two thoughts lies the great success of many merchants of to-day.

In this day of demand for luxuries as well as necessities you must not cater only to what your customers might need, but to what they might use if they had it.

EXHIBIT AN ARTICLE

as if you would say: "Now, look here. Here's a beautiful or useful thing. Just think of the pleasure that could be derived from this, or the labor and time the possession of this would save you."

Don't appear to be saying merely, "Do you really need this article? Is it an absolute necessity to your daily existence?"

If you display what you have to sell in the proper way, the mind of the one who sees it is an

INTERESTING PSYCHOLOGICAL STUDY.

He is walking along the street, thinking, perhaps, of the good crop of wheat that field back of the barn raised last year, or the price of consols, or the last railway disaster, when suddenly his eye turns to a window, and he stops almost before he realizes it or knows the reason. Then the study commences. His

THOUGHTS RUN

something like this: "Say there's a striking window. That article shows up

pretty well, doesn't it? Quite a nice thing itself, too. That would be a great thing for some people. Say, it would save me lots of time and worry. I really believe I need such a thing as that. Yes, that is just what I do need. I'll get it."

Perhaps he thinks. "Ahem, quite a store A—— keeps. Good window that. That's a lovely thing there. Too bad Mary hasn't one of those. Wonder what it costs. Two dollars and a half! Ahem! That would be handy for her. I believe she'd want that. Come to think of it, don't see how she has done without it before. I'll get it."

You see we have become so accustomed in the past to buy only what we need that even yet with all the prosperity of the past few years we have to convince ourselves in most cases that we are actually in need of a thing before we buy it.

However, we are gradually

APPROACHING THE REALIZATION

of the fact that with ready money, comfort and even luxury provide a more pleasant and grateful (if I may use the word) opening for the spending of that money than the necessities of life.

It is a well-known fact that the luxuries we buy or receive are appreciated and recognized to a far greater extent than the supply of our needs.

We have reached that position in the consideration of beauty and comfort that upon seeing an article well displayed we comment first on its beauty or usefulness, although, as I have said, we yet try to observe our need of it.

If the goods for sale are purely a luxury you can easily see that your

SUCCESS IN THE HANDLING

of those goods depends entirely on your exhibition of it.

The majority of merchants recognize this fact and exercise some care in displaying such an article, but where the object for sale is not entirely a luxury, too many of you imagine that it has only to be shown in a desultory fashion. Then you wonder why it doesn't sell and afterwards steer clear of buying it again.

Observe this fact, that no matter what you have for sale, and no matter what window you are decorating, there should be one or two articles specialiaized in the scheme of decoration.

SEASONABLE GOODS.

You have always some articles that you wish to push or that are seasonable.

Therefore, you should have no difficulty in arranging a good window.

If the article is large the easier it is to give it prominence, but a small article can also be made prominent by leaving empty spaces around it or by having smaller goods radiate from it.

That scheme of making a ware conspicuous is the

EASIEST AND MOST EFFECTIVE.

No matter what size the article for sale it can be placed in the centre of the window, or even in any position. Objects are then placed in lines running towards the special ware you wish to push. The eye naturally follows those lines and as they all end at the particular article, it at last rests there and you have attained your object.

Strange as it may appear, this specializing, although focussing the eye in one spot, does not detract from the advertisement of the other goods in the window.

In the first place, they profit from the extra attention given to the window on account of such specializing, and the eye when drawn to a particular point naturally follows it up by roaming over the remainder of the display. Oftentimes, if the person viewing the window is observant, he will seek to discover the plan adopted to

ATTRACT HIS ATTENTION

to a point, and in doing so, of course, the other articles come under his consideration.

You never, however, decorate for the benefit of everything equally, so do not consider it a disadvantage even if, in the general scheme, prominence cannot be given to each article. They will have their turn sometime.

If you have been wondering why your window

LACKED TONE,

originality, influence, try specializing. Sit down, decide what you wish to push at this particular season, work out some plan for drawing attention to this article, then get to work and carry out that plan.

If the results do not surprise it is because you have selected some unseasonable article or the plan adopted for showing it is very defective. Don't stint yourself for time for considering article and plan, and the results will be apparent immediately.



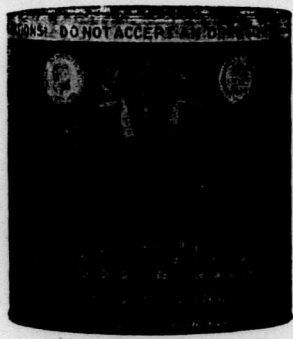
THE CANADIAN GROCER

Established 1845

IMITATION IS THE SINCEREST FORM OF FLATTERY.

Established 1845

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



1 and 2-lb. Tins.

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

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

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



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

**WHITE LABEL ALE**

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

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

WM. ROSS, Manager.



A TRADE WINNER

AND

A TRADE  
RETAINER

*Bovril*

"THE PERFECT FLUID BEEF"

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

**INCREASED BUSINESS.**

We have received into  
store this week :

Filiatras Currants (D. Schisas) Quarter-Cases.

Filiatras Currants " Half-Cases.

Vostizza Currants, Half-Cases.

Bevan's Three-Crown Loose Muscatels.

Griffin & Skelley Santa Clara Prunes.

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

## HINTS ON ADVERTISING.

By A. B. Caswell.

CHRISTMAS time with all its joys and its business hum is round the corner and almost another year must elapse before it is with us again. And now the merchant's thoughts naturally turn to the best methods of brightening up trade for the other eleven months of the year, and especially through the month of January, which is often hard-hit by the reaction of Christmas trade. If business was only as brisk all the year round as it is during December how soon many shopowners would be able to retire. But we cannot expect this. It isn't natural, as every business must have its "bull and bear" weeks. Dull weeks can be greatly lessened, however, by judicious management.

The enterprising merchant will not acknowledge such a thing as positively

### A CUP OF GOOD TEA.

Last week you were introduced to our India and Ceylon Tea at 23c. a lb. Better value than it is will not be found at any price. To-morrow we'd like you to try another of our favorite blends—our 35c. India and Ceylon Tea, which we think the equal of any 50c. tea we ever tasted. This is our offer:

A pound of this 35c. India and Ceylon Tea and ten pounds of Extra Standard Granulated Sugar on Tuesday for . . . . **.75**

**JOHN SMITH & CO.,**  
TORONTO.

A GOOD AD.

dull days, or, at any rate, very many of them together. If nothing turns up he will do a little "turning up" on his own account; he is always a bustle, always devising something fresh to whet the public appetite. The dull season, far from being a reason for ceasing efforts, is a reason for re-doubling them. He looks about for the best and quickest remedy. It is here that his advertising will stand in good stead. There is a wise saying: "When business is good, that is the time to force it, because it will come easy. When it is bad that is the time to force it, because you need orders."

I am taking it for granted that you have been forcing business during the holiday season, advertising special lines,

etc., and that it has come easy. And now is the time to force it because you need the orders. To do this, go through your entire stock, very carefully selecting lines that can be run out by a little extra push. But it is not my intention to suggest which lines to push. The grocer's knowledge and experience of what his customers will be more likely to buy, or what he can sell to best advantage should come to the rescue in this respect. All conditions are not the same, and the merchant must be guided by his own good judgment and knowledge of the conditions which he only can understand.

The trade of the average store naturally resolves itself into three classes, that is, the exclusive, which buys the highest-priced goods, the medium and largest class, which demands popular prices, and good quality, and the cheap trade, whose chief requirement is cheapness. The two first named embrace those at whom advertising should be directed, unless a store specially caters to the buyers of cheap merchandise, in which case a somewhat different method is usually required.

Anything distinctively new is worth talking about, if you can safely recommend it. There are always a great many on the lookout for new things.

Advertising pays best when it is better than the "other fellow's"; other things, of course, being equal. Give them some thing a little out of the ordinary. Is a town election impending, a public ball, a Masonic gathering? Is a Convention of Sons of This, the Daughters of That, or the Knights of Something Else in progress? Are the people keenly interested in some public improvement, the building of a new railway, a new enterprise, or court house—anything of moment, in fact? Then strive to incorporate a brief, bright reference to it in your advertising. Be on the alert to let the townpeople know that you keep abreast of affairs, that you are in close touch with their interests. This sort of thing helps a merchant immeasurably.

I have been asked, does it pay to be funny in one's advertising? Yes. If you have a natural turn for humor. It should never find expression, however, in cheap wit or vulgar punning. As a rule,

slang is a good thing to let alone, although a few expressions of the better sort may be used whenever they fit.

As I have before advised in these columns, more and more the tendency in modern advertising is toward few phrases and short ones. This is a bustling age when each minute counts, and the busy man hasn't time for essays. To impress him you must rivet his attention at first glance, and then hold it to the end with terse and trenchant phrases. The time when the advertising writer scribbled dullness over a page is past. Unless the reader is taken captive by the opening sentence, it's pounds to pence that he won't pay the slightest heed to an advertisement. Involved and long-spun-out sentences merely tire the reader; the

### HOUSEKEEPING

is Relieved of Half Its  
Burdens by using . . .

#### Indurated Fibroware Tubs, Pails, Etc.

Being Light, Strong, and Durab'e, and made in One Piece, with No Hoops to fall off, their superiority is at once apparent. We have a lot of them to run off at:

Pails according to size 30 to 50c  
Tubs, " " \$1 to \$1.80.

**Jones Bros, Hamilton.**

Another fair sample advertising one article only.

ideal phrase is short and sharp, like the crack of musketry. By all means turn a joke if you can turn one neatly, but remember that a fact is better advertising ammunition than a jest. Tickling the reader may be fun for the reader and fun for you, but the ad-writer who is always on the tickle will find that the readers will ultimately refuse to concede serious moments to him. Learn to pen your phrases just as a speaker utters his—with a keen eye toward their effect upon the audience.

J. D. Brack, traveller for Todhunter, Mitchell & Co., Toronto, on the 5th instant, left for a three months' trip to the Coast.—Winnipeg Free Press.

# A Good Proposition.

Just take a few minutes to think of it and we believe you'll be fully convinced that about the best proposition now-a-days is Tillson's Oats.

Everything for and nothing against it.

It's a proposition to stock your shelves with a much-talked-of commodity that has won its way to the front on **QUALITY**, high quality—rigidly maintained.

There has been no deviation in the determination to out-class and out-rank all other brands—there shall be none in the future.

The name—Tillson's Oats—is before the public day after day, week after week, year after year.

The rich, nutty flavor, cleanliness, and freedom from hulls distinguish them from other brands.

Put up in the neatest of packages ready to be exchanged for your customers' coin.

Public opinion demands package goods, branded goods, particularly in foodstuffs, and Tillson's Oats reach the consumer in the most perfect state of cleanliness.

We've made them easy to sell—about all you've got to do is to buy.

Ready for a shipment?



---

**The Tillson Company, Limited,**  
**Tillsonburg, Ont.**

# As to Mustard

You cannot give people who eat

# Mustard

anything but the best.

That means  
and that also means  
Which is packed in

**KEEN'S**  
**D.S.F.**  
**SQUARE TINS.**



## Current Market Quotations for Proprietary Articles

January 15, 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.		Per doz.
Cook's Friend—		
Size 1, in 3 and 4 doz. boxes.....		\$ 2 40
" 10, in 4 doz. boxes.....		2 10
" 2, in 6 ".....		80
" 12, in 6 ".....		70
" 3, in 4 ".....		45
Pound tins, 3 doz. in case.....		3 00
12 oz. tins, 3 ".....		2 40
5-lb. tins, 1/2 ".....		14 00
Diamond—	W. H. GILLARD & CO.	
1 lb. tins, 2 doz. in case.....		2 00
1/2 lb. tins, 3 ".....		1 25
1/4 lb. tins, 4 ".....		0 75

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

MAGIC BAKING POWDER			Per Doz.
Cases	Sizes		
4 doz.	5c.		\$ 40
4 " "	4-oz.		50
4 " "	6-oz.		75
4 " "	8-oz.		95
2 " "	12-oz.		1 40
2 " "	16-oz.		1 45
2 " "	16-oz.		1 65
1 " "	16-oz.		1 70
1 " "	2 1/2-lb.		4 10
1 " "	5-lb.		7 30
2 " "	6-oz.	Per case.	
1 " "	12-oz.		\$4 55
1 " "	16-oz.		

MAGIC OIL BAKING POWDER		
1/2 size, 5 doz. in case.....		40
1/2 size, 4 doz. in case.....		75
1 " 3 " ".....		1 25
1 " 3 " ".....		3 35

VIENNA BAKING POWDER.		Per doz.
1 lb. tins, 4 doz. in box.....		\$2 25
1/2 lb. tins, 4 ".....		1 25
1/4 lb. tins, 4 ".....		75
3 oz. in paper, 4 doz. in box.....		70
5 " " ".....		35

BLACKING.		Per gross.
Jonas'.....		\$9 00
Froments.....		7 50
Military dressing.....		24 00

SHOE POLISH.		Per gross.
Jonas'.....		\$9 00
Froments.....		7 50
Military dressing.....		24 00

BLACK LEAD.		
Reckitt's per box.....		1 15
Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz.		
Nixey's refined, per 9 lb. box of 12 1 doz. chip boxes.....		1 50
Nixey's, as supplied the King, per 9 lb. box of 12 doz. block.....		1 50
Nixey's Silver Moonlight Stove Polish, in blocks 13-3 and 6-oz. size. Full price list on application.		

BOECKH'S COBN BROOMS.		doz. net.
Bamboo Handles, A, 4 strings.....		4 35
" " " B, 4 strings.....		4 10
" " " C, 3 strings.....		3 85
" " " D, 3 strings.....		3 60
" " " F, 3 strings.....		3 35
" " " G, 3 strings.....		3 10
" " " I, 3 strings.....		2 85

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

CANNED GOODS.		
MUSHROOMS.		
HENRI JONAS & Co.		
Mushrooms, Royal.....	\$15 50	
" 1st choice Duthell.....	18 50	
" 1st choice Lenoir.....	19 50	
extra Lenoir.....	23 00	
Per case, 100 tins.		
FRENCH PEAS—DELOREY'S		
HENRI JONAS & Co.		
Moyen's No. 1.....	\$9 00	
" No. 1.....	10 50	
1/4 Fins.....	12 50	
Fins.....	14 00	
Tres fins.....	15 00	
Extra fins.....	16 50	
Sur extra fins.....	18 00	

FRENCH SARDINES.		
HENRI JONAS & Co.		
1/4 Trefavennes.....	\$9 50	
1/4 Holland.....	9 50	
1/4 Delory.....	10 50	
1/4 Club Alpin.....	3 50	

COCOANUTS & COCOAS.		
Cocoa—THE OOWAN CO LIMITED.		
Hygienic, 1-lb. tins, per doz.....	\$7 25	
" 1/2-lb. tins ".....	3 75	
" 1/4-lb. tins ".....	3 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.....	3 25	
Chocolate—		
Queen's Dessert, 1/2's and 1/4's.....	\$0 40	
" " " ".....	0 42	
Mexican Vanilla, 1/2's and 1/4's.....	0 35	
Royal Navy Rock.....	0 30	
Diamond.....	0 25	
" " " ".....	0 28	
Chocolate—		
Fry's.....		
Caracacs, 1/2's, 6-lb. boxes.....	0 42	
Vanilla, 1/2's.....	0 42	
"Gold Medal" Sweet, 1/2's, 6 lb. bxs.....	0 39	
Pure, unsweetened, 1/2's, 6 lb. bxs.....	0 42	
Fry's "Diamond," 1/2's, 14 lb. bxs.....	0 24	
Fry's "Monogram," 1/2's, 14 lb. bxs.....	0 24	
Cocoa—		
Concentrated, 1/2's 1 doz. in box.....	per doz	
" " " ".....	3 40	
" " " ".....	4 50	
" " " ".....	8 25	
Homeopathic, 1/2's 14 lb. boxes.....	0 35	
" " " ".....	0 35	
Epps's cocoa, case of 14 lbs., per lb.....	0 25	
Smaller quantities.....	0 27 1/2	

JOHN P. MOTT & CO.'S		
E. S. McIndoe, Agent, Toronto.		
Mott's Brome.....		0 30
Mott's Prepared Cocoa.....		0 38
Mott's Homeopathic Cocoa (1/2's).....		0 13
Mott's Breakfast Cocoa (in tins).....		0 40
Mott's No. 1 Chocolate.....		0 30
Mott's Breakfast Chocolate.....		0 38
Mott's Caracacs Chocolate.....		0 40
Mott's Diamond Chocolate.....		0 38
Mott's French-Can. Chocolate.....		0 18
Mott's Navy or Cooking Chocolate.....		0 38
Mott's Cocoa Nibs.....		0 35
Mott's Cocoa Shells.....		0 05
Vanilla Sticks, per gross.....		0 90
Mott's Confectionery Chocolate 0 21		0 43
Mott's Sweet Chocolate Liqueurs 0 19		0 30
CADBURY'S.		
Frank Magor & Co., Agents.		
Cocoa essence, 5 oz. packages.....	per doz.	\$1 65
Mexican chocolate, 1/2 and 1/4 lb. pkgs.....		0 40
Rock Chocolate, loose.....		0 43
" " " " 1-lb. tins.....		0 35 1/2
Nibs, 11-lb. tins.....		0 35 1/2
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
Breakfast cocoa, 1/2, 1/4, 1 and 5-lb. tins.....		48
Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.....		35
Caracacs sweet chocolate, 6-lb. boxes.....		37
Caracacs tablets, 100 bundles, tied 5's, per box.....		3 00
Soluble chocolate (hot or cold soda) 1-lb. cans.....		42
Vanilla cho. wafers, 48 to box, per box 1 55		
COCOANUT.		
L. SCHEFF Co.		
1-lb. packages, 15 and 30-lb. cases.....	per lb.	\$0 26
1/2-lb. " " ".....		0 27
1/4-lb. " " ".....		0 28
1/2 and 1-lb. pkgs. assorted, 15 and 30-lb. cases.....		0 26 1/2
1/4 and 1/2-lb. pkgs. assorted, 15 and 30-lb. cases.....		0 27 1/2
5c. package, 4 doz. in case, per doz.....		0 45
OHMERS.		
Imperial—Large size jars, per doz.....	\$ 8 25	
Medium size jars.....	4 50	
Small size jars.....	2 40	
Individual size jars.....	1 09	
Imperial Holder—Large size.....	15 00	
Medium size.....	15 00	
Small size.....	12 00	
Requesfort—Large size, per doz.....	3 40	
Small size.....	1 48	

# Edwardsburg Syrup

**EDWARDSBURG QUALITY.**

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

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

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

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

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

Works:  
**CARDINAL, ONT.**

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

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

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



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

**CLOTHES PINS.**  
**UNITED FACTORIES LIMITED.**  
 Clothes Pins (full count), 5 gross in case, per case ..... 0 57  
 4 doz. packages 12 to a case ..... 0 12  
 doz. packages (12 to a case) ..... 0 52

**COUPON BOOK—ALLISON'S**  
 For sale in Canada by—The Eby, Blain Co., Limited, Toronto C. O. Beauchemin & Fils, Montreal  
 \$1, \$1 25, \$5, \$10 and \$20 books.  
 Un-covered and num Coupons lered numbered.  
 In lots of less than 100 books, 1 kind assorted 4c. 4 1/2c.  
 100 to 500 books ..... 3 1/2c. 4c.  
 100 to 1,000 books ..... 3c. 3 1/2c.

**Allison's Coupon Pass Book**  
 1 00 to 3 00 books ..... 3 cents each  
 5 00 books ..... 4 cents each  
 10 00 books ..... 5 1/2 cents each  
 15 00 books ..... 6 1/2 cents each  
 20 00 books ..... 7 1/2 cents each  
 25 00 books ..... 8 cents each  
 50 00 books ..... 12 cents each

**EXTRACTS.**  
**HENRI JONAS & CO. Per gross.**  
 8 oz. London Extracts ..... \$5 00  
 2 oz. " (no corkscrews) ..... 5 00  
 2 oz. Spruce essence ..... 8 00  
 2 oz. " ..... 9 00  
 2 oz. Anchor extracts ..... 13 00  
 4 oz. " ..... 21 00  
 1 oz. " ..... 36 00  
 1 lb. " ..... 70 00  
 1 oz. Flat ..... 9 00  
 2 oz. Flat bottle extracts ..... 18 00  
 2 oz. Square ..... 21 00  
 4 oz. " corked ..... 36 00  
 8 oz. " ..... 72 00

**FOOD.**  
 8 oz. " glass stop extracts ..... 5 00  
 8 oz. " ..... 7 00  
 3 1/2 oz. Round quintessence extracts ..... 3 00  
 4 oz. Jockey decanters ..... 3 50

**GINGER ALE & SODA WATER**  
 Robinson's Patent Barley 1/2 lb. tins 1 25  
 " " 1 lb. tins 2 25  
 " " Groats, 1/2 lb. tins 1 25  
 " " 1 lb. tins 2 25

**JAMS AND JELLIES.**  
**SOUTHWELL'S GOODS.** per doz.  
 Frank Magor & Co., Agents.  
 Orange Marmalade ..... 1 50  
 Clear Jelly Marmalade ..... 1 50  
 Strawberry W. F. Jam ..... 3 00  
 Raspberry " ..... 3 00  
 Apricot " ..... 1 75  
 Black Currant " ..... 1 85  
 Other Jams, w. F. ..... 1 55  
 Red Currant Jelly ..... 3 75

**Pure Fruit Jams—T. W. JONAS & CO.**  
 1 lb. glass jars 2 doz. in case, per doz. 0 95  
 3 1/2-lb. tin pail, 2 doz. in crate, per lb. 0 06 1/2  
 5 a d 7-lb. tin pails, 8 and 9 pails to crate ..... 0 16  
 7, 14 a d 31-lb. wood pails, per lb. 0 06  
**Pure Fruit Jellies—**  
 1-lb. glass jars, 2 doz. in case, per doz. \$0 95  
 7, 14 and 30-lb. wood pails, per lb. 0 06

**Home Made Jams—**  
 1-lb. glass jars (1 1/2-oz. gem.) 1-doz. in case, per doz. 1 50  
 5 and 7-lb. tin pails, per lb. 0 09  
 7, 14 and 3-lb. wood pails, per lb. 0 09

**LIQUORS.**  
**YOUNG & SMYTH'S LIST.**  
 5-lb. boxes, wood or paper, per lb. \$0 40  
 Fancy boxes (35 or 50 sticks) per box 1 15  
 " 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 ..... 3 00  
 Licorice Lozenges, 5 lb. glass jars ..... 1 75  
 " " 20 5 lb. cans ..... 1 50  
 " Purly" Licorice 10 sticks ..... 1 45  
 " " 100 sticks ..... 0 73  
 Dulce large cent sticks, 100 in box

**LIQUORS.**  
**COGNAC IN CASES.**  
 Ph. Richard.

S.O. Quarts, 12's	\$22 50
F.C.	15 00
F.C. 1-15 bottles, 180's	22 00
V.S.O.P.	12 00
V.S.O.P. pints, 24's	15 00
V.S.O.P. 1/2-pints, 48's	14 00
V.S.O.P. 1-15 bottles, 180's	20 00
V.S.O. quarts, 12's	10 00
V.S.O. 1-15 bottles, 180's	18 00
V.O. quarts, 12's	8 50
V.O. pints, 24's	9 50
V.O. 1/2-pints, 48's	10 50
V.O. 1-15 bottles, 180's	14 00
V.O. decanters, 12's	0 50
V.O. " pints, 20's	13 00
V.O. flasks, Imp. pints, with thumb-lers	9 75
V.O. " Reputed " " 24's	10 50
V.O. " " " 24's	9 50

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

**Gals. Oct's. Oct's. Bbls. Hhds.**  
 Gin, P. & Z. \$3 15 \$3 05 \$3 05 \$3 00 \$2 95  
 Mitchell Bros. Limited—Scotch.  
 1 case, 5 cases.  
 Heather Dew, ordinary qts. \$7 00 \$6 75  
 12's ..... 12 50 12 25  
 Heather Dew, stone jars, Imperial, 12's ..... 11 25 11 00  
 quart, 12's ..... 9 00 8 75  
 Special Reserve, oval, pts. 24's ..... 11 75 11 50  
 ordinary qts., 12's ..... 9 00 8 75  
 Special Reserve, 1/2 bottles, pints, 24's ..... 10 00 9 75  
 Extra Special Liqueur, flagon, 12's ..... 9 50 9 25  
 Extra Special Liqueur, ordinary bottles, 12's ..... 12 00 11 75  
 Heather Dew, flasks, 48's ..... 9 00 8 75  
 " 1/2 flasks, 60's ..... 10 00 9 75  
 Mullmore, Imperial oval quart flasks, 12's ..... 10 50 10 25  
 Mullmore, flasks, Imperial pints, 24's ..... 7 75 7 50  
 Mullmore, flasks, ordinary pints, 24's ..... 9 00 8 75  
 Mullmore, 1/2 flasks, ordinary, 48's ..... 6 50 6 25  
 Mullmore, ordinary quarts, 12's ..... 7 50 7 25  
 Mullmore, ordinary pints 24's  
 Scotch Whisky in Wood.  
 Gals. 1/2 Oct's. Oct's. Bbls. 9gals. 17gals. 40gals.  
 Special Reserve... \$4 50 \$4 25 \$4 15 \$3 90  
 Heather Dew  
 "A" ..... 4 00 5 3 65

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



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

### A COMPARISON

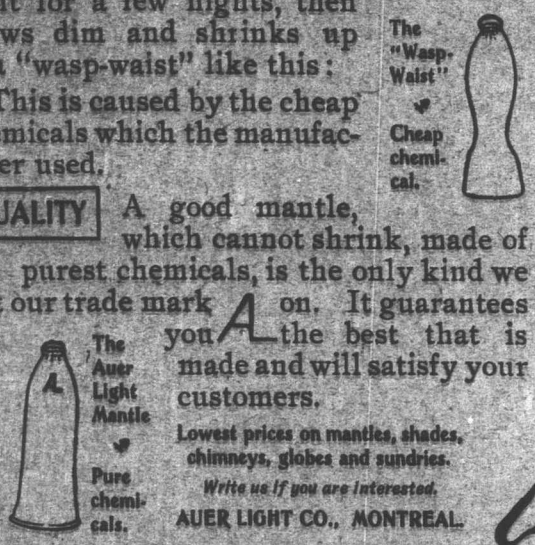
**TRASH** A cheap mantle gives a fair-light for a few nights, then grows dim and shrinks up to a "wasp-waist" like this:

This is caused by the cheap chemicals which the manufacturer used.

**QUALITY** A good mantle, which cannot shrink, made of the purest chemicals, is the only kind we put our trade mark **A** on. It guarantees you **A** the best that is made and will satisfy your customers.

Lowest prices on mantles, shades, chimneys, globes and sundries.

Write us if you are interested.  
AUER LIGHT CO., MONTREAL.



The "Wasp-Waist" Cheap chemical.

The Auer Light Mantle Pure chemicals.

# Profits

After all every grocer is interested in profits. Profits are the will-o'-wisp of the day.

Look your stock over and see how many profit-eaters are there. You have a profit-eater in every article that fails to do what it should.

## "Empire" Soda

**BEST FOR BAKING,**

is a profit-producer. It not only gives you a good profit on each packet you sell but its quality and the satisfaction it gives brings purchasers back for more.

**WINN & HOLLAND,**  
MONTREAL,  
SOLE AGENTS FOR CANADA.

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

### THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

### KINGSTON "GLENER"

might bring inquiries. Better write for rates to  
**I. G. STEWART, Halifax.**

## BASKETS

We make them in all shapes and sizes. We have

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

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

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

## BUSINESS NEWS

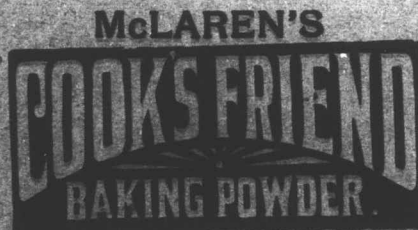
of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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

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Telephone Main 1255.  
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.



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

Don't use this kind of a light



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

We manufacture lamps and can suit you.



For Lime Flint.

LAMP CHIMNEYS WITH THESE LABELS ARE THE BEST.



For Lead Flint.

**GOWANS, KENT & CO.**

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

**SATISFIED CUSTOMERS**

It's a mighty big thing to have your customers satisfied. You can always have them that way if you sell them reliable goods.

We're very careful in preparing.

**Wethey's Mince Meat.**

We see that only the choicest and most nourishing meats and fruits are used and the whole spiced, so that you have Mince Meat just like your mother made. Your customers will tell you that Wethey's makes most delicious Mince Pies, crisp and succulent.



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

(3)

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

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

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

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

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

**'WELLINGTON' KNIFE POLISH**

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