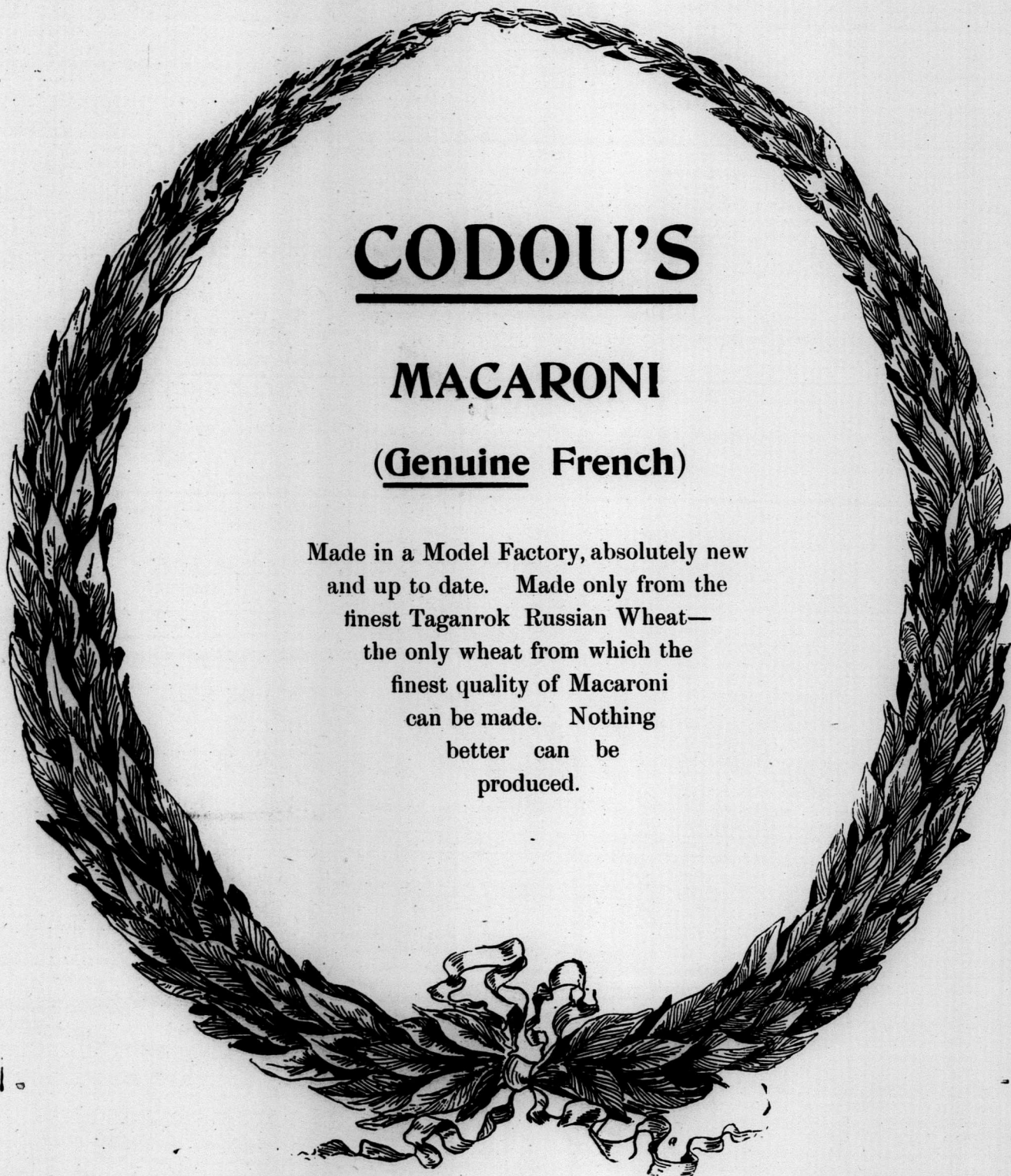


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CODOU'S

MACARONI

(Genuine French)

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

ARTHUR P. TIPPETT & CO., Agents,

**8 Place Royale,
Montreal.**

**20½ Front Street E.,
Toronto.**

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7 50
6 50
1 75
1 90

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1 00
1 00
1 80

--Music for Christmas

and the New Year!

with a **\$40.⁰⁰**

order of OCEAN MILLS goods, as per price list below, we will give FREE

one **Berliner Gramophone**

valued at \$17.00 (also 3 records).

PRICE LIST—LESS 5 PER CENT.

CHINESE STARCH

1-lb. cases, 4 doz. @ \$1.00 doz.

OCEAN BAKING POWDER

¼-lb. cases, 4 doz. @ \$0.45 doz.

½-lb. " 5 " @ 90 "

1-lb. " 3 " @ 1.25 "

5-lb. " 1 " @ 4.75 "

OCEAN BORAX

¼-lb. cases, 4 doz. @ \$0.40 doz.

OCEAN CORN STARCH

1-lb. cases, 4 doz. @ \$0.78 doz.

OCEAN LIQUID BLUE

½-pt. bottle cases, 2 doz @ \$0.75 doz.



--This is an offer that cannot be beaten. We make it to introduce our specialties to the trade. Goods are guaranteed.
--This offer is made only for a limited time. **DO NOT DELAY ORDERING.**

OCEAN MILLS, Montreal, P.Q.

THE ONLY ESSENCE PRESCRIBED BY THE MEDICAL PROFESSION OF KING EDWARD'S DOMINIONS FOR PURITY AND EXCELLENCE OF QUALITY.

Bromley's Coffee Essence

NO GLUCOSE
NO CARAMEL
NO COFFEE FININGS
used in its manufacture.
WARRANTED under the FOOD AND DRUGS ACTS.
A SURE TRADE WINNER.

THE BEST SAUCE AND THE BEST VALUE IN THE WIDE WORLD.
IT PLEASURES THE MOST FASTIDIOUS PALATE.

THE RESULT OF SEVEN YEARS SPENT IN SCIENTIFIC EXPERIMENT AND RESEARCH.

DR. LAING'S CREAM SAUCE

ITS CERTIFICATE OF CHARACTER IS UNQUESTIONABLE.

The only Sauce in the world in which has been successfully achieved the thorough emulsification and blending therein a suitable proportion of **PURE GRAPE JUICE AND RICH DEVONSHIRE CREAM.**

SOLE CANADIAN AGENTS: **W. G. PATRICK & CO.,** Merchants, 29 Melinda St., **TORONTO**

Every Housewife...



knows the advantages of a good broom. It's the foundation of a clean home. We want you to know our brooms. They are good brooms. Drop us a line and our traveller will call.

The **Waterloo Broom and Brush Co.,**

WATERLOO, ONT.

"ROYAL" SALAD DRESSING.

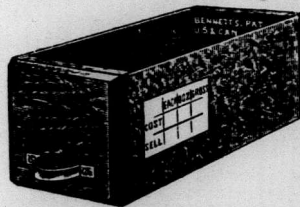
This popular table relish and Mayonnaise dressing has been made for about thirty years, and has been extensively advertised for the past twelve years. Nothing but its merit and excellence, its "Royal" quality, could have ever made the growth and success with the fine grocery trade throughout the country,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

The **Horton-Gato Mfg. Co.,**
DETROIT, MICH., - WINDSOR, ONT.

...THE...
Bennett Manufacturing Co.

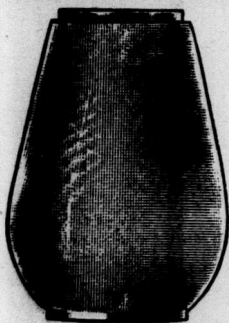
Bennett's Patent Shelf Box and Cabinets for Hardware, Grocery, Seed and Drug Trades, etc.

Owing to the steady and rapid growth of our business new quarters were needed.



Address all communications to our New Factory:
Pickering, Ontario

ARE YOU USING OUR

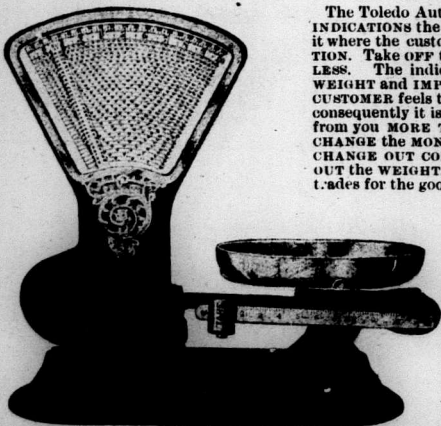


Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.
OF WALLACEBURG, LIMITED.



MERCHANTS.

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

MADE IN CANADA.

Drop a postal asking for Catalogue to

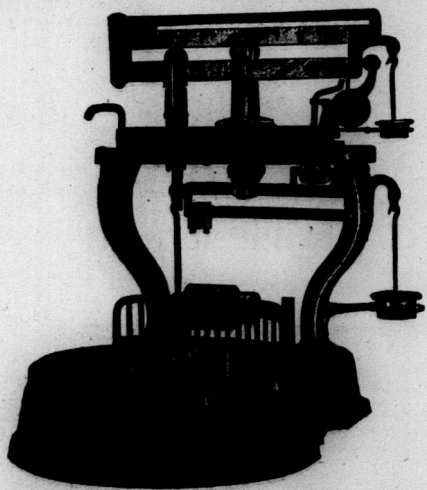
DEAN & McLEOD, Canadian Agents,
The Toledo Computing Scale Co.,
HAMILTON, ONT.

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

THEY EARN THEIR COST

while you pay for them.

SOLD ON EASY MONTHLY PAYMENTS.



The Computing Scale Co. of Canada, Limited

164 King Street West, Toronto, Canada.

Manufacturers of...

DAYTON COMPUTING SCALES.
MONEY-WEIGHT SCALES.

ADOLPHE E. SMYLIE President HENRY ROWLEY Vice-Pres't H. W. PETHERBRIDGE Sec'y and Treasurer

NATIONAL LICORICE CO.



Successors to

YOUNG & SMYLIE
BROOKLYN, N. Y.

S. V. & F. P. SCUDDER
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MELLOR & RITTENHOUSE CO.
CAMDEN, N. J.

H. W. PETHERBRIDGE
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DOMINION LICORICE & NOVELTY CO.
TORONTO, CAN.

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

OFFICE-106 JOHN ST.

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

Illustrated Catalogue on request.

—no use arguing
about the merits
of different teas

because

JAPAN TEAS

once used by your
customers will always
bring them back—

—don't argue,

—sell them

JAPAN TEAS,
and please them



Has stood

T
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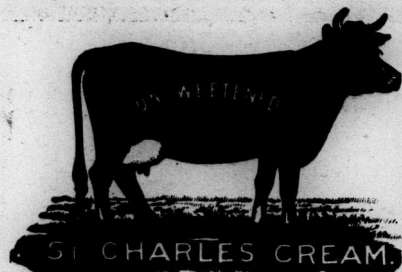
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THE

"The
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Good
Profi
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Has stood the test of every climate.



HIGHEST AWARD

Wherever demonstrated, including the following Dominion, State, and International Exhibitions:

Industrial Exhibition	-	Toronto, Canada	-	1903
Provincial Exhibition	-	Halifax, N. S.	-	1903
Provincial Exhibition	-	Victoria, B. C.	-	1902
Pan-American Exposition	-	Buffalo, N. Y.	-	1901
Paris Exposition	-	Paris, France	-	1900
Trans. Miss. Exhibition	-	Omaha, Neb.	-	1898
World's Fair	-	Chicago, Ill.	-	1893

The products of THE ST. CHARLES CONDENSING CO. are famous the world over for HIGH QUALITY, ABSOLUTE PURITY, and ADAPTABILITY for all the purposes of fresh milk.

Home Office and Address:

Correspondence and trade orders solicited.

St. CHARLES, ILL., U.S.A.

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

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

is **Cold Water**

STARCH IVORINE

ASK
 TRAVELLERS
 THE PRICE

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

**"IMPERIAL"
 BRAND MAPLE
 SYRUP**

"The syrup that sells on sight—and quality."

Good Profit to you.

ROSE & LAFLAMME, Agents, MONTREAL.

**A
 trade
 winner**

That's the verdict dealers pronounce when asked their opinion of

**Paterson's
 Worcester
 Sauce.**

ROSE & LAFLAMME, Agents, MONTREAL.

THE CUP TEST

is the final arbitrar in judging of a tea.

Composition of the soil, climatic conditions, methods of cultivation, experience in plucking, processes in manufacture, all lead up to and are proved by

THE CUP TEST.

The Canadian people have put Ceylon Tea to **the cup test** and have pronounced it without an equal.

Mr. Grocer, are you supplying your customers with Ceylon Tea, the tea they want ?

It is money in your pocket to do it.

DO IT NOW.

Ceylon Tea

Black and Green.

Ceylon Tea

Black and Green.

Some Salmon Sellers.

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



Maple Leaf Salmon



Lowe Inlet Salmon

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

The British Columbia Packers' Association

VANCOUVER, B.C.

"KKOVAH"

SUPERIOR TO ALL

REGD

Jellies

FLAVORED WITH RIPE FRUIT JUICES ONLY.

"KKOVAH"

Jellies (all flavors)

"KKOVAH"

Custard Powders

"KKOVAH"

Blanc Mange Powders

Etc., Etc.

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

THE GREIG MANUFACTURING CO.

MONTREAL.

LIMITED

Best
by
Test



Sole
Proprietors
AMERICAN COFFEE &
SPICE CO., Toronto.

Lytle's

**Mince
Meat**

**PLEASES YOUR
CUSTOMERS.**

Mince pie made from this brand of mince meat is a toothsome and delicious dish. It pays to handle reliable goods for Christmas, because cooking is a very important thing with your customers at this season of the year. Our mince meat is always reliable and always good.

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

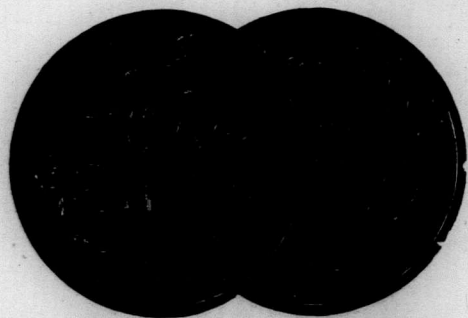
The **T. A. LYTLE COMPANY, Limited**
124-128 Richmond St. West, TORONTO.

Pure,

Delicious,

Best.

are the THREE TERMS that correctly describe



HIGHEST AWARD, LONDON, 1893.

STRETTON'S

(PRIZE MEDAL)

**Worcestershire
SAUCE**

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

CANADIAN AGENTS:

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

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

Sole Manufacturers

Stretton & Co., Limited,

**WORCESTER,
ENGLAND.**

Compliments of the Season.

Merchants often suffer inconvenience with yellow sugars at this time of year, and many complaints are apt to be made by consumers. Therefore it is important that they should be extra careful when buying yellows.

ST. LAWRENCE YELLOW SUGARS

are acknowledged to be the standard of quality.

Allow us to wish you the best compliments of the season and a Prosperous New Year.

The St. Lawrence Sugar Refining Co.,

MONTREAL.

Limited.

A Handsome Coffee Tin, FREE

With 100 pounds AURORA COFFEE

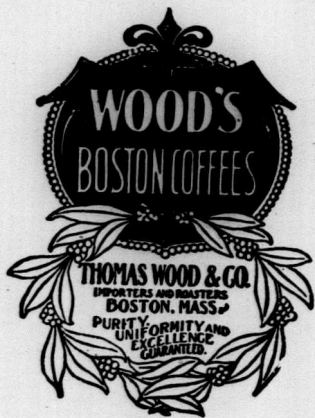
This is not a "catch" offer—but a genuine gift—of an attractive lithographed, double partition Coffee Tin—in order to show the wide-awake, up-to-date grocer just what real bargains we have to offer in Coffee.

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

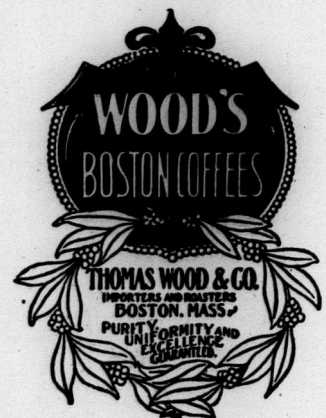
W. H. GILLARD & CO., Wholesale Grocers, HAMILTON.

Branch CANADA GROCERS LIMITED.

When Christmas Comes.



Good thoughts alone belong to the great anniversary.
Good feeling "makes all the world akin."
Good sentiment and good works go hand in hand.
Good deeds make glad many anxious hearts.
Good impulses spring from every thought the day inspires.
Good cheer, happiness, rejoicing, make bright your every household.
"Good digestion wait on appetite" at the family board.
Promote it with a good cup of



WOOD'S FRAGRANT COFFEE!

YOU ARE IN A HURRY Telephone
Us.

Rush Orders a Specialty

Fine Stock of XMAS GOODS.

BALFOUR & COMPANY, WHOLESALE GROCERS, Hamilton, Canada

The New Laundry Blue

—MADE IN CANADA.—

"Blues Linen as White as White Can Be."



We Would Like the Trade to Understand That "Blueol" has Been manufactured to compete with the best imported blue to be had on this market, and we claim it to be superior both in strength and working qualities. It is "Canada's Best" and "Canada's Best" is the "World's Best."

—WRITE FOR SAMPLE AND PRICES.—

J. M. DOUGLAS & CO.,
Manufacturers, **MONTREAL.**

Established 1857.



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IMPRESSIONS OF THE GREAT WEST

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

By W. L. E.

AMONG the good things that British Columbia provides for sportsman is pheasants—the real English pheasant. And they are abundant enough, in some parts at any rate, to assure good sportsmen good bags for their labor.



Kicking Horse River, near the First Safety Switch.

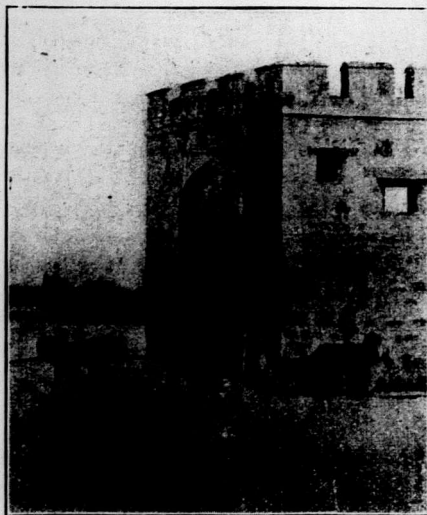
On the night of our arrival at Victoria a sportsman with a string of pheasants larger than one man could carry with comfort, registered at our hotel. And, as he was evidently a friend of "mine host," visions of pheasant for dinner loomed up before me. But dinner time came and went without pheasant appearing on the menu card. Pheasants in British Columbia, like rabbits in Australia, had their origin in the whim of an Englishman. At any rate that is according to the statement of an "old resident." The birds appear to thrive just as well as they do "at home;" and no doubt they provide just as good sport.

Another species of bird—not a game bird, however—which finds a congenial home in British Columbia, is the crow. But it is not the mere fact that there are crows in British Columbia that I desire to mention. It is the fact, as far at least as those in the vicinity of Vancouver are concerned, that they are different from any other crows I ever saw in a wild state. In Stanley Park they are as thick as sparrows on the streets of an eastern city. But they are as tame as chickens in a barn yard. They fly to the ground from the towering tree tops and strut around almost at one's feet, evidently without the least idea of fear. It

reminded me of the big grey squirrels in Central Park, New York, which run up to one evidently expecting nuts or some other palatable food to be thrown to them. Crows, like squirrels, evidently become tame even when they have their freedom, provided they are not molested. And in British Columbia the law has so well protected the crow that the latter has learned that it can caw and strut about, none daring to do him harm.

* * *

When we reached British Columbia the salmon canning season was over and the canneries closed. We were thus denied the privilege of seeing this important industry in active operation. The season having been such an unsatisfactory one we naturally heard many complaints. According to chronological order the sea-



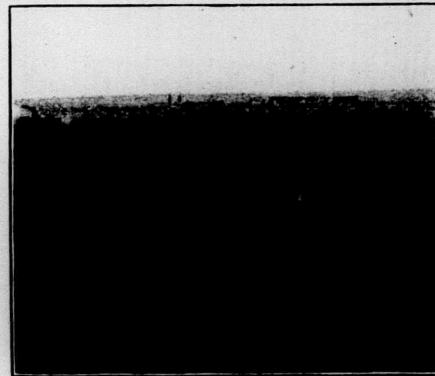
The Old Fort Garry Gate at Winnipeg.

son of 1903 should have been a good one, and the canners made their plans in anticipation thereof. But instead of being a good season, it was a bad one. None were probably ever worse. "We prepared tins, etc., for packing 43,000 cases," remarked the head of one canning concern, the products of whose factories are well known in Eastern Canada and in Great Britain: "but 28,000 cases were all we were able to put up. And what was our experience was practically that of the other canners." In Victoria the sentiment is strongly in favor of trap fishing as a means of ensuring a larger catch of salmon. At present traps are prohibited, nets only being permitted. On the

United States side of the gulf traps are employed. And while they catch their thousands the nets of the Canadian fishermen barely catch their hundreds. So far the agitation for traps has not induced the Department of Marine and Fisheries at Ottawa to grant the desired request. In Victoria they charge it to the jealousy of the canners on the Fraser river. But some of my friends in Vancouver pooh-poohed this idea. At any rate, whatever the cause, the powers that be have not yet given their consent to the use of traps in British Columbia.

* * *

A keener interest in the Chinese problem in British Columbia has naturally been awakened in us eastern Canadians after having been on the spot and caught a glimpse of things as they are. Please notice that I say "caught a glimpse;" for, under the circumstances, I cannot speak as one having authority. I can only speak as one who has gathered an impression during what was little more than a flying visit. I have never been able to take the extreme view in regard to the Chinese question. Aside altogether from the humanitarian point of view, I have felt that British Columbia could not get along very well without Chinese labor. "It is all very well for you to think so," declared a friend of mine, some time since, who had lived for several years in British Columbia, "but you should live among them as I have before you are qualified to express an



A Snap Shot on the Prairie at two Commercial Travellers.

opinion." My stay in British Columbia was not long enough to warrant my saying I have lived among the Chinese. But I have seen them; visited some of their stores, their theatres, and their Joss houses, and peeped into some of

RISING SUN
IN
CAKES
WELL KNOWN AND RELIABLE



SUN PASTE
STOVE POLISH
IN TINS
GUARANTEED TO THE TRADE



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

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

MORSE BROS., Proprietors, Canton, Mass.

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

their haunts under the guidance of the police, and I must confess that while I am not yet converted to the views of the anti-Chinese extremist, I am much impressed with the gravity of the problem which is exciting so much interest in British Columbia. It is in Victoria that one is confronted with the problem in its most serious aspect, for it is there that John Chinaman is most in evidence. What is known as the Chinese quarter occupies quite an important section of the city. And what surprised me a great deal was the appearance of the buildings in that quarter. They were built of brick and were just as modern and respectable in appearance as the retail portion off the main streets of any city on this continent, and, in some instances, a great deal better. But— And there comes the rub! But they are not of our kith and kin. Their thoughts are not our thoughts, nor their ways our ways. The branch of the human family from which they spring is so different from the one from which we sprung, that there cannot possibly be an assimilation. They may become citizens, but they cannot become Canadians. And it is important that in this young country the immigrant should be the material from which Canadians in sentiment, as well as in name, can be developed. The conclusion of the whole matter with me, therefore, is that, whatever the necessities of the past may have been, the Chinese population of British Columbia should not receive further augmentation.

TORONTO GROCERS NOMINATE.

THE regular monthly meeting of the Toronto Retail Grocers' Association was held in St. George's Hall Monday night last with President David Bell in the chair.

The minutes of the preceding meeting were read and approved, and Messrs. F. F. Higgins, Queen street east, and F. C. Armstrong, Shuter street, were proposed for membership.

Mr. Frank Johnston, on behalf of the committee appointed to interview the bakers and protest against the selling of bread to boarding-houses at wholesale rates, reported that they were courteously received and invited to visit their bakeries and see how things were being conducted. They regretted, however, that on account of an independent baker fighting the association, they were not able to meet the views of the grocers. The report elicited a full discussion. Some members contended that a bad precedent and example was set in giving consumers wholesale prices, while others were of the opinion that the bread problem was in much better position than formerly, and, that, as there was no prospect of accomplishing any result, they ought to let the matter rest.

The "At Home" Committee reported through the president that the 3rd of February was an open date suitable for the "occasion." On motion of Messrs. Bond and White the whole matter of the At-home with date and further arrangements was left to the Executive Committee.

Mr. Johnston gave notice that he would move at the next meeting that the constitution be amended to make the number necessary to constitute a quorum seven instead of eleven.

The decision of Magistrate Kingsford the other day to the effect that there was no legal standard for a bag of potatoes was brought to the attention of the association and was viewed with considerable astonishment. On motion of Messrs. Bond and Panter the president and vice-president were named a committee to look into the matter and report on the proper steps necessary to protect the interests of the grocers in the matter.

On motion of Messrs. Johnston and Bond it was resolved and the secretary instructed to have published in the city papers that the grocers would not give Christmas presents this year.

The proposed business tax came up for

discussion, but the members found themselves lacking in information as to the vital points involved, and it was decided that the president should secure some one to address the association on the matter at the next meeting.

Notices of motion were given to amend the constitution so as to make the last meeting of the year nomination night and the first meeting of the subsequent year election night; also to institute a prize competition for the purpose of getting in new members.

Mr. Johnston remarked on the advisability of re-arranging the seating in the hall, and out of the discussion which followed, Messrs. Johnston and Panter were appointed a committee to look up new quarters.

On the card was the item, nomination of officers. According to the constitution as it at present stands, nominations and elections take place at the first meeting of the year. It was decided, however, to receive nominations and hold them open till the next meeting. The following names were placed before the association:

- President—Frank W. Johnston.
- Vice-President—H. Kelly, A. O. Robinson, C. F. Thorne, T. Clarke.
- Secretary—Mr. Nettlefield.
- Treasurer—Mr. Schoales, J. S. Bond, A. E. White, R. B. Snow, C. Coutts, D. Bell.
- Executive Committee—H. Kelly, T. Clarke, B. Panter, VanLoan, C. F. Thorne, McArthur, R. H. Davies, David Clarke.
- Trustees—A. E. White, J. S. Bond, F. S. Roberts.
- Delegate for Exhibition Board—J. S. Bond, B. Panter.
- Inside Guard—R. H. Stewart.
- Auditors—H. Kelly, Mr. Thompson, D. Bell, B. Panter, Mr. Gibbins.

COMMISSION AGENT.

Mr. Stuart Watson, who was for 13 years in the employ of Armour & Co., Chicago, has recently started in business for himself in Winnipeg as general commission agent and broker.

All Ready for Business

AVOID THE RUSH

Order your requirements from us by mail, or 'Phone 447, 488 or 1258. Shipment made same day as order received.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

We want every merchant in Canada to take a personal interest in

JERSEY CREAM YEAST CAKES

—AND—

JERSEY CREAM BAKING POWDER

Best Goods made in Canada.

LUMSDEN BROS.

Hamilton

and

Toronto.

WE ARE RECOGNIZED AS THE



Quick Shippers

OF ONTARIO

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

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

JAMES TURNER & CO.

Wholesale Grocers,

- - - HAMILTON, ONT.

T. KINNEAR & CO.

Wish their many Customers and Friends

A Merry Christmas and a Happy and Prosperous New Year.

*MacLaren's
23/12/1913
Cant. J. J. J.
B. P. 50
H. T.*

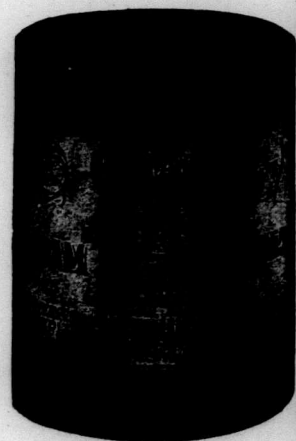


Three Leaders

The road to prosperity lies through the desires of your customers.

These brands of cheese are the best you can offer. They are famous, and deserve their fame.

MacLaren's Imperial
Canada Cream
MacLaren's Roquefort



Don't make trouble for yourself by selling "just as good as" cheeses.



These three are standards of purity and excellence.

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

Manufacturers and Agents,

TORONTO.

Business Changes

ONTARIO.

THE LYNCH TRADING CO., Hagersville, have assigned to C. B. Armstrong. A meeting of creditors was announced for 16th inst.

E. Baker, general merchant, Mountain, is dead.

C. J. Stuart, of C. J. Stuart & Son, grocers, Toronto, is dead.

J. E. Allcock, grocer, Rat Portage, has sold out to W. McCammon.

The premises of P. Roner, fruit dealer, Ottawa, have been damaged by fire.

H. Hagerty, general merchant, Summerston, has removed to Lunenburg.

G. T. Barrett, general merchant, Ottawa East, has sold out to J. Laishley.

R. F. Williams, grocer and crockery dealer, Tillsonburg, has sold out to R. P. Colborne.

H. S. Merrill, grocer and hardware merchant, Lansdowne, has sold out to E. Johnston.

E. Lanoul, general merchant, St. Onge, has assigned; meeting of creditors announced for 16th inst.

The business of the estate of Le Gros & Co., wholesale and retail tobacco merchants, Peterboro, is advertised for sale.

The Canadian Broom Co., Limited, Ottawa, have assigned to W. A. Cole. A meeting of creditors was announced for 15th inst.

QUEBEC.

J. B. M. Dion, grocer, Quebec, is dead. Normandin & Frere, grocers, St. Louis, have registered.

R. A. Rodrigue & Co., grocers, Montreal, have registered.

A. Valiquette, grocer, Montreal, has sold out to Lafortune Freres.

The assets of H. Blanchard, general merchant, Granby, have been sold.

St. Arnaud & Clement, provision dealers, Montreal, have dissolved partnership.

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THE CANADIAN GROCER

The Royal Packing Co., pickle manufacturers, Montreal, have dissolved business.

J. A. D. Annett, general merchant, Gaspé Basin, has assigned to Kent & Turcotte.

The Montreal Cigar Co., Montreal, have been burnt out. Loss partly covered by insurance.

Consent of the assignment of A. G. McBean & Co., grain merchants, Montreal, has been filed.

The assets of Longtin, Freres & Co., wholesale and retail grocers, St. Johns, have been sold.

The Laing Canning & Preserving Co.,

Limited, pickle manufacturers, Montreal, have registered.

The assignment of J. O. Lemire & Co., general merchant, St. Guillaume d'Upton, has been demanded.

Consent of the assignment of T. S. Williamson, wholesale produce dealer, Montreal, has been filed.

H. Gatehouse, fish and poultry dealer, Montreal, has suffered from fire; loss covered by insurance.

The premises and stock of The Montreal Fruit Auction Co., Montreal, have been damaged by smoke and water. Loss covered by insurance.

The premises of the estate of J. McCabe, general merchant, Notre Dame du Laus, have been damaged by fire. Loss partly covered by insurance.

NEW BRUNSWICK.

G. P. Gould, grocer, Shediac, has assigned to the sheriff for the benefit of his creditors.

NOVA SCOTIA.

J. Swanson, grocer, North Sydney, has registered his consent for his wife Catharine Swanson to do business in her own name.

MANITOBA AND N.W.T.

The Winnipeg Box Factory, Winnipeg, have dissolved.

G. Elliott, general merchant, Hamiota, is seeking an extension.

L. S. Gurney, confectioner, Hartney, has assigned to G. H. Newton.

Mrs. B. W. Carter, grocer, Winnipeg, has sold out to Proud & Hall.

Tipling & Beldon, general merchants, Griswold, have been burned out.

M. A. Hudson, confectioner, Lumsden, has sold out to G. Mickleborough.

F. E. Griffin, general merchant, Penhold, has sold out to A. C. McIntosh.

McFadden Bros. & Klinck, millers Swan River, are applying for a charter.

The business of Riebel Bros., general merchants, Pierson, is advertised for sale.

Montgomery & Colquhoun, general merchants, Deloraine, have dissolved partnership.

Dalgeish & Co., general merchants, Margaret, have advertised their business for sale.

G. H. Kimball, general merchant, Fort Saskatchewan, has sold out to Simmons & Faulkner.

In order to realize rent a bailiff's sale of The Winnipeg Creamery & Produce Co., Limited, Winnipeg, was advertised for 7th inst.

Lawlor & Co., grain dealers, Carlyle, have dissolved partnership. T. Lawlor retires and A. R. Hopper is admitted to partnership.

BRITISH COLUMBIA.

Brown Bros., grocers, Vancouver, have assigned to R. Kelly.

McGlung & Co., grocers, Victoria, have sold out to R. Erskine.

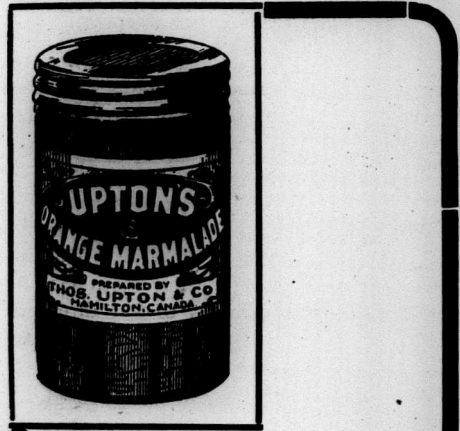
J. McSweeney, grocer, Victoria, has assigned to A. Brenchley.

R. W. Mefflin, confectioner, Salmo, is succeeded in business by J. Crook.

J. Davis and N. McLellan, general merchants, Grand Forks, are opening a branch at Coleman.

R. G. Buchanan & Co., crockery dealers, Vancouver, are registering the dissolution of business.

M. McInnes, meat dealer, Cranbrook, has been succeeded in business by The Calgary Cattle Co.



UPTON'S

ORANGE MARMALADE

ON TOAST IS DELICIOUS FOR BREAKFAST

—TRY IT YOURSELF AND BE CONVINCED.



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

Malaga Fruit

Full Range.

Boxes and Qr. Boxes

Best Packers.

THE Davidson & Hay,

LIMITED,

Wholesale Grocers,

TORONTO.

Handwritten note: Annual Catalogue 1911

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

To Make Provisions Pay.

HAVE the provision department well fitted and appointed, and a thoroughly competent staff, under the control of a competent manager, in charge, says New England Grocer. The window, counters and utensils should be kept scrupulously clean, and some palms and ferns tastefully arranged give an attractive appearance to the whole. The class of goods handled depends upon the locality, but always endeavor to maintain a reputation for quality and value. As goods well bought are half sold, knowledge, keenness and foresight must guide the buyer in his selections and purchases. Check the weight of all provisions upon delivery, examine tinned goods, and claim immediately for shortages or faults. Store all cheese in a dry, cool place, and turn over once a week. An airy place is best for bacon, but in winter time it should be covered up to keep out the frost. Make the window display thoroughly attractive; bacon should be a prominent feature. Mark inferior cuts low to clear, while fresh prime cuts sell freely at profitable prices. Cut up and work out for cost a side of bacon occasionally to ascertain actual returns for same. An increasing and profitable trade can be done in butter by having a regular supply of finest quality. Work it up in rolls and prints under own brand. Poultry and game, eggs, cooked and potted meats, fancy cheese, etc., are profitable lines if disposed of while fresh. Take stock often, weigh closely, advertise conspicuously, personally supervise the whole, and the success of the provision department will be ensured.

Peterboro Provision Co.

A CHARTER has been granted under the Ontario Companies Act creating George Carton, Michael Carton, John W. Miller, Jos. H. McClellan, merchants; Jas. Middleton, farmer, and Wm. H. Jeffs, physician, all of the town of Peterboro, and W. M. Anderson, of the township of Otonabee, a corporation to carry on the business of a warehousing and cold storage company in all its branches, to establish and maintain abattoirs, wholesale and retail shops, and generally to carry on any business

or undertaking that may be conveniently carried on with the above, and to acquire and take over the pork-packing business and goodwill appertaining thereto and all the plant and machinery thereof. The corporate name of the company to be The Peterboro Cold Storage and Provision Co., Limited. The share capital is to be \$300,000 divided into 6,000 shares of \$50 each. The head office of the company is to be the town of Peterboro, and the provisional directors the gentlemen mentioned above.

American Cheese in England.

The importations of American cheese continue to increase, writes James Boyle, United States consul at Liverpool, England. Canada has more than ever become the principal source of supply of cheese for the English market, and on the average the quality is considered better than that put up in the United States, and at present the price has been rather lower.

Armour Expects Higher Cattle.

Chas. W. Armour, vice-president of Armour & Co., was in Fort Worth, Tex., a few days ago to inspect the plant. He believes that livestock prices will react. Speaking of the livestock situation the other day, he said:

"I am looking for a reaction in the price of cattle at an early date. I believe that cattle are selling at as low a price now as they will sell for under present conditions. If we could get more hogs in Fort Worth, we could pay more for our cattle, for the reason we could turn the cattle over quicker. Nearly every order we receive for a carload of packing-house products calls for a great deal of hog products. If we had the hogs here, we could fill more orders from Fort Worth. While, of course, we would like to get hogs for 4c., or even cheaper, and sell them for as much as we could, still the law of supply and demand governs that price and we are governed by that law just like everybody else."

Want Canadian Cheese.

A despatch from London says the improved demand for Canadian cheese con-

tinues for good 48s. to 50s. Sellers are meeting buyers where cheese shows signs of heat, but holders are firm at 53s. to 54s. for finest quality. Butter, finest, 92s. to 94s.; good to fine, 84s. to 88s.; not much offered.

The Goat to the Front.

St. Louis is to have goat milk for the babies. A goat dairy company has been incorporated there for that purpose. The company has been incorporated with \$12,000 capital with an expansive clause in its charter.

The corporation is to be located in St. Louis, and is to continue for 50 years. The business of the corporation is to be managed by a board of five directors. The physicians who are shareholders are to constitute an advisory board.

The start will be made with 900 goats. The livestock experts do not accuse the goat of being the habitation of diseases that kill mankind.

Fresh Eggs High.

There are practically no fresh eggs on the market, says The National Provisioner. The refrigerators are beginning to disgorge, and the storage stock is being marketed. Since the hens have ceased laying and the outstanding supply is virtually cleaned up, reputedly fresh eggs are selling in New York City, retail, at around 43c. per dozen.

London Provisions.

Thomas Nesbitt & Co. in their prices current of Irish and foreign provisions dated London, November 30, report:

Weather much colder to-day. Business far from active.

BUTTER.—Best descriptions in moderate demand; other kinds remain dull.

BACON.—Trade slow at our reduced quotations.

HAMS.—Small sizes of Irish and Canadian, etc., are wanted at full prices.

LARD.—Bladdered in rather more request. Pails and boxes about 2s. lower.

EGGS.—Trade slow.

CHEESE.—Finest Canadian unaltered. Fine quality at 48s. to 50s. in more request.

Telegraphic Address,
"DOMINO,"
Charlottetown.

The Dominion Packing Company

LIMITED.

Codes Used
A.B.C.
LIEBERS
PRIVATE.

Charlottetown, P.E.I. Canada.



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

**WRITE OR WIRE FOR
PRICE LISTS.**

**NOTHING FINER CAN BE PRODUCED
THAN OUR**

Beech-Nut Hams and Bacon

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

We are offering attractive prices on

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

for Lumbermen's use.

Guaranteed equal to the best imported at lower prices.

We can also quote low prices on **Hay and Oats.**

For Christmas

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

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

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

Let us have your Christmas orders now.

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

Our English Brawn

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

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

Order Sample Case.

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

LIMITED

PROVISION AND DAIRY MARKETS.

TORONTO.

Provisions—There is very little change to note in cured meats, an average trade is being met and prices are maintained at about last week's level. Dressed hogs have reacted from last week's decline to \$6.25-\$6.50 for light weights, but whether or not this is permanent can not be told as yet. Beef is up 50 cents for choice and lamb is also somewhat stronger. Lard remains unchanged. We quote:

Long clear bacon, per lb.	\$ 0 09	\$0 09½
Smoked breakfast bacon, per lb.	0 13	0 13½
Roll bacon, per lb.	0 10	0 10½
Medium hams, per lb.	0 12	0 12½
Large hams, per lb.	0 11	0 11½
Shoulder hams, per lb.	0 09	0 09½
Backs, per lb.	0 14	0 14½
Heavy mess pork, per bbl.	16 50	17 00
Short cut, per bbl.	18 00	19 00
Shoulder mess pork, per bbl.	15 00	15 50
Lard, tierces, per lb.	0 08	0 08½
" tubs "	0 08½	0 09
" pails "	0 07½	0 08
" compounds, per lb.	0 07½	0 08
Dressed hogs, light weights, per 100 lb.	6 25	6 50
" heavy "	6 00	6 25
Plate beef, per 200-lb. bbl.	10 50	11 00
Beef, hind quarters	6 50	8 50
" front quarters	4 00	5 50
" choice carcasses	6 50	7 62½
" medium	5 00	5 75
" common	4 50	5 50
Mutton	5 00	6 00
Lamb	6 50	7 50
Veal	6 00	9 00

Butter—Receipts are more liberal than of late, especially of rolls and pound lots, and quality fair. The demand is fairly good for good stuff, but on the whole the market may be said to be dull. We quote:

	Per lb.
Creamery prints	0 21 0 22
" solids, fresh	0 19½ 0 20½
Dairy rolls, large	0 17 0 17½
" prints	0 18 0 19
" in tubs, best	0 16 0 17
Under qualities	0 14 0 15

Cheese—There is but a fair trade at present in cheese and dealers are puzzled as to the future. Some London advices would indicate a turn to the better after the new year, but there are local dealers who believe the present dullness will continue. We quote:

	Per lb.
Cheese, large	0 10½ 0 11
" twins	0 11½ 0 11½

MONTREAL.

Provisions—There has been a further slight decline in Canadian short cut mess pork. At easier prices there is a much more active demand. Prices for lard are firm. We quote:

Canadian short cut mess pork	\$18 50	\$19 00
American short cut clear	17 50	18 00
American fat back	18 00	18 50
Bacon, Wiltshire, per lb.	0 13	0 13½
Extra plate beef, per bbl.	11 50	12 00
" Boar's Head " brand, tierce basis	0 07½	0 07½
Carloads, less	0 00	0 00
20-lb. tin pails, tierce basis	0 00	0 00
Half-bbls., over tierce	0 00	0 00
40-lb. tubs	0 00	0 00
20-lb. wood pails "	0 00	0 00
10-lb. tins, "	0 00	0 00
5-lb. tins, "	0 00	0 00
3-lb. tins, "	0 01	0 01
Wood net, tin gross weight—		
1 to 25 pails	Wood. Tin.	
26 to 49 pails	1 68	1 58
50 pails and over	1 66	1 56
	1 62½	1 52½

Butter—The greater part of the trading is now confined to the October cream-

ery as the late Fall butter now arriving is not of satisfactory quality. Of this there is not a great quantity of choice goods on the local market, and there is therefore every indication that prices will remain firm. A quantity of Western creamery was offered last week, but we learn this week that the exporters are operating and this means that supplies of Western creamery will be contracted for at least a month or six weeks to come. Nearly all the Eastern creameries have closed down for the season. There is very little dairy butter on the market, the trade being mostly confined to fresh rolls. We quote as follows: Fresh Winter made creameries, 21 to 22c.; finest October and November, 22c.; creamery prints, 22c. to 23c.; dairy rolls, 17c. to 17 1-2c.; dairy tubs, selected, 16 to 17c.; medium, 14 1-2 to 16c.

Cheese—English stocks are said to be diminishing under a good consumptive demand. The local market is quiet but some shipments are still going forward. Prices locally are unchanged. The mild, fresh make is selling at 11c. to 11 1-2c.; Summer strong cheese, 12c. to 12 1-2c.

Trinidad Provisions.

GORDON, GRANT & CO., writing from Port of Spain, Trinidad, December 3rd, say of provisions: S. C. pork and lard continue to move downwards in sympathy with values in the United States. Loins, ribs, shoulders, tails, etc., of sound quality are saleable at fair prices. Beef is still plentiful with but a limited demand for all descriptions. The last French mail brought 300 firkins butter and should imports continue on this light scale, quotations, which remain unchanged at \$12 for favorite brands, ought shortly to improve. Later on in the month there is likely to be a good demand for cheese and hams.

The Koran and the Pig.

Cable from London, England, says that the Sultan of Turkey recently instituted a reform which was not prompted by the Austro-Russian scheme. It carried dismay to the hearts of the beauty experts of Constantinople. Abdul Hamid, on learning that a great majority of cosmetics and pomades were mixed with pork and lard, immediately put the royal prohibition upon the sale of such impurity and invoked the command of the Koran bidding the faithful to abjure all

things appertaining to the pig. The manufacturers of soap and other toilet articles were notified that only such as were exempt from all suspicion would be acceptable.

Small merchants trading with other countries are buying up all the existing stocks in Turkey at cheap prices.

CANADIAN MEATS

CHEESE and BUTTER.

Consignments handled in—

London, Liverpool, Glasgow,

or sold cost freight and insurance.

WHITELEY, MUIR & CO.,

Head Office, 15 Victoria Street,

LIVERPOOL, - ENGLAND.

Western Union Code.

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 HOOEY, MANAGER.

Phone Park 513.

54 Noble St., TORONTO.

Rooms
Brushes
Baskets

Butter Ware
Butter Paper
Butter Paper

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Hamilton and Winnipeg.

Christmas Cheer will be of the whole hearted joyous kind if you advise your customers to drink

Blue Ribbon Ceylon Tea

A pot of this tea will warm the stomach, help digestion and give the body physical ease.

You will notice increased business in other lines if you sell Blue Ribbon.

Push the Red Label Brand.

Each Grocer our Agent.

MAGIC BAKING POWDER



every wide - awake merchant handles **MAGIC BAKING POWDER** the best advertised, most popular, most profitable Baking Powder to handle—

makes friends and customers for you—


Ask your jobbers for it.

E. W. GILLET COMPANY LIMITED

London,
Eng.

TORONTO, ONT.

Chicago,
Ill.

We are buyers of 

Poultry, Butter AND Eggs.

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

The J. A. McLean Produce Co., Limited

73-75-77 Colborne Street

Telephone Main 2491.

 **Toronto.**

Right....

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

Sell at Sight

and yield such handsome profits as those of the

Crown Mfg. Co.

WRITE FOR QUOTATIONS ON:

Crown (H.B.) Fruit Candies

Crown Unfermented Wines

Crown Cordials

Crown Jelly Powders

Crown Catsups

Crown Spices

Crown Chewing Gum, etc.

Crown Mfg. Co.

TORONTO.

INCREASING WAREHOUSE SPACE.

AN example of what energy, business ability and judicious advertising will do is seen in the case of The R. & J. H. Simpson Co., wholesale grocers and tea importers, Guelph, Ontario. Three years ago Messrs. R. and J. H. Simpson thought they saw an opening in the thriving little city of Guelph for a wholesale grocery, and lost no time in getting in to the opening.

Since that time they have built up a very good connection in the fine district surrounding the Royal City, and this last year their turnover has shown a most satisfactory increase.

To meet this growth adjoining land was secured, and a new 45 x 60-foot addition with three storeys and a basement has been erected in the rear of the old warehouse. The new addition is of stone and brick, with convenient entrances at both sides and rear.

This additional room will give the house the room necessary to carrying out some plans under consideration for specializing in certain lines and increasing stock to meet the demands of growing trade.

A representative of "The Grocer," who, on a recent trip to Guelph was shown through the warehouses, found the hands busy arranging the stock in the new addition. The latter, when the final touches are added, will give The R. & J. H. Simpson Co. a stand admirably fitted for their requirements.

NOVA SCOTIA FISHING INDUSTRIES.

ONE of the largest industries of Nova Scotia is the fisheries, and it is an industry capable of great expansion, particularly if developed along modern and progressive lines. Fish are a fine diet, and once the public can be made to realize this, the more popular will they become. A great deal depends upon preparing these goods for market and drawing them to the attention of consumers. Efforts along these lines will probably do a great deal towards increasing the importance of Nova Scotia's fishing industry. It is a pleasure to note that a step in the right direction is being taken by Black Bros. & Co., Limited, of Halifax, who have fitted up a factory at La Have, N.S., and are now putting prepared codfish on the market under different brands—"Halifax," "Acadia," "Blue-nose,"—which they are endeavoring to popularize. The goods are very attractively put up and lend themselves well to window display, being very attractive and inviting of appearance. No doubt the people of the West will take an interest in this article, not only because of its dietetic qualities, but because of the fact

that it comes from the East. Store-keepers should find it a very desirable article to handle.

THE COFFEE SITUATION.

THOSE who have followed the coffee market during the past few months will have noticed a constant tendency to higher prices. There has been a very strong bullish feeling, particularly in the New York market, and though foreign speculators have been pessimistic in their views as regards the world's crop, the feeling is that the near future will convince them that they are on the wrong side of the market.

Canadian coffee roasters have been forced to make an advance, and though this advance has not been generally adopted, there is not the slightest doubt that coffee dealers and coffee roasters throughout the country will have to enhance their prices.

Henry Nordinger & Co. in their monthly circular succinctly gave expression to the statement that the present crop is less than is required for consumption, which should suffice not only to support present values speculatively, but also to infuse new life and confidence into the trade. Inland buyers have been successful of late years in their policy of abstinence whenever sharp price advances took place, and they are, no doubt, now guided by those experiences, but the condition which prevailed then, of a production larger than consumption, is now reversed. A change of policy is therefore fully warranted. We have not only a smaller crop this year than is required by consumption but there are sufficient indications apparent to close observers that the next crop will be smaller still. The September flowering left proportionately few buds on the trees; the November flowering, while more favorable, cannot altogether retrieve the loss already sustained, inasmuch as the trees are not in good shape, and if climatic conditions from now on should be in the least detrimental to the development of the fruit a condition may be created such as has not been witnessed by the trade in many years. We must not forget that prices are still low, nor should we be misled into comparing them with the abnormally low prices of a few months ago, which were brought about by unusual circumstances having no direct bearing on the merits or demerits of the position of the article. The trade in Europe seems indeed to be blinded by the low level then established and has fought the advance continually since; so much so, that important European speculators have sold on our market hundreds of thousands of bags for future delivery, which they will either have to buy back or ship over here

Your Last Chance

It is not yet too late to sort up on any of the lines you may be short on, or have overlooked in the hustle and preparation for XMAS trade. We will make it worth your while to send us your sorting orders. Our stocks are complete and quotations low on any of the following:

**Figs, Malaga Raisins, Dates,
ALMONDS, BRAZILS, FILBERTS, PEANUTS, PECANS, WALNUTS,
CURRANTS, PEELS, SULTANAS**

SUCCESS has attended our efforts in placing our "DEMI-TASSE" COFFEE on the market. The orders have been pouring in by mail and telegraph. Get in line and order a case of

"Demi-Tasse" Coffee

The handsome Premium
CUP AND SAUCER
will wonderfully help your sales.

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

when delivery time comes around. With all this abstention of the consuming trade, coupled with enormous short sales, our market has advanced about 2c. per pound, and firmly maintains this advance. Is it not natural to conclude that there must be a sound basis back of the buying movement here? This basis is nothing more nor less than the change from over-production to under-production, a change from a period of years of depression to a period of years of recuperation, a change from the seven lean years to the seven fat years for the trade and vice versa of crops. Inland jobbers have allowed their stocks to become reduced. The receipts at Rio and Santos have shown a pronounced falling off of late, in line with the expectations of those who believe that the crop will turn out to be not more than 11-11½ million bags. On the basis of the receipts for past fortnight and calculating on further reductions with the advance of the season we estimate the December receipts at 775,000 bags, against actual receipts of 930,000 same month last year and of 1,036,000 in 1901. Mild coffees—On account of recent reports of a virtual failure of the Java crop we cannot very well expect more than about 3½ million bags of all kinds, exclusive of Brazil's, for 1904-5, against about 4 million the current fiscal year,

which is a very important reduction, taken in connection with the still greater decrease of the production in Brazil. The unrest in Colombia over the independent attitude of Panama, supported by the strong arm of the United States, may necessitate some decisive action on the part of our country, an action, perhaps, whereby shipments of coffee might be made impossible from one or more of the Central American States."

This strong report from such authority will no doubt have a tendency to firm up prices in all grades of coffee, and it may be expected that roasters and grinders will shortly advance.

CALGARY COMMISSION HOUSE.

MR. E. NICHOLSON, wholesale commission merchant, Winnipeg, as already announced in "The Grocer," will open a branch of his business in Calgary with the first of the year. Mr. Nicholson has rented for a term of years the warehouse now occupied by Codville & Co., wholesale grocers. He will carry on the spot all lines handled by wholesale grocers, and, in addition, wheat, oats, and flour sacks, twines and hessians, which will be a great convenience to the western trade. It is Mr. Nicholson's intention to sell only to Calgary and western jobbers; his business is

purely commission, and his connections in Canada, United States, and foreign points are such as will enable him to sell at lowest prices to the western jobbing trade. Mr. Nicholson considers that Calgary has a great future before it, and has been assured by the Canadian Pacific railway company that it is their intention to build up Calgary as a jobbing point. The new traders' rates issued by the C.P.R. to points, north, east, south and west, bear this out, and is proof positive that it is their intention to make Calgary a large jobbing and distributing point.

Such a house as Mr. Nicholson contemplates opening will be welcomed by the trade in the Calgary district.

NATIONAL LICORICE CO.

Owing to the continued ill-health of Mr. F. P. Scudder, necessitating the relinquishment of his official duties, he resigned the presidency of The National Licorice Co., of New York, on December 8, retaining his membership on the board, the personnel of which remains unchanged. The officers elected on that date and members of the board are as follow:—Adolphe E. Smylie, president; Harry Rowley, vice-president; H. W. Petterbridge, secretary and treasurer; F. P. Scudder, Milton Hopkins.

PROVINCIAL WINTER FAIR AT GUELPH

Impressions Gathered From Inspection of Ontario's Fat Stock.

GUELPH is an agricultural city, and exults in the fact. It nestles under the sheltering wing of the Ontario Agricultural College at just sufficient distance to remove the dangers and temptations of a great city from the rural youths who throng the class-rooms and corridors of the farmers' college, and who can tell you to the fraction of a millegram the chemical composition of a Winter wheat soil, the proper proportions of a well-balanced ration, or the "points" which tell in a bacon hog competition. The agricultural interests of the Province of Ontario centre in and revolve around the city of Guelph. It is fit and proper, therefore, that the Provincial Winter Fair and Fat Stock Show should be held in Guelph. The citizens of the Royal City recognize this fact and have taken the show into their bosom. A grey stone



The Prize Winners on Hoof.

annex to the city hall, in the central city square, has been erected, and here, snug and warm, however the storms may rage without, are gathered each December the pick of Ontario's cattle, sheep, hogs and poultry. Here are judged the products of stall, pen, trough and run. Here the stock-raiser is pitted against his rival from perhaps the other end of the province, and his judgment and skill brought to the practical test of results. Here are set the standards for excellence in all lines of stock; the standards which the advance guard in the agricultural ranks are ever striving to improve upon and to which the rank and file are ever striving to attain.

GROWTH OF FAIR.

The show this year is said by old attendants to have excelled all previous years. It certainly excelled anything in the line ever seen by the representative

of "The Grocer," who spent a very interesting and profitable day viewing the show from perhaps a little different standpoint than that of any other newspaper man present.

What is the influence of the show on our provision trade, local and export? is the question "The Grocer" young man kept before him. The answer to that question will be evolved in the course of this article.

You enter the show through a lobby which is devoted to all sorts of patent hay forks, cream separators, roller doors, etc., constituting a sort of purgatory through which the faithful must pass before reaching the Paradise of sleek, fat, well-groomed animals, where every prospect pleases and only man is lean. But, on second thought, this can hardly be said, for the sturdy yeomen did not appear to have stinted themselves any more than their cattle.

FAT CATTLE.

And what cattle they were! Near the entry a striking trio caught the eye: curly black fellows, low set, thick, square, blocky animals. They were Galloways, a splendid beef breed with coats that would do credit to a buffalo. All round one recognizes the red and white markings and the stocky well-covered frames of the shorthorns, thoroughbred and grade, the general purpose cattle par excellence, alike for beef or milk. Among so many fine specimens only distinguished merit marks an individual animal out from the ranks, and the judges must have had a difficult task in making their selections. A noticeable feature was the absence of the "monster ox." The cattle were not mountains of tallow, but smooth, well-covered animals, that immediately bring to one's mind the picture of a well-browned roast. Not quantity so much as quality first and quality after seemed to be the lines upon which the cattle men were working. The dairy breeds were also well represented, Ayrshires and Holsteins predominating.

THE BACON HOG.

The swine department was one of great interest to "The Grocer," as evidence of the progress the farmers are making in producing the proper raw material for our export bacon and provision trade. The hog has certainly been slandered.

His reputation is unsavory, but without a doubt the hogs at the Winter Fair were unexceptionable. Clean, well-groomed fellows they were; well-built, long, wide across the back, and straight along the side. Indeed, it appears to be good form for an up-to-date hog to be built on the model of a daschund: the longer between fore and hind quarters the better. It was explained by an intelligent breeder that the bacon and hams were the most valuable portions of the hog. It was the aim therefore of the farmer to produce a hog with as much side and ham as possible. The shoulders were not so valuable, and so were of less importance, were it not for the fact that the general vitality of the animal required liberal development and consequent large girth around the heart and other vital organs.

The entries in the hog department were very large, red, black and white in color,



A Glimpse at the Dressed Poultry.

but the bacon type, as above described, was approached to a greater or less degree in almost all the exhibits. The enormous, short-snouted, short-bodied, ridiculously fat hog that used to be common some years ago, was conspicuous by its absence.

SHEEP DEPARTMENT.

The sheep were stationed upstairs, and although the exhibit was not large, the animals shown were fine specimens. A few pens of rather thin sheep with ugly-looking drooping horns, drew considerable attention. "Dorset horns," replied a bystander to a question. "They have two crops of lambs a year." This seemed to be regarded as a very important feature, and with wool at its present low price the lamb crop has a relative high importance.

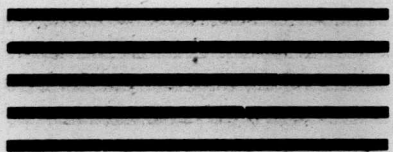
“think it over, the longer you think it over
the truer it will get”

“




Quaker” brand
Ceylon Tea

in ½-lb. and 1-lb. leaded packages
is packed on the estate where grown,
at minimum cost. Only the finest
selected leaves are used to pack this
excellent brand of tea.



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will make a friend of Thee.

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MONTREAL, P.Q.

THE CANADIAN GROCER

FINE POULTRY.

The display of poultry was superb and away ahead of the exhibit at the Dominion Exhibition. The entries were larger and the birds were in the full glory of their Winter plumage. Plymouth Rocks filled a large section, and Leghorns and games—magnificent birds—were there in full force. In the turkey class splendid birds were shown, and the geese and ducks were in no way behind. In fancy poultry there was a most creditable showing. Bantams, ridiculous reproductions in miniature of some of the larger breeds, were an interesting line; while foolish looking birds with huge chrysanthemum-like topknots, or with their feathers turned wrong side out, were sights to attract the curious.

The judging of these various classes of live stock was in itself an education to the Ontario farmers, who crowded the show building from morning till night, but the educational feature of the show by no means end here.

THE BLOCK TEST.

The block test is the final test of a good animal, unless we follow it into the kitchen and dining-room. And to this test went the animals that were entered in the carcass contest. They were slaughtered right on the premises and hung up in the carcass-room.

In the bacon contest the sweepstake prize was won by Mr. J. E. Brethour, Burford, for the best pen of three of any breed. The accompanying cuts show the prize winners on the hoof and dressed. This is the sixth consecutive year that Mr. Brethour has carried off this prize. His entry was of a pure Yorkshire strain and were splendid specimens of the bacon type. They were fed on barley meal and weighed from 190 to 195 pounds on the hoof.

As showing the practical educational value of this part of the show it might be mentioned that the representative of "The Grocer" met Mr. Brethour, Professor Day, of the Agricultural College, and Mr. Gunn, of Gunn's, Limited, pork packers, Toronto, along with a number of other gentlemen, many of them farmers just in front of the prize winners. Here the requirements of the bacon hog were discussed from the side of the agricultural scientist, the practical farmer and the packer.

The interested auditors asked questions and the answers were illustrated by reference to the carcasses of the prize winners. Mr. Gunn in answer to the question whether he had found any considerable improvement in the type of hog produced by the Ontario farmer, replied that he certainly had. He was of the opinion that the show had done considerable to bring about this result.

Upstairs there was a similar exhibit of dressed poultry. It gave a capital object lesson on how to prepare poultry for the market, both as regards feeding and dressing. The photo published herewith will give an idea of what was on exhibition.

LECTURE FEATURES.

In one end of the building there had been fitted up a very respectable amphitheatre where daily throughout the course of the show, what might be called an agricultural college extension series of lectures was carried on. Here experts on various branches of stock-raising gave talks or carried on discussions on topics bearing on stock raising. The Hon. John Dryden presided, and made an admirable chairman. Toying nonchalantly with his gold-rimmed glasses, he was nevertheless keen to notice any uneasiness on the part of a member of the thickly-packed audience of farmers, and the doubting Thomas



The Prize Winners Dressed.

was encouraged to ask his question or state his objection. The discussions were anything but formal, and points were threshed out pretty thoroughly before the farmers allowed the speaker to escape them, and woe be to the lecturer who showed any hesitancy or betrayed lack of knowledge on his subject. There were keen auditors present who would like nothing better than to trip up a "professor."

IMPRESSIONS.

What is the impression left by the show? Rather what are the impressions? for they are many.

In the first place the impression that forces itself upon one is the keen and scientific interest the farmers are taking in the matter of stock-raising. No longer is farming merely a routine employment. It is a science. The farmer has

learned the type of animal which is demanded by the market. He is studying the laws of nature and applying them to produce the type which he has set before him as the ideal. As a result farming has been lifted from the mere humdrum physical plane to that of an intellectual and scientific pursuit.

The result is seen in the farmers themselves. The hayseed type if it ever existed in Canada has gone out of vogue. The typical farmer at the Winter Fair was as well dressed and as well groomed as the city man. There were a no small number of fur-lined coats among the men, and the good wife in it might almost be said in the majority of cases was ensconced in a handsome astracan or Persian lamb jacket. The keen interest taken by the young men was a most encouraging sign in these days when we hear so much of the youth leaving the farm. They were there in force with note-book and pencil, with eyes and ears for everything, and at the lectures where their elders were inclined to combat new ideas, the younger fellows were making note of them in their note-books for later reference or consideration.

A WORD OF APPRECIATION.

A representative of one of the largest grocery manufacturing firms in Toronto, who recently returned from a trip to the Maritime Provinces, says that one can hardly realize the high estimation that "The Canadian Grocer" is held in by the trade in that section of Canada. He describes the reputation that this paper has with the grocery merchants as simply remarkable, and realizes that an introduction through the use of its advertising columns is sufficiently advantageous to be almost a necessity.

APPLES EXPORTED.

The following estimate of the apples exported from Atlantic ports for week and season ending Dec. 12 was prepared by Mr. Fred. Barker, apple exporter, Church street, Toronto:

	Liverpool.	London.	Glasgow.	Various.	Total.
Portland	2,157	1,296	.....	1,501	4,954
New York	4,773	2,854	507	7,288	15,422
Boston	10,110	537	2,074	.....	12,721
Halifax .....	.....	4,512	.....	.....	4,512
Ht. John, N.B. ....	.....	3,556	2,806	.....	6,362
Week's total	17,040	9,169	6,137	11,595	43,941
Same week, 1902 ..	36,948	22,645	941	7,682	68,216
Season to date ..	1,108,520	516,675	372,327	401,417	2,398,939
Last " "	973,317	250,922	322,104	153,905	1,700,248

The last cable received from Liverpool, referring to the market of December 9, said:

"51,000 bbls. selling; apples arriving in unsound condition; market has declined further; Baldwins, 10s. 6d. to 14s.; Greenings, 12 to 15s. 6d.; Spies, 9 to 13s.; Russets, 11 to 17s.; Kings, 20 to 27s. 6d."

THE OLD RELIABLE



Absolutely Pure

THERE IS NO SUBSTITUTE

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

A New Thing and A Good Thing



We refer to codfish as put up in our new factory at Laham, Nova Scotia.

It is the cleanest and most inviting fish product that has ever been shown on the Canadian market.

"HALIFAX"

"ACADIA"

"BLUENOSE"

These three brands are worth getting acquainted with.

Every grocer should know them, and should introduce them to his customers.

BE ASSURED THAT IT WILL
PAY YOU TO GET INTERESTED.

DON'T YOU THINK IT WOULD
BE WELL TO WRITE FOR PRICES.

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Lumsden Bros., Hamilton and Toronto.
McLaren, W. D., Montreal.
Ocean Mills, Montreal.
Royal Baking Powder Co., New York.

Baskets.

Oakville Basket Co., Oakville, Ont.
Woods, Walter, & Co., Hamilton.

Bird Seed.

Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.

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

Blue and Black Lead.

Douglas, J. M. & Co., Montreal.
Oakley, John, & Sons, London, Eng.
Reckitt's—Gilmour Bros., Montreal.

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Waterloo Broom and Brush Co., Waterloo, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.

Anglo-British Columbia Packing Co., Vancouver, B.C.
Black Bros. & Co., Halifax, N.S.
British Columbia Packers' Ass'n, Vancouver, B.C.
Burlington Canning Co., Burlington, Ont.
Johnson, C. Gardiner & Co., Vancouver, B.C.
Todd, J. H., & Son, Toronto.

Cheese Cutters.

Computing Scale Co. of Canada, Toronto.

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

Cocoanut.

Greig, Robt., Co., Toronto.

Cocoas and Chocolates.

Cowan Co., Toronto.
Epps, James, Co., London, Eng.

Coffee Essence.

Bromley's—W. G. Patrick & Co., Toronto.

Commission Merchants and Brokers.

Cameron, Gordon & Co., Winnipeg.
Clark, R. W., & Co., Victoria, B.C.
Davidson & Hay, Toronto.

Dawson Commission Co., Toronto.

Duck, Geo. H., Toronto.
Hull & Sharpe, Calgary, Alberta.
Nicholson, E., Winnipeg.
Rutherford, Marshall Co., Toronto.
Ryan, Wm., Co., Toronto.
Stagg, M. G., & Co., Toronto.
Steele, M. B., Winnipeg.
Thomas, J. P., Quebec, P.Q.

Computing Scales.

Computing Scale Co. of Canada, Toronto.
Toledo Computing Scale Co., Toledo.

Condensed Milk and Cream.

St. Charles Condensing Co., Ingersoll.
Truro Condensed Milk & Canning Co., Truro, N.S.

Crockery and Glassware.

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Sydenham Glass Co., Wallaceburg, Ont.

Dairy Produce and Provisions.

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

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Central Business College, Stratford.

Financial Institutions.

Bradstreet Co.

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Castle, F. J., Co., Ottawa.
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Keen, Robinson & Co., London, Eng.
McCann, Wm., & Co., Toronto.
Napoli Macaroni Co., Toronto.
Tillson Co., Tillsonburg, Ont.

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Whiteley, Muir & Co., Liverpool, Eng.

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Clemes Bros., Toronto.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Lafamme, Montreal.
Hudson, Hebert & Cie., Montreal.
Husband Bros. & Co., Toronto.
Kinneer, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.

Cox, G. & J.

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Hudson, Hebert & Cie., Montreal.
Jonas, Henri, & Co., Montreal.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.

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Adamson, J. T., & Co., Montreal.
Coles Mfg. Co., Philadelphia, Pa.

Hides.

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

Holly.

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

Honey.

Castle, F. J., Co., Ottawa.

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Dominion Show Case Co., Toronto.

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Napoli Macaroni Co., Toronto.

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Polishes, Stove.

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Foster Pottery Co., Hamilton, Ont.

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Eureka Refrigerator Co., Toronto.

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

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Bennett Mfg., Co., Pickering, Ont.

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Winn & Holland, Montreal.

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Edwardsburg Starch Co., Cardinal, Ont.
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St. Lawrence Starch Co., Port Credit.

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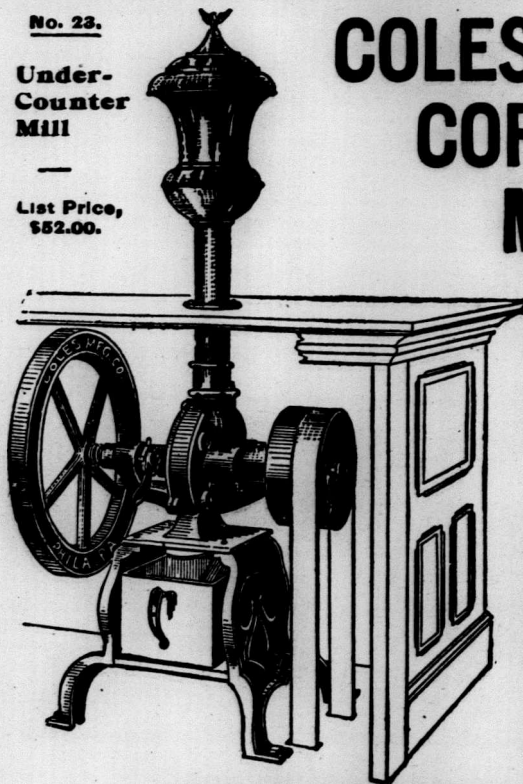
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Pure, white, dry, crystalline. The Salt that doesn't cake because every particle of moisture is dried out. Sifted, not ground. "Best for you" because there is no half-way satisfaction in selling it.

Windsor Salt.

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None better for Granulating or Pulverizing.

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Celluloid Starch
Never Sticks Requires no Cooking.

is the starch your customers want. If you want their trade you had better supply it.

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THE GREAT CANADIAN FARMER.

CIVILIZATION is largely a process of increasing our wants. Every century, every decade, every year sees the transformation into necessities of luxuries and the discovery and use of luxuries before undreamed of. The laboring man of to-day demands and receives as the necessities of life what were regarded as luxuries even by those of royal blood a century or so ago. Progress is on every hand and never so evident as at the present day. The complaint is often made that we are living too fast. Whether the matter is just cause for complaint or no the fact remains. This fact must be recognized by the merchant who wishes to keep abreast of the times.

This is particularly applicable to our country merchants who cater to a large extent to the farming trade. It can

not have escaped those of them who have been on the alert to note the signs of the times the higher standard of comfort that is being set by the farmers of Canada. The well-to-do farmer is now as well dressed, lives very often in a finer house, and sits down to a more bountiful table than his brother of the town and city.

In the account of the Provincial Winter Fair in another column, attention is drawn to the handsome furs worn by the agriculturist at the fair and the general smart and up-to-date appearance especially of the younger generation. The very best information from Western Canada is to the effect that there also the farmers want none but the best class of goods not alone for wear but for all uses.

The time when the country and the country town was the synonym for backwardness is passed and the country merchant who wishes to head off the best of his trade from the neighboring city has to keep in close touch with the very latest goods in all lines demanded by his customers.

In no department is this more applicable than in the matter of groceries. People are content to eat fat pork—when they can't afford anything more palatable, but with the accumulation of wealth consequent upon the clearing up of the country and the late good times with the farmers has developed more discriminating taste and now the merchant who caters to this custom is bound to get the best of the trade and keep it.

Say what we will the farmers are the backbone of this country. When they are prosperous the whole country is prosperous. The recent fat years have resulted directly in the prosperity we are now enjoying. The farmers as a rule have now plenty of ready money and are ready to spend it for first-class goods. It is the duty of the grocer to keep a finger on the agricultural pulse and be ready to anticipate every demand as it arises.

THE VALUE OF STAMPS.

THERE is a deal of value that we throw away every day because we do not recognize it or because we consider it too insignificant to deserve attention. For instance cancelled stamps are often of value that would astound one who has never interested himself in the pursuit of the stamp collector. The following clipping from a daily exchange shows what the little adhesive pictures are sometimes worth:

At a sale of rare stamps recently by Messrs Glendinning & Co., London, a New Brunswick 1s violet, with light cancellation, fetched £3 17s. 6d., and a Nova Scotia 1s., used, lightly penmarked, £4 7s. 6d.

What good are they? you ask. Simply they satisfy the acquisitive passion of some human being who has made the subject of his desire these interesting little bits of Government paper rather than the larger greenback variety of Government paper the majority of mankind prefer to accumulate.

But however that may be stamps have a value and sometimes a high value and for that reason the country merchant who has been in business any number of years may not be unlikely to have a not inconsiderable stock of valuable stamps still adhering to their original envelopes stored away in a barrel in the garret that have not seen the light of day for years. Perhaps unesteemed in a dark corner of the safe or stored away with legal documents in the strong box are stamps that would repay looking up.

The quest for stamps is in itself an interesting pastime and some disagreeable Winter afternoon when trade is dull time might be spent worse than looking over the old files and papers with an eagle eye for the elusive stamp.

It will do no harm to go over the old letters anyway. The writer recalls the case of a country merchant looking over some old letters and finding fifty dollars the returns for a consignment of butter which he had entered up replaced in the envelope and entirely forgotten.

It is not promised that a stocktaking of old letters will always yield a reward of fifty dollars, but the experiment is worth trying.

THE MERCHANT WHO LOSES TRADE.

BE adaptable as well as active if you would have your business active and profitable. The story was told the other day of a retail merchant who is discouraged and is thinking of selling out his business. Thirty years ago he established himself in a good business stand and opened an attractive store, or one that was then considered attractive. By dint of honesty and fair dealing he won the confidence of the public and built up a fair business. He is still honest, still industrious, and yet in the "growing time" he finds that trade is dull and his customers are leaving him one by one. He can not account for it himself and he is so thoroughly discouraged that he wants to quit. What is the matter?

Although the merchant may not see it himself the explanation is apparent even to the casual observer. The store was a good one thirty years ago, but the trouble is that it has done nothing more than mark time in the interval. It is just as good as it was thirty years ago, but it is no better. The business ideas and methods of thirty years ago are the only ideas and methods which the proprietor puts into practice now. The store has not kept up with the times.

Three decades have seen a revolution in store methods. Think of the multiplicity of devices for the display of goods which have been produced during the last few years. The up-to-date merchant knows that he can not afford to be without them, that they soon sell sufficient goods to pay for the initial cost, and that at all events if his business rival has them he must have them also. In the store in question the old-fashioned methods of display are still followed. That is to say, there is little or no display. The goods are hidden away in drawers, and there is little to suggest their presence. Many lines are nowhere in evidence and to find out whether the merchant has them in stock it is necessary to inquire. Few people will now take the trouble to do so.

In this store also can still be seen an example of the little old-fashioned windows with which stores were provided in the days before window dressing became an art, in the days before it was recognized that the character of a store is judged by the degree of excellence of its window displays. While his rivals have remodelled their stores or built new ones, and have put in modern plate glass windows into which it is possible to enter conveniently from the rear the merchant in question has made no changes. The character of the window is such that it is almost impossible to dress it. It is a neck-breaking adventure to get into it and his window display has remained unchanged so long that as appearances go it might be the first display which he made 30 years ago.

In methods and standards of store lighting there has also been a revolution. The poorly-lighted store was nothing uncommon a few years ago, but times have changed and such a store would now repel customers. The modern progressive store is a blaze of light. In this respect also, the merchant in question failed to keep up with the times.

Did he advertise? He did, but his advertisements were changed less frequently even than his window displays. Moreover they were all of one style. "John Smith carries a full line of merchandise. Everything in stock from a needle to an anchor." The card was never changed, and its benefits must have been infinitesimal.

It is not necessary to give further illustrations. The lesson is self evident. If a merchant would make money he must not be afraid to spend it. The store that is always behind the times can not be expected to prosper. It may cost money to keep up with the times, but to fall behind spells stagnation and ruin. Parsimony in business is poor economy.

CHRISTMAS PRESENTS.

THE giving of presents at Christmas is in the case of the grocer, a delicate matter. There are some customers to whom the grocer feels he would like to show his appreciation in this way, but at the same time he feels that he may possibly offend others by omitting a like attention. As to giving presents indiscriminately, that becomes a mere hold-up. There are some people so devoid of self-respect that they actually demand a Christmas present from the grocer and will wait till they get it, as they often do to get rid of them rather than from any good will.

"It has just come to this," remarked a grocer, the other day, "that, what with calendars, Christmas presents, and the extra help, and long hours required, the Christmas trade don't pay. There is nothing in it."

That there is considerable truth in this, is the greater pity. A Christmas gift which is not freely given by the donor with as much pleasure as it is received by the recipient is nothing more or less than "graft" in an odious form.

What is to be done about it? The Toronto Retail Grocers' Association passed a resolution and had it inserted in the city papers that they were not going to give presents this year. Of course there was no intention of carrying out this resolution. It could not be done, but it gave a lever for turning down insistent and impertinent beggars which the Toronto grocers thought would be not invaluable.

This by no means solves the problem and the man who can suggest an effective escape from this custom will place merchants generally under a lasting obligation. It is unreasonable and unjust that the grocer should work harder and longer when everybody else are enjoying the holiday season to the end that he should dissipate his profits in distributing presents to gentile beggars.

HINTS TO BUYERS.

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

A new line of fine English plum pudding is offered to the trade by The Greig Mfg. Co., Limited, Montreal. It is put up by The "Kkovah" Jellies Co., and packed in 1-lb. and 2-lb. self basins. This is the first shipment that has been imported into Canada, and is on a par with the high-grade goods sent out by the "Kkovah" people. They are well known in England and command a large sale in that country. Buyers should communicate with The Greig Mfg. Co., Limited, Montreal, sole agents for Canada.

The Eby, Blain Co., Limited, are quoting new California prunes at very attractive figures.

Hudon, Hebert & Cie, Montreal, have received into store a carload (620 cases) of Blanke's celebrated "Faust" brand high-grade coffees, whole or ground, in 1-lb. or 2-lb. tins. They have been appointed exclusive agents for the Dominion of Canada. Freight prepared on all orders of 96 lb. and over to any railway station from Halifax to Vancouver.

McWilliams & Everist have received this week a car of Southern California Rose brand oranges. The stock is fancy and well colored.

The Eby, Blain Co., Limited, have arriving this week a car of fine coho salmon, which at their quotation is particularly good value.

H. P. Eckardt & Co. are offering special value in brooms, to retail at 25 and 30c.

L. Chaput, Fils & Cie, Montreal, offer a bargain this week in 1902 Canadian figs. Price is 50c. per tap. This price should clear them out rapidly.

The Eby, Blain Co. have a snap in skinless codfish in 100-lb. cases.

The Edwardsburg Starch Co. report very good business in small packages of syrup. They are pleased to state that they are in a position to fill all orders for both 25 and 38-lb. pails.

Buyers of Ele-ne figs should get quotations from H. P. Eckardt & Co.

L. Chaput, Fils & Cie, Montreal, report arrival into store of 50 bales of Mayette Grenoble walnuts. The prices at which these are offered are interesting.

H. P. Eckaret & Co. are selling choice and fancy California seeded muscatel raisins in 16-oz. pkgs. at very low prices.

A carload (500 boxes) of choice Golden Halloween dates are in store with L.

Chaput, Fils & Cie, Montreal. Quality is the finest seen for years.

PERSONAL MENTION.

Mr. E. H. Betts, Ballinafad, Ontario, has succeeded his brother, Mr. F. W. Betts, in the general store business at that place. He reports trade good in his locality.

Mr. S. W. Ewing, of S. H. Ewing & Son, wholesale teas, spices, etc., Montreal, is laid up ill at his home. From the nature of the illness it is not expected that Mr. Ewing will be able to resume his duties for some weeks.

A visitor to Montreal is Mr. J. Lockhardt Watt, of Messrs. J. L. Watt & Scott, Toronto. Mr. Watt is also a senior member of the firm of Watt, Scott & Goodacre, of Montreal. Both these houses are recognized among the leaders of importing houses, representing, as they do, some of the large Mediterranean and foreign fruits, as well as British and continental firms.

Mr. J. F. McGovern, of the New York branch of Thos. Lipton, has just returned from a trip through the Eastern Townships in the interest of Lipton's teas and coffees. He reports very satisfactory business in Sherbrooke, which city, outside of its business activity, impressed him by its natural beauty and location for manufacturing concerns. Mr. J. D. Poulin, representative of Laporte, Martin & Cie, Montreal, the Canadian agents for Lipton's teas and coffees, made a good running mate, and business had to come their way.

Mr. George C. Lloyd, manager grocery department at Seroggie's, the large Montreal departmental store, is a subscriber to and close reader of "The Canadian Grocer," and acknowledges with candour the great pleasure and interest he derives from perusing it. Mr. Lloyd, who was assistant to Mr. Hower, manager of The Robert Simpson Co., Limited, Toronto, before taking charge of Seroggie's grocery department, is an experienced, wide-a-wake, and up-to-date grocer, and even on the look-out for modern ideas of interest to his trade, and full of originality himself. Seroggie's grocery department is in good hands.

A GOOD OPENING.

The readers attention is drawn to an advertisement in this paper under Business Chances, which offers a most profitable opening in one of the best and largest wholesale produce companies in this country.

A NEW TEA PROPOSITION.

AMONG the recent callers at the Toronto office of THE CANADIAN GROCER were Mr. Eugene Rosedale and Mr. J. A. Curtis, of New York, representing the tea and coffee interests of Sir Thomas Lipton.

Mr. Rosedale tells THE GROCER that after an up-hill fight the coffee-drinking Americans are taking hold of Lipton's teas in a most encouraging manner.

The Lipton Co. are now turning their attention to Canada, and an aggressive campaign is being begun. Laporte, Martin & Cie., Montreal, and The Canada Grocers, of Toronto, have been appointed agents for the eastern and western districts respectively. Mr. F. H. McGowen will look after the interests of Lipton's with Laporte, Martin, in Montreal, and Mr. J. A. Curtis with The Canada Grocers, in Toronto.

The retailers are being seen as rapidly as possible, and a rather novel proposition presented to them. In order to introduce it into Canada, with every initial order of 50 pounds of tea 10 pounds of Lipton's special 35 cent coffee is given absolutely free.

The tea is put up in half-pound and pound packages. These packages are square, and made of tin. This is the only tea put up in tin packages and presents a very handsome appearance.

Mr. Curtis informs THE GROCER that he has met with great friendliness on the part of the trade so far he has yet got around.

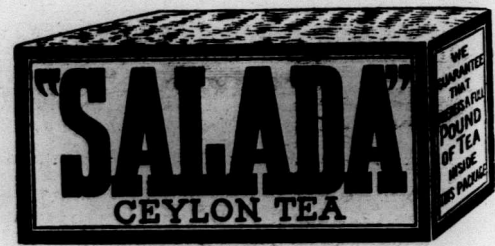
CORNWALLIS VALLEY.

Mr. M. G. DeWolfe, of Kentville, N.S., writes THE GROCER in an optimistic mood from the Nova Scotia apple district. "The valley is in good shape," he says; "there was a grand apple crop. It was a sight to see the orchards, and we had a chance to drive two parties of the Empire Congress to Wolfville via Cornwallis. It was a snap for our Board of Trade. The delegates admitted it was a big surprise to see such quantities of fruit."

A CORRECTION.

In THE GROCER of last week it was stated as coming from The R. Greig Mfg. Co. that "Kkovah" jellies in Halifax were catching on. This should have read, "The Greig Mfg. Co., Ltd., Montreal," who ask us to state that they are the sole agents for "Kkovah" jellies and other "Kkovah" specialties; also, that they are sole manufacturers of "Greig's" and "Crown" brand flavoring extracts.

The Most Profitable Fiscal Policy For Every Grocer, Points This Way



12
Million
Packets
Sold
Annually

Whatever may be the outcome of the Fiscal controversy now occupying so much attention throughout Great and Greater Britain, there can be no question on this continent as to the wisdom of every grocer selling and pushing the Best Revenue-Producing Brand of Tea upon the market to-day, "SALADA" Ceylon Tea, for the reason that---

It is the best possible value that capital, experience, and enterprise can produce, resulting in a steady growing resistless demand that ensures you a fair, actual and protected profit, and gives satisfaction unbounded.

Black, Mixed or } Sealed Packets Only.
Natural Green } Samples and Wholesale Terms on enquiry, TORONTO or MONTREAL.



"Horse Shoe" SALMON

For 25 years the standard in Canada.

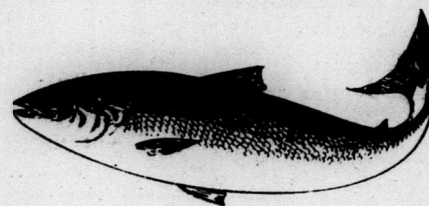
Every can guaranteed.

The quality unexcelled.

It is so thoroughly known among consumers that all grocers should give it prominence.

New Pack is in the hands of the wholesale trade.

SOCKEYE SALMON



"Sovereign" and "Lynx" Brands

ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

sequence of an anticipated shortage, while syrup is held firm. Locally a fairly good active demand is reported with no change in prices. We quote:

Syrups—		
Dark	0 30	0 32
Medium	0 35	0 37
Bright	0 40	0 42
Corn syrup, bbl., per lb.	0 02	0 02
" 1/2 bbls.	0 03	0 03
" kegs	0 30	0 30
" 3 gal. pails, each	1 30	1 30
" 2 gal.	0 90	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90	1 90
" 5-lb. " (in 1 ") "	2 35	2 35
" 10-lb. " (in 1/2 ") "	2 25	2 25
" 20-lb. " (in 1/4 ") "	2 10	2 10
Molasses—		
New Orleans, medium	0 23	0 30
" 1/2 bbls.	0 25	0 32
" open kettle	0 45	0 50
Barbadoes	0 47	0 50
Porto Rico	0 38	0 42
Maple syrup—		
Imperial qts.	0 27	0 27
1-gal. cans	0 95	1 00
5-gal. cans, per gal.	0 75	0 75
Barrels, per gal.	4 50	4 50
5-gal. Imp. brand, per case	5 10	5 10
1-gal. " per case	5 60	5 60
1/2-gal. " "	6 00	6 00
Qts.		

RICE AND TAPIOCA.

There is little doing in these lines at this season of the year. The demand is reported light, while prices remain unchanged from previous quotations. We quote:

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

TEAS.

Teas are quiet, although prices are firm. The demand all along the line is light. Ceylons and Japans, however, are rather better inquired for. In London there is little change in the situation. Complaint is made of the unattractive quality of the Indian coming forward. The same may be said of the Ceylon, a good deal without point or cup quality coming on the market. These facts are considered responsible for the recent dullness. China also has been dull. The last letter from Japan, dated November 26, reports the market almost closed, the only transactions reported representing small business for pressing requirements only, while no apparent depression has been observed owing to the scarcity of suitable stocks. We quote:

Congou—half-chests, Kaisow, Moning, Paking	0 12	0 60
caddies, Paking, Kaisow	0 19	0 50
Indian—Darjeelings	0 35	0 55
Assam Pekoes	0 20	0 40
Pekoe Souchong	0 19	0 25
Ceylon—Broken Pekoes	0 36	0 42
Pekoes	0 27	0 30
Pekoe Souchong	0 17	0 35
China Greens—Gunpowder, cases, extra first	0 42	0 50
half-chests, ordinary firsts	0 22	0 28
Young Hyson, cases, sifted, extra firsts	0 42	0 50
cases, small leaf, firsts	0 35	0 40
half-chests, ordinary firsts	0 28	0 38
seconds	0 16	0 23
thirds	0 16	0 18
common	0 15	0 15
Pingauys—Young Hyson, 1/4-chests, firsts	0 28	0 32
seconds	0 18	0 19
half-boxes, firsts	0 28	0 32
Japan—1/2 chests, finest May pickings	0 38	0 40
Choice	0 33	0 37
Finest	0 30	0 32
Fine	0 27	0 30
Good medium	0 25	0 28
Medium	0 21	0 23
Good common	0 20	0 20
Common	0 19	0 19

Foreign Dried Fruits.

Saturday cables indicate a firm market at advance for Grenoble, Bordeaux and Marbot walnuts. The market for Valencia raisins is firm. Sultanas are unchanged. Choice qualities of the latter are very scarce and prices decidedly firmer. For lower grades it is thought that prices have certainly touched bottom, and a reaction is not improbable with the turn of the year. Indeed, recent advices say that if vines, as is not unlikely, give indications with the first of the year of a moderate yield for next Sum-

mer, prices will be pushed up several points. A cable received Tuesday advises an advance of 1p. on last quotations for Comadre figs. Prunes are quiet, houses buying cautiously. The latest California reports would indicate that lower prices are not warranted by conditions in view of the small fruit crop in Europe, the shortage of apples in the Eastern States and the small crop of both prunes and apricots in California. Wholesalers report a very fair sorting trade still doing in Mediterranean dried fruits for the Christmas trade. Figs and dates are well inquired for. California evaporated fruits and prunes, however, are dull. Demand for nuts is active, and for shelled very active. The same applies to peels. We quote:

CURRENTS.

Fine Filiatras	Per lb. 0 04	up	Vostizzas	Per lb. 0 07
Patras	0 06	0 06		0 08

RAISINS.

Valencia, fine off-stalk	Per lb. 0 06	0 07
selected	0 07	0 09
selected layers	0 08	0 09
Sultana	0 06	0 10
California seeded, 12-oz.	0 08	0 09
1-lb. boxes	0 10	0 11
unseeded, 2-crown	0 08	0 08
3-crown	0 08	0 08
4-crown	0 09	0 10

DATES.

Hallowees	Per lb. 0 04	0 05	Fards	Per lb. 0 07	0 09
Sairs	0 04	0 04			

PRUNES.

100-110s	Per lb. 0 04	60-70s	Per lb. 0 07	0 07
90-100s	0 04	50-60s	0 08	0 08
80-90s	0 06	40-50s	0 08	10
70-80s	0 06	0 07		

CANDIED PEELS.

Lemon	Per lb. 0 10	0 12	Citron	Per lb. 0 15	0 18
Orange	0 11	0 13			

FIGS.

Tapnets	Per lb. 0 03	0 03	Elemes	Per lb. 0 09	0 20
Naturals	0 06	0 09			

APRICOTS.

California evaporated	Per lb. 0 10	0 15
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PEACHES.

California evaporated	Per lb. 0 08	0 12
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NUTS

Walnuts, Grenoble, per lb	0 12	
Marbot	0 10	
Bordeau	0 09	
shelled, new	0 25	0 27
Almonds	0 11	
shelled, new, per lb	0 25	0 27
Filberts	0 09	0 11
Brazils	0 14	
Pecans	0 14	
Peanuts	0 09	0 10
Hickory nuts, per basket	0 65	0 75
Cocoanuts, per sack	4 00	
Jumbo hickory nuts, per lb.	0 08	
Italian chestnuts, per lb.	0 10	

Country Produce.

EGGS.

Eggs are becoming more and more scarce. Storage and pickled stocks are rapidly growing lower, and the supply of fresh laid has no immediate prospect of increasing. The demand keeps firm, and prices have therefore an upward tendency. From what can be learned there is prospects of still greater scarcity before there is an improvement. We quote:

Eggs, strictly new laid, per doz	0 30	
selected, per doz	0 26	0 27
cold storage, per doz	0 22	0 23
pickled, per doz	0 20	0 21

WHITE BEANS.

There is no particular feature of interest in the bean situation just at present. An ordinary demand is being met with

and prices are maintained at present quotations. We quote:

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

HONEY.

A rather better inquiry for honey is recorded this week. Supplies are quite ample, however, and the prices show no alteration. We quote:

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

DRIED APPLES.

The export trade in dried apples is dull. Foreign buyers are not asking for quotations, and it looks like as if we would have a falling market after the first of the year. The frost, which nipped many apples in the orchards before they could be harrelled, resulted in many apples being dried which otherwise would have been sold green. We quote:

Apples, dried, per lb	0 04	
evaporated	0 06	0 06

POULTRY.

The poultry market shows a stronger feeling this week, especially in turkeys, for which there is in some quarters anticipated a famine for Christmas. Others, however, think the increased price will bring out ample supplies. In any event turkeys are away up and other poultry are firm in sympathy. We quote:

Chickens, live per lb	0 07	0 08
Old hens	0 05	0 05
Ducks	0 08	0 09
Turkeys	0 11	0 12
Chickens, dressed, per lb	0 10	0 11
Old hens	0 06	0 07
Turkeys	0 15	0 16
Geese	0 08	0 09
Ducks	0 10	0 12

Fish.

There is a brisk market for most lines of fish. Supply is good and demand fully up. The cold snap and the holidays are expected to put up the price of oysters shortly, but no change has occurred as yet. Frozen fresh water herring are now on the market. We quote:

Whitefish, frozen, per lb	0 09	
Trout, frozen, per lb	0 09	
Herrings, fresh, per lb	0 07	
British-Columbian salmon, frozen, per lb	0 12	
Halibut, frozen, per lb	0 12	
Perch, per lb	0 05	
Mackerel, frozen, per lb	0 10	
Haddock, per lb	0 07	
Cod, per lb	0 08	
Tullibees, per lb	0 06	
Gold eyes	0 04	0 05
Finnan haddies, per lb	0 08	0 09
Bloaters, per box	1 25	
Oysters, standard, per small pail	4 05	
selects	4 65	
Fresh-water herring, frozen, per lb	0 04	

Green Fruits.

The cold snap has had a detrimental effect on the fruit trade, necessitating the use of refrigerator cars for the Christmas fruit to leading points and express for lesser points. The fruit, however, is arriving in good condition, and orders are numerous. Florida oranges are showing considerable waste owing to the rains. Southern California navels have just arrived. They are fine fruit. Mexicans are large and cheap. Valencias arriving this week are in light supply. Prices show no very radical change. We quote:

Jamaica oranges, per bbl	4 50	
per box	2 50	2 75
Florida " per box	3 50	
California navels, per box	3 00	3 50
Mexican oranges	2 35	2 50
Messina lemons, new, per box	5 00	5 50
Florida grape fruit, per box	4 00	4 50
Florida pineapples, per crate	1 75	2 25
Bananas, large bunches	1 25	1 40
small bunches	2 00	2 50
Apples, per bbl	5 50	6 50
Almeria grapes, per keg	5 50	6 50
California grapes (Emperor), per crate	3 50	3 75

Foreign Preserved Table Delicacies

FOR THE HOLIDAY SEASON.

Hickmott's Golden Crown Asparagus, 2½-lb. square tins, cases 2 doz.....	\$3.50	per doz.
Hickmott's Signature Brand White Asparagus Tips, 1-lb tins, cases 2 doz.	3.00	"
G. W. Dunbar's Sons' Fresh Dwarf Okra, 3-lb. tins, cases 2 doz.....	2.25	"
Barataria Fresh Dwarf Okra, 3-lb. tins, cases 2 doz.....	2.10	"
Griffin's Stella Brand California Fruits, 2½-lb. tins.		
Standard Apricots.....	2.50	"
Yellow Crawford Peaches.....	2.75	"
Bartlett Pears.....	2.90	"
White Cherries.....	3.25	"
Dittman's Russian Caviar, ¼ tins, cases 5 doz.....	5.25	"
G. W. Dunbar's Sons' Barataria Dry Prepared Shrimps.		
1-lb. tins, cases 4 doz.....	1.40	"
1½-lb. tins, cases 2 doz.....	2.60	"
Barataria Ready Lunch Shrimps, pickled.		
1-lb. tins, cases 2 doz.....	1.25	"
2 lb. tins, cases 2 doz.....	2.50	"
Brand's Aromatic Mixture for Mince Pies, Plum Puddings, Bride		
Cakes, Negus, Mulled Wine, etc.....	3.50	"
Brand's Herbaceous Mixture to Savoury Potted Game, Pies, Patties,		
Galatine, Stuffings, Farced Meats, Civets, Soups, etc.....	3.50	"
Van Camp's Macaroni and Cheese	2-lb. tins, cases 2 doz	2.40
Van Camp's Hominy	3-lb. tins, cases 2 doz.	1.40
Van Camp's Sauer Kraut , cooked.....	3-lb. tins, cases 2 doz	1.40
Van Camp's Assorted Soups	1-lb. tins, cases 4 doz.	1.10
Sportmen Sardines , cases 100 x ¼ club tins.....		13.00 per case.
Hazard's Burnt Onion Sauce, 4 oz. bottles, cases 1 doz.....		3.75 per doz.
Bishop's "Fleur-de-Lis" Preserves, glass jars, cases 1 doz.		
Strawberries.....	5.00	"
Cherries.....	5.00	"
Figs.....	5.00	"
Biscayan Guava Jelly, glass jars, cases 2 doz.....		3.75

HEINZ'S 57 VARIETIES of PICKLES and CONDIMENTS.

Crosse & Blackwell's : Of these we carry the largest stock and assortment in Canada.

HUDON, HEBERT & CIE,

Wholesale Grocers and Wine Merchants,

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

1842

1904



To
Our Customers
and
Many Friends
We Wish
A Merry Xmas
and
Most Prosperous
New Year.

May our relations be as cordial as in the past.

L. CHAPUT, FILS & CIE.
WHOLESALE GROCERS,
IMPORTERS OF TEAS, COFFEES, WINES AND LIQUORS,
MONTREAL, CANADA.

vance. Several of the largest American coffee dealers have already advanced their prices from 1 to 3c. per lb. Local spice men are holding prices firm on all lines. Foreign dried fruits locally are in good demand, heavy business being done in raisins, nuts, figs and dates. A scarcity is reported in shelled almonds of the better grades. Shelled walnuts firm with higher prices asked for future deliveries. No change in Valencia raisins, latest advices from Denia report stock in first hands to be limited. Sultanas show an advance of from 1s. to 3s. per cwt. Currants unchanged. Dates are quoted very low and 4 to 4 1/2c. seems to be the jobbing price. In green fruits lemons are 25c. box easier. Malaga grapes advanced 25c. to 50c. a keg. California navel oranges are coming in. Apple shipments are light as usual at this end of the year. Rice and tapioca are dull and little doing. Fish business is very good, all kinds in good demand. Western fish are receiving more attention on account of the lower prices prevailing at this season. Vegetables are quiet, potatoes especially so during the week.

Information is given below as to the stock of eggs on hand at the principal centres. As will be seen, the report confirms the remarks in these columns from week to week as to the scarcity of eggs. Prices are now rapidly soaring as buyers anticipate a famine. In beans there has been a sharp advance for No. 1 hand picked. Higher prices are paid for this grade owing to the poor quality of this season's crop. The situation in honey is unchanged. Comb and buckwheat honey continue scarce and in good demand. Rolled oats are firm with an upward tendency. Prices are likely to advance with the new year and retailers would make no mistake if they commenced to stock up. Pot and pearl barley are still very hard to obtain. High prices for hides have attracted large shipments and prices have declined in consequence.

SUGAR.

The condition of the sugar market shows no change from last week's report. Business is still of a hand-to-mouth character. New York market in raw cane is reported easier, while refined sugar is quiet. We quote:

Granulated, bags and bbls.	44 05
" 1-bbls.	4 20
" bags.	4 00
Paris lump, boxes and bbls.	4 60
" 1-boxes and 1 1/2-bbls.	4 70
Extra ground, bbls.	4 45
" 50-lb. boxes	4 65
" 25-lb. boxes	4 75
Powdered, bbls.	4 25
" 50-lb. boxes	4 45
Domino lumps, boxes and bbls.	4 50
" 1-boxes and 1 1/2-bbls.	4 60
Phoenix	3 90
Cream	3 75
Bright coffee	3 75
" yellow	3 75
No. 3 yellow	3 65
No. 2	3 45
No. 1 " bags and bbls.	3 30
Raw Trinidad	3 10
Trinidad crystals	3 15

SYRUPS AND MOLASSES.

Trade in both lines is somewhat on the quiet side. The feature of mixed Barbadoes molasses being sold in this market as has been referred to in this

section lately, has caused some discussion among jobbers and importers. It has been said that the molasses arrived mixed, and it is also claimed that the mixing was done here by certain jobbers. While we are unable to locate the mixer the fact still remains that mixed molasses has been sold here at from 3 to 4c. per gallon under legitimate pure Barbadoes. We quote:

Barbadoes, in puncheons, old	0 39
" new	0 42
" in barrels	0 42 1/2
" in half-barrels	0 43 1/2
New Orleans	0 22
Antigua	0 37
Porto Rico	0 45
Corn syrups, bbls.	0 02 1/2
" 1-bbls.	0 03
" 1-bbls.	0 03
" 35-lb. pails	0 90
Bbls. per 100 lb.	2 75
1-bbls.	2 75
Kegs	3 00
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz.	2 35
" 10-lb. " 1 doz.	2 25
" 20-lb. " 1 doz.	2 10

TEAS.

Business in teas has dropped off very materially during this week and there is no feature particularly noticeable of interest to the trade. Offerings continue to be made for low grade green Ceylons, but as has been the case for some weeks none are obtainable. Japans are very quiet and little trading will be done until after the turn of the year. We quote:

Good to medium Japans	0 17 1/2	0 20
Fine to choice Japans	0 23	0 26
Ceylon greens	0 14 1/2	0 18
Indian greens	0 16	0 19
Japan style China congoes	0 08	0 10
Pealeaf Gunpowder	0 21 1/2	0 23
Common	0 12 1/2	0 15
Ceylon blacks	0 14	0 18
Indian	0 11 1/2	0 20

COFFEE.

The local situation in coffee is strong and roasters and grinders from all appearances must soon advance their prices. New York reports indicate strong market and the larger coffee roasters have advanced their prices from one to three cents per lb., according to the quality. We quote:

Good cucutias	0 09	0 09 1/2
Choice	0 11 1/2	0 12 1/2
Jamaica coffee	0 08	0 10 1/2
Java	0 17 1/2	0 22

SPICES.

The situation still remains unchanged and the tone in all kinds is very strong with the possible exception of nutmegs. Local spice men are holding all grades firm. We quote:

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

RICE AND TAPIOCA.

There is practically nothing new to report in either of these lines, trade being on the quiet side, and this not the season for consumption of these goods. We quote:

B rice, in bags	3 40
" 1-bags	3 40
" 1-bags	3 50
" pockets	3 50

In 10-lb bag lots an allowance of 10c. is made.

OC rice, in bags	3 30
" 1-bags	3 30
" 1-bags	3 40
" pockets	3 40
Imported Patna rice, in bags	4 82 1/2
" in 4-bags	4 75
" in 4-bags	4 87 1/2

In the open territory prices are about 10c. less
"MOUNT ROYAL" FANCY RICES.

Mandarin Patna	4 25	Japan Glace	4 50
mp. Glace Patna	4 50	Crystal Japan	4 75
Polished Patna	3 87 1/2		
Indian Bright	3 60		
Java Caroline	3 50		
Lustre	3 75		
Snow Japan	4 87 1/2		
Japan Ice Drips	5 25		
Tapioca, medium pearl	0 02 1/2	0 03	0 03
" seed pearl	0 03	0 03	0 03
" flake	0 03	0 03	0 03
Imported Italian	0 09		
Fancy Head Carolina	0 10		

CANNED GOODS.

Trade is reported very quiet. There is nothing to report from the jobbers and it is not expected that much trading will be done until the Lenten season, or until consumers' home supplies are used up.

A circular has been received by the jobbing trade from the Canadian Consolidated Canners' Co. stating that owing to the difficulty experienced by them in securing poultry they are unable to fill their orders. Jobbers are in consequence at liberty to purchase their requirements of canned meats such as chicken, duck, turkey, etc., from other sources without suffering a loss of rebate. The association claim being able to deliver only about 10 to 15 per cent. of their orders. This concession will no doubt be appreciated by the jobbing trade. We quote:

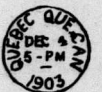
Tomatoes	1 05
Corn	1 00
Peas	0 87 1/2
String beans	0 82 1/2
Strawberries, preserved	1 40
Succotash	1 00
Blueberries	1 10
Raspberries	1 40
Lavenderberries, 2s.	1 50
Raspberries, black	1 35
Gooseberries	1 55
Pears, 2s.	1 40
" 3s.	2 16
Peaches, 2s.	1 55
" 3s.	2 40
Plums, Lombard 2s.	1 30
" Green Gage, 2s.	1 40
Cherries, red pitted, 2s.	2 20
Baked beans, 3s.	0 90
3-lb. apples	0 90
Gallon apples	2 20
2-lb sliced pineapples	2 00
Grated pineapples	2 40
Singapore whole pineapples	2 40
Pumpkins, per doz.	0 35
Spinach	1 40
Sugar beets	0 90
Salmon, pink	0 90
" spring	1 40
" Rivers Inlet red sockeye	1 50
" Fraser River red sockeye	1 50
Lobsters, talls.	3 45
" 1-lb. flats	4 00
" 1-lb. flats	2 25
Canadian Sardines, 1s.	3 65

FOREIGN DRIED FRUITS.

In foreign dried fruits a scarcity is reported in shelled almonds of the better grades. Shelled walnuts are firm at the recent advance with higher prices asked for, for future deliveries.

Valencia raisins, ordinary, show no change in prices. Latest advices from Valencia report stock of raisins in first hands very limited. There is scarcely more than sufficient to supply the holiday demand. The market in sultana raisins shows an advance from 1s. to 3s. per cwt., according to quality. There is no change to report in currants. They are still offering at old prices and there is little or nothing doing. The first tide shipment of dates via London are now due. It is hoped shortly to be able to announce the date of the forthcoming

SPEAKING OF FOODS.



"WHEN the Food consumers of the United States and Canada rebelled against many of the 'Ready-to-Eat' foods which were being placed upon the markets by concerns who had not built a reputation by announcing their goods to the public, the question arose of appointing an intelligent and experienced person to protect the interests of the housewives whose duty it is to purchase the family food supplies. This movement resulted in the election of "Sunny Jim" by a unanimous vote of more than two million people who gave him the title of 'The Food Censor.' He accepted it for their health's sake.

"He is the greatest food man in the world and his word is taken as an authority on this subject, because he has made a life study of the food problem and he has solved it too. Evidence of this statement is handed to 'Sunny Jim' each business morning by the Buffalo postmaster in the form of complimentary letters from nearly every state and province.

"His main offices are located in Buffalo. His largest mills are also there. He has another one at Hamilton, Ontario. He is selling more 'Force' now than he ever did before, and those who buy 'Force' say that it is the quality of the food alone which induces them to buy it. A good product coupled



with judicious advertising and fair play to the grocers make his proposition the strongest in existence."

The above will give you an idea of how the Press is interested in my work.

Out of the 8,000 grocers who read my advertisement in the last issue of THE CANADIAN GROCER, only one of them doubted the fact that my Canadian mail is as heavy as I said it was. For his benefit and for all those who think the same way, I have reproduced a few of the postmarks taken from

Canadian letters received within the last day or two. All of these letters come from people who are interested in the "Force" spirit and those who eat "Force." Any grocer who has not applied for my buttons or booklets, I shall be pleased to send some upon request.

I also have a new supply of booklets. They are invaluable trade builders for grocers. Send for some.

Supplying "Force" advertisements for grocer's announcements in the local papers is one of my hobbies. It's so easy for me to do this and the ads. sell so much "Force" that I write them without charge to you. Send for some.

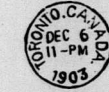
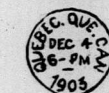
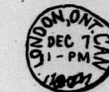
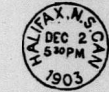
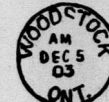
Yours truly,

Sunny Jim

Buffalo, U.S.A.

(To be Continued.)

Your Food Stock is "FORCE." incomplete without



YOU MIGHT AS WELL



have some of the trade that is now going to the milk dealer; let your customers know that they can get condensed milk unsweetened. So many consumers are unaware of this, and those who do not take sugar in their tea or coffee never think of using condensed milk, because they are unaware that they can get it unsweetened.

"JERSEY BRAND"

Evaporated Cream contains no sugar.

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

passing being considered satisfactory for the season. We quote:

Manitoba spring wheat patents.....	4 60	4 80
" strong bakers.....	4 30	4 50
Winter wheat patents.....	4 25	4 35
Straight rollers.....	3 80	3 90
Extra.....	3 60	3 70
Straight rollers, bags.....	1 85	1 90
Extra, in bags.....	1 70	1 75

FEED.

The tone of the market for feed is easy owing to increased offerings for which the demand at present is limited. We quote:

Ontario bran, in bulk.....	16 50	17 00
shorts.....	19 00	19 50
Manitoba bran, in bags.....	17 00	17 00
shorts.....	19 00	19 50
Mouillie.....	23 00	23 00

CORNMEAL.

Trade continues quiet at unchanged prices. We quote:

Gold dust, bags.....	1 80	1 90
bbils.....	3 90	4 00
Ordinary, bags.....	1 40	1 45

ROLLED OATS.

The market continues steady with an upward tendency. An advance in January is predicted. We quote:

Rolled oats, in bbls.....	3 75	3 80
in bags.....	1 75	1 80

BARLEY.

Pot and pearl barley continue scarce and difficult to obtain. We quote:

Pot barley.....	1 85	
Pearl.....	2 55	

Baled Hay.

The market is still quiet and steady. There is an upward tendency in New York, but unless there is a considerable advance export trade can not be carried on with profit. A few lots are going to Great Britain. We quote:

No. 1 timothy.....	10 00	11 00
No. 2 timothy, choice.....	9 00	9 50
No. 2 timothy, ordinary.....	8 50	8 75
Clover, and clover mixed.....	7 00	8 00

Ashes.

The market is steady and receipts are small. We quote:

First pots, per cwt.....	5 95	6 00
Seconds.....	5 55	
Pearls, per 100 lb.....	7 00	7 25

Hides.

The high prices prevailing on the local market for some months back have attracted the attention of country shippers and receipts have been very large. Stocks have become so heavy that prices have declined. We quote:

No. 1 beef hides.....	0 68	0 09
No. 2 ".....	0 07	0 08
No. 3 ".....	0 06	0 07
Lambskins.....	0 75	
No. 1 calfskins.....	0 10	
No. 2 ".....	0 08	

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer, St. John, N.B., Dec. 14, 1903.

THE wholesale grocer is now looking forward to stocktaking and is buying from hand to mouth. Quite large stocks are held. The Fall and holiday business has been large but all shipments have been made and the balance of trade, till the holidays will consist of small sorting orders. The retailer reports business good. There have been few years when the laboring man and the mechanic have had such

stady work at good wages. This is a good foundation. The jobber, perhaps, has not had so good a year, as in many lines there has been a falling market.

We started the month with beautiful Winter weather, but at the time of writing our snow is gone. It means much to trade whether we regain it.

The very large export business which passes through St. John in the Winter for the United Kingdom, has, during December, been the largest yet. St. John also does a large export business to the West Indies. This Fall a large quantity of stuff has been shipped and the market has proved favorable. This is particularly true of potatoes. Some St. John shippers have also sent quantities via Halifax.

In burning oil the market continues very firm at the high price, and shows no change this week. Lubricating business for Spring begins to have attention. Values are very firm. Linseed will rule low, turpentine is quite high and firm. Fish oil is scarce.

Salt—The Winter port boats seem to prefer to bring English coarse salt during the early weeks of the season as general freights are larger later. Rather over sixty thousand bags came here during the season and already local importers have received over fifteen thousand bags. Prices keep quite firm.

In canned goods business is rather more quiet. The trade expect soon to be importing American tomatoes. The market there is quite firm. Oysters are quite high this season and the outlook is for higher prices once the packing season closes. Salmon are still being received. Spring and coho fish are chiefly sold. Blueberries are in fair supply. While in domestic sardines pack is light some are still held in first hands. Clams are rather scarce.

Green Fruit—First shipments of Valencia oranges are to hand. Each lot arriving shows rather lower cost. Jamaica which are largely bought in Boston for this market, are quite low. Apples are plenty. In spite of the large Nova Scotia crop some Ontario fruit is here. Lemons are plentiful and quite low.

In dried fruit dealers find shipments of dates are late. Prices are rather lower than quoted for first arrivals. Some late shipments of Malaga seeded raisins which are here look much better than the earlier goods. In California prunes low prices are quoted. A fair stock is held. The shipments of Valencias have been larger than was expected. Trade is well supplied in all dried fruit except perhaps peels. Evaporated apples show just a fair business. In onions the market is somewhat dull. This line suffered from poor American stock being brought here. In nuts prices have been low and the quality of goods received better than for some years. Peanuts tend higher.

In sugar values are unchanged, the agreement made with the refineries by the larger part of the wholesale trade to handle only Canadian sugars has caused several dealers to import foreign sugar who did not previously handle this

line. The manufacturers also chiefly handle foreign.

The molasses held here is chiefly Porto Rico and is held largely by one party. The market is quite firm. New Orleans, which had begun to come in quite freely, has advanced.

There is a better supply of fresh fish but still not enough to have much effect on prices. Finnan haddies have been moving west in large quantities. The market is firm at a small decline from the highest point. The shipping of frozen smelt from the north shore has been very large this month. Good prices have been obtained. As yet no frozen herring or cod have been seen here. Very few herring are expected. In smoked and pickled herring full prices continue, though demand is not large. Dry fish are quite firm.

There is a large sale here of Manitoba flour, it grows with the high price of Ontario grades. Values are unchanged. Oatmeal is not a large seller and is rather easier, as are oats. Cornmeal continues quite low. Beans seem rather higher. The scarcity of barrels in the west has effected business. Barley and peas are scarce. In yellow eye beans the market has been quite bare, but a car is expected.

Because of the large lumber interests here, the sale of barrelled pork and beef is a large factor in trade. In order to compete with Boston and local packers at least one Chicago house now carries stock here. The market seems easier. Compared with last year, values are low. Pure lard which has continued to drop off in price during the past month is still easy. Fresh meats are low. Pork being lower here than at other parts of Canada. Beef is very plentiful. Lamb sells freely at even figures. There is a fair demand for veal at good prices.

Cheese is reported rather easier.

In eggs higher prices rule. We have to depend on Prince Edward Island for our supply.

Butter is quite plentiful but for best stock full prices can be obtained. It is always in light supply.

Gilbert Bent & Son have a car of velvet eye beans to arrive. Supply is very light and market has been quite bare for some time.

MANITOBA MARKETS.

Winnipeg, Dec. 14, 1903.

COLD, clear weather, bright sunshine, good sleighing, all conditions favorable for a heavy holiday trade. Trade in all seasonable staples is excellent, but in addition there is an enormous trade in holiday goods. Christmas shopping has started in fully ten days earlier than last year when it was a week earlier than in 1901, so that in this respect there is a marked improvement. Wholesale houses report that the class of goods called for is better than ever before and they have had difficulty in supplying the demand in some lines.

A noticeable feature of the trade this season has been the increased demand

for olives, chutnies, mango pickles, stuffed mushrooms, expensive varieties of cheese, nuts and dried and candied fruits. An anomaly offered is a "French made plum pudding" and English plum puddings are meeting with an extensive sale.

So far as staple groceries are concerned a careful review of the list shows absolutely no change from last week. Pretty well all the stocks are now in, a few lines being still delayed and every house has of course its own specialties.

The green fruit situation has improved since last week in that the country customers who were so incensed over the new regulation about buyers assuming all the risk on fruit shipped during the Winter and some firms that had cancelled orders renewed them. Fruit men report their stocks coming in very well and that all seasonable lines will be in full supply for the holiday trade. Prices generally are about the same as last year.

Eastern poultry is not yet in, so that it cannot be talked about. It is rumoured that dealers here have experienced difficulty in getting all the supplies they wanted. The domestic receipts are in about the same position as last week. Chickens and turkeys are in limited quantities and generally poorly fed and poorly dressed. Geese and ducks are abundant and very well fed and put up.

Preparations are underway for the decoration of the market, always an important feature of the holiday trade in Winnipeg. This year the market has been repainted throughout and when all the evergreens and colored decorations and electric lights are in place it will look like the larder of fairyland.

Last year the mutton for the Christmas trade nearly all came from the east, this year it is coming from the ranches of the west and a very fine lot of sheep they will be.

Christmas beef is talked of and will soon be on view in the stalls. In fact every class of business has but one end in view and that is the Christmas trade. The city is full of goodfellowship, labor is well employed and though rents and fuel are high, people are generally in good spirits.

The grain trade is in the rut that usually follows the close of navigation and trading all week has been very light. It is doubted by many of the dealers if there will be any revival of trade until January and possibly not then. There is a hand-to-mouth business being done and that is all.

Country members who have been operating on the Winnipeg Exchange are leaving for home and the Exchange is beginning to have a deserted and sleepy air.

Notes.

Mr. Hugh N. Baird, manager for Richardson & Co., of the Grain Exchange, leaves on the 24th instant for Montreal where he is to be married on the 2nd of January.

Mr. Jim Black, who was lately transferred from the Winnipeg office of the

The time to sell **Clark's Meats**

is ALL THE TIME

60 VARIETIES

Something to suit all seasons.



Now is the Time for Mince Meat

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

Put up in $\frac{1}{4}$ pails ($\frac{1}{2}$ -doz. in crate), 25-lb. pails, 60-lb. and 75-lb. tubs, half-barrels and barrels (about 600 lb.). Also Condensed Mince Meat in packages (3-doz. pkgs. in case).

Ask your wholesale grocer for it or see our travellers.

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

EPPS'S

GRATEFUL.
COMFORTING.

IN $\frac{1}{4}$ -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

Ogilvie Milling Co., to the head office in Montreal, is also slated for the role of bridegroom during January.

Mr. A. S. Lock, secretary-treasurer of the wholesale grocery firm of Foley, Lock & Larsen, was the recipient of a handsome cabinet of silver during the week from the staff of the house. Mr. Lock is one of the bachelors marked for a benedict before the year is out.

BRITISH COLUMBIA MARKETS.

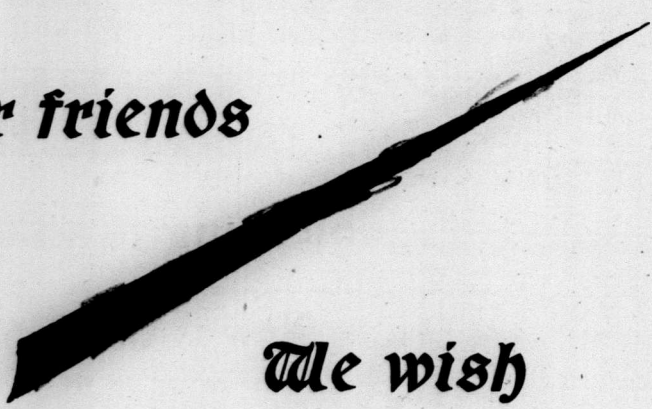
Vancouver, B.C., Dec. 12.

THE peculiarity of Christmas trade in Vancouver as exemplified by the business being done at the present moment is that the people do not buy until the eleventh hour. The wholesale trade has been bringing forward stocks suitable for Christmas demands, for months past. The retail trade, partly stimulated by the preparations made for them by the jobbers are pretty well stocked.

But the goods do not move. It is a fact to-day that the retail grocery business is quieter than it was a month ago. Of course every merchant is looking for a good trade, and there is no reason at all for the business to fail. The last moments will be busy. The Christmas trade will all be done with a rush. As one business man said the other day in talking of the peculiarity of Vancouver's Christmas purchasing: "I remember last year seeing more than one instance where housekeepers were buying their raisins, currants, candied peel and what not at 10 o'clock on Christmas eve. Their Christmas plum pudding would be made on Christmas morning. That was not the way of the housewives of a generation or two ago. They made their preparations long ahead."

But it is a tribute to the service which the purchasing community gets. There is such a certainty that the articles required may be secured at a moment's notice that the public have gotten into

To all our friends



We wish

a

Merry Christmas

and

a

Prosperous
New Year.

Incidentally/

As you may require some Holiday Goods, such as Raisins, Currants, Figs, Dates, Wines, Liquors, etc., if you write us, or wire or telephone us, **at our expense**, we will ship your requirements immediately.

LAPORTE, MARTIN & CIE.
MONTREAL, P.Q.

RUN!



The
Superior Quality

of

JONAS' FLAVORING EXTRACTS

appeals to the taste of every lady who is at all particular about her cooking. Their great *Purity—Richness—Strength* is unequalled, and therefore good cooking is the result of their being used.

With Jonas' Flavoring Extracts it is

“Quality First—Last—Always”

Ask your Wholesaler for them, or send direct to

HENRI JONAS & CO.,
MONTREAL.

P.S.—Send to us for your *Olives—Salad Oils—French Capers—Truffles—*
all good sellers at Christmas time.

a hand-to-mouth style of buying. They never buy a day ahead. And it is having its influence on the retail men. (It was a wholesale man who spoke.) The retail merchants not knowing ahead what the requirements will be depend on the wholesale houses to provide them at short notice whatever their customers may order. Thus it is that the wholesale trade is so well stocked. It is safe to say that no other wholesale centre in Canada has better wholesale grocery stocks.

The first stocks of Christmas poultry were received this week direct from Eastern Canada. The shippers were Dundas & Flavelle Bros., of Lindsay. The goods were received by P. Burns & Co., and were exactly the same as put up by the eastern packers for the English trade. In fact it was "Export stock as the markings on the packages showed. It came forward in cold storage and as Burns & Co. have cold storage equipment in their premises, the stock should be in good shape.

Most of this first shipment will be absorbed by demand of local trade before the Christmas holiday season begins. Other lots are, however, on the way and other dealers have also large stocks already moving. One firm had last year to hire a tug especially to get its Christmas orders round to various points in time for the Christmas day deliveries. This was because of the C.P.R. freight service falling down. This year the same

firm is taking time by the forelock and has its cars ordered ahead. In fact they are now on the road.

Prices for Christmas poultry are high and holding firm. The fixed quotation from Seattle for turkeys is 28c. there, and with freight and duty the price laid down is prohibitive. But it tends to hold the market here very firm. Add to this, advices from the east of higher prices and the chance of cheap turkey for Christmas fades away. A peculiarity of the market is that the price for the lot of eastern poultry, mentioned above puts chicken at even higher prices than turkeys. Fowls, as the older birds are classed, are cheaper.

The price of fresh eggs has fallen somewhat. To an easterner not used to our climatic conditions, this might seem a rather premature change in the market quotation, as in the east the price will not be less for strictly fresh laid, for some months. But here it is different. The climate of the coast is such that the younger birds, last season's raising, and even the older stock, are through the moulting season and now in condition to lay. The mild weather makes it more favorable for egg production. Price is now only 50c per dozen. The pickled stock is bringing about 22 to 23c. per dozen. Any small stocks of fresh eastern case eggs bring from 28 to 30c. as to quality.

Butter is not showing any particular new feature. Local creameries have

kept up the quantity of their deliveries beyond the usual figure for this season. Prices are firm and not changed.

Fruit is at a standstill so far as changes show. There is no new stock coming in. The local B. C. apples still supply the market. In oranges, there are a few California goods coming forward, the movement being somewhat stimulated by the coming of Christmas trade. But the demand is light, almost nil. The little Jap orange is still king of the market. The quantities of this fruit now on the market are enormous, every steamer bringing more, so that the surplus never is worked off. The Empress of India arriving on Thursday morning, brought another big consignment of several thousand boxes. Shipments as far east as Calgary have been large for the first time since this fruit began to come on the market here. Several lots of a carload at a time have been sent out, one or two for Calgary in bulk and the rest for distribution.

Mr. D. Mowatt, of the Western Canadian Fish Co. left this week on a four weeks' trip through the Northwest and Manitoba. He is selling the cured fish products of his company. They include the first halibut successfully cured and bricked similar to cured codfish, and also the first Behring Sea black cod to be cured and put on the market from Vancouver. The firm is establishing a big business and can supply the whole of the west with their goods.

CORRECTION!

In our advertisement in "The Canadian Grocer" of December 11, a printer's error was made.

Advertisement Read:—

1,000 Cases G & S. Evaporated Peaches, 48 x 1 lb.
cartoons..... 9c. lb.
90 Boxes California Seeded Raisins,
Choicest Quality, 16 oz. packages.

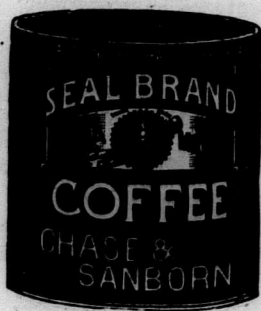
Should have read:—

1,000 Boxes California Seeded Raisins,
Choicest Quality, 16 oz. packages.
90 Cases G & S. Evaporated Peaches, 48 x 1 lb.
cartoons..... 9c. lb.

L. CHAPUT, FILS, & CIE.

MONTREAL, P. Q.

—appearances go a long way



and the appearance of
Chase AND Sanborn's Coffee
tins in your store indicates to your cus-
tomers that you are selling the **VERY**
BEST COFFEES that can be
grown or that money can buy.

Chase & Sanborn,

Importers, MONTREAL, P.Q.

GREIG'S
"WHITE SWAN" BRAND
PREPARED
COCOANUT

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

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

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

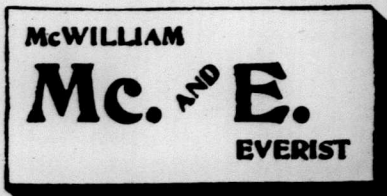
We cordially invite inquiries, and samples will be cheerfully sent on request.

THE ROBERT GREIG CO., Limited, TORONTO.

Don't Forget

There are many things you should not forget to include in your Christmas Fruit Supply. But here we mention only Cranberries. It's very important that you have a supply. They make a very popular Dinner Sauce, and will be in demand. We'll fill your order with Fancy Stock, per barrel, \$9.00 to \$10.00; per case, \$3.15 to \$3.50.

25-27 Church St., Toronto.



Phone Main 645-3394.

The _____
DAWSON Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets, TORONTO

DRIED APPLES

WE ARE BUYERS LARGEST DEALERS IN CANADA

The W. A. GIBB CO.

5 and 7 Market St., HAMILTON

Xmas Anticipations

Oranges—All kinds.
 Lemons—New Messinas.
 Nuts—All varieties.

PRICES RIGHT.

Address just . . .

CLEMES BROS.
 TORONTO.

GREEN FRUITS

California Fruit Trade.

TOTAL shipments of deciduous fruits from California this season have been 7,495 cars, compared with 7,122 cars during last season, says New York Times. The importance of New York as a distributing centre can be understood when it is noted that 1,500 cars came to New York. Chicago ranked next with about 1,300 cars, and Boston was third with 750 cars. Minneapolis took 420, Philadelphia 295, St. Paul 267, Pittsburg 276, and the rest were scattered through a long list of cities in lots of 100 cars or less. New York's purchases are practically all consumed in or very near the city. Formerly all of this class of fruits consumed as far away as Buffalo, Montreal, and Boston were distributed from New York. Now the distributive system includes these cities, and New York gets only what can be consumed here. It is better for consumers, but New York dealers complain bitterly of the competition thus created.

In the varieties of fruit shipped, pears take the lead. Statistics compiled by the transportation companies show that the fruits run about this way: Pears, 2,011 cars; peaches, 1,777; grapes, 1,033; plums and fresh prunes, 1,473; cherries, 245; apricots, 222; apples, 359; quinces, 10; nectarines, 2; figs, 2; persimmons, 2.

During the past few years the market for California deciduous fruits shipped fresh has expanded very rapidly. In the United States it includes 125 eastern cities. This year shipments to foreign countries began on an extensive scale, and one large firm established an office in London to attend to the receipt, sale, and forwarding, throughout England and on the Continent, of the deciduous fruits which a few years ago could not be carried 50 miles with safety. Now they are shipped 3,000 miles across the American continent, transferred to the holds of steamships, and sent 3,000 miles across the Atlantic, and arrive in prime condition. Proper picking, scientific packing, and perfect refrigeration have accomplished this.

The principal difficulty in shipping is the irregularity of the transportation service. Fruit scheduled to arrive at a certain destination Thursday or Friday may be delayed so it will not reach there until Saturday, which means that it cannot be sold until Monday. Any other

fruit but that grown on California soil would spoil; but the solid, well-filled fruits from there seldom show much decay after such an experience. The exhaustion of the ice between icing stations will frequently cause more damage than a delayed sale. A great deal has been done to facilitate the movement of fruit trains across the continent, but there are numerous junction points, and lay-overs are inevitable. One road inaugurated a fruit schedule which made almost as fast time as passenger trains, but gradually the advertised speed was lost and it finally degenerated to the usual fruit train speed.

For the past four years shipments of deciduous fruits from California have been: 1903, 225,000,000 pounds; 1902, 200,824,000 pounds; 1901, 187,350,000 pounds; 1900, 182,374,000 pounds.

About two-thirds of the deciduous fruits shipped from California are distributed through auction markets. The organization of growers and packers known as the California Fruit Distributors has established auction rooms in all the large cities and many of the small ones. At these points the fruit is handled almost exclusively through these auction rooms. It is maintained that prices obtained in these auctions are fairer to growers and purchasers alike than prices made between receivers and buyers. At first the trade objected, but finally accepted the auction system as the proper one, and now everything is handled in that way.

Handling Bananas.

AN American fruit company has adopted a newly-invented and efficient device for unloading bunches of bananas. The capacity of each machine is 15,000 bunches an hour. Before this invention was installed the fruit was unloaded by stevedores, and the highest attainable speed by that system was 1,200 bunches an hour, while the handling resulted in the bruising of much fruit. With the new system the fruit is handled without the likelihood of bruising. The machine is operated by an electric motor, and its principal features are adaptations of the main points of the electric parcels and cash carriers in use by department stores. The carriers are fitted with canvas receptacles of the proper size for holding bunches of bananas, and can be manipulated, first from the warehouse on the wharf or levee to and down into the ship's hold and then back

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to the warehouse. By the adoption of certain forms of receptacles or clutches the machines may be used for handling other sorts of fruits and merchandise.

Home of the Orange.

The natural home of the orange is doubtful, but it is considered this fruit was first grown in the sub-tropical climates of the Burmese peninsula and Southern China. It is now cultivated in almost every warm country in both the old and the new world. The orange tree is not as large as an ordinary apple tree, but is very productive, from 400 to 1,000 being borne in favorable seasons. When intended for export they are gathered long before maturity, and ripen after picking. It loses in this way the delicious flavor of the orange maturing on the tree, the natural way.

The Original Lemon.

The wild stock from which the lemon sprung is a native of Kumaon and Sikkim in Northern India. It is now grown in all tropical and sub-tropical countries. The tree grows ten to twelve feet high, and is very prolific, some trees in Spain and Sicily ripening as many as 3,000 in favorable seasons. In the south of Europe the fruit is collected more or less every month, but those collected in Sicily from October to December are considered the best keepers. It is gathered green for export. The principal European point from which lemons are exported are Messina, Palermo, the Riviera in Genoa, and Malaga in Spain. Canada receives large quantities from California and Florida.

Montreal Apple Shipments.

The total number of apples shipped from the port of Montreal this season was 728,132 barrels, as against 476,756 for 1902, and 122,406 for 1901. This has been the largest shipment recorded from the port of Montreal, the next largest was in 1896, when the total reached 700,274, and the smallest since 1880 was 7,445 barrels in 1883. Total number of barrels shipped on the largest year on record for the total season of 1896-7 was 2,919,846. It is thought that by the time this season ends the shipments will reach 3,500,000; end of season will be about April, 1904.

Apples vs. Oranges.

The abundant apple crop this year seems to be having a bad effect on the orange market in New York, at least the recent slump is attributed to that cause by some of the New York fruit merchants.

"Not in many years," remarked one of the latter recently, "have the public enjoyed a chance to eat such good apples at

The Last Call

Look over your stock and send us your sorting up orders. **REMEMBER WE CAN SHIP GOODS ON VERY SHORT NOTICE.**

FANCY ORANGES—Navels, Floridas, Valencias, Mexicans.
LEMONS—Ripe 300s and 360s.
BANANAS—Very fine quality.

"HOLLY"

CRANBERRIES FIGS DATES NUTS CALIFORNIA CELERY

WHITE & CO.,

PHONES: Main 4108 4107 **Toronto.**

F. KESSELL & CO. 7&8 Railway Approach, **ENGLAND**
 London Bridge,

ARE OPEN TO REPRESENT MANUFACTURERS OR MERCHANTS IN

FRUIT PULPS FRESH FRUITS, CANNED GOODS, AND GENERAL
PRODUCE For **GREAT BRITAIN**

HIGHEST REFERENCES. CORRESPONDENCE INVITED.

BANKERS—LONDON JOINT STOCK BANK, LONDON.

XMAS—Goods now Arriving.

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

The above are in stock, all finest quality. **Fancy Sweet Sonoras**, all sizes, also **Valencia Oranges**, 420's and 714's due in a few days.

Soliciting your orders, **HUGH WALKER & SON, Guelph, Ont.**

Dried Fruit

cleaned and renovated by the latest improved machinery and appliances.

GUARANTEED TO GIVE SATISFACTION.

J. T. ADAMSON & CO.
 27 St. Sacramento Street,
MONTREAL.
 Tel. Main 778.

References—THE TRADE. L.D. Phone 578

GEORGE H. DUCK,
 Importers' Agent and Fruit Broker.
 Correspondence Solicited. **TORONTO, CANADA.**

Christmas Fruits.

Get our quotations before placing your Christmas orders. It will pay you.

HUSBAND Bros. & Co.
 Wholesale Fruit and Commission Merchants.
 82 Colborne St., **TORONTO**
 Phones—Main 54, Main 3428.

man wants to eat a grape or orange that he is going to be satisfied with an apple, but I do say that a full supply of excellent grade apples obtainable with the greatest ease and at moderate prices is bound to injure the consumption of other fruits."

Eight Cars of Oranges.

Hugh Waker & Sons, Guelph, report a most satisfactory season in the fruit line. They took care of eight cars of oranges as their share of the Guelph district Christmas trade.

Window and Interior Displays

Timely Hints
and Suggestions.

Frost on the Glass.

EVERY grocer will be bothered for a few months with frost gathering on the glass, unless he has taken the necessary precautions, or knows how to remove it when it has gathered. The very best plan, but one which is not so useful to the grocer, on account of the perishable nature of most of his stock, is to enclose the window, and thus prevent the collection of moisture on the glass. This moisture is caused by the warmer air of the interior striking the cold glass.

An absolute preventive for this is to build the window in, and keep the temperature in the window very near what

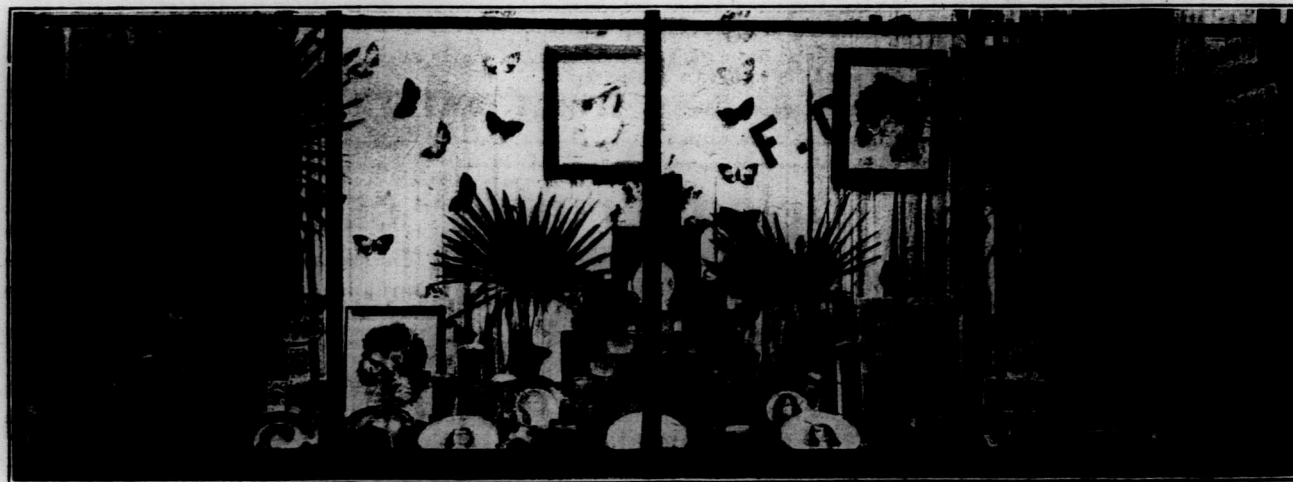
close all heat off from his window, and there is no doubt many fine displays will be impossible in the cold window. He will be surprised, however, at the variety of lines which will admit of display in any temperature, and with practice he will find good arrangements available. Anything is preferable to a glass that cannot be seen through.

Electric fans can be used to keep a constantly moving flow of air on the glass, and this will prevent any formation of moisture, when, of course, there cannot be any frost. A super-heated atmosphere next the glass is maintained in some windows by means of hot-water coils close to the bottom, or by a gas pipe with many openings which supply a sufficient number of flames to melt the

remove the moisture left by some of the liquids, and thus prevent the gathering of the frost for some time.

This Week's Illustrations.

This Fairbank's soap display was dressed by Mr. J. E. Whitesides for F. Carne, Jr., Victoria, B.C. The background was white cheese cloth pleated on a frame, and the floor was covered with puffed purple cheese cloth. Plentiful use was made of the pictures and calendars of the Fairbank's Company, both on the floor and the walls. The artificial palms render more attractive a window which has been very attractively arranged. The butterflies on the background give a touch which does not spoil the advertising value of the win-



Dressed for F. Carne, Jr., Victoria, B.C., by J. E. Whitesides.

it is outside. When the background is built in, a cold draft must be brought into the window from outside, and this is accomplished by cutting an opening to the outside under the floor of the window, and connecting it with holes above the glass. The opening enters directly into a cold air box below the flooring, and this is connected by pipes with holes in the floor close to the glass, and 6 to 10 inches apart. Above the glass other holes are bored through to the outside, and the cold air, entering the bottom, flows over the glass to the upper openings. The only fear is of the dust entering the windows, but this can be prevented by closing the outer opening when the dust is blowing.

The average grocer rather fears to

first for a couple of feet up. The two latter plans are, however, not entirely satisfactory.

There are also various liquids which, when applied to the frost, not only remove it, but prevent its reforming for some time. The best of these is sulphuric acid, which does not discolor or give a greasy appearance. Other liquids that can be used with more or less success are glycerine, aqua ammonia, hydrochloric acid, benzine, nitric acid, aqua regia, alcohol, etc. The difficulty met with in the use of them is that there is usually a greasy deposit left, or a discoloration. Glycerine is oily, and ammonia and benzine produce a bluish tint that detracts somewhat from the clearness of the glass. An alcohol flame will

dow, and yet adds to the general appearance. Mr. Carne appreciates the value of well-dressed windows, and Mr. Whitesides has grasped the ideas which go to make a window what it should be. As a rule windows with small panes are extremely difficult to trim to advantage, but in this window one scarcely notices the breaks in the glass.

APPOINTED SELLING AGENTS.

E. Nicholson, wholesale commission merchant, Winnipeg, has been appointed selling agent in Manitoba and the Northwest Territories for The Napoli Macaroni Co., of Toronto, Canada, who manufacture macaroni, spaghetti, vermicelli and fancy pastes for soups, put up in 1-lb. packages and also in bulk.

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Shingles That Stand Every Test

That's what you're sure of when you buy

EASTLAKES

They prevent fire, are lightning proof, can't rust or leak, and give perfect, durable satisfaction.

Made of steel, either galvanized or painted, and quicker and easier to apply than others.

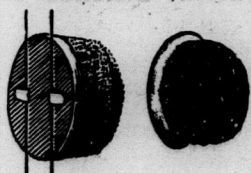
TRY THEM—FOR YOUR OWN SAKE.

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

To Butchers and Hide Buyers!

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

A SELLING ARTICLE.



We have had an exceptionally large demand for our bird seed of late, due to two causes.

1. The low price at which we have been able to sell it, notwithstanding the advance. 2. The quality, which has always been the same.

Samples and full particulars free.

NICHOLSON & BROCK, TORONTO

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.) Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

AMERICAN TEA CULTURE.

IN his annual report, signed November 28, 1903, Hon. James Wilson, Secretary of Agriculture for the United States, says of tea growing in that country:

"During the year the work on growing tea has been continued at Summerville, S.C., and a new station has been put in operation at Pierce, Tex. At Summerville further work has been carried on in the testing of new varieties, new machinery and new factory methods. The work at this point has now reached a state where more attention can be given to the improvement of the teas after being harvested. To this end a number of physiological and chemical studies have been made of the product at different stages with a view to improving methods of curing and increasing the flavors and aromas of the teas. The new methods and apparatus introduced by Dr. Charles U. Shepard, and used in the manufacture of green teas, have proved most satisfactory. Experiments have been carried on quite successfully in the preparation of tea tablets. These tablets are prepared in a special machine of great power, the result being a firm, polished product which readily falls apart in boiling water. Improvements have been made in the matter of polishing and finishing the teas, all of which will add value to the American product. Despite the fact that the season has been a very unsatisfactory one for a number of reasons, the yield of tea will probably approximate 9,000 pounds, or about what was raised last year. A favorable season would have given a much larger production.

"At Pierce, Tex., co-operative arrangements have been made with Mr. A. P. Borden, who has placed at the disposal of the Department a large tract of land suitable for tea growing, and has arranged to provide buildings and a portion of the labor. The Department has an experienced man located at this station and is making preparations to put out at least 50 acres of tea the present Autumn. It is planned to set out at Pierce at least 100 acres and extend the plantation as the funds permit. The labor question plays an important part in this work, but it is believed that conditions are such in Southern Texas that proper labor can be secured without difficulty. Altogether, the tea investigations are in quite a satisfactory condition."

MONEY WELL SPENT.

Mr. W. T. Mullins, grocer, Dundas street, London, Ontario, writes "The Grocer" as follows: "Enclosed find money order for my subscription to 'The Canadian Grocer.' I find it is money well spent."

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

FOR SALE.

WANTED—Buyer for property in tourist frequented district of Parry Sound; a six-roomed house with beautiful verandah fronting lake, also stable and 186 acres of cleared and wooded land; timber alone worth money asked. Apply for particulars and location at once to **JOSEPH MALKIN**, general merchant, Sprucedale, Ont. (51)

FOR SALE—Bakery, grocery and confectionery; doing good business; good reasons for selling. Box 174, **THE CANADIAN GROCER**, Toronto. f

BUSINESS CHANCES.

WANTED—Business man to take the place of retiring partner in old-established wholesale house (15 years); man with knowledge of provision or grocery trade, or office work preferred; a fine opening to start a man or his son in established business; books open for thorough examination; about five thousand capital required. Apply Box 88, **CANADIAN GROCER**, Toronto. (51-1f)

AGENCY WANTED.

STAPLE side-line in groceries or hardware wanted by traveller. Box 176, **THE CANADIAN GROCER**, Toronto. f

I Can Sell Your Grocery Business

no matter where it is or what it is worth. Send description, state price, and learn how. **W. M. OSTRANDER**, 172 North American Bldg., Philadelphia.

IRELAND.

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

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

JOHN C. HARVEY,

Manufacturing Chemist, Todmorden, Ont.

INCREASE YOUR BUSINESS

By subscribing to **BOOKSELLER AND STATIONER**. Be informed on the Book, Stationery and Fancy Goods Trades—What to buy. Where to buy. MONTHLY: One dollar per year.

MacLEAN PUBLISHING Co., Limited,
Montreal, Toronto, Winnipeg.

FLOUR AND CEREAL FOODS

Milling of the Wheat.

NO stone is being left unturned by the Minneapolis millers to secure for themselves the grinding of our Canadian wheat en route for the European markets. The latest step is the introduction of an act in Congress to so amend the law relating to the milling of wheat in bond, that bran and shorts may be taken out of the bonded mills and sold for local consumption by paying the ordinary duty had these by-products been imported from the country which produced the wheat. It is argued that the bran and shorts would greatly encourage stock-raising in the vicinity of the mills, while the flour would not come in competition with the home-grown article in the local market.

There can be no doubt that such an arrangement would be very advantageous to the United States, but, for the same identical reasons it would be advantageous to Canada to retain our wheat at home and mill it here. "The Grocer" has often in the past urged a more energetic development of our milling industry in order to meet the growing output of our Northwest.

Instead of sending our wheat to be ground in England, paying freight on the bran and shorts and giving the English stock-raiser the advantage of these foods, we should grind our own wheat at home. We would then retain not only the profits of raising the grain and the transportation charges, but the milling profits, and would have at the same time a vast quantity of bran and shorts that could be used to finish our stock before putting them on the British market. This alone would mean no small item, as first-class stock always bring good prices, while that which is not up to the standard is depreciated on the slightest provocation.

The Minneapolis millers already have practically a monopoly of the American Northwest flour trade. It is not to be desired that they should also secure control over the Canadian Northwest. What we need is a Minneapolis of our own.

Japan Taking Flour.

In commenting upon the fact that Minneapolis shipped to Japan in the first nine months of the present year 8,000,000 barrels of flour as compared with 307,000

barrels for the same period last year. F. W. Thomson, vice-president and managing director of The Ogilvie Flour Mills Co., stated to-day that these breadstuffs which are being shipped from United States centres are for the greater part low grade, of which Canada does not produce any great amount. Mr. Thomson went on to state that the Canadian flour trade in the Far East was comparatively small, but at the same time was eminently satisfactory for the reason that what Canadian flour was consumed in this market was of standard brands and well worthy of the country from which it came.

To Sue C. P. R.

The Grain Growers' Association of Indian Head indignant at the shortage of cars on the C.P.R. as a result of which they claim they were unable to get a single car between November 7 and November 22, have passed a resolution that the association take into consideration the advisability of having action taken in court to compel the C.P.R. to supply sufficient cars and to stand a suit for damages.

Canadian Flour in Japan.

MR. Tamura, Japanese merchant, who is visiting Ottawa, says he expects to see a large demand created in Japan for flour from Manitoba No. 1 hard wheat. At present most of the flour imported by Japan comes from the Pacific coast States of the Union. It is a softer, cheaper and whiter flour than the Canadian, but the Manitoba product is really the cheapest in the long run, because it yields more bread and contains more gluten. The Manitoba flour gives 30 pounds more of bread per 100 pounds of flour than does the American. The visit of Hon. Mr. Fisher to Japan and the exhibit of Canadian products at the Osaka Exposition, says Mr. Tamura, have done a great deal to stimulate the demand for Canadian products. Mr. Tamura himself handles Manitoba flour. Whereas formerly he imported none, he now takes regularly between 200 and 300 tons a month. He has a bakery especially for making bread from Canadian flour, which he calls the Canada Bakery. He also has deliver carts bearing the name "Canada." The millers of Canada should not be satisfied with what has been ac-

complished, but ought to redouble their efforts, remembering that they have a formidable competitor in the western States.

Lake Grain Shipments.

THE official returns of the wheat shipments from the ports of Fort William and Port Arthur during the Fall of the present year are issued from the office of the Dominion Grain Inspector, F. E. Gibbs. The total receipts from September 1, 1903, to December 6, 1903, were:

Wheat—Received, 16,413,372.40 bushels; shipped, 16,023,290.50.

Oats—Received, 67,652.32; shipped, 127,180.08.

Barley—Received, 59,755.80; shipped, 31,513.36.

Flax—Received, 146,539.35; shipped, 152,123.54.

The excess of shipment over receipts in oats and flax is due to quantities held in store. Comparing the wheat shipments with the two previous years, we find that in 1902 during the same period there were received 20,076,970, and shipped 19,381,441 bushels, and in 1901 there were received 12,613,471 and shipped 12,817,598 bushels. Of other grains in 1902 there were received and shipped during this period as follows: Oats, received, 309,885 bushels; shipped, 270,017. Barley, received, 45,728; shipped, 23,190. Flax, received, 69,154; shipped, 44,666.

It costs you

ONE CENT

to send us a post card asking for samples of

Napoli Macaroni.

Same will be sent to you free of all charges, and you will then be in a position to judge whether it will pay you to place an order with us or not.

DO IT NOW.

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

Tillson's pan-dried Oats have been made in Canada for over half a century. The buying-experience that time has given us brings the best oats in the world to our mills. The milling-experience of those years has given us the best process in the world. Most of your customers know—and it is to your interest to know—that Tillson's pan-dried Oats is the best in the world. It's a food, not a fad.

Tillson's Pan - dried Oats



TELEPHONE { MAIN 1257
 " 4675

**Wm. McCann
Milling Co.**

MILLERS
AND GRAIN DEALERS

192 King Street East
TORONTO.

FLOUR

FEED

CEREALS

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

QUALITY UNEXCELLED.

SATISFACTION GUARANTEED.

Ontario Winter Patents,
Manitoba Blends,
Pure Manitoba.

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

"Matchless" Feed.

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

White Clover Honey in 60-lb. tins.

Sometime ago an advertisement appeared reading: "Hoge's Horehound Honey—Wherever a bee flies within the virgin wilderness of Hoge's Canon along the banks of the river, along the bluffs and headlands and deep leafy glens, the horehound blossoms in lavish abundance. It is the work of the honey bee to gather this sweet treasure, Horehound Honey so divinely prepared, and bear it off saying: 'Eat, it is the soul of the blossom.'" This sample was composed of a solution of cane sugar and alcohol. THE HONEY WE OFFER YOU IS PURE WHITE CLOVER. Try it together with

"Wee McGregor's" Breakfast Food

"It's Gran' for the Morn's Mornin'"

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



1 and 2-lb. Tins.

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

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

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

New Steamer for Grain Trade.

THE CANADIAN TRANSIT CO. have published in London their prospectus inviting stock subscriptions to the extent of £300,000, of which £165,000 consists of one pound ordinary shares and £135,000 of five per cent. first mortgage debenture gold bonds of £20 each, secured upon the company's fleet.

The company have made a contract with The New Canadian Co., Limited, for the supply of a fleet of 12 new specially designed vessels for the grain-carrying trade between the Great Lakes and Montreal, at a price of £275,000, also for working capital up to £25,000. The New Canadian Co. are receiving £165,000 in ordinary shares and £135,000 of The Canadian Transit Co.'s bonds to be delivered within seven months.

With the prospectus are published letters from: Hon. Raymond Prefontaine, Minister of Marine, and Mr. Hugh Allan, indicating the excellent prospects of success in inland transportation. The directors are: John Torrance, Robert Bickerdike, Alphonse Racine, all of Montreal; Charles

Carpenter, director of The New Canadian Co.; and Joseph Mellowes, of London. The issue is made through the London City Midland Bank.

Breadstuffs in Trinidad.

Gordon Grant & Co., writing from Port of Spain, Trinidad, November 18, says:

Breadstuffs.—The New York trading steamers Piedmonte and Maraval have both arrived since last mail with assorted cargoes. The demand for flour, which has been restricted of late, is now beginning to improve, which will afford some relief to the overstocked market. The price of bakers' is maintained, but both No. 1 and No. 2 extras are being sold at about cost of importation, holders at this dull season being afraid of deterioration on account of the excessive heat we are experiencing.

U. S. Winter Wheat Area.

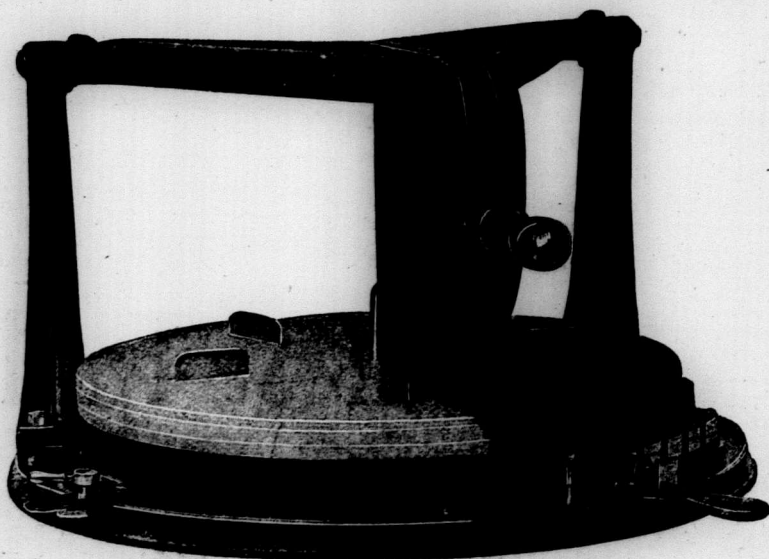
Returns to the chief of the Bureau of Statistics of the United States Depart-

ment of Agriculture indicate that the newly seeded area of Winter wheat is about 32,000,000 acres, a decrease of 6 per cent. from the area estimated to have been in the Fall of 1902. The condition of Winter wheat on December 1 was 86.6, as compared with 99.7 in 1902, 86.7 in 1901 and a nine-year average of 92.7.

The newly seeded area of Winter rye is provisionally estimated at 98. per cent. of the area sown in the Fall of 1902. The condition of Winter rye on December 1 was 92.7, as compared with 98.1 on December 1, 1902; 89.9 December 1, 1901; and 96.6, the mean of the averages for the last nine years.

Wheat Marketed.

A circular issued by the Manitoba and North-West Grain Dealers' Association, estimates that 25,654,522 bushels of this year's wheat crop have been marketed to December 1. After allowing for the quantity required for seed, it is estimated that 10,536,452 bushels remain to come from farmers' granaries.



We have recently taken up the manufacture and sale of the

Templeton Cheese Knife

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

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

Sold on Easy Terms.

Write us for particulars

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

GOODWILLIE'S FRUITS

PUT UP IN GLASS

the same day as picked
at **WELLAND, ONT.**

A DISTRICT NOTED FOR
ITS FINE FRUITS.

The **RESULT** is shown by their
POPULARITY and DELICIOUS FLAVOR.

HAVE YOU A SUPPLY?

ROSE & LAFLAMME, Agents,
MONTREAL.

BATGER'S

Marmalades

Made of the finest ingredients.
Rich in Flavor.

ALWAYS ASKED FOR

Seville Orange
Pineapple

Lemona
Lime Fruit

1-LB. GLASS JARS.

DO YOU STOCK IT?

ROSE & LAFLAMME,
Agents,
MONTREAL.

= SALT =

"Le Roy" in 3-lb. handsome round cartons, 36 to a case, \$2.40 per case. In 5 case lots, \$2.35 per case. This will make a fine seller, and quality is beautiful.

Brazil Nuts We have another lot near at hand—11 $\frac{3}{4}$ c. per pound, bag lots.

Rolled Oats \$1.75 per bag.

Cornmeal \$1.75 per bag.

Peels GRAY'S

Lemon,	-	-	8 $\frac{5}{8}$ c.
Orange,	-	-	8 $\frac{3}{4}$ c.
Citron,	-	-	13 $\frac{1}{2}$ c.

CANADA BROKERAGE CO., LIMITED

Phone { 2282 Main.
870 "

48 WELLINGTON ST. EAST, TORONTO.

DEPARTMENT OF ADVERTISING SUGGESTION AND CRITICISM

Edited by
W. Arthur Lydiatt,
TORONTO.

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

"The Man Who Persistently Talks Quality Usually Makes More Money Than The Man Who Cuts Prices."

THERE were four lots of ads. sent in for the Advertising Competition during November, and of an average better class than those which were entered during the preceding month.

J. A. McCrea, of Guelph, sent in a half dozen good ads., and as any one of them is considered better than any other ad. sent in, the prize for November goes to him.

As this is a very busy time of year, with every moment of time fully occupied in every retail store, it is considered advisable to discontinue the competition for the present.

Three of the ads. sent in by Mr. McCrea are reproduced herewith, and ads. sent in by other contestants will be commented on later.

Ad. number 1, on Russian Caravan Tea, might be improved by telling why the points mentioned make it superior to other teas. Few people have ever heard of the famous Ancoombra Gardens—it is doubtful if anyone outside of the tea trade has ever heard of them—and very few people have any idea what makes Ceylon tea superior to the products of other countries (if it is.)

It is not desirable to string the story out too long—it would be an improvement to make it a little shorter than it now is. But I understand from Mr. McCrea's letter that this is a new brand of tea he is pushing. In some particulars it is likely to be superior to other teas which he handles, so that to mention these points in a way that would be understood by those who are not "tea connoisseurs" would be calculated to excite more interest.

People prefer one tea over another because of the taste. Most of them don't know why one tea should taste any better than another, so that if it were possible to explain briefly why one blend makes a better-tasting cup of tea than another, such an ad. would, I think, bring the best results. Sampling and demonstrations

really afford the best means of introducing a new blend of tea, but it is usually desirable to also create an interest in it through other forms of advertising.

Some interesting paragraphs about tea appear in a copy of a store paper which

Our Teas Are Talked About.

"My, what a delicious cup of tea," said Mrs. So-and-so at a small supper-party recently. "How do you make it—or rather, where do you get it?" was naturally the next question.

"Oh, I always get my tea at Meyers' Grocery," came the reply. "One can't make a good cup of tea unless the tea itself is good. Of course, we are very particular about our tea—like most English folks—but what we get at Meyers' always suits our taste—in fact, we all think it is simply delicious."

The result of this conversation was that we secured another tea customer. The new customer is pleased, too, because she has at last found a blend of tea that is "just right."

Naturally among all our customers there is a variety of tastes to suit, but all the different varieties we handle are so good, that when we strike a blend to suit some particular customer it cannot help but be best.

There is one blend, however, that suits nearly all of our customers, and that is one which is the result of a lot of experimenting with the local water. It is the kind of tea that whets the appetite and creates a desire for more.

A finer flavored, more wholesome tea cannot be secured anywhere. If you'll ask for the Meyers' Blend Ceylon Tea—that's a name we give it—it is likely you will find it is "just what you've been looking for." 40c. a pound.

We have other blends at higher and lower prices, so if you'll give us an idea what blend you like best, you'll find we will be able to suit you in every particular.

Some like the green Japan tea best, and for these we have a fine grade of young Hyson which has a peculiarly fine touch and flavor to it.

The idea in the No. 1 ad. of suggesting the proper method of brewing is a good one. The suggestion of proper methods for the preparation of food and drink appeals to me as being a very fruitful source from which a grocer can get many very effective ads.

The other ads. are also interesting. No. 2 illustrates an argument mentioned in these columns recently with reference to introducing price lists with some remarks calculated to excite interest in the items priced. No. 3 is an example of a number of fairly good coffee ads. which have been instrumental in securing for Mr. McCrea an enormous local trade in good coffee.

Are You a Tea Connoisseur?

If so, we would like to draw your attention to

Russian Caravan Tea.

a 50c. pure, black Ceylon. It is cultivated, cured, and sealed in air tight lead packages on the famous Ancoombra Gardens, Ceylon. We believe it to be the finest black tea selling at 50c. per lb. to-day, and if you will follow the directions given below, you will be delighted with its delicate, fragrant aroma, and its refined delicious flavor.

To Brew Successfully.

To obtain the true purity and essence of the leaf, two pots should be used, and it is also of first importance that the water should be fresh boiled. The following instructions will then be sufficient to secure a perfect cup.

- *First, well warm the tea-pot.
- *Then, add the required amount of tea, calculating one teaspoonful for each cup required.
- *Then, pour on the full quantity of water required, making sure it has reached the boiling point.
- *Then, stand in a warm place for five to eight minutes to infuse.
- *Then, pour the whole contents in a well-warmed pot, and a delightful, refreshing and fragrant liquor will be the result.

No 1. WE PROVE OUR ADS

GOOD MEALS At Low Prices

GOOD, honest groceries at fair, moderate prices—that's McCrea's Motto. We're trying to live up to it. Read this list and see if we are succeeding:

3 lbs. good, bank Butter 50c.	Special
1 lb. new, large, cream Eating Pipe 25c.	"Turkey" Sausages, 1/2 lb. each, 10c.
2 lbs. no. 1 ground Pork 30c.	"Pork" Sausages, 1/2 lb. each, 10c.
1 lb. fine good table Butter 40c.	Five Corned Beef and Tongue, 1/2 lb. each, 10c.
1 lb. fine fresh Ham 50c.	"La Valanga" Sausages—Smoking 25c.
1 lb. good quality Pork 30c.	at 1/2 lb. each 10c.
1 lb. good quality Pork 30c.	Best Sausages, 1/2 lb. each, 10c.

No 2.

The First Whiff

With its rich odorous breath, is an assurance that

The First Sip

Will be as pleasing as the fragrance indicated

The Second Sip

Proves you that you are right and

The Final Draught

Completes the best cup of Coffee you ever drank, provided you are not already a user of McCREA'S

Favorite Blend Coffee

40c. per lb. is our price. You have probably paid more for poorer Coffee.

SOLE AGENTS

The Noted Tea Store and China Palace.

No. 3 J. A. McCREA.

Phone 48. No. 2 Lower Wyndham-st. Guelph.

has come to hand, and on which I intend to make comment in some future issue. While no essential points of excellence are mentioned, the talk is such as is calculated to encourage interest in the teas handled by the advertiser:

USE

SELL

J. N

R
B
I

King

THE CANADIAN GROCER

USE

LEA & PERRINS' SAUCE

"The Finest Relish in the World."

SELL

LEA & PERRINS' SAUCE

"The Most Reliable Article in the Grocery Line."

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

MONTREAL.

"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.

Imperial Mixed.

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

You can easily handle a barrel.

THE CANADA BISCUIT CO., LIMITED

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

King and Bathurst Streets, TORONTO.

We Couldn't—Could Anyone?—

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

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

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Cigars we Import and Export.

LAST year Canada imported from foreign countries 8,724,230 cigars, valued at \$309,204, and exported 107,000, valued at \$2,350. The countries from which we imported with quantities and values are as follows:

Country.	Number.	Value.
Great Britain.....	86,870	\$ 3,745
B. E. Indies.....	38,000	342
B. W. Indies.....	53,250	1,752
Hong Kong.....	51,000	366
Belgium.....	10,160	89
China.....	6,000	89
Cuba.....	6,252,345	250,733
France.....	1,000	19
Germany.....	139,000	3,429
Holland.....	10,000	206
Japan.....	45,000	550
Mexico.....	341,000	8,088
Philippines.....	1,096,000	14,178
Porto Rico.....	2,000	93
Switzerland.....	4,000	60
United States.....	588,605	25,495
	8,724,230	\$309,204

Our exports are taken by the following countries in quantities and values indicated:

	Number.	Value.
Great Britain.....	7,000	\$ 95
British Africa.....	10,000	420
B. W. Indies.....	9,000	109
British Guiana.....	7,000	180
Newfoundland.....	60,000	1,086
New Zealand.....	5,000	206
St. Pierre.....	8,000	215
United States.....	1,000	39
	107,000	\$2,350

Cuban Tobacco Crops.

RELIABLE data as to the size of the Cuban tobacco crops in the first half of the 19th century are not obtainable. Pezuela reports the average exports from 1813 to 1826 to have been 7,000,000 pounds, yet the crop of 1827 is given as 12,500,000 pounds, while exports in 1841 he reports to have been only 5,750,000 pounds of leaf tobacco and 150,836 pounds manufactured. In 1845 he reports exports of leaf 7,200,000 pounds and 1,022,525 pounds manufactured tobacco, while he gives the crop of 1846 as 25,000,000 pounds and that of 1858 as 40,000,000 pounds. The largest crop ever made in Cuba, amounting to 560,000 bales, or about 62,000,000 pounds, was harvested in 1895 and was valued at \$22,000,000. Something over 60 per cent. of this crop was exported, the remainder being retained for home consumption and manufacture. According to government reports the crop of 1897 amounted to 375,000 bales of 110 pounds each, while that of 1898 is given as only 88,000 bales.

The government reports and those of the Tobacco Manufacturers' Union do not agree as to the size of the crops of 1899 and 1900, being given as 220,000 and 460,000 bales and 280,000 and 434,514 bales, respectively. The crop of 1901 amounted to 420,972 bales and that of 1902 was 398,844 bales. The crop of 1903, already harvested and cured, is said to be less than 300,000 bales, due to excessive rains during the growing and harvest season.

Rules for Smokers.

Dr. Gaze writes in The Berlin Revue that a man can smoke without doing himself the slightest harm by following eight rules.

1. Smoke only mild cigars.
2. Smoke only good cigars.
3. Never smoke the last half of a cigar or the end of a cigarette.
4. Never relight a cigar.
5. Do not sit in a cloud of tobacco smoke.
6. Do not chew the end of your cigar.
7. Use a cigar holder.
8. Use a long-stemmed pipe.

(The above may be utilized for advertising purposes by adding: "And smoke only the ——— cigar.")

Tobacco Monopoly in France.

THE state tobacco monopoly in France was established in 1811, and since that time the manufacture and sale of tobacco, as well as its cultivation, have been regulated with the greatest care. The gross amount received by the state from the sale of tobacco in its various forms is 414,000,000 francs yearly, representing a net profit of 330,000,000 francs. The greater part of the tobacco used is grown in France, and, although the regulations under which it may be cultivated are very

The enormous sale of

OLD CHUM

Cut Plug Smoking
Tobacco

proves its superior quality.

Sold By All Leading Wholesale Houses.

The American Tobacco Co.

OF CANADA, Limited.

CURRENCY

Plug Chewing Tobacco

is a

Quick Seller.

Handled by all Leading Wholesale Houses.

Xmas Trade!

I am beginning to fill large orders from grocers for my Cigars for the Christmas trade. Please try to get *your* orders in early.

I'm willing to work nights, but I want to be sure of getting the Cigars to you on time. Save your peace of mind and also mine by sending along early.

Payne's Cigars.

J. BRUCE PAYNE, Limited,
Granby, Que.

There are Plenty of Ideas for Grocery Ads.

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

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

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

MacLEAN PUBLISHING CO.,
Toronto.

Get Them Smoking

T. & B. tobacco---10c. size is right. The man who uses **T. & B.** becomes a better customer for you. Get a hundred men wedded to **T. & B.** and you will be surprised at the difference in the number of visits to your store. Every visit means a penny or so. At the end of the year it counts.

Geo. E. Tuckett & Son Co., Limited, Hamilton.



Time yet to order a lot of pipes for Xmas Trade. 3 dozen, assorted, for \$6.00. Sent on approval, charges prepaid. Will sell at from 25c. to 75c. each. Big money, Sure sale.
W. B. REID & CO.,
58 Yonge St., TORONTO

Popular Brands: Tobaccos

- "QUEEN'S NAVY,"
- "UNION JACK,"
- "CONQUEROR,"
- "WIG WAG,"
(Great 5c. plug.)

MANUFACTURED BY
The Erie Tobacco Company
WINDSOR, ONTARIO.

- BRITISH NAVY
- QUEEN'S "
- KING'S "
- U & I

Cigars

- RONTO
- STATESMAN

T. J. Horrocks,
Wellington St. East, TORONTO
The only wholesale tobacconist outside the trust.

The Chamberlain Cigar

The best value in Canada! Sold the world over! It will help your trade tremendously! Order a sample lot to-day!

SAVE THE BANDS AND RETURN THEM TO
J. M. FORTIER, Limited,
MONTREAL.

MANUFACTURERS OF
Cigarettes and Cut Tobaccos

The Men

in the grocery business—some of them at least—remember the time when there were only one or two makes of Tobacco offered them. They were a little doubtful about our success when we established our factory. We have flourished. That means the Tobacco users in Canada like our Tobaccos—like them better than the lines they knew first. How is it with you? Skeptical? Contemplate our growth.

Smoking:

- TONKA
- SOLID COMFORT
- PINCHIN'S HAND MADE

Chewing:

- BRITISH NAVY
- KING'S NAVY
- BEAVER
- APRICOT

The McAlpin Consumers Tobacco Co., Limited, - Toronto, Canada.

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TOBACCOS AND CIGARS

strict, permits to be allowed to grow tobacco are in great demand.

In 25 departments in France there are 56,000 planters, and an area of 16,000 hectares, or 40,000 acres, is under cultivation. In 1902 the quantity of home-grown tobacco purchased by the administration was 25,000,000 kilograms, at a cost of 23,000,000 francs, or 89c. per kilo. This would represent a gross income of 1,400 francs per hectare—say £22 8s. per acre—which is only equalled by vine growing; hence the demand for permission to grow tobacco.

Sixty per cent. of the French tobacco crop is grown in five departments, viz.: Dordogne, with over 4,000,000 kilos; Lot and Garonne, Isere, Gironde and Lot each produce from 2,000,000 to 4,000,000 kilos. In Algeria the cultivation of tobacco is free, and considerable quantities are exported to France, which also buys from Maryland, Kentucky, Ohio and Virginia.

Supplies of choice tobacco are obtained from Havana, Mexico, Sumatra, Java and Brazil. Foreign cigars to the extent of about 11,000,000, at an average value of 220 francs per 1,000, cigarettes and tobacco are also imported from America, Turkey and Great Britain.

The total of French purchases of foreign tobacco is 19,000,000 kilos, of an aggregate value of 30,000,000 francs. The sales in 1901 were as follows: Cigars, 2,600,000 kilos; cigarettes, 1,846,000 kilos; cut tobacco, 27,873,000 kilos; hard tobacco, 1,084,000 kilos; snuff, 485,000 kilos.

Varieties of Cuban Tobacco.

IN Cuba tobacco seeds are sown in nurseries in the month of September and are transplanted when several inches high, six to seven weeks later. The plant matures in about four months after the sowing of the seed. The greatest care is used in its cultivation, especially in keeping it free from worms. There are five general classifications of Cuban tobacco, viz.: Vuelta Abajo, Semi-vuelta, Partidos, Remedios and Cuba. Vuelta Abajo tobacco, which is the choicest grown in the island and has made the Havana cigar famous the world over, is grown in the hilly region of Pinar del Rio Province, extending from Consolacion del Sur to Guano. Semi-vuelta is grown in a district extending from Candelaria, in the same province, to Herradura, and is second in quality. Partidos, which is next in quality, is grown in the Province of Havana and that small portion of Pinar del Rio west of Artemisaf Remedios tobacco, the crop of which is second in size to that of Vuelta Abajo, is that grown in the Province of Santa Clara, and Cuba is the name given to the tobacco raised in the Province of Santiago de

Cuba. According to the census of 1899 in the Province of Pinar del Rio about 59,000 acres were devoted to the cultivation of tobacco, 10,600 in the Province of Havana, 10,800 in Santa Clara, 1,100 in Santiago, and a little over 5,600 in the Provinces of Matanzas and Puerto Principe. The same census and other statistics prior to 1899 showed the number of persons engaged in the cultivation of tobacco to be about 80,000.

Brazilian Tobacco.

According to the report of the English consul at Bahia, Brazil, tobacco is the most important article of export. The exports last year of tobacco amounted to £1,024,856 (\$4,991,000), which is about half of the total. The greater part of this is shipped to Bremen and Hamburg, Germany, being her best customer.

A Suicide Tournament.

"In Alden, Ia., according to a local paper, users of chewing tobacco have been holding a tournament to determine which brand is easiest to commit suicide with," and adds: "The merchants have got into the habit of pulling off all the tags and keeping them to get sewing machines and shot guns with, so the customer never really knows just what kind he is getting until he finds what particular way it makes him sick."

Cigar Means Betrothal.

In Siam the lighting of a cigar may indicate a betrothal. A man offers the girl of his choice a flower, or takes a light from a cigar or cigarette, if she happens to be indulging at the time. This action is construed to mean willingness on both sides, and steps are at once taken to arrange for the payment of the dowry. The families of both bride and bridegroom must each provide a considerable sum for the newly mated pair.

In Calabria, as in many parts of India, a lighted taper or a lighted pipe betokens the acceptance of a suitor.

In Siberia it is customary for the girl to present her suitor with a box of cigars as a sign that he is to be master of the house.

Tobacco Notes.

T. J. Horrocks, Toronto, says that the "Ronto" cigar is rapidly gaining in favor with the grocery trade.

The W. B. Reid Co., Toronto, say that their pipe business this season has been greatly in excess of their expectations.

Mr. Robert Pinchin, managing director of The McAlpin Consumers Tobacco Co., Toronto, was a guest at the Gilsey, New York, last week.

The
Canadian Grocer



SECURITY

Best
10c.
Cigar
in Canada.

THE W. H. STEELE CO., Limited
WHOLESALE TOBACCONIST,
40 SCOTT ST., TORONTO.

McDougall's Scotch Clay PIPES

are the standard of the world.

D. McDougall & Co., Glasgow, Scotland.



Our Patent "CORONATION" Floor Case.

This case with its ALL GLASS Top (no wood above the glass) is THE VERY FINEST display case in the world today. We are making TWENTY of this style of case to ONE of ANY OTHER, and are receiving orders from ALL parts of the Dominion for this MAGNIFICENT case. It is fitted with the very best British Plate Glass THROUGH-OUT, including the mirrors in the doors and the shelves, in short, it is the MOST EXQUISITE and most UP-TO-DATE floor case on the market anywhere in the world to-day.

A large number of Grocers throughout the Dominion are now handling cigars as a special branch and ARE doing WELL with them. Are YOU right in line with these progressive and wide-awake men? If not, YOU OUGHT TO BE. If you desire to fall in the ranks by taking up this GOOD PAYING side-line you cannot do better than consult us about the very best and most modern display cases made especially for that line of business. In order to make a good display of, and to keep your cigars right it is necessary to have a first-class case of OUR manufacture. We turn out nothing but the very best goods, and our prices ARE REASONABLE for such goods.

Dominion Show Case Co.

53 Richmond St. East, TORONTO.

The W. H. Steele Co., wholesale tobacconists, Toronto, speak of their Christmas trade as being greatly in excess of previous seasons, the inquiry for the better class of goods being particularly noticeable.

A traveller who recently returned from the Province of Quebec, in referring to the town of Granby, says that the Payne cigar factory has all the business it can possibly attend to, their output continuing to show a steady increase.

T. J. Fair & Co., cigar manufacturers, Brantford, purpose making extensive additions to their factory, the present one being entirely too small for the requirements of their rapidly increasing trade. The demand for the "Lord Roberts" cigar during the past year has been simply great, the inquiry in the Northwest Provinces being especially satisfactory.

BANK OF MONTREAL.

Proceedings at the Eighty-Sixth Annual Meeting.

A SATISFACTORY REPORT.

Hon. Geo. A. Drummond Touches on General Trade of Country Which Has Been Prosperous—Election of Directors.

THE eighty-sixth annual meeting of the shareholders of the Bank of Montreal was held in that institution at noon yesterday.

There were present: Hon. George A. Drummond, Vice-President; Sir William C. Macdonald, Hon. Robert Mackay, Messrs. R. B. Angus, A. T. Paterson, E. B. Greenshields, R. G. Reid, Charles Alexander, E. K. Greene, G. F. C. Smith, A. T. Taylor, Hon. J. K. Ward, Donald Macmaster, K.C., C. J. Fleet, K.C.: F. S. Lyman, K.C.; Henry Dobell, Angus Hooper, Richard White, Thomas Gilmore, James Tasker, James Moore, Geo. Hague, B. A. Boas, James Croil, D. Forbes Angus, George Filer, R. H. Clerk, John Molson, John Taylor, H. Macdonald, Robert Archer, Hugh Cameron, W. D. Gillean Robert Hampson, H. M. Foley, W. Howard, W. H. Evans, Fraquhar McLennan, H. J. O'Heir, Alfred Piddington, J. J. Robertson and John Morrison.

On the motion of Mr. John Morrison, Hon. George A. Drummond, Vice-President, was unanimously voted to the chair, in the absence of the President, Rt.-Hon. Lord Strathcona and Mount Royal.

Mr. B. A. Boas moved, seconded by Mr. Henry Dobell: "That the following gentlemen be appointed to act as scrutineers: Messrs. F. S. Lyman, K.C., and G. F. C. Smith; and that Mr. James Aird be secretary of the meeting."

DIRECTORS' REPORT.

The report of the directors to the shareholders at their eighty-sixth annual general meeting was then read by Mr. A. Macnider, acting-general manager, as follows:

The directors have pleasure in presenting the report, showing the result of the bank's business for the period from 30th April to 31st October, 1903, in accordance with resolution at the special general meeting held 7th January, 1903:

Balance of Profit and Loss Account, 30th April, 1903.....	\$ 724,807.75
Profits for the half-year ended 31st October, 1903, after deducting charges of management, and making full provision for all bad and doubtful debts.....	917,156.31
Premiums received on New Stock....	416,024.00
	-2,057,988.06
Dividend 5 p.c., payable 1st December, 1903.....	684,000.00
Amount transferred to Rest Account..	1,000,000.00
Balance of Profit and Loss carried forward.....	\$ 373,988.06

Since the last annual meeting of the shareholders, branches of the bank have been opened at Edmonton, Alta., Indian Head, Assa., and Brandon and Gretna, Man., and a branch at Sherman avenue, Hamilton, has been arranged for, to be opened on the 1st December, 1903.

The bank also established a branch at Yarmouth, N.S., through the purchase of the business and premises of The Exchange Bank of Yarmouth.

The bank is at present erecting premises for the branches at Edmonton, Alta., and Birchy Cove, Newfoundland, and has acquired properties on the corner of St. Catharine street and Papineau road, Montreal, and the corner of Greene and Western avenues, Westmount, where premises are being erected for the occupation of branches to be established at those points.

The bank has also, since last annual meeting, gone into occupation of the new premises on Craig street, Montreal, and the reconstruction of the St. James street building is proceeding satisfactorily.

With deep regret the directors have to record the death of their esteemed colleague, Mr. A. F. Gault, who had been a member of the board for upwards of ten years.

The vacancy on the board has been filled by the election of the Hon. Robert Mackay.

It has been thought desirable to provide an assistant to the general manager, and Mr. H. V. Meredith has been appointed to the position of assistant general manager, retaining also the position of manager at Montreal.

The issue of \$2,000,000 new capital stock authorized at the special general meeting of 7th January last, has been all subscribed for, and all taken up with the exception of \$12,660, which will be paid up on the 23rd December, making the capital stock, all paid \$14,000,000.

The head office and a number of the branches have been inspected since the meeting last June. All the branches will be inspected, and reported on at next meeting.

STRATHCONA AND MOUNT ROYAL, President.

Bank of Montreal, head office, 31st October, 1903.

THE CHAIRMAN'S ADDRESS.

Hon. George A. Drummond then said: The statements now presented show clearly the position of the Bank, and will, I feel assured be accepted as satisfactory.

In Montreal the new banking room in the rear has been occupied, and, giving

as it does, ample and convenient accommodation to the public and the staff, has proved most satisfactory.

The old building has long been outgrown by the business of the Bank, which was being carried on in it under crowded and most unsanitary conditions.

The reconstruction of the old building in modern fireproof manner is now proceeding, the original facade alone remaining, and when finished the premises of the Bank in this city will no doubt be accepted as creditable alike to the architects, the bank and the city.

It may be mentioned that the original building, fronting the square, was first occupied in 1847, at which period the liabilities of the Bank to the public were \$3,660,000, as compared with \$93,534,000 at present, figures giving some indication of the expansion of the Bank's business and the accommodation required.

Turning to general questions, the most striking event of the year has been the serious decline in the market for securities.

Primarily, this has been the result of over production of stock certificates, bonds, debentures and all marketable securities, in some cases the necessary consequence of great industrial activity, but in others due to excessive capitalization, the disclosures of which excited public distrust.

It is to be noted that such cases have been rare in Canada, but we have by no means been exempt from the consequences.

Notwithstanding these drawbacks, which have made the receipts of wholesale houses occasionally slower than usual, the general trade of the country has been prosperous, as the following summary will indicate:

Dry goods—"An unusually good year."

Wool—"A good demand at good prices."

Iron and hardware—"An excellent year's business at fairly remunerative returns, equalling those of any former year."

Leather exports—"An increase of late at prices netting shippers good returns."

Boots and shoes—"A very good year's trade."

Grocery—"A satisfactory year's business, materially greater than last year."

Lumber—"A very satisfactory year, at prices 10 to 15 per cent. higher than last year."

Cheese—"The most profitable for years."

Summarising the figures approximately they stand thus:

Exports of lumber.....	\$ 33,000,000
Exports of butter and cheese.....	27,000,000
Exports of bacon, hams, eggs, poultry.....	16,000,000
Exports of grain of all kinds.....	28,000,000
Exports of flour and meal.....	7,500,000
Exports of live stock.....	12,500,000

\$124,000,000

And it will be noted a large proportion of the year's crop has yet to come forward.

The opening of the trade with South Africa promises well. Already an ex-

There's nothing better in the Sauce line than

STRETTON'S PRIZE MEDAL SAUCE

A most delicious and appetising table sauce.
For quotations address

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

Telephone Bell Main 65.
Merchants 522.

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



For Sale Everywhere.
ASK FOR
MOTT'S.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern Allison Coupon System.



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.

COWAN'S

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

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

Are the standard goods for purity and excellence.

Manufacturers
THE COWAN CO., Limited TORONTO

THE
Burlington Canning Co.

Burlington, Ont. Limited
Manufacturers of
ALL KINDS OF CANNED GOODS

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


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

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

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

STRONG DURABLE LIGHT  **POROUS AND CHEAP**

THE BEST MADE
FOSTER'S STANDARD POT

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

The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

Value in WRAPPING PAPER

depends on the quality. The chief qualities of our brown and manilla wrapping papers are durability, strength and wearing power.

CANADA PAPER CO., Limited
Toronto, Montreal and Windsor Mills, Que.

THE CANADIAN GROCER

tensive trade in flour, meal, lard, meats, canned goods and lumber has been established.

As regards the business of the port of Montreal, very full information is already in the hands of the public, and it need only be stated that the tonnage visiting the port shows a steady increase over the past three years, the excess being 41 vessels and 350,662 tons for 1903 over 1902.

The abolition of tolls on our canals has been effective in increasing the business of the port, the exports of wheat for the season from Montreal being larger than from New York; nevertheless, our grain exports are below the figures for 1896 and 1899.

The cattle exports for the past season show a very great increase over any previous year.

The rapid development of the Northwest Territory, and the consequent increase in exportable produce, is amongst the most important of recent events. During the past sixteen months the Canadian Pacific Railway has sold for settlement over three millions acres of wild lands; add to this the sales by the Government and private holders, and the aggregate must reach into large figures. It is known that at least 115,000 immigrants have entered these territories since the 1st of January last.

If disposed to attempt a forecast, which I have no intention of doing, it would undoubtedly be necessary to give weight to the great factors already alluded to. The prosperity of our farmers, the wealth pouring into territories only recently a barren waste, the full employment of labour of all kinds at high wages, and the great industrial activity caused by the establishment of many branches of manufactures; but I should also be compelled to enforce the counsels of prudence and economy.

I have much pleasure in moving:

"That the report of the Directors now read be adopted and printed for distribution among the Shareholders."

This was seconded by Mr. A. T. Paterson, and was carried unanimously.

THANKS ARE TENDERED.

Mr. Donald Macmaster moved:

"That the thanks of the meeting be presented to the President, Vice-President and Directors for their attention to the interests of the Bank."

Mr. Angus Hooper seconded the motion, which was unanimously agreed to.

The Chairman—In the absence of Lord Strathcona, and in the name of my brother directors, I beg to express sincere thanks for the honour done us.

Mr. R. B. Angus—I beg to move:

"That the thanks of the meeting be given to the General Manager, Assistant General Manager, the Inspector, Manager of other offices of the Bank, for their services during the past year."

The ability, integrity and zeal with which the officers of the Bank have displayed deserve this recognition at our

GENERAL STATEMENT.

LIABILITIES.

Capital stock.....	\$10,000,000.00	\$ 13,973,560.00
Reserve.....	373,988.06	
Balance of Profits carried forward.....	\$10,373,988.06	
Unclaimed dividends.....	3,620.01	
Half yearly dividend, payable 1st December, 1903.....	684,000.00	
		11,061,608.07
		\$ 25,035,168.07
Notes of the Bank in circulation.....	\$11,325,203.00	
Deposits not bearing interest.....	23,579,315.46	
Deposits bearing interest.....	57,847,538.20	
Balances due to other Banks in Canada.....	94,499.36	
		92,846.50
		\$117,881.29

ASSETS.

Gold and Silver coin current.....	\$3,286,113.46	
Government demand notes.....	4,197,915.50	
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation.....	454,634.63	
Due by agencies of this bank and other banks in Great Britain.....	\$ 5,688,191.81	
Due by agencies of this bank and other banks in foreign countries.....	3,093,893.41	
Call and short loans in Great Britain and United States.....	15,356,366.00	
		24,138,451.22
Dominion and Provincial Government Securities.....	435,697.46	
Railway and other Bonds, Debentures and Stocks.....	7,579,948.51	
Notes and cheques of other Banks.....	2,304,119.85	
		\$42,396,880.63
Bank Premises at Montreal and Branches.....		600,000.00
Current Loans and Discounts in Canada and elsewhere (rebate interest reserved) and other assets.....	\$74,605,119.69	
Debts secured by mortgage or otherwise.....	166,648.27	
Overdue debts not specially secured (loss provided for).....	113,075.50	
		74,884,843.46
		\$117,881,724.09

E. S. CLOUSTON,
General Manager.

Bank of Montreal,
Montreal, 31st October, 1903.

hands. It is a matter of regret to us all that the General Manager is at present absent, having been detained in England by business matters, and also by a slight indisposition. But he is now well, and will be here in a few days.

The motion was seconded by Mr. R. G. Reid, and was carried unanimously.

Mr. H. V. Meredith, Assistant General Manager, said: I regret that the General Manager, whose duty and pleasure it is to reply to this resolution, is not in his place to-day. He is, as Mr. Angus has said, detained in London undergoing treatment for an ailment, which we are all glad to know is not a serious one, and we expect to have him back with us in the course of a few days, I am aware the vote of thanks to the staff, which you have been good enough to pass, is to a large extent one of form and usage. At the same time I feel that the words of appreciation and confidence which the mover of this resolution has used, coming as they do, from one of our old and most successful General Managers, must prove an incentive, were incentive wanting, to greater exertions in obtaining the best possible results for your investment, and at the same time safeguarding the large responsibilities you have confided to our care.

Mr. A. Macnider, Acting General Manager, returned thanks, on behalf of the other members of the staff, for the kind words of appreciation that had been spoken.

Mr. George Hague moved, seconded by Mr. A. T. Taylor:

"That the ballot now open for the election of Directors be kept open until 2 o'clock, unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time and for that purpose only this meeting be continued."

This was unanimously concurred in, and a hearty vote of thanks was then accorded the chairman, who acknowledged the same.

THE DIRECTORS.

The ballot resulted in the election of the following directors:

R. B. Angus, Esq.
Hon. George A. Drummond.
E. B. Greenshields, Esq.
Sir William C. Macdonald.
Hon. Robert Mackay.
A. T. Paterson, Esq.
R. G. Reid, Esq.
James Ross, Esq.
Rt. Hon. Lord Strathcona and Mount Royal, G.C.M.G.

At a meeting of the Board of Directors held the following day, Lord Strathcona was chosen President and Hon. Geo. E. Drummond as Vice-President.

COFFEE WASTED.

According to Rio estimates, some 30,000 bags of 132 pounds each are wasted every year in Rio, in simply giving samples of coffee. New York importers generally allow 1 pound per bag for sampling.

Phone
Main 5219.

W. G.

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MANUFACTURERS' AGENTS AND BROKERS.

TORONTO.

POTATOES.

Our bids are good ones.
Write or wire for prices.

M. G. STAGG & CO.

Phone Standard Stock Ex. Bldg.,
Main 5219. Grain and Hay Merchants. TORONTO.

W. G. PATRICK & CO.,

AGENTS AND IMPORTERS.

29 Melinda St., - TORONTO

CALGARY.

HULL & SHARPE,

Manufacturers' and Commission
Agents,

CALGARY, - ALBERTA.

QUEBEC, P.Q

J. P. THOMAS

GENERAL AGENT AND
COMMISSION MERCHANT,
25 ST. PETER STREET,
QUEBEC.

To Manufacturers' Agents

THE CANADIAN GROCER has en-
quiries from time to time from manu-
facturers and others wanting repre-
sentatives in the leading business
centres here and abroad.

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

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

"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.

VANCOUVER, B.C.

C. Gardiner Johnson & Co.,

VANCOUVER, B. O.

Importers of ...

Skinner's Queensland Turtle Soup.

Sole Agents for Canada.

Supply C.P.R. Company's Cars, Steamers
and Hotels, and leading Clubs of Canada.

VICTORIA, B.C.

R. W. CLARK & CO.

Japanese, Chinese and Australian Brokers,
VICTORIA, B. C.

Represented in the Orient by Mr. A. R. Tufts,
with headquarters at Kobe.

Manufacturers and shippers requiring representation in
the Orient are invited to correspond with us.
Our facilities for doing business are second to none.

WINNIPEG.

IF YOU HAVE ANYTHING TO SELL
WRITE
CAMERON GORDON & Co.
WHOLESALE
COMMISSION AGENTS
WINNIPEG MANITOBA

M. B. STEELE

Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

P.O. Box 731. - - WINNIPEG, CANADA.

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are
turned on

MANITOBA AND THE WEST.

I

Represent some of the leading houses in
CANADA and the U.S.

INCREASE YOUR TRADE. WRITE ME.

E. NICHOLSON, - WINNIPEG,

Wholesale Commission Merchant and Broker

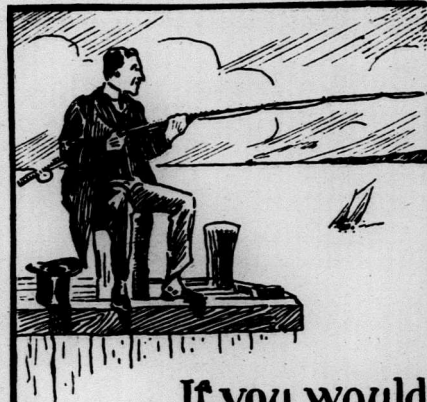
TEA.

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

"COMMISSIONER,"

CANADIAN GROCER,

109 Fleet Street E.C. London, Eng.



If you would
catch fish, you
must cast your
line.

—and cast it where
there are fish.

Good fishermen go where fish
are plentiful—use the right kind
of bait—and make many a good
haul.

Shrewd advertisers use THE
CANADIAN GROCER because plenty
of grocers read it—they use the
right kind of bait and make many
a good haul of new customers.

Suppose the fish don't bite at first.
What be yew goin' tur dew?
Chuck down yewr pole, throw out yewr bait.
An' say yewr fishin's threw?
Uv course yew haint; yew're goin' tur fish.
An' fish an' fish an' wait
Until yew've ketched yewr basket full,
An' used up all yewr bait.

Our Department of Advertising
Service provides good bait—for
those who desire it—without any
extra charge.

If you would have more busi-
ness cast your line to grocers in
THE CANADIAN GROCER.

Dollar fish are biting.
Catch?

The Canadian Grocer,

10 Front St. E.
Toronto.

232 McGill St.
Montreal.



Department of Advertising Service

You know all about the quality of

Keen's Mustard and Keen's Oxford Blue



Ever handle our

ROBINSON'S PATENT BARLEY?

It is a perfect food for infants and invalids, put up in 1-lb. and 1/2-lb. tins.

You will find it on a par with our other products and it is rapidly growing in popular favor.

KEEN, ROBINSON & CO., Limited
LONDON, ENGLAND.

Current Market Quotations for Proprietary Articles

December 17, 1903.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$4 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 30
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 3 doz. in case.....	3 00
12-oz. tins, 4 ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
1-lb. tins, 2 doz. in case.....	\$2 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.....	10c.....	\$0 85
3 doz.....	4-oz.....	1 20
3 doz.....	6-oz.....	1 75
1 doz.....	12-oz.....	3 50
2 doz.....	12-oz.....	3 45
3 doz.....	12-oz.....	3 40
3 doz.....	16-oz.....	4 45
3 doz.....	16-oz.....	4 35
1 doz.....	2 1/2 lb.....	10 40
1 doz.....	5 lb.....	19 50

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.....	5c.....	\$0 40
4 ".....	4-oz.....	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
4 ".....	12 ".....	1 40
4 ".....	12 ".....	1 45
4 ".....	16 ".....	1 65
4 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.....	4 10
1 ".....	5 ".....	7 30
2 ".....	6 oz.....	1 25
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	2 25

JERSEY CREAM BAKING POWDER.

4e, 5 doz in case.....	\$0 40
" 3 " ".....	0 75
" 2 " ".....	1 25
" 2 " ".....	2 25

OCEAN MILLS.	Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz.....	\$ 45
Ocean Baking Powder, 1/2 lb., 5 doz.....	90
Ocean Borax, 1 lb., 3 doz.....	1 25
Ocean Cornstarch, 40 pks. in a case.....	40
Freight paid, 5 p.c. 30 days.	78

ROYAL BAKING POWDER CO.

Royal—Dime	Per Doz.
1 lb.....	1 60
6 oz.....	2 25
1 lb.....	2 90
12 oz.....	4 50
1 lb.....	5 75
3 lb.....	15 50
5 lb.....	25 50

Cleveland's—Dime	Per Doz.
1 lb.....	1 50
6 oz.....	2 20
1 lb.....	2 80
12 oz.....	4 25
1 lb.....	5 50
3 lb.....	15 00
5 lb.....	25 00

"VIENNA" BAKING POWDER.

Per doz.	
1-lb. tins, 4 doz in box.....	\$2 25
1-lb. tins, 4 doz in box.....	1 25
1-lb. tins, 4 doz in box.....	75

Blackening.

HENRI JONAS & CO.	Per gross
Jonas'.....	\$9 00
Froments.....	7 50
Military dressing.....	24 00

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or cases.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes.....	1 25
according to size.....	0 02 0 10

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz.; or 1/4 gross, 4 oz.	



JAMES DOME BLACK LEAD.

Per gross	
6a size.....	\$2 40
2a size.....	2 50

Borax.

"Bee" brand, 5 oz., cases, 40 pkgs.....	1 40
" " 10 oz., cases, 48 ".....	3 25
" " 16 oz., cases, 48 ".....	4 25

Brooms.

UNITED FACTORIES, LIMITED.	doz. net.
Boeckh's Bamboo Handles, A, 4 strings.....	\$4 70
" " " " B, 4 ".....	4 40
" " " " C, 3 strings.....	4 10
" " " " D, 3 ".....	3 85
" " " " F, 3 ".....	3 55
" " " " G, 3 ".....	3 20
" " " " I, 3 ".....	2 85

Canned Goods.

HENRI JONAS & CO.	Per doz.
Mushrooms, Rionel.....	\$15 50
1st choice Duthell.....	18 50
" " Lenoir.....	19 50
extra Lenoir.....	22 00
Per case, 100 tins.....	
French Peas, Delory's—	
Moyen's No. 2.....	\$9 00
" No. 1.....	10 50
1/2 Fins.....	12 50
1/2 Fins.....	14 00
Extra fins.....	16 50
Sur extra fins.....	18 00
French Sardines—	
1/2 Rolland.....	9 50 10 00
1/2 Delory.....	10 50
1/2 Club Alps.....	2 50

FRED. MAGER

Per doz.	
Smelts in spices, in 1-lb round tins.....	0 90 \$1 00
" " 7-lb. cotton bags, per bag.....	0 95 \$1 05
Tomato, in 1-lb. ".....	0 95 \$1 05

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	0 18 1/2
Quaker Oats, 2-lb. pkgs., per case.....	3 00
Tillson's Oats, 2-lb. pkgs., per case.....	3 00

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins.....	per doz. \$6 75
" 1-lb. tins.....	3 50
" 1-lb. tins.....	2 00
" fancy tins.....	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.....	0 50
Perfection, 1-lb. tins, per doz.....	2 40
Cocoa Essence, sweet, 1-lb. tins, per doz.....	

Chocolate—	per lb.
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 25

FRY'S.

Chocolate—	per lb.
Caraccas, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 24

Cocoa—	Per doz.
Concentrated, 1/2's, 1 doz. in box.....	2 40
" " " " ".....	4 50
" " " " ".....	8 25
Homeopathic, 1/2's, 14-lb. boxes.....	0 25
" " " " ".....	0 25
Egg's Cocoa, case of 14 lb., per lb.....	0 35
Smaller quantities.....	0 37 1/2

JOHN F. MOTT & CO.'S.

E. S. McIndoe, Agent, Toronto.

Per lb.	
Mott's Broma.....	\$0 30
Mott's Prepared Cocoa, 1/2's and 1/4's boxes.....	0 28
Mott's Breakfast Cocoa, 1/2's in boxes.....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caraccas Chocolate.....	0 40
Mott's Navy Chocolate, 1/2's in boxes.....	0 27
Mott's Cocoa Nibbs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	1 00
Mott's Confectionery Chocolate.....	0 21 0 32
Mott's Sweet Chocolate Liquors.....	0 20 0 36

WALTER BAKER & CO., LIMITED.

Per lb.	
Premium No. 1 chocolate, 12-lb. boxes.....	\$0 38

THE CANADIAN GROCER

Mince Meat.
Wetley's condensed, per gross net. \$12 00
per case of doz. net. 3 00

Mustard.
COLMAN'S OR KEEN'S.
D.S.F. 1-lb. tins. per doz. \$ 1 40
" 1-lb. tins. " 2 50
" 1-lb. tins. " 5 00
Durham 4-lb. jar. per jar. 0 75
" 1-lb. jar. " 0 25
F.D. 1-lb. tins. per doz. 0 85
" 1-lb. tins. " 1 45

HENRI JONAS & CO.
Per gross.
Pony size. 7 50
Imperial, medium. 9 00
Imperial, large. 12 00
Tumblers. 12 00
Mugs. 13 20
Pint jars. 18 00
Quart jars. 4

E. D. MARCEAU, Montreal.
"Condor," 12-lb. boxes—
1-lb. tins. per lb. \$ 0
" 1-lb. tins. " 0 35
" 1-lb. tins. " 0 32 1/2
4-lb. jars. per jar. 1 20
" 1-lb. jars. " 0 35
Old Crow, 12-lb. boxes—
1-lb. tins. per lb. 0 25
" 1-lb. tins. " 0 23
" 1-lb. tins. " 0 22 1/2
4-lb. jars. per jar. 0 25
" 1-lb. jars. " 0 25

Olive Oil.
Barton & Guestier's quarts. Per case \$ 9 00
pints. " 0 00

Orange Marmalade.
THE EBY, BLAIN CO., LIMITED.
"Anchor" brand, 1-lb. glass. \$1 50
quart gem jars. 3 40
T. UPTON & CO.
1-lb. glass jars, 2 doz. case. per doz. \$ 0 95
Home-made, in 1-lb. glass jars. 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

CLEMES BROS.
Pure fruit stock—
10-oz. glass jars, 2 doz. case. per doz. \$1 00
16-oz. glass jars, 2 doz. case. " 1 50
Quart gems, 1 doz. case. " 3 35
In 5-lb. tins. " per lb. 0 09

Pickles.
STEPHENS'.
A. P. Tippet & Co., Agents.
Cement stoppers (pints) per doz. \$ 2 30
Corked " 1 90

Sauces.
BRAND & CO.
Worcester. \$1 85
Tomato catsup. 2 60
Mayfair relish. 2 60
Indian chutney. 1 75
Mango. 2 25
A 1. 1 70 2 60 3 15

Soda.
COW BRAND.
DWIGHT'S BAKING SODA
Case of 1-lb. containing 60 pkgs., per box, \$3 00.
Case of 1/2-lb. (containing 120 pkgs.) per box, \$3 00.
Case of 1-lb. and 1/2-lb. (containing 30 1-lb. and 60 1/2-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. (containing 96 pkgs.) per box, \$3 00.

"EMPIRE" BRAND.
Brunner, Mond & Co.
Case 120 1/2-lb. pkts. (60 lb.), per case, \$2 70.
Case 96 10-oz. pkts. (60 lb.), per case, \$2 80.

"MAGIC" BRAND.
Per case.
No. 1, cases, 60 1-lb. packages. \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " { 30 1-lb. " } 2 75
" { 60 1-lb. " }
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case. 2 85
5 cases. 2 75

"BEE" BRAND.
Bee brand, 8 oz., cases, 120 pkgs. Per case
" 10 oz., cases, 96 pkgs. " case
" 16 oz., cases, 60 pkgs. \$2 75

Soap.
A. P. Tippet & Co., Agents.
Maple soap, colors. per gross \$10 20
" black. " 15 30
Oriole soap. " 12 30
Gloriola soap. " 10 00
Straw hat polish. " 10 20

Starch.
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb.
No. 1 White or blue, 4-lb. cartons. \$ 0 06
No. 1 " 3-lb. " 0 06
Canada laundry. " 0 05
Silver gloss, 6-lb. draw-lid boxes. 0 07 1/2
Silver gloss, 6-lb. tin canisters. " 0 07 1/2
Edward's silver gloss, 1-lb. pkg. " 0 07 1/2
Kegs silver gloss, large crystal. " 0 06 1/2
Benson's satin, 1-lb. cartons. " 0 07 1/2
No. 1 white, bbls. and kegs. " 0 05 1/2
Benson's enamel. per box 1 25 to 2 50

Culinary Starch—
Benson & Co.'s Prepared Corn. 0 06 1/2
Canada Pure Corn " 0 05 1/2
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps. 0 08 1/2
"Bee" brand, cases, 64 packages. 5 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 05
Acme Gloss Starch—
3-lb. cartons, boxes of 40 lb. 0 05 1/2
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb. 0 06
Barrels, 200 lb. 0 05 1/2
Kegs, 100 lb. 0 05 1/2
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07 1/2
6-lb. toy trunks, 8 in case. " 0 07 1/2
6-lb. enameled tin canisters, 8 in case. " 0 07 1/2
Kegs, ex. crystals, 100 lb. 0 06 1/2

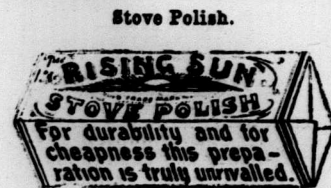
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 07 1/2
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case. 3 40

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb. 0 06 1/2
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. 0 06 1/2
Crystal Maize Corn Starch
1-lb. packages, boxes 40 lb. 0 06 1/2
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb. 0 06 1/2
Durham corn starch, 40 lb. 0 05 1/2
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb. 0 06
" 3-lb. cartons, 36 lb. 0 06
" 200-lb. bbl. 0 05 1/2
" 100-lb. kegs. 0 05 1/2
Canada Laundry, 40 to 46 lb. 0 05
Ivory Gloss, 8-6 family pkgs., 48 lb 0 07 1/2
" 1-lb. fancy, 30 lb. 0 07 1/2
" large lumps, 100-lb. kegs 0 06 1/2
Patent starch, 1-lb. fancy, 28 lb. 0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb. 0 05 1/2



OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4. less 5 per cent.



Per gross.
Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1-gross boxes. 10 00
Sun Paste, 5c. size, 1-gross boxes. 5 00



Syrup.
"CROWN" BRAND PERFECTED SYRUP.
Per case.
Enamelled tins, 2 doz. in case. \$3 40
Plain tins, with label—
2 lb. tins, 2 doz. in case. 1 90
5 " " " 2 35
10 " " " 2 25
20 " " " 2 10
(10 and 20 lb. tins have wire handles.)



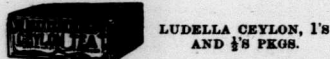
Teas.
SALADA CEYLON.
Wholesale. Retail.
Brown Label, 1's. \$0 20 \$0 25
" 1's. " 0 21 0 25
Green Label, 1's and 1/2's. 0 22 0 30
Blue Label, 1's, 1/2's and 1/4's. 0 30 0 40
Red Label, 1's and 1/2's. 0 36 0 50
Gold Label, 1's. 0 44 0 60



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed:
Black Label, 1-lb., retail at 25c. \$0 19
" 1-lb. " 0 20
Blue Label, retail at 30c. 0 22
Green Label. " 0 28
Red Label, " 50c. 0 35
Orange Label, " 60c. 0 42
Gold Label, " 80c. 0 55



Cases, each 60 1-lb. \$0 35
" 60 1/2-lb. " 0 35
" 120 1-lb. " 0 36



Blue Label, 1's. \$0 18 \$0 25
" 1/2's. " 0 19 0 25
Orange Label, 1's and 1/2's. 0 21 0 30
Brown Label, 1's and 1/2's. 0 28 0 40
Brown Label, 1's. 0 30 0 40
Green Label, 1's and 1/2's. 0 35 0 50
Red Label, 1's. 0 40 0 60

TETLEY'S INDIAN AND CEYLON TEAS.
"Elephant" Brand.
Blacks— Wholesale. Retail.
Tetley's Extra quality. \$0 65 \$1 00
" No. 1 " 0 50 0 70
" Special " 0 42 0 60
" No. 2 " 0 35 0 50
" No. 3 " 0 30 0 40
" 30c. " 0 22 0 30
" No. 4 " 0 20 0 25

These teas are packed in cases containing either 60 1-lb. packets, or 120 1/2-lb. packets, or assorted. No. 3 is also packed in cases containing 240 1/2-lb. packets.

Ceylon Greens— Wholesale. Retail.
No. 1. \$0 35 \$0 50
No. 2. " 0 30 0 40
Packed same as blacks. 0 20 0 25

"CROWN" BRAND.
Wholesale. Retail.
Red Label, 1-lb. and 1/2's. \$0 35 \$0 50
Blue Label, 1-lb. and 1/2's. 0 28 0 40
Green Label, 1-lb. 0 19 0 25
Green Label, 1/2's. 0 20 0 25
Japan, 1's. 0 19 0 25

E. D. MARCEAU, Montreal.
Japan Teas—
"Condor" I 40-lb. boxes. \$0 42
" II 40-lb. boxes. 0 40
" III 80-lb. " 0 37
EMD AAA Japan, 40 lb " at. 0 35
AA 40 " " 0 32 1/2
Blue Jay, basket fired Japan, 70 lbs., 0 30

"Condor" IV 80-lb. " 0 43
" V 80-lb. " 0 30
" XXXX 80-lb. boxes. 0 25
" XXXX 80-lb. " 0 26
" XXX 80-lb. " 0 23 1/2
" XXX 80-lb. " 0 23
" XX 80-lb. " 0 21
" LX 60-lb. per case, lead packets (25 1's and 70 1/2's) 30

Black Teas—"Nectar" in lead packets
Green Label. retails 0 25 at 0 20
Chocolate Label. " 0 35 at 0 25
Blue Label. " 0 50 at 0 36
Maroon Label. " 0 60 at 0 45
Fancy tins—Chocolate, 1-lb. 0 42 1/2
" —Blue, 1-lb. 0 42 1/2
" —Maroon, 1-lb. 0 50
" —Maroon, 1-lb. 1 50

"Condor" Ceylon black teas in lead packets
Green Label, 1/2's, 1/4's and 1's. 60-lb. cases. retail 0 25 at 0 20
Grey Label, 1/2's, 1/4's and 1's. 60-lb. cases. retail 0 30 at 0 23
Yellow Label, 1/2's and 1's. 60-lb. cases. retail 0 35 at 0 26
Blue Label, 1/2's, 1/4's and 1's. 60-lb. cases. retail 0 40 at 0 30
Red Label, 1/2's, 1/4's and 1's. 60-lb. cases. retail 0 50 at 0 34
White Label, 1/2's, 1/4's and 1's. 60-lb. cases. retail 0 60 at 0 40

Black Teas "Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.
No. 1. per lb. 0 35
No. 2. " 0 30
No. 3. " 0 25
No. 4. " 0 20
No. 5. " 0 17 1/2

LIPTON'S TEA (in packages). Per lb.
No. 1, cases 50 lb., (50 1-lb. packages. \$0 35
" 25 1-lb. " 0 34
No. 1, cases 50 lb., in 5-lb. tins. 0 35
No. 2, cases 50 lb., (50 1-lb. packages. 0 29
" 25 1-lb. " 0 28
No. 1, cases 50 lb., in 5-lb. tins. 0 29
No. 3, cases 50 lb., (50 1-lb. packages. 0 23
" 25 1-lb. " 0 22
No. 3, cases 50 lb., in 5-lb. tins. 0 23
Green Ceylon, No. 1, (50 1-lb. packages. 0 35
" 25 1-lb. " 0 34
Green Ceylon, No. 2, (50 1-lb. packages. 0 29
" 25 1-lb. " 0 28

Tobacco.
THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 3/4's, 5's, and 10's. \$0 39
" Amber, 8's, and 3's. 0 60
Chewing—Stag, bars, 10oz. 0 43
" Bobs, 5's, and 11's. 0 44
" 10oz. bars, 6's. 0 44
" Currency, 12 oz. bars, 12's. 0 47
" 6's, and 12's. 0 47
" Old Fox, narrow, 12's. 0 47
" Snowflake, 14oz. bars, sp'd 6's. 0 51
" Pay Roll, 7's and 6's. 0 52
" Fair Play, 8's, and 13's. 0 53

Vinegars.
E. D. MARCEAU, Montreal. Per gal.
EMD, pure distilled, highest quality. \$0 30
Condor, pure distilled. 0 25
Old Crow. 0 20
Special prices to buyers of large quantities
JOHN HOPE & CO., Montreal.
Sir Robert Burnett & Co.'s English Malt Vinegar. 0 60

GRIMBLE'S MALT.
Bulk, 1-casks, 25 gals. \$5 45 \$10 95
casks, 60 " 10 25 22 40
Bottles, cases, 3 doz. 3 25 4 40

Washing Powder.
FAIRBANK'S GOLD DUST.
Five cases assorted—
24 25c. packages. \$4 65
100 10c. " 7 80
100 5c. " 3 90
Freight prepaid.

Cane's Woodenware.
UNITED FACTORIES, LIMITED.
Per doz.
Washboards, Victor. \$1 35
" Crown. 1 45
" Improved Globe. 1 60
" Standard Globe. 1 70
" Original Solid Globe. 2 00
" Superior Std. Bk. Globe. 2 15
" Jubilee. 2 10
" Pony. 0 95
Dominion King (glass). 3 10
Tubs, No. 0. 10 50
" 1. 8 50
" 2. 7 50
" 3. 6 50
Pails, No. 1, 2 hoops. 1 75
" 1 90

Yeast.
Royal yeast, 3 doz. 5c. pkgs. in case. \$1 00
Gillett's cream yeast, 3 doz. 1 00
Jersey cream yeast cake, 3 doz. 5c. 1 00
Victoria " 3 doz. 5c. 1 00
" " 3 doz. 10c. 1 80