

PUBLISHED EVERY FRIDAY

CIRCULATES IN EVERY PROVINCE

THE CANADIAN GROCER

AND GENERAL STOREKEEPER

SELL ONLY THE BEST!

In Competition with the World we have received the

Highest Awards Made . . .

These substantiate our claim that : : : :

Colman's Mustard

IS THE BEST IN THE WORLD

CARR & CO.'S BISCUITS



Do you want a fancy line of Biscuits, something different from the **Man across the way?**

We will bring you out an assorted case. State your requirements and we will give prices and terms.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

20th Century Account Keeping

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



If a Man Wants Credit

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

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

ALLISON COUPON CO., Makers,
Indianapolis, Indiana.

Symington's

"Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

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

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,
EDINBURGH and LONDON.

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

Rotary
Smoked Beef Shaver
with Patented
Self-Sharpening Device



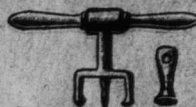
No. 125, 2 Blades, \$20.00
No. 129, 1 Blade, 30.00

Self-Priming and
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

"ENTERPRISE"

Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H. P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

GRINDING CAPACITY

FAST SPEED

Granulating 3 pounds of Coffee per minute

SLOW SPEED

Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper
4 lbs. of Coffee

PRICE ON APPLICATION

The Enterprise Manufacturing Co. of Pa.
Philadelphia, Pa., U. S. A.

Maypole Soap Washes and Dyes.

We've told you before, but it will bear repeating, of the thousands of grocers who have a little sign hung up in a prominent place in their store which reads, "We sell Maypole Soap, the famous English Home Dye. It washes and dyes at one operation. The colors are fast and very brilliant."

If you once catch a woman's eye with a sign like that you'll make a quick sale that will lead to a *steady* sale for Maypole Soap. Put up the sign—don't wait for your competitor to do it. Put it up to-day. *Act.* If you wait until the spirit moves you, *you'll wait too long.*

The many different ways in which that "totally different" Cereal Breakfast Food, "Wheat Marrow" can be used, puts it in a class by itself. Nothing can take its place, because nothing is just like it. It is more quickly prepared for the table than any other Cereal Food and in a greater number of ways. *And, too, it is sterilised.*

For frying fish, oysters, etc., and for thickening soups, tomatoes and the like, it is better than cracker crumbs. It is a quick seller, because it is so "totally different."

"Wheat Marrow" is a Quick Seller.

Arthur P. Tippet & Co.,

Agents for the above,

8 Place Royale, Montreal.

23 Scott Street, Toronto.

GOLD SOAP

◆◆◆

The most highly advertised laundry soap in Canada—write for prices to Gold Soap, Toronto.

"Puffs of Profit."

Every puff a man takes of Payne's Cigars strengthens the friendship between him and your store. It pays to sell Payne's Cigars. I can save you money if you'll only give me the chance and let me send you a trial order of a thousand or more.

I can give you better quality (and quality that never varies) for less money than you have ever paid before. This is a pretty bold statement to make, but I can back it up if you'll only send in for that trial order. I'll pay the freight on it, too. Money back if not satisfied.

J. BRUCE PAYNE, Cigar Mfr.,
Granby, Que.

"Sterling" Brand Pickles

—Are the
—good
—selling
—kind.

The reason is in the good and even quality of these pickles. They must all pass careful inspection before being put out as stock for the trade.

—Made in Canada's
—largest pickle fac-
—tory—of best grown
—Canadian vege-
—tables, by skilled
—workpeople.

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

JUST PURE and PLAIN

Do you think we are making a mistake in telling you to tell your customers that Tillson's Buckwheat Flour is simply pure and plain buckwheat flour, and nothing more? You tell them and we will take the chances. People are growing weary of those boomed mixtures and concoctions which were to put the real article on the back shelf. But the demand for an unmixed article is a good indication that there are many people who are not deceived. When they want Buckwheat Flour they want it pure. It is made by Tillsons that way only. If you haven't it in stock, now is the time you should.

The Tillson Co., Limited
TILSONBURG, ONT.

T. Mont. Office



A Japanese Tea-House Garden.

The progressive grocer of to-day does not consider his stock complete without

JAPAN TEA

JAPAN TEA

No other tea on the market is so popular or as profitable for the dealer to handle. It has won and maintained a world-wide reputation, and is sold on its merits by every progressive grocer in Canada and the United States.

JAPAN CENTRAL TEA TRADERS' ASSOCIATION.

Trafalgar Chambers, Sun Life Building.

Annex.

Tel. Main 4142. MONTREAL, CANADA.



IMPERIAL BRAND MAPLE SYRUP

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

Imperial Maple Syrup Co., Limited

88 Grey Nun Street, MONTREAL.

Sole Selling Agents, Rose & Laflamme, Montreal.

THERE ARE ANY NUMBER OF REASONS WHY YOU SHOULD ALWAYS HANDLE THE CELEBRATED

IVORY GLOSS STARCH

BUT THE BEST REASON WHY IT IS TO THE BEST INTEREST OF EVERY GROCER TO SELL AND RECOMMEND IT IS BECAUSE STARCH-USERS CONSIDER IT

THE BEST

Manufactured by

The St. Lawrence Starch Co.
Limited

Port Credit, Ont.

Our New Building.

Before moving we wish to sell out all lines other than food products. We offer our blacking machinery, recipes and all information cheaply, and it cost us thousands to acquire. A first-class chance for an energetic young fellow. Pure Gold Blacking was the best, ask any grocer if this is not so.

Pure Gold Co., Toronto

Handsome Lithographed Tins.

Not ordinary everyday tins—but something really attractive. We have decided to send out our standard blends of Fine Ceylon and Indian Teas in these tins, 25 lbs., 35 lbs. and 50 lbs. The same high-grade quality characterizes the blends: "The 400 Select," "Morning Luxury," "Imperial," "Russian," and "Globe." They show a snug profit to the retailer while the tins add to the attractiveness of the store.

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



THE DOMINION BREWERY CO., LIMITED
Brewers and Maltsters
TORONTO

Manufacturers of the Celebrated

WHITE LABEL ALE

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

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

WM. ROSS, Manager.



"JUST OUT."



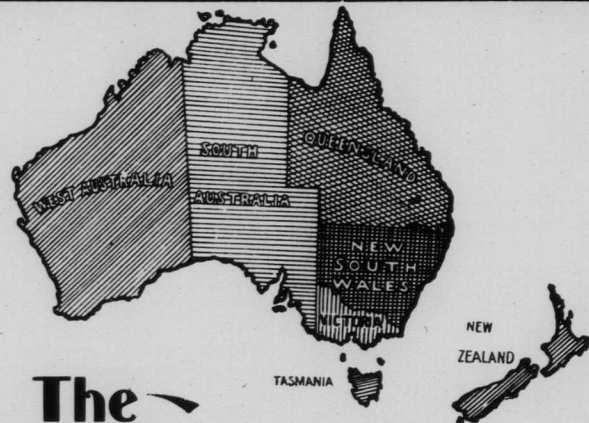
Don't be obliged to use the above chestnut regarding

Paterson's Sauce.

Rose & Laflamme,

Agents,

MONTREAL.



The Australasian Grocer

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

Subscription \$2.50 per Ann.

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

PUBLISHING OFFICES:
Melbourne, - - - Fink's Buildings.
Sydney, - - - Post Office Chambers.
AMERICAN OFFICES:
New York, - - - Park Row Building.
BRITISH OFFICES:
London, - - - 42 Cannon St., E.C.
Specimen Copies Free on Application.

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THE ADVERTISING ARENA.

Hints and Ideas for Business Men.

Mail Orders.

A GOOD paying mail order business is appreciated most by the fellow who had to work hardest to establish it. You never saw a summer snap that was satisfactory after the thermometer had tumbled 20 degrees.

The mail order man's ad. is his fortune.

Little conscience or no conscience at all has no place in the mail order business.

There are but two kinds of ads. The one takes money out of your till; the other puts money in.

Don't get discouraged in your advertising. Success comes in a way and at a time we little dream of.

Don't write a misleading ad. The fellow who buys a chestnut horse is not going to be satisfied with a horse chestnut.

The good reputation of a mail order man is worth more to him than a degree of Doctor of Divinity from a State university.

The line between failure and success is so closely drawn that mail order men frequently do not know which side they are on.

If you want to succeed in the mail order business, scheme! scheme! all the time. Out scheme the other fellow is the only safe way.

If some mail order men would spend as much time and exercise, as much care in writing their ads. as they did in writing their first love letter, the failures in the business would be reduced one half.—Jabs.

The Time to Advertise.

When the grain has all been gathered,
When the harvest is all through,
When the husbandman and family
Have not a thing to do
But sit around the fire
And read and talk about
The many things they have to buy
That can't be done without;
Oh, that's the time of all the year
A man should advertise—
When the frost is on the pumpkin,
And the pumpkin's in the pies.

—Jabs.

The Most Important Advertising.

Somebody has said that trade journal advertising as a class is the most important of all advertising.

Somebody struck it pretty nearly right.

This sad state of affairs cannot generally be laid at the door of the trade paper pub-

lisher. This scion of the shears and pen is generally anxious for his clients to furnish good copy.

It wasn't a hundred years ago that publishers deprecated generally the frequent changes of ads. They have had their eyes opened for quite a spell now. They realize that an advertisement must be fresh and newsy, like the rest of the journal. They have come to learn that the advertiser who sticks to them is the advertiser whose returns are satisfactory. They have sense enough to delve behind the whys of things and realize that the advertiser who gets returns is the advertiser who advertises.

And the advertiser who advertises well is the advertiser who changes his ads. every issue, unless (and it is a rare instance) he has evolved some peculiarly bright and particularly strong drawing card.

Even then it will lose a good share of its effectiveness after being run twice.

Besides this, its moral effect on the bulk of readers is bad.

For instance: There are large classes of people who take trade journals, and if they take them they look through them. It would be a rarity to find a dealer who looks through the editorial and news columns of his trade journal who does not look through the advertising pages.

He learns that Peter Jones & Co.'s ads. are always attractive and entertaining, and, as he turn over his pages every week or every month, he stops at Peter Jones & Co.'s say-so.

Should he find this week the same story that he read last week and the week before, it is a shock to him and a disappointment, and he is very apt to lose faith in Peter Jones & Co.'s advertisement—or at least lose interest.

Besides, he naturally gets the notion into his head that Peter Jones & Co. are going to tell the same story over and over indefinitely. This is all the more true of the man who has not made a particular note of Peter Jones & Co.'s advertising, but who has read it because it caught his eye and appealed to his reason, but who, as stated before, has never made any particular note of Peter Jones & Co.'s advertising.

One or two experiences like this will keep him away from these ads.

This is not only true of the reading mat-

ter, but even more so of the designs used for display.

This part of the work is first seen of all. That is its object.

The reader who notices your advertisement on account of its display design this week is, of course, impressed with it, else he would not have noticed it.

Next week, if he runs up against the same thing, he imagines it is the same all the way through, reading and everything, and he has no particular longing to review it.

There is nothing like keeping advertising green. It can be made just as newsy as the news column. It can be made more newsy for the pure and simple reason that it strikes the dealer right close to his heart—his own business.

It means dollars and cents to him. It means just exactly what he is in business to get.

If you tell a dealer that you can help him and furnish him a better line of goods for less money, or in which there is more profit for him, and if you make him believe it, you will interest him.

He can be made to believe it if he is kept after persistently enough and given good hard nuts of wisdom to ponder on. That can never be done by general statements and outlandish claims and high-sounding words and such doddering rot which the trade papers are about 90 per cent. full of, and which is the fault, first, last and all the time of the advertisers themselves.

A man who has accumulated enough worldly wisdom to accumulate enough coin of the realm to surround himself with a stock of goods is a man generally who likes common sense.

He isn't very sentimental or poetical. He is hard business. There isn't a great deal of difference between a farmer and a country merchant. One is usually the outcome of the other. One is horny-handed and the other is horny-brained. Such a dealer is not affected to any alarming extent by bare, bald statements. What strikes him is a pointed argument—pointed at both ends.

The sooner manufacturers and jobbers and wholesalers realize this and will quit soaring to heaven the minute they get a pencil in their clutches to write out their

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

IN
CAKES
WELL KNOWN AND RELIABLE

IN
TINS
GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

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

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

MORSE BROS., Proprietors, Canton, Mass.

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

advertisements, the sooner trade paper advertising will increase its effulgence several candle-powers for good.

Which means that it will increase the advertiser's wherewithal several tinkling dollars.

It is almost enough to give one goose pimples to run through the pages of the trade papers and see the good, costly, liberal spaces which are filled with mostly just about nothingness.

Would it not be more to the point and a better investment for the advertiser who has not the time or the inclination to prepare proper copy to put a little money into this part of the work alongside of the money he puts into the space itself?

Good copy and good space are inseparable for good. Divided, the whole thing falls. As a usual thing, good copy costs less than space. Generally it costs very much less.

But where a \$100 space is not worth \$1 if it lacks good copy, an additional outlay of from \$10 to \$25 to procure good copy will increase the worth of the space not only to what it actually cost, but more, and make it a gilt edge paying investment.

Where is the philosophy of doing otherwise, unless the advertiser has a combination of the two—good space and good talk?—Current Advertising.

How to Judiciously Distribute.

An enormous amount of money is annually wasted through the injudicious distribution of advertising matter. This is true in many lines of publicity, from the unpretentious and annoying handbill of the country grocer to the elegantly-printed and expensive booklet or catalogue of the manufacturer and the manufacturer's agent. In many cases this waste is brought about through carelessness—in more cases it is a direct result of ignorance.

To begin at the bottom. The handbill, or "dodger," as it is more familiarly

known, is practically a dead loss to the advertiser. From a business point of view there is absolutely nothing to it. People don't have time to read this kind of stuff, and even if they did there is nothing about a black and white piece of common paper to catch the eye, and granting that even if the attention were attracted there is ordinarily nothing in the character of the reading matter calculated to interest the reader. The handbill is a dead failure—that's flat.

Now, to leave the retail man and his ideas.

The expensively - designed and handsomely - executed folder and booklet so much in vogue at present is frequently distributed in a reckless and unprofitable manner. There are firms to-day who put a whole lot of money in this class of work without having any fixed or definite plan as to the distribution of the same. It would appear that, upon the delivery of this booklet or folder in question by the printer, all interest in the placing thereof ceases.

Lists are an unknown quantity to the careless advertiser, or even if such lists are used they are worked over indiscriminately without regard as to whether this person or that person will be in any way interested in the goods exploited. It is too often a case of "get 'em off as quickly as possible and have done with it."

When it comes to a matter of dollars and cents this carelessness or ignorance is bound to cost somebody dear. Just supposing, for instance, that a firm sends out 20,000 booklets costing 5c. each. Of this number, say, 5,000 are wasted by injudicious distribution. It's simply a case of \$250 gone to the everlasting bow-wows, not counting postage.

Now, don't think this is painting the matter in colors too strong. Cases such as the above do exist, as the writer will affirm with positive knowledge to back him up.

Books, booklets, folders and other advertising novelties can and will prove an

impetus to business if distributed with a proper amount of care and consideration; otherwise, this publicity scheme will be as futile as the endeavors of a man who tries to empty a tub of water through the use of a coarse-mesh coal screen.

There is just as much virtue in an intelligently-made up list as there is in the quality of the advertising matter sent out. An advertisement sent to one promising customer is worth 20 received by the wastebasket, because-not-in-my-line type.—Ad. Sense.

How to Do It.

Bright ideas in advertising or in other lines do not come merely as "inspirations," remarks an exchange. They come with hard work more often; with application and continued application. The man who keeps at advertising sends out the best ads, always, not the occasional writer who picks up tablet and pencil, announcing mentally to himself: "Now I'll write a regular stunner."

As you look over the field who are the men distinguished by brilliant advertisements? They are the firms who work at it daily—whose names and goods hold the public eye every hour of the day. You can name them at once.

Keep at it. That's the motto for steady as well as brilliant work.

Lacking Nerve.

Many new advertisers are lacking in nerve, says a contemporary: They won't keep at it long enough. (All the better for the bulldog fellow who hangs on.) The public is a big thing. It is hard to stir up. It moves slowly sometimes, wants to get acquainted first. Likes to deal with well-known people. The only way to get acquainted and become well known is to keep on advertising. The first investment may not pay at once, but, like the foundation of a house, it is necessary even if it is

AN ENQUIRY

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

“R.T.S.”

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

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

Jersey Cream Yeast Cakes are the Winners.

We are constantly receiving letters, and the following is from one of the most prominent grocery firms in Ontario East, where we have not advertised **Jersey Cream** :

Gentlemen,—Your favor of the 20th inst. to hand and noted. We received the two boxes of J.C. Yeast all O.K. We do not think they will be too much for us, as they are going fast. We have been baking bread in our own home with J. C. Yeast since we first got it from you, and it proved so good, makes such light, nice bread, that we have been putting our personal experience behind the Jersey Cream Yeast, which makes it go all right. We enclose a card which we have just received, which speaks for itself. Kindly let us hear from you in regard to it at once. We wish you a happy and prosperous New Year. Yours, truly,

Do not be bluffed, Gentlemen. Remember, Jersey Cream Yeast Cakes are made in Canada—the profits remain in Canada.

LUMSDEN BROS.

82, 84, 86 McNab Street, HAMILTON.

9 Front Street East, TORONTO.

Our Brands of Brooms are :

“STANDARD,”

“SIGNAL.”

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

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

JAMES TURNER & CO.

Wholesale Grocers,

HAMILTON, ONT.

Brooms**Brooms****Brooms**

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

25, 30 and 35 cts.

SEE OUR SAMPLES BEFORE BUYING.

THOS. KINNEAR & CO.

Wholesale Grocers,

49 Front St. East, TORONTO.

underground. When additional storey appear the house is a landmark, and not until then.—Agricultural Advertising.

The Hard-to-Get Customer.

Some advertisers stop short of the reader who is hard to convince, aiming their ads. and follow-up literature at the susceptible souls who are open to conviction, says Printers' Ink: But the reader who is hardest to transform into a customer is usually best worth going after. Not only will he make the staunchest customer, once he has been brought to book, but he will carry weight with his neighbors. He is almost invariably an arbiter of opinions in his community, and what he thinks or says is of more importance than what is said or thought by the fickle.

Signs and Sayings for Advertisers.

A much-talked-of store.
Our patrons wear smiles.
Values that are revelations.
Our goods are this year's vintage.
Nothing worth having is not here.
Each day here is "bargain day."
Our low prices bring you back.
Every shelf teems with bargains.
Perfect service promptly rendered.

We expand values and condense prices. Telephone us for what you forget.

We don't promise the earth for a nickel. Our method of selling invites you back. We are here to think of your interests.

Your coming merely to look pleases us. Cross the street first; then come here.

Our clerks are here to assist, not to insist. You don't wait here—you're waited upon.

What you buy thoughtfully we buy back. The goodness of our goods goes without saying.

Incomparable values at unmatched figures.

"Spoils from every clime" are congregated here.

Our clerks serve us well by serving you well.

It pleases us to say that we are here to please.

We couldn't afford to give you a bad bargain.

To see our goods is a "liberal education" in trade.

Our customers are our talking advertisements.

Not what we say, but what we do, advertises us.

Your "good-bye" means a return to buy and buy.

There are other stores besides, but not beyond us.

Our customers come in hopefully, and leave satisfied.

SPECIAL CARS FOR B.C. FRUIT.

New fruit cars are to be used by The Dominion Express Co. for carrying fruit from British Columbia to points east. One of these cars was in Vancouver recently. The car, as explained by The Province, is a full-length express car, and is divided into three compartments. The distinctive principle on which it is operated is that of a sort of hurricane circulation of outside air. The top of the car is occupied by rows of wooden flues so arranged that they automatically face into the wind and catch the current of air created by the moving of the train.

The crates of fruit are piled in the car on a raised perforated floor, under which the air currents are passed, and in this way the fruit is kept as airy, and the ventilation is practically as good, as if the apples or peaches, or whatever the fruit may be, were still on the trees. The car requires no ice, and this method of handling is very economical, costing growers only 10c. per 100 lb. more than ordinary express shipments.

**The Surest Foundation**

of a good business is a combination of good stock and business judgment. Both these points are exercised by the grocer who handles

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

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



DON'T FORGET that we are headquarters for

INDIAN, JAPAN, YOUNG HYSON TEAS

See our travellers. Now is the time to buy.

THE DAVIDSON & HAY, LIMITED

36 Yonge St.

Toronto.

A MONTREALER'S OPINION.

MR. W. A. MAGOR, of the firm of John Magor & Son, wholesale flour merchants, Montreal, proprietors of Magor's "Delicious" Patent Flour, recently wrote a very interesting letter to *The Montreal Herald* expressing his opinion as to what terms should be given the Boers in order to bring the elongated war in South Africa to a termination. Mr. Magor, we might mention, is thoroughly posted on trade relations with South Africa, doing a very large business in flour in that far-away land, and is continuously in communication with their representative out there. We produce his letter word for word as published in *The Herald*:

Editor Herald:

Sir,—It might be interesting to have an expression of opinion from your readers as to how they think the war in South Africa should be ended. As one of your readers, for my part, I would say to the Boers: As you apparently have no desire to come into our Government, well and good; the war was planned and brought on by yourselves, therefore, in the first place, the cost of the war must be paid by you. We have, as far as it is within the means of warfare to do, conquered the country, and will go further if compelled to, unless the remaining Boers fighting against us come forward and, like honest men, agree either to come into our Government or choose one for themselves distinctly apart from us, for which purpose we will grant them a tract of land in extent and location such as we may deem advisable, or as the situation may demand.

In the second place, I would give them to understand that we don't wish to compel anyone to join us unless they so choose, and if they prefer their own rule, we will not hinder them from having it,

provided it is kept to themselves, and British subjects, wherever they may be, are respected and have equal rights in their country the same as their own would have in ours.

As I understand, it was the Boers' malicious treatment of the Englishman that aroused the indignation of our Government at Home, which eventually compelled England to assert her rights and claim justice for her subjects at the hands of the Boers. If their intention, which they had been planning for years, of driving England and her army into the sea, had not taken possession of them to the exclusion of all moral or sober reasoning, this war would never have happened. Therefore, whatever conclusion the situation brings us to, it must be made plain to the Boers that a repetition of past offences must never be tolerated, and accordingly guarded against in any terms of settlement which we may choose to make.

I think some of your readers' views on the subject would be very interesting, as it is a subject affecting every British subject, and it is time the war should be ended.

Yours, etc.,

Montreal, January 3.

W. A. MAGOR.

On Monday evening, December 30, George Brown, of Brown Bros., who conduct one of the largest retail meat and fish stores in Montreal, died in the Montreal gaol. He was arrested and taken there on a charge of stealing from the slope of Mount Royal a tree which was found in front of his store. Brown denied this, and when arrested refused to give bail necessitating him going to gaol where he determined to remain till his trial came off on January 4. But this was too much for him and occasioned his death. The verdict at the coroner's inquest was given in accordance with these facts.

TRADE CHAT.

J. LANIGAN & COMPANY, general merchants, Woodstock, Ont., assigned to Chester E. T. Fitzgerald, of Clute, Macdonald, Mackintosh & McCrimmon, of Toronto. The liabilities are over \$15,000, while the assets are about \$20,000. There are about half a dozen Toronto creditors interested. This assignment has been under consideration for some time.

Stan. Hinds, Barrie, Ont., has gone to Sudbury to manage a wholesale grocery there.

W. Stewart, tea merchant, has moved into Maxwell, Ont., occupying the Wm. McLean residence there.

H. Carter, cheesemaker, has purchased the factory of The Wampose Cheese and Butter Co., Bongard's Corners, Ont.

A. L. Bond, who has carried on a confectionery business at Dauphin, Man., has assigned for the benefit of his creditors.

Messrs. Solomon, of Brighton, Ont., have 19 acres of apple orchard. In 1900 their apple crop was 2,200 barrels, which sold for \$4,900. During the last eight years \$25,000 has been received from the sale of apples grown in this orchard, which, it is needless to say, has been well taken care of.



It's a good thing that people are beginning to recognize the fact that because an article is expensive it's not necessarily the best. Why purchase other goods when you can buy

UPTON'S JAMS, JELLIES and MARMALADE

at a less cost?

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

Selling Agents,

51 Colborne Street, TORONTO

TRADE IN COUNTRIES OTHER THAN OUR OWN.

SPEAKING of the Valencia raisin situation in London, Eng., an exchange says: "Valencia raisins have sold with unusual freedom, and prices are well maintained for all grades. Stocks of medium and fine fruit are nearly all gone, and if the latest arrivals represent the fruit remaining in Spain, it cannot be replaced, and holders of this description of fruit will probably obtain an improvement on present values for the small quantity remaining after the festive season is over."

PACKERS AND THEIR TAXES.

The Union Stock Yards Co., of Omaha, Neb., and the packers there have received statements from the city treasurer, showing the amount of their taxes under the 1901 city levy. The five packers and The Stock Yards Co. will pay about 30 per cent. of the entire city taxes. The amount that each will pay is: Armour, \$6,278; Cudahy, \$6,003; Omaha, \$2,396; Hammond, \$2,185; Swilt, \$1,952; Union Stock Yards Company, \$8,000.

HOG PRODUCTS IN THE UNITED STATES.

(From The National Provisioner.)

Perhaps the only poor point about the market is that now essentially everybody has bullish ideas over the future of the markets; in the long run, usually, interest develops spasmodically against that sentiment with the temptation of leaders to take profits and to get the stuff back upon a cheaper basis. The markets which had been steadily advancing up to Monday of this week were set down upon hard on Tuesday, when the leading "long" interests began spilling out pork, lard and ribs, and for which sharp declines in price were made; this temper to upset prices was occasioned more by the desire to take in the large hog supplies for that day, and probably with the feeling that more of the stuff could be bought back at a lower price than disposed of to break the prices of the swine; the added advantage would come on the future market for it. As Wednesday was a holiday, Tuesday's receipts of hogs proved large enough to keep the packers on the "bear" side of the products; both hogs and products were then early in the day substantially lower; reactions followed. There was just enough stuff put out by leading "long" interests to keep the market easy; efforts of commission houses and outsiders to counteract the sentiment were not particularly general, however, that it is realized that these sources are on the "bull" side for the long pull. The highest prices of the crop had been reached in the previous week. Our opinion has been expressed that the high prices came too soon; there are too many hogs back in the country as yet to expect settled firmness over prices for the products. Very shortly, however, supplies of hogs should fall off materially. A moderate number of heavy hogs in the supplies has been the feature again this week. The shortened lard production is apparent, while the gain in stocks of general products at the west for last month, after the enormous hog packing, is much less than ordinarily for December. The average weight of the hogs in the previous week's receipts in Chicago was only 196 lb., and which is fully 35 lb. less than in

the corresponding week of last year. That the loss of production must be a significant factor ultimately goes without saying.

Moreover, there must soon be quickened cash demands for the product. Europe has been holding off over large trading for some time, as restrained by the feverish conditions here, as well as by the holiday period; it holds materially less than ordinary stocks and however unwilling it may be to contract largely ahead, yet it should be a steady buyer. Then, again, our home consumption, which is really of most importance, has awaited the turn of the year for liberal resupplying.

THE SITUATION IN CURRANTS.

The demand for currants during the week has been disappointing, and the rise of the previous week has barely been maintained; but, as the parcels offering below market quotations have not been numerous, it is hardly correct to quote the market lower. Up to the end of the present month the entire shipments made and provided for from Greece amounted to 98,000 tons, leaving from 20,000 to 30,000 tons yet to be disposed of. The shipments are undoubtedly heavy, and the quantity remaining small for the requirements of the next nine months. At the same time, prices are above the average obtained for crops in former years of the same dimensions, and are at a level which only just permits of popular retail prices, and any further improvement would instantly bring about an indifferent attitude amongst the retail buyers, which former experience has shown to be a very unfortunate state of things for all concerned. The shipments to the United Kingdom have been nearly half the entire exports from Greece, and include about 2,000 tons in December for London, which will be a large addition to present stocks.—Produce Markets' Review, December 21.

COLOMBO TEA MARKET.

Odell & Co., Colombo, Ceylon, under date of November 30, say: "The market remains very firm for common to medium leaf teas, especially for pekoes. Broken pekoes of all kinds have been in less demand and sold at easier rates all round. The quality continues poor. Shipments to the United Kingdom for November are 6½ millions, and we estimate shipments for December at 10¼ millions. The Chamber of Commerce quote shipments from January 1 to November 25, 1901:

	lb.—1901.	lb.—1900.
London.....	90,848,578	98,781,869
Germany.....	489,712	304,843
Russia.....	8,779,508	8,008,581
Other Countries in Europe..	421,311	428,872
Australia.....	18,931,401	15,127,670
America.....	2,473,247	3,704,595
China.....	2,559,729	1,093,891
Africa.....	299,789	202,580
Other Countries.....	1,497,287	1,244,196

Total,.....126,300,592 128,897,097

COFFEE MARKET IN BRAZIL.

The United States Consul at Rio de Janeiro, Brazil, under date of November 12, writes as follows:

"The coffee trade of Brazil is undergoing a very healthy change. Forced by small profits, dealers and planters are combining against the unnecessary ex-

penses with which the trade has heretofore been encumbered—hardly noticeable when profits were enormous, but very onerous since the conditions of the market have become precarious through overproduction.

"Heretofore the planters shipped their coffee to the 'commissarios,' on whom they were more or less dependent financially, and the 'commissarios' supplied the wholesale dealers, who in turn sold to the exporters.

"The tendency is toward the abolition of the middlemen. The principal exporters have already commenced to deal with the planters directly, thus saving expense, time, and friction, and benefiting producer and consumer.

"American firms, which heretofore have had to deal with privileged warehouses, have recently acquired abundant storage facilities with water front and dock privileges, whereby the hauling and docking expenses have been considerably diminished.

"Reports have to-day been cabled by reliable houses to the United States and Europe that the growing coffee crop (to be marketed after July 1, 1902), has been badly damaged by drought. They estimate the probable yield of the present crop at 7,500,000 bags—2,500,000 Rio; 4,000,000 Santos, and about 1,000,000 for the various other ports—about half the quantity of this year's harvest. There is hardly any doubt that these reports correspond with the facts. More detailed figures will be obtained about the commencement of December, when the Association of Factors (composed of the principal 'commissarios' and wholesale dealers of Brazil), will meet and compare notes.

"Coffee prices have, in the last few days, taken a sharp upward turn, and speculators have profited extensively by the situation thus created.

"As, on account of the overproduction of recent years, a large surplus of coffee is stored in the principal markets of the world, it is doubtful whether a considerable advance in the medium grades of coffee can be maintained."

CANNED GOODS IN ENGLAND.

The demand during the past week has been quite of a hand-to-mouth character; at the same time the market in one or two instances is exceptionally firm, owing to the small available stocks on the spot. The business done in salmon during the past three months has been considerably above the average for the time of the year; and as stocks in dealers' hands have been considerably reduced, it would not be surprising to see a slight advance in prices before the new pack arrives in March or February at the earliest. The export demand for lobsters still continues good, but the quality of reliable packed goods is now on a very limited scale. Sardines, although in an exceptionally strong position, are slow of sale, and it is very improbable that the bargains which buyers are able at the present time to pick up will be repeated in the new year. Meats are strong although the demand is small, and there is every probability, owing to small stocks, of a further advance. Ox tongues are in better request and it is evident that the lowest prices have been reached. During the last few days some remarkably cheap parcels in lunch tongues have been on offer which should help considerably to increase the sale of this

Royal Baking Powder

ABSOLUTELY PURE

A high-class cream of tartar baking powder, used by the most careful housewives, and the best and most profitable baking powder to use or sell. "Royal" affords a good profit to the dealer, and its lively sale adds to the reputation of any store.

The United States Government when advertising for baking powders rejects alum powders in toto or at any price, because of their unhealthfulness. Yet makers of these powders will be found in almost every town urging their sale. Alum powders are a discredit to any grocer who takes them in stock.

ROYAL BAKING POWDER CO., 100 WILLIAM ST., NEW YORK.

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already popular article. There is rather a better inquiry for Californian fruits, especially for peaches, which are in limited supply, and the market is somewhat firmer. Gallon apples are again rather dearer, and it is now very difficult to obtain a supply on the spot from first hands.—Produce Markets' Review.

CANNED GOODS IN THE UNITED STATES.

In productive lines, the commercial reports state that almost everything that has quotable value is higher at the close of the year than at the beginning, and this is equally true in respect to stocks, with only very few exceptions in the immense list.

In canned goods it is true in almost every line. Thus in apples No. 3 standards are quoted now at 80 to 85c. as against 55c. one year ago. In all lines of small fruits, such as berries, the prices are considerably higher than they were during January of last year, and the supply is almost entirely exhausted at present. In corn, however, the quotations are almost exactly the same as they were one year ago; a reference to figures ruling at that time showing No. 2 moist pack was quoted at 62½ to 65c. cash and 65 to 70c., regular dry packing being quoted at 65 to 70c.; present quotations on corn are 60 to 62½c. cash for standards; 65 to 67½c. for choice, and 67½ to 75c. for dry pack. These figures, in all cases, of course, apply to quotations in this market. Strange to say in Cove oysters prices are lower now than they were one year ago, quotations at present being 10 oz., \$1.45; 8 oz., \$1.30; 5 oz., 75c., and 4 oz., 70c. At the same date last January the quotations were, respectively, 10 oz., \$1.60; 8 oz., \$1.40; 5 oz., 85 to 90c., and 4 oz., 80c.

In peas there is a decided decline at the present time. * * * In tomatoes, of course, there is a decided difference between the quotations of the two eras. No. 3 standards are quoted at present in the Baltimore market at \$1.15 to \$1.25 for this year as against the regular quotations of 70c. in the first week of last January, the market, however, indicating at that time a probable rise of 72½ to 75c.; No. 3 county brands are offered here at present at \$1.12½ to \$1.15; standard No. 2 are held in this market at 85 to 95c. this year. The same were held last year at 55 to 60c.; standard gallons are strong in this market to day at \$3.50 to \$3.75; one year ago the quotations for them were \$2.10 to \$2.25.—The Trade, Baltimore, Md., January 3.

BREAKFAST AT HOME.

"Well, madam," says the head of the house, who has apparently got out of bed on the wrong side, "what have you got for breakfast this morning? Boiled eggs, eh? Seems to me you never have anything but boiled eggs. Boiled Erebus! And what else, madam, may I ask?"

"Mutton chops, my dear," said the wife, timidly.

"Mutton chops!" echoes the husband, bursting into a peal of sardonic laughter. "Mutton chops! I could have guessed it. By the jingo, madam, if ever I eat another meal inside of this house—" And jamming on his hat and slamming the door, the aggrieved man bounds down the stairs and betakes himself to the restaurant.

"What'll you have, sir?" says the

waiter politely, handing him a bill of fare.

"Ah," says the guest, having glanced over it, "let me see. Bring me two boiled eggs and a mutton chop!"—Tit-Bits.

PREPARING FOR GROCERS' "AT-HOME."

LAST Monday evening, January 6, The Toronto Retail Grocers' Association had a special meeting in St. George's Hall to prepare the way for their annual "At Home," which they decided at their last meeting to have again this year. Instead of their former room, which is now occupied by the "Young Liberals," their place of meeting has been shifted to another and neatly furnished and comfortable apartment.

As it was municipal election night, the attendance, as far as numbers went, was not quite up to the mark, but they who came were bent on business and everything proceeded without a hitch. Some delay was experienced at the opening by the absence of the President, but that was overcome by F. W. Johnston taking the chair. Edward Hawes was at his right hand and commenced by stating why the meeting had been called.

The committee, consisting of David Bell, R. Robertson and W. J. Sykes, who had undertaken the preliminary work in connection with this entertainment, were to make their report.

David Bell, in a letter, after explaining his absence, said that the hall in the Temple Building could be secured either for an evening late in January or early in February. The man who catered last year was willing to do the work again, if given the opportunity.

R. Robertson informed those interested that the caterer was willing to supply everything wanted, at a reasonable figure. The supper should be spread upstairs in the cafe, in his opinion, instead of where they had it served last year. No extra expense would be incurred and the hall below would be less hampered. The hall, he had found out, could be secured for the same figure as was paid for it last year.

Thomas Clark thought it was an opportune time to call the attention of those present to the fact that last year the food and other things supplied were not satisfactory.

It was decided to ask tenders from a number of caterers. The next meeting is to choose the man whose prices are the best. The "At Home" will be on January 29 instead of in February, the latter date, although having its advantages, being considered too close to Lent.

J. T. Schoales had a good suggestion. This was that a sweet singer should be engaged to entertain the guests between the intervals of the dances. Others heartily endorsed this and he was instructed to secure the person whom he has in view.

Music, printing, supper, and other committees were appointed. F. W. Johnston undertook to look after the furnishing of the cigars and cards. The floor managers will be R. Bailey Snow, T. Clark, R. Robertson, and J. Butcher.

Light refreshments will also be served to those in the hall, while a good substantial spread will be provided in the cafe.

The meeting adjourned about 10 p.m.

THE COFFEE QUESTION.

A CIRCULAR letter written by Leasing & Van Gulpen, Germany, after reviewing the record of receipts of coffee at Rio and Santos, and their relation to the total for years past and the present year, says:

"The great question for the coffee trade to-day is: Is the large 1901-02 crop merely a consequence of the yields of overloaded coffee trees, or is the jump from an 11,000,000 to a 13,000,000 or 14,000,000 crop the beginning of a period of larger Brazil crops, which have been enlarged by the addition of the increasing bearing capacity of new coffee plantations to the previous yields?"

"In this case we would have to expect world's crops of about 18,000,000 to 19,000,000 (?) in the next few good years. The large stocks on hand permit us to postpone answering this question for another year.

"The attempts of option speculators to force prices up and down are just as disturbing and loss-producing for the producer as for the trade. It is the good right and duty of the trade to oppose bleeding by option speculators. The trade is willing to follow a justified advance, and there would be no objections to present prices, but in the midst of enormous supplies and with the largest crop ever seen, to force a premature decrease of consumption by creating higher prices simply means to produce a bear catastrophe later on.

"If speculators again succeed in overloading the trade with stocks at advancing prices, like they succeeded in doing in 1899 and 1900 on the basis of advancing exchange on Brazilian paper currency, then there will still be enough coffee left to overthrow prices at once, without any danger of a corner, with the unlimited blank offers at their disposal, and to cover in a very profitable manner at much lower prices, as has been the practice of option dealers for many years past. If, in the interest of political economy, option business was placed under legal control and limited, then such price abuses would be excluded."

TYPES OF LETTERS OF INTRODUCTION.

A gentleman who has been in a position to employ large numbers of educated young men in Boston, New York and Philadelphia, says he has become accustomed to three distinct types of the letter of introduction.

In Boston: "Permit me to introduce Mr. Jones, who graduated in highest honors in classics and political economy at Harvard, and later took a degree at Berlin. He speaks and writes French and German, and if you employ him I am sure his learning will make his services extremely valuable to you."

In New York: "The bearer, Mr. Brown, is the young fellow who took hold of Street & Company's Chicago branch when it was so run down, a few years ago, and built it up to a hundred thousand a year. He also made a great hit as Jackson & Company's representative in London. He's a hustler, all right, and you'll make no mistake if you take him on."

In Philadelphia: "Sir: Allow me the honor to introduce Mr. Rittenhouse Penn. His grandfather on his mother's side was a colonel in the Revolution, and on his

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THE MOST DELICIOUS OF ALL CEREALS IS

“WHEAT=OS”

IT IS RICH IN NITRATES AND PHOSPHATES. ITS FLAVOR IS EXQUISITE.

PUT UP IN 2-LB. CARTONS, TO RETAIL AT 10 CTS., AND 8-LB. BAGS, TO RETAIL AT 25 CTS.

IT IS A SELLER. EVERY MAIL BRINGS US REPEAT ORDERS.

A REQUEST FOR SAMPLES AND QUOTATIONS WILL RECEIVE PROMPT ATTENTION.

THE EBY, BLAIN CO., LIMITED

SOLE SELLING AGENTS.

TORONTO.

father's side he is connected with two of the most exclusive families in our city. He is related by marriage with the Philadelphia lady who married Count Taugenichts, and his family has always lived on Spruce street. If you should see fit to employ him, I feel certain that his desirable social connections would render him of great value to you.”—Atlantic Monthly.

WHY HE HAD NOT CALLED.

Customer.—Why haven't you called upon me for that little bill I owe you?

Grocer.—Oh, I make it a rule never to ask a gentleman for money.

Customer.—Indeed! But suppose a man is indebted to you and doesn't pay?

Grocer.—Well, after a certain length of time I conclude he is not a gentleman; then I ask him.

The George E. Tuckett Tobacco Co., Hamilton, Ont., have presented one ton of tobacco to the men of the Canadian Mounted Rifles.

NEW SEASON'S MARMALADE.

The T. Upton Co., Limited, of Hamilton, are putting their new season's orange marmalade on the market. The quality is exceedingly good, the color being bright and the jelly clear and firm. The firm is this season importing its Seville oranges, from which the marmalade is made, direct from Spain via New York. Hitherto it bought them in Liverpool. The slicing of the oranges is done by a machine which was invented and patented by Mr. Upton himself, and that it is doing its work perfectly is proved by the marmalade that is now being placed upon the market.

CUTTING A WIDE SWATH.

We note by the New England press that The “Salada” Tea Co. are cutting a wide swath in those States. We see in The Boston Herald their stand-out, well-worded

advertisement on the front page; also, in The Boston Record and The Boston Traveller, Springfield Union, The Lowell Citizen, The Lowell Courier, Hartford Times, Hartford Telegram, Worcester Post, Worcester Telegram, Manchester Union, New Haven Union, New Haven Register, St. Alban's Messenger, Burlington News, Burlington Free Press, New Bedford Standard, New Bedford Mercury, The Danbury News, The Portland Express, The Providence Telegram and many others. We note that the “Salada” people are giving the same prominence to green Ceylon teas in their advertisements in those States as they do in Canada.

On demand of S. Levinson, merchant, of Montreal, David Liebling, general merchant, Quebec, has consented to assign, and George Daweau, accountant, has been named provisional guardian.

THAT WAS OUR AIM.

“There is always room on the top,” and we believe that we are there with our new products.

In introducing our Two New Cereal Lines, viz: “SUPERIOR BREAKFAST CREAM” (cereal), and “SUPERIOR GLUTEN FLOUR,” our object is two-fold:

FIRST—To place within the reach of the retailer (for his customers) through the wholesale trade, the two best wheat products manufactured to-day for the daily domestic use of the Canadian people.

SECOND—That the profits afforded to the trade may be an acceptable apology for seeking your co-operation in promoting their sale.

In placing our Two Natural Food Products on the commercial market we have this to say:

That the phenomenal growth of cereal foods in package forms, in the last few years, is an evidence that they have come to stay.

That many of the lines at present on the market are undesirable, alike, in the article, the margin for handling and the keeping-qualities and appearance of the package.

That our goods are products of the world's best and most northern-grown wheats of Manitoba and the Canadian Northwest.

That they are manufactured by the latest and most modern milling facilities on the continent.

That they are put up in the most substantial and attractive packages, give the consumer the best value and the trade the largest margin of profit of any cereal package on the grocer's counter.

We trust that you will do us the favor of testing the merits of our goods; and that the advent of our Two New Cereals may prove profitable to you as distributors of “SUPERIOR BREAKFAST CREAM” and “SUPERIOR GLUTEN FLOUR.”

North-Western Cereal Co.,or Selling Agents: GEO. CARTER,
Victoria, B.C.JOSEPH CARMAN,
Winnipeg, Man.**London, Ont.,**CHAS. E. MACMICHAEL,
St. John, N.B.

Business Will Pick Up!

Windsor Salt won't accomplish miracles but it will certainly add to the character of your general stock. Even if you do not care to sell the highest quality of goods, "business will pick up" when customers find you selling "the best salt."

Sell Windsor Salt

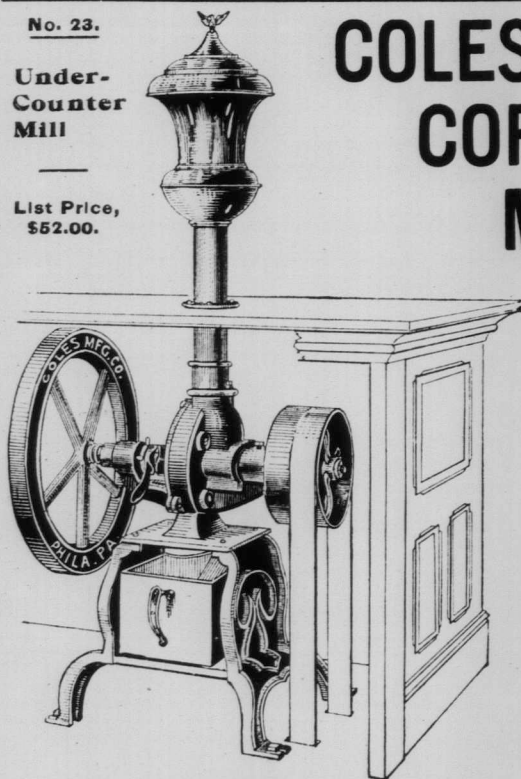
and you sell the best Salt there is or can be. Try it if you never have—try it for your customer's sake, if not your own. Ask your wife to use it and trust to **her** opinion. She's not so different from other women—you'll certainly believe her if you won't believe us.

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

No. 23.

Under-
Counter
Mill

List Price,
\$52.00.



COLES COFFEE MILLS

None better for
Granulating or
Pulverizing.

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

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

A GREAT
LABOR -SAVER.

Our Grinders
wear longest.

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

COLES MANUFACTURING CO., PHILADELPHIA,
PENN'A.

The way to find out about the markets of the British West Indies

is to take a trip by one of PICKFORD & BLACK'S STEAMERS, which sail from Halifax every other Monday for BERMUDA, ST. KITTS, ANTIGUA, MONTSERRAT, DOMINICA, ST. LUCIA, BARBADOS, ST. VINCENT, GRENADA, TRINIDAD, TOBAGO and DEMERARA. The voyage lasts 42 days, and the cost of a return ticket is \$130.00. This is the best time to go.

R. M. MELVILLE, Passenger
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THE CANADIAN GROCER

President:
JOHN BAYNE MacLEAN,
Montreal.

The MacLean Publishing Co. Limited

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

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

CANADA AND CORONATION MEMENTOES.

MANUFACTURERS and others in Great Britain are busy preparing novelties and mementoes for the coronation festivities, and in the trade and daily newspapers are to be found many advertisements drawing attention to the different lines.

It is certain that a demand will be found in this country for some mementoes of the occasion, an occasion new in the experience of most of us. But, as far as we can learn, nothing is being done by the home manufacturers to cater to the demand. If they intend doing anything it is high time they were beginning.

And not only does it appear to us that the manufacturers of this country should make preparations for the home trade, but it is possible that something might be done in the British market as well.

Canada is just now much in the public eye in the Mother Country, and ingenious manufacturers ought to be able to devise a number of lines emblematic of the Dominion

which would sell readily in the United Kingdom while the coronation proceedings were occupying the public mind.

There is, however, no time to lose. Those who would act must act now.

THE SITUATION IN CHEESE.

IF the present favorable position of the cheese market is maintained there are a good many dealers to whom it will be most welcome.

The market last year, it will be remembered, was a most disastrous one to nearly every shipper and holder. Large quantities of cheese shipped to dealers in Great Britain were not accepted because of the financial straits into which the Old Country dealers had been placed by the turn of the market. For a similar reason several shippers on this side were unable to come to the rescue. And so a number of lots were thrown upon the British market at the instigation of the banks who were behind the shippers. Naturally, this only tended to make matters still worse. And it is estimated that holders both here and in Great Britain lost from 1 to 3c. per lb. on the cheese of the previous fall's make which they had carried over to 1901. It has been declared by one well-known authority that no shipper in Canada last year lost less than from \$5,000 to \$125,000. Some were completely ruined. In Great Britain there were 25 to 30 large importers who were financially unable to accept the goods that had been shipped to them from this side of the Atlantic.

For some time there has been a gradual improvement, the lots which had been forced upon the British market having gradually become absorbed.

At the time of writing the public cable quotes cheese in Great Britain at 49s. per cwt. laid down there, but we hear of private transactions at as high as 51s. for fine stock. In decimal currency this means about 10 to 10½c. per lb. taking incidental charges into account.

Holders are now quite firm in their views and are looking for material advances in prices, but, judging from the past, very high prices have been followed by unpleasant aftermaths. The wise policy would appear to suggest the selling and not the holding of goods when a fair profit is obtainable.

TORONTO LOSES A GOOD CITIZEN.

BY the death of the late Walter S. Lee Toronto loses a good citizen whom she can ill afford to lose. He was a type of the man all too rare in this Canada of ours. A business man every inch of him, yet a public man esteemed by all shades of politicians, and respected by all classes of citizens.

The greater part of his useful life was spent in that great school of finance and commercial training, the loan and savings institutions, to say nothing of the experience he gained in his connection with the Board of Trade, the Toronto and Nipissing Railway and the Toronto Industrial Exhibition Board. In 1864 he became manager of the Western Canada Loan and Savings Co., and 23 years later managing-director. At the time of his death he was the general manager of the Canada Permanent and Western Canada Mortgage Corporation, the company that was formed in 1899 as a result of the amalgamation of the Canada Permanent Loan and Savings Co., the Freehold Loan and Savings Co., the Ontario and London Loan and Investment Co., and the Western Canada Loan and Savings Co.

Great as were the demands of his business connections upon him, the late Mr. Lee took a great deal of interest in the affairs of the city of Toronto, and particularly in its educational institutions. For 35 years he was a member of the Public School Board, during several years of which he occupied the honored position of chairman. And on Monday last his name was on the ballot paper for reelection, he having died near midnight on Saturday, and after the ballots had been printed. He also served some years as a member of the Collegiate Institute Board, and the chair there fell to his honor. The presidency of the old Mechanics' Institute and the chairmanship of the Toronto General Hospital were among the many other public positions which were bestowed upon him.

The deceased came from good commercial stock, his father, the late Ald. Joseph Lee, being a general merchant in York. Messrs. A. B. Lee, president of Rice Lewis & Son, Limited; Thomas H. Lee, wholesale jeweller, and Alexander Lee, of The Copp, Clark Co., are brothers of deceased.

As a business man the reputation of Mr. Lee was high, and as a public man no one in Toronto was more respected.

CONFERENCES BETWEEN BUSINESS MEN AND THEIR EMPLOYES.

QUITE a number of manufacturers and other classes of business men hold conventions with their travellers, heads of departments and other employes during the holiday season when trade is quiet. It is surprising that more do not do so.

When we see that the firms most zealous in this particular are those that are the most progressive and successful we cannot but be impressed with the idea that such conventions must be helpful.

We do not claim that to these conventions must be ascribed the success of the firms with whom they are peculiar. They are the outward and visible sign that the firms who annually utilize them are of a progressive type and possess the wisdom to utilize the opportunity of meeting their travellers and heads of departments at least once a year and discussing ways and means of promoting business.

We believe that this is a principle which is applicable to all business houses, no matter whether their employes be many or few; in fact, the smaller they are the more readily can the machinery be handled. For example, a retail merchant could have a little conference with his clerks, drivers and bookkeepers once a week with little or no inconvenience to anyone. At these conferences such subjects as the most salable and profitable goods to handle; the best methods of dealing with certain customers, and ideas for window dressing and advertising might be discussed with advantage to both employer and employe. But these are only a few of the many subjects that might be discussed.

Whether such conferences are held at short or long intervals, a definite time should be fixed for holding them. With the time fixed, all would be looking forward to it, and in looking forward they would also be fortifying themselves with suggestions and schemes. Some tangible recognition of such suggestions and ideas as are deemed the most practicable for the firm to adopt would undoubtedly stimulate the efforts of the employes.

We would like to hear from some of our readers in regard to this suggestion. We

invite clerks and others, as well as employers, to contribute.

TEA SHIPPING FACILITIES IN INDIA.

INDIA during the past year has been shipping tea through two ports, namely, Calcutta and Chittagong. Formerly the shipments were made through Calcutta only.

With the two ports it is estimated that the shipping facilities of India are increased 4 per cent., or 5,000,000 lb. a year. In spite of this fact the quantity of tea exported up to December 5 was 9,500,000 lb. less than up to the corresponding date of 1900.

One result of the increased shipping facilities is likely to be that the shortage in the supply of tea will be more keenly felt later in the season than would otherwise have been the case, a relatively larger quantity of tea having gone forward earlier in the season than usual.

The market for both Indian and Ceylon tea continues to gather strength, and this week the London market is appreciably higher, particularly on low-grade descriptions.

THE REASON WHY.

Why is it that while potatoes are selling in Toronto at \$1 per bag they are sold in country towns 100 miles distant at 55c. per bag?

Why is it that while fresh laid eggs are selling in grocery stores in Toronto at 40c. a dozen they are being sold in the same towns at 20c.?

THESE questions are asked by a Toronto daily newspaper in an issue of recent date. In the first place, the assertion that potatoes are selling at \$1 per bag in Toronto is too sweeping. The wholesalers are not selling at that price, while the retailers only ask from 85 to 90c. Of course, if less quantity than a bag is wanted, more will be charged. On the track in Toronto the price in car lots of 100 bags is between 70 and 75c. Now, the freight on a carload of potatoes coming from 100 miles distance averages from 8 to 10c. per bag. To this must be added the expense involved in keeping up fires in the cars and paying a man to attend to them to prevent freezing. Considerable risk is also run by the shipper, for in case a carload

freezes on him the whole profits of the season are gone. Adding all these together any reasonable man would clearly understand that the shipper only has a moderate margin.

In the second place, it is not quite correct to say that strictly fresh eggs are being sold at 20 cents per dozen in the country, 100 miles away. Country storekeepers never properly classify their eggs. Often no strictly fresh eggs are found in a case of, say, 30 dozen that were bought as fresh. When opened it is often found to contain a number of bad and the rest of what is known as "held" eggs. The amount of fresh eggs found in a case averages from 2 to 5 dozen. So the wholesaler is only making a fair profit, and sometimes none at all when he sells out the fresh at 25 to 26 cents, and the "held" at 20 to 22c. to the retailer. The latter takes considerable risk in selling out to the consumer who usually buys in very small quantities, often buying only 3 or 4 at a time. Consequently, his profit is not unreasonable when he retails them out at 35 cents a doz, or even 40c.

DROPS FROM THE EDITOR'S PEN.

The out-of-date man is twin brother to the lazy man.

He who imitates is usually lacking in brains sufficient to initiate.

A man without ambition, like an engine without steam, is stationary.

Market reports are like guiding stars to merchants who watch them.

Cut-throat competition is sure to be the death of somebody's business.

The nutgrowers of California have formed a combination. Some one should crack it.

Poor goods are no more compatible with good business building than is sand with solid foundations.

The average politician is only solicitous for the business man's welfare when he is courting his vote.

A good many men are cyphers in the world because they have not the ambition to cut a figure in it.

HO

WHEN I announced my resignation to the Hamilton, Ontario, Co., I

Hamilton, Ontario, Co., I liquidation a expressed in r

Those who now, doubtless in the fact that saw every cent paid in full. of the enormous order to wind handsome sum out disposing property except discounting c

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HOW A BANK CLOSED UP A BUSINESS.

WHEN some 20 months ago it was announced that The Copp Brothers Co., Limited, stove manufacturers, Hamilton, Ont., had been forced into liquidation a great deal of regret was expressed in many parts of Canada.

Those who then expressed regret will now, doubtless, find matter for gratification in the fact that the outgoing year of 1901 saw every creditor, direct or indirect, paid in full. But this is not all: in spite of the enormous sacrifices necessary in order to wind up the business so rapidly, a handsome surplus remains, and that without disposing of any of the company's property except the foundry, or without discounting customers' paper.

From the very fact that the affairs of the company have been so satisfactorily wound up, one is naturally led to examine the circumstances which brought about the liquidation.

As our readers are doubtless aware, the direct cause of the liquidation was the demand of the Merchants Bank for the immediate payment of the sum of \$37,000 owing that concern. Why the bank should have made this peremptory demand is something we cannot understand.

As we have already intimated, the demand for a settlement of the liabilities to the bank was made early in 1900. The business of the Copp Company in 1899 was the largest in its history. And not only was its paper under discount of better quality than at any other period during 20 years, but it was reduced from over \$44,000 in April, 1899, to less than \$24,000 in 1900, while during that period the business of the company increased by over \$15,000. It was true that the company was at the time a little hard up, because of a rather extra heavy stock on hand, but it must, we think, be obvious to most people that its financial condition was by no means unhealthy, particularly when we consider that the stove trade in Canada during the year or two previous to the demand of the bank being made was more than usually prosperous. Furthermore, the business of the company had been increasing in volume for some five or six years. And it has been estimated

that, had it been allowed to continue in business, it would have closed 1900 with a profit of at least \$20,000. This, in the face of the handsome surplus with which the liquidation proceedings have been concluded, certainly does not seem an exaggeration.

Another feature of the affair was that only four or five days previous to the demand for payment, which was to be satisfied by 3 p.m. of the day on which it was made, one of the members of the company was informed that the head office of the bank was agreeable to making the usual advance.

An effort was made to get accommodation from other banks, but, the action of the Merchants Bank having become known, it was, of course, abortive. Liquidation then followed.

That the action of the bank was a mistake is evident. If there was any doubt about the wisdom of it when the demand for payment was made on April 2, 1900, the result of the liquidation settles it beyond all peradventure. It was a grave mistake. And the Merchants Bank, no doubt, fully realizes it.

In the meantime, however, an old and honorable firm has been forced out of business, for which even the satisfactory winding up of its affairs is but poor compensation.

The old firm whose career was thus closed began business in 1848. In that year Messrs. Anthony and William J. Copp commenced a general stove and tin business in Hamilton, which was carried on successfully for a number of years. Nine years later, viz., in 1857, the brothers bought the old Vulcan Foundry of Woodstock and went into the manufacture of stoves, the business at Hamilton also being continued. The Woodstock Company was known as Copp, Finch & Co. The Woodstock business was successful but it was felt many advantages would be gained in consolidating all under one management. Consequently, in the year 1864, the foundry was moved to Hamilton, the first heat being taken off on August 5 of that year. At first the premises consisted only of a

three-storeyed building and moulding shop; to this were added from time to time various additions. In 1891 the old firm was incorporated under the style of the Copp Brothers Co., Limited, with William J. Copp as president and Harold E. Copp as secretary-treasurer.—Hardware and Metal.

THEY ARE AMENABLE TO THE LAW.

Editor THE CANADIAN GROCER: Will you kindly answer in the columns of your valuable paper the following question in reference to the early-closing by-law? About two years ago the merchants of this village attempted to introduce an early-closing system and circulated a petition among the business people of the town, agreeing to close their places of business at 7 o'clock every night except Wednesdays and Saturdays, and to petition the town council to pass a by-law to this effect, and on anybody found guilty of violating such by law a fine of not more than \$20 and not less than \$5 be imposed. The above petition was signed by all merchants. The town council seeing nobody opposed to it passed such by-law. Since then a number of new concerns have opened a place of business and refuse to comply with this by-law, and also a merchant who formerly signed the petition. Now, the question arises can they be forced to comply with this by-law? By answering the above in your columns you will will greatly oblige,
MERCHANT,

New Hamburg, Ont., January 7.

[Remarks: Provided the by-law has been properly carried there is no question about the question of conformity to it by those who move into the town subsequent to its adoption by the council. The fact that they were not party to the petition asking the town council to enact the by-law does not absolve them from obeying its provisions. If the sentiment of the majority of the storekeepers is against the by-law it may be repealed, but until such time as that is done everyone is legally bound to close his store at the stipulated hour.—THE EDITOR.]

PERSONAL MENTION.

Mr. Charles Norris, manager of the Montreal branch of The Christie, Brown Co., Limited, is spending a few days in Toronto.

Mr. W. J. Brigger, secretary-treasurer of The T. Upton Co., Limited, of Hamilton, was in Toronto on Tuesday on business in connection with his firm.

HALF THE JAPAN TEA CONSUMED IN CANADA IS SOLD BY PEDDLERS. —

Live up-to-date grocers are bringing the tea trade where it belongs by handling

"SALADA"

Ceylon GREEN Tea.

When Japan tea drinkers once taste it nothing else will please them, and, as peddlers and departmental stores cannot get it to sell, the trade is returning where it belongs.

We will sample all Japan drinkers with lead sample packets of "Salada" Green tea. Give us their names. We can make trade for you.

The "SALADA," Tea Co., Warehouses at Toronto, Montreal, Boston, Buffalo, Detroit, Pittsburg, etc., etc.

TIME IS THE TEST.

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

A Quick Seller With a Good Profit.

THE BRANTFORD STARCH WORKS, Limited
CANADIAN PRODUCERS.

WE HAVE TAKEN STOCK FOR 1901 —

and are now better than ever prepared to fill orders. We thought we had a big factory, but we found it too small, so have added to the building and the plant.

Our travellers are out with a lot of new lines in : : : : : :

BISCUITS and CONFECTIONERY.

WE HOPE TO KEEP TO THE FRONT WITH NEW IDEAS.

THE CANADA BISCUIT COMPANY, Limited

Office Phone : Main 3624.
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MARKETS AND MARKET NOTES

INFORMATION FOR BUYERS.

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

ONTARIO MARKETS.

Toronto, January 9, 1902.

GROCERIES.

BUSINESS is gradually recovering from its holiday quietness, and while it is opening up well for this time of the year, the volume is naturally not yet large. The travellers, however, are now on the road covering their regular routes, and a gradual improvement may be looked for from this out. There have not been many noteworthy features in the wholesale grocery trade during the past week. The most important is a stiffening in the price of canned tomatoes in sympathy with the advance of the packers referred to in last week's issue. Most of the wholesale houses are now quoting 87½ to 90c., although an odd brand here and there is still quoted at 85c. The demand for canned vegetables during the past week has shown some improvement, but it has not extended to other lines of canned goods. The coffee market rules quiet and steady. The feature of the tea market is still its strength, there being a general upward tendency. Sugars are in fair demand with prices steady. There is a fair sorting-up demand for foreign dried fruits, the price of which rules steady. Syrups and molasses are meeting with a fair demand. Spices are quiet.

CANNED GOODS.

The feature of the canned vegetable trade is the firmness in tomatoes. All the local wholesale houses are marking up their quotations, and the ruling prices for first-class brands are 87½ to 90c. There are still, however, some brands obtainable at 85c. No change has been made in any other line, but there appears to be a slight improvement in the demand generally for canned vegetables. Peas and corn still rule at 80c. up. Buying is altogether of a hand-to-mouth character, there being an entire absence of speculative business. There has been a little demand for canned peaches and strawberries at \$1.75 to \$2.75 for the former, and \$1.60 to \$1.80 for the latter.

In canned salmon the demand continues light and prices steady and unchanged. The ruling prices for canned salmon are: Fraser River sockeye, \$1.12½ for 5-case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15.

COFFEES.

There is not very much being done either on retail account or for importation. The coffee market, generally, is keeping firm. Local quotations are unchanged. We quote: Green Rio, No. 7, 8c.; No. 6, 8¼c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c.

CANDIED PEELS.

Only a small sorting-up trade is being done and prices rule steady. We quote as follows: Lemon, 10 to 12½c.; orange, 11 to 13c.; citron, 15 to 18c., according to brand and quality.

NUTS.

Filberts are a little firmer in the primary market, and there has been some business on importation account during the past week. Tarragona almonds are also firm, being no cheaper than they were at the beginning of the season.

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

which is unusual at this time of the year. Stocks of Tarragona almonds on this market are smaller than they usually are at the beginning of the new year. We quote: Grenobles, 10¾c. by the bale up to 12c. for smaller quantities. Marbots, 9½ to 10¼c.; filberts, 9½ to 10½c.

RICE AND TAPIOCA.

A moderate business only is to be noted in rice and tapioca, and prices rule as before. We quote: B rice, 3¼c.; Japan, rice, 5½ to 6c.; tapioca, 4 to 4½c.; sago, 4½ to 5c.

SUGAR.

The situation locally is much about the same as it was a week ago, as far as prices are concerned. The demand, however, shows a little improvement. The raw markets are still very low, and in New York last week there was a decline of 1.32c., while refined there was quoted irregular. The receipts last week in the United States were much larger than the meltings, being 24,565 tons against 12,

000 tons for the latter. There is a feeling that at to-day's prices sugar is a fair purchase, and this has induced some business. The price of sugar in Canada is still on the basis of \$1 l.o.b. Montreal, for Redpath and St. Lawrence granulated, and \$3.95 for Acadia. In Toronto we still quote \$1.18 and \$1.13 respectively.

SYRUPS AND MOLASSES.

There is a fair business being done in both syrups and molasses. The ruling price for molasses is 25 to 28c. for New Orleans, and bright sugar syrups, 35 to 37c. Quotations on corn syrup are: 3½c. in bbls.; 3¾c. in ½ bbls.; 3¾c. in ¼ bbls.; \$1.60 in 38-lb. and \$1.20 in 25-lb. pails.

TEAS.

The condition of the tea market continues satisfactory. Mail advices from London, Eng., under date of December 20, stated that general firmness had characterized the market and that teas for price under 7d. were particularly strong and in demand. A cable advice received here this week from London, said that at Tuesday's auction the market for Indian and Ceylon teas was strong and that on low grades as much as 1d. per lb. advance was recorded in some instances. According to official figures, the shipments of tea from India up to December 5 were 9,500,000 lb. short the same period last year. The season is over in some parts of India and in others it is nearly so. Ceylon green teas are in much better demand on account of the scarcity and dearth of the China description, but very few of them are obtainable. There was an advance of 1d. per lb. in Ceylon greens in London on Tuesday, according to a cable advice received in Canada. There are inquiries for China greens but they are still unobtainable.

FOREIGN DRIED FRUITS.

CURRENTS.—The market remains firm in Greece and prices are steady and unchanged locally. The demand is fairly good. We quote: Filiatras, 6 to 6¼c.; Patras, 6½ to 7c.; Vostizzas, 8 to 8½c.

VALENCIA RAISINS.—The raisin market continues firm. Representatives here of Spanish shipping houses have been notified that no raisins suitable for export to this country are obtainable, consequently no business on importation account is reported by local brokers. The price rules strong at from 6¾ to 7c. for the best known brands of selected raisins.

MALAGA RAISINS.—There is only an odd order or so being received for these, the season, of course, being practically over. We quote: Black baskets, \$2.25; "Empire Clusters," \$2.60; Dehesa Clusters," \$3.10; "Excelsior Clusters," \$4.60; "Connoisseur Clusters," \$2.10; "Extra Dessert Clusters," \$3.35; "Royal Buckingham Clusters," \$5.

SULTANA RAISINS.—These are keeping firm in price and the better quality is getting scarce, although the local demand is not heavy.

FIGS.—Very little is being done and prices rule as before. We quote as follows: Mat figs, 3½c.; naturals, 3¼ to 4½c.; according to quality; tapnets, 3¼c., and Eleme figs range all the way from 8½ to 18 cents.

PRUNES.—The demand is fair. The recent advance of ¼c. per lb. on the Coast has been maintained, and it is thought that further advances are not improbable. Local quotations are as before. We quote: Californian prunes, 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c. French, 100's, 3½ to 4c.

DATES.—These continue quiet at 4½ to 4¾c. for Hallowees, and 4¼ to 4½c. for Sairs.

CALIFORNIAN EVAPORATED FRUITS.—A fairly steady trade is still to be noted. We quote: In 25 lb. boxes, 13 to 16c. for apricots and 11 to 13c. for peaches.

GREEN FRUITS.

Business is very quiet after the holiday season, the sales having greatly dropped off. Californian lemons are done. Messina lemons are from 25 to 50c. per case lower. Valencia oranges are also 50c. lower. Cranberries are from 50c. to \$1 per bbl. less. The other prices are unchanged. We quote: Tangerine or kid glove oranges, \$8.50 to \$9 per strip; grape fruit, \$4.50 to \$6 per box; apples, \$4 to \$5 per bbl.; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; Florida oranges, \$3.50 per box; Mexican oranges, \$2.25 per box; Messina lemons, \$2.50 to \$2.75 per box; Californian oranges, \$3.25 to \$3.50 per box; Valencia oranges, \$4 to \$5.50 per case; Malaga grapes, \$5.50 to \$6; cranberries, fancy Jerseys, \$9 to \$9.50; pineapples, 25 to 35c. each by the case.

VEGETABLES.

There is a normal trade doing in vegetables. Celery is coming in more plentifully, but the quality this year is poor. Cauliflowers are done. Potatoes are 10c. per bag lower. We quote: Cucumbers, \$3 per dozen; Carrots, parsnips and beets, 20c. per peck; turnips, 15c. per peck and 35c. per bag; lettuce, 30

to 40c. per doz.; radishes, 40 to 50c.; mint and parsley, 20 to 25c.; cauliflower, 50c. to \$1.00 per doz.; celery, 50 to 60c.; red cabbage, No. 1, 5 to 10c.; cabbage, 40 to 60c.; dry onions, \$1 per bush.; potatoes, 75 to 90c. per bag.

COUNTRY PRODUCE.

EGGS.—Strictly new laid eggs are very sparsely arriving and they are worth from 20 to 28c. Fresh gathered are more freely offered, but the demand is so good that prices remain firm. We quote: Fresh-gathered, 20 to 22c.; cold-stored, 18 to 20c., and limed 16 to 18c. per doz.

BEANS.—A quiet trade is reported. Things are expected to pick up shortly. We quote: Choice handpicked, \$1.70 to \$1.75; prime, \$1.50 to \$1.60 per bush.

HONEY.—Business is quiet with a steady movement. We quote: Clover, in 60-lb. tins, 9½c.; less quantities, 10c. per lb.; in combs, \$2 to \$3 per doz.

DRIED APPLES.—Things are looking brighter, although the volume of trade has not increased to any extent. Prices are steady. We quote: Evaporated apples 9¾ to 10c. in carlots and 10¾c. in less quantities. Dried apples 5 to 6c. per lb.

POTATOES.—Potatoes are down from 2 to 5c. per bag, the greater arrivals of last week pulling down the price. They are now 70c. per bag on track. They retail out at 85c. per bag for ten bags or over. Single bags 90c.

BUTTER AND CHEESE.

BUTTER.—There is an increased supply of butter arriving, but no changes in prices have occurred. We quote as follows: Choice 1-lb. prints, 17 to 19c.; large rolls, 16 to 17c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 12 to 14c. per lb. Creamery prints sell at 21 to 22c., and creamery solids, 20½ to 21c. per lb.

CHEESE.—The prices are firm, with some local trade doing. We quote 10 to 10½c. per lb.

POULTRY.

DRESSED POULTRY.—The quantity of all kinds of dressed poultry being offered is small. The prices are steady, with a drop of 1c. per lb. in turkeys. We quote: Chickens, 30 to 50c. per pair; ducks, 50 to 80c. per pair; geese, 8 to 9c. per lb.; turkeys, 9 to 10c.

LIVE POULTRY.—The season for live poultry has passed its height, and the country seems to be well cleaned out. No change in prices has occurred. The Canadian Produce Company, 36 and 38 Esplanade east, Toronto, will pay until further notice for spring chickens, 6c. per lb. For duckings, 5c. per lb. For hens (including last year's birds) 2½c. per lb. These prices are

for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

FISH AND OYSTERS.

As the busy season for fish is coming on the demand for all lines is becoming very brisk. Trout and finnan haddie are ½c. lower. Bloaters and kippered herring are being sold at \$1 to \$1.25 each for a box of 50. Extra smelts are worth 12c. per lb. per 15-lb. box, while No. 1 are worth 6½ to 7c. Oysters are very firm, with large sales reported. We quote as follows: Fresh and frozen fish—Cod-fish, 6 to 8c.; whitefish, 7 to 7½c.; herring, 4 to 5c.; trout, 7c.; halibut, 11 to 14c.; sea salmon, 9 to 10c.; haddock, 6c.; perch, 4c.; British Columbian salmon, 20c.; Labrador herrings, \$3 to \$3.25 per 100-lb. bbl. Smoked fish—Ciscoes, \$1 to \$1.25; finnan haddie, 6½ to 7c.; Digby herring, 60 to 75c. per bundle. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5.50 to \$6; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb.; bloaters, per box of 50, \$1 to \$1.25; kippered herring, 50 in a box, \$1 to \$1.25 per box; smelts, per 15-lb. box, extras, 12c. per lb.; No. 1, 6½ to 7c. per lb. Oysters—Standards, \$6.75 per large pail, \$3.75 to \$4.05 per small pail, or \$1.50 to \$1.75 per Imperial gallon; selects, \$2 to \$2.15 per Imperial gallon.

GRAIN, FLOUR AND BREAKFAST FOODS.

GRAIN.—There has been an advance of 1c. in Manitoba hard wheat, which is now worth 89c. per bush. grinding in transit or 88c. Toronto and west. On the St. Lawrence market the receipts of all kinds of grain have been very poor. White and red Ontario wheat, goose wheat and oats are now quoted 1c. per bush. higher, while the rise in buckwheat is 3c. per bush. We quote as follows: White and red Ontario wheat, 71 to 81c.; goose, 67½ to 68½c.; oats, new, 47 to 48c.; rye, 58c.; barley, 54 to 63c.; peas, 77 to 80c.; buckwheat, 58c.

FLOUR.—The movement has shown signs of briskness, and prices are firm, with no change since last week. We quote as follows: Ontario patents, in bags, \$3.70 to \$3.80; Hungarian patents, \$4.15; Manitoba bakers', \$3.90; straight roller, \$3.40 to \$3.50 per bbl. in Toronto.

BREAKFAST FOODS.—Oatmeal and rolled oats are not so dull as they were last week, and, since the holiday excitement is over, things will pick up. There is no change in

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Board of Trade

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POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH
Board of Trade, TORONTOTo
GROCCERS
IN SMALL TOWNS.If you trade
any of your
goods to the
farmers for Pro-
duce, you can
get **CASH** for
all your live
chickensfrom
The Canadian
Produce Co.,
TORONTO.**Butter Cheese**
Eggs PoultryConsignments Solicited.
Highest Prices. Prompt Returns.**The Wm. Ryan Co.,**
... Limited.
70 and 72 Front St. E., Toronto.**HONEY**We can give you this in any size tins
and quantities. Write us for quota-
tions, it will pay you.**Rutherford, Marshall & Co.**
68 Front Street East, Toronto.
Consignments of Produce Solicited.The
DAWSON Commission
Co., LimitedFRUIT, PRODUCE AND
COMMISSION MERCHANTS.Cor. Market and
Colborne Streets, TORONTO**DRIED FRUITS**Owing to scarcity and high prices of
apples the trade will find big inquiry
for **DRIED FRUITS**. We are on the
ground floor and want your orders.**PRUNES**—Nonpareil and Santa Cruz packs.
APRICOTS—Fancy and Choice.
PEACHES—Bags and Boxes.
Also **FIGS**—Bags and Tapnets.

Get our prices before buying.

CLEMES BROS., TORONTOprices this week. We quote: Oatmeal,
standard and granulated, in carlots on
track here, \$5.55; standard rolled oats in
carlots on track here, \$5.25; in bbls., 15c.
more; broken lots are 15c. per bbl. extra;
rolled wheat, \$2.50 in 100-lb. bbls.; corn-
meal, \$4.00; split peas, \$4.50; pot barley,
\$4.50.**HIDES, SKINS AND WOOL.**Trade is quiet. On account of their drop
in the Chicago market green hides have
gone down ½c. per lb. all around. This
usually occurs every year, as the hides now
marketed are of poorer quality, having
longer hair and thinner skins. We quote
prices paid by buyers on arrival:**HIDES**—We quote: No. 1, green, 7½c.;
No. 2 green, 6½c.; No. 1 green, steers, 8c.;
No. 2 green, steers, 7c.; cured, 7¼ to
8¼c.**SKINS**—We quote: No. 1 calfskins, 9c.;
and No. 2, 7c.; deacons (dairies) 55 to 60c.
each; sheepskins, 65 to 75c.; deerskins,
12½ to 14c. per lb.**WOOL**—We quote: Fleece, 13c., and
unwashed, 7 to 8c. per lb.**SEEDS.**No further change has occurred, but the
foreign export demand is rather better.
We quote: Red clover, \$5 to \$5.40;
alsike, \$6.50 to \$8.50, and timothy, \$2.25
to \$3 per bush.**MARKET NOTES.**

Green hides are lowered ½c. per lb.

Turkeys have gone down 1c. per lb.

Labrador herring are being offered in
100-lb. kegs at \$3 to \$3.25 per keg.Dressed hogs have advanced 25c. on the
local market. Lard is also ½c. per lb.
higher.Potatoes are from 2 to 5c. per bag lower
on the track, and retail out at from 5 to 10c.
per bag lower.Wheat, red and white, has taken a rise
of 1c., as have also goose and oats, on the
local market. Buckwheat is 3c. higher.Messina lemons are 25 to 50c. and
Valencia oranges 50c. per case lower.
Cranberries have dropped from 50c. to \$1
per bbl.Local wholesalers are quoting canned
tomatoes higher than they were, 87½ to
90c. now being the ruling price, although
there are still some brands to be had at 85c.O. Pomerville has transferred his grocery
business at Ottawa to Peter Pomerville.B. C. Shields has sold out his grocery
stock and good-will on Barrie street,
Kingston, to D. A. Shaw, and will remove
to Toronto.

The following Brands manufactured by

The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO**OLD CHUM.**
SEAL OF NORTH CAROLINA
OLD GOLD**CIGARETTES****RICHMOND STRAIGHT CUT.**
SWEET CAPORAL.**ATHLETE. DERBY****Ostrom, McBride & Stronach**Wholesale
Fruit and Commission Merchants.**BUTTER AND EGGS. POULTRY AND GAME.**
FRUITS OF ALL KINDS IN SEASON.
EARLY VEGETABLES.
POTATOES IN CAR LOTS. Consignments Solicited.
33 Church Street, TORONTO.**FISH AND OYSTERS**Largest variety of fresh and frozen Fish in the
Dominion. Mail or telephone orders receive
prompt attention. Can ship on any train.**F. T. JAMES CO., Limited**Phones { Day—Main 1064. 76 Colborne St.,
{ Night—Park 862. TORONTO.**Winnipeg Brokers.****M. B. STEELE**Wholesale Commission Merchant
and Broker.

Correspondence and Agencies Solicited.

Stovel Building - WINNIPEG, CANADA.
P.O. Box 731.**JOSEPH CARMAN . . .****WHOLESALE MERCHANDISE BROKER**
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange
Correspondence and Agencies Solicited.**Storage, Track Facilities.****Foreign Shippers**If you want to offer your goods in
WINNIPEG, CANADA, we will be
pleased to answer your inquiries.**E. NICHOLSON**Wholesale Commission Merchant and
Broker.

115 Bannatyne St. East, Winnipeg Canada.

Winnipeg Fruit Merchants.**THE RUBLEE FRUIT CO.**

LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC
GREEN AND DRIED FRUITS, NUTS, Etc.151 Bannatyne St., 12th St.,
WINNIPEG, MAN. BRANDON, MAN.

QUEBEC MARKETS.

Montreal, January 9, 1902.

GROCERIES.

THE trade does not seem to have fallen off to the extent that it usually does after the Christmas holidays, and business is brisk both here and in the country. The trade in canned goods remains quiet. The new syndicate price of \$7½c., an advance of 5c., is thought, by some, to be the forerunner of further advances in the near future. Though the syndicate has stated that tomatoes will reach the dollar mark before long, at this price the demand would likely be lessened. The general opinion, however, is that the retail price will soon be as high as this. In sugar, the conditions of last week still prevail. Trade is quiet, but for January this is expected. Lard, both pure and compound, has advanced ¼c. Pure lard, in 20-lb. pails, sells at \$2.40, and compound, in 20-lb. pails, at \$1.80. This is in sympathy with the pork market, and as further advances in hogs are expected—perhaps reaching record prices—the probability is that still higher prices will prevail in lard.

SUGAR.

The trade is quiet, but considering the time of year, pretty fair. Quotations here are still \$3.25 to \$3.90 for yellows, and \$4 for granulated. At the moment no further declines are looked for.

TEAS.

There is not much doing. The holiday demand, however, was not heavy, and it is expected that a better movement will soon take place in order to replenish stocks, which are reported to be light throughout the Province. Prices are still firm on all lines. A letter received by S. H. Ewing & Co. from H. Lambe, Calcutta, under date of November 29, reads as follows: "Only 16,057 packages were printed for Friday last. The selection was useful, but most invoices showed a slight inferiority to their preceding ones. Assams were plentiful and included some useful liquoring teas. Darjeeling only put up three invoices. The market was dull, but except for medium pekoes without particular character, between 7d. and 8d., there was little change; lower rates, when registered, generally being only in proportion to the falling off in quality, the grade above mentioned sold a farthing down, and at this rate colonial buyers continued to take a very considerable quantity. Teas for price were again very firm, and one pie rise even being registered in a few instances; and as there was a larger proportion of low-grade tea in the sale than last week, a greater quantity could have been bought at 4-1-4-5; it however did not amount to over 1,000 chests. This week 17,400

packages are catalogued; quality is without change."

SYRUPS.

The demand is only fair. Our quotations on corn syrup are as follows: 3½c. in bbls.; 3½c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.60 in 38½-lb. and \$1.20 in 25-lb. pails.

MOLASSES.

The demand is still a small one, but a change for the better is expected shortly. Barbados molasses, in single puncheons, sells for 29c., and 28c. in carlots. Antigua, in single puncheons, at 24c.

CANNED GOODS.

The only kind of canned goods that is causing dealers any thought is tomatoes. They appear to be getting scarcer. Some Montreal canners recently sold to large American buyers at quite high prices, which makes this market still firmer. Canned pears are also firm, and stocks are rather short. Peas are a good article to have just now. The demand for salmon still keeps up. The Lenten season, which is not far off, will doubtless create a brisk demand for salmon as well as for canned vegetables of all sorts, and canned fruits. There are no changes in prices to be noted, except in tomatoes, which are now 87½c. Corn is worth 80c., peas, 80 to 95c. Salmon sells for \$1.00 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42½ to \$1.45 for Clover Leaf talls.

Apples are still but in moderate demand. \$2.60 is still quoted for gallon apples. There are very few 3-lb. apples. Quotations are \$1 to \$1.10.

RICE AND TAPIOCA

There is no change. Trade is fair at firm prices. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-lb. lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4½c. per lb., and tapioca, 3¼ to 3½c.

SPICES.

There is nothing new to report in the way of prices. Trade is quiet, and prices are firm and steady. We quote as follows: Nutmegs, 30 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb.; as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

FOREIGN DRIED FRUITS.

CURRENTS.—Prices are firm and it is expected that higher prices will prevail. Nothing new comes from the primary

market, where prices remain steady. Fine Filiatras sell for 5½c. in ½ cases, and for 6c. cleaned; 1-lb. cartons are worth 8c.; finest Vostizzas, 7¼ to 8c.

VALENCIA RAISINS.—The market conditions remain practically unchanged. Stocks here and in the country are in a good condition. We quote, locally, finest off-stalk, 5½c.; selected, 6½c.; layers, 6½c.

CANDIED PEELS.—The demand has been an exceptional one, and has reduced wholesale stocks considerably. Orange peel sells for 11½c.; lemon, for 10½c., and citron, 16½c.

MALAGA RAISINS.—The demand has dropped off considerably, but still there is a good trade at steady prices. We quote: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60; ¼'s, \$1.30 to \$1.40.

DATES.—Prices on Hallowee dates remain firm at 4¼ to 4½c.

FIGS.—There is a good demand for both layer and tapnet figs. The latter sell for 97½c. to \$1.

CALIFORNIAN RAISINS.—Since prices have been withdrawn nothing definite has been learned as to the expected advance. On seeded raisins late advices intimate that the advance will be probably ¼ or ½c. There is a great scarcity on the Coast. A Montreal broker learns that there are not enough to make over 200 cars of seeded. They are still selling at 9¼ to 9½c.

PRUNES.—There is nothing new in the condition of the Californian prune market. Dealers are looking for an advance to 4c. in new prunes. We quote: Californians, 8½c. for 40-50's, 8c. for 50-60's, 7½c. for 60-70's, 7½c. for 70-80's, 6½c. for 80-90's, 6½c. for 90-100's.

NUTS.

Prices on all lines remain unchanged. Our quotations are: Walnuts, 9¼ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 16½ to 17½c.; shelled almonds, 26 to 27c.; Jordan shelled almonds, 42c.; filberts, 8½ to 9½c.; pecans, 15 to 16c.

GREEN FRUITS.

The trade in green fruits does not usually amount to much at this time of year, and the present is no exception. Sweet potatoes, Vineland's, have gone up 75c. to \$1.25, now being quoted at \$4.75 to \$5.50. There are very few on the market. Florida and Californian tangerines are arriving in good quantity and quality. Florida tomatoes are also coming in fairly well, and sell at \$5.25 per crate. Grape fruit is offered at \$4.25 per box. Our quotations are: Jamaica oranges, \$4.50 to \$4.75; Florida oranges, \$3.75 to \$4; Californian sunflowers, \$3.50 to



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bulk oysters,



LICORICE . .

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

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

\$3.90; Valencia oranges, 420's, \$3.75; 420's, Jumbo, \$4.75; 714's, \$5.25; Messina lemons, \$2.75 to \$3.00 per box; Malaga lemons, ½ chests, \$5.25 to \$6; pineapples, 15 to 20c.; Canadian apples, \$3 to \$5 per bbl.; limes, \$1.50 per box; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Spanish onions, \$1.10; sweet potatoes, Vineland's, \$4.75 to \$5.50; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.75 to \$10; barrel onions, \$3; chestnuts, 10 to 11c.; Italian chestnuts, 12½c.; Florida tangerines, \$3.25 per box; Californian tangerines, \$3.00 per box; grape fruit, \$4.25 per box; Florida tomatoes, \$5.25 per crate.

FISH.

The year opened up well in the fish trade, and the demand, which is highly satisfactory, is likely to continue for some time. We quote as follows: Haddies, 6c.; bloaters, 90c. per box; kippers, 90c. per box; smoked, medium herrings, 11c. per box; fresh haddock and cod, 3½c. per lb.; whitefish, 6½c.; dore, 5½c.; pike, 4½c.; halibut, 9c.; salmon, 9c.; trout large and medium, 7c.; No. 1 herrings, Nova Scotia, \$5.25 per bbl.; No. 1 herrings, Nova Scotia, \$2.80 per ½ bbl.; No. 1 Holland herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6½c. per lb.; No. 1 green codfish, \$5.75 per bbl.; No. 2, \$4.50; large, \$6.50; No. 1 green haddock, \$4.25 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9 per bbl.; cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish, \$4.80 per case; dry codfish, \$4.65 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 Labrador salmon, \$12 per bbl.; No. 1 Labrador salmon, \$6.25 per ½ bbl.; No. 1 B.C. salmon, \$6 per ½ bbl. and \$11 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk

oysters, \$1.50 per gal.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; clams, in shell, \$4.50 per bbl.; Marshall's kippered herrings, and same with tomato sauce, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

LIQUORS.

SCOTCH WHISKIES.

	Per case of quarts.	less 3 p.c. 30 days
Roderick Dhu	\$9 50	" " "
Usher's O.V.G. Special Reserve	10 50	" " "
Usher's G.O.H.	13 00	" " "
Gaelic, Old Smuggler	9 75	" " "
Greer's O.V.H.	9 50	" " "
Old Mull	9 75	" " "
Sheriff's One Star	10 25	" " "
" V.O.	10 50	" " "
Kilmarnock	9 75	" " "
Doctor's Special	10 00	" " "
House of Lords	10 75	" " "
Bullock, Lade & Co.—		
Special blend	9 25	
Extra special	11 00	
John Dewar & Sons—		
Extra special	9 50	
Special liqueur	12 25	
Extra	16 50	
James Ainslie & Co.—		
Highland Dew	6 75	
Glen Lion, extra special	12 50	
J. Brown & Co.—		
Duke of Cambridge	12 00	
Mitchell's—		
Heather Dew	7 00	
Special Reserve	9 00	
Mullmore	6 50	
W. Teaches & Sons—		
Highland Cream, qts., \$9.50 less 3 p.c. 30 days.		

CANADIAN WHISKIES.

	In barrels.	per gal.
Gooderham & Worts, 65 O. P.	\$4 50	
Hiram Walker & Sons	4 50	
J. P. Wiser & Son	4 49	
J. E. Seagram	4 49	
H. Corby	4 49	
Gooderham & Worts, 50 O. P.	4 10	
Hiram Walker & Sons	4 10	
J. P. Wiser & Son	4 09	
J. E. Seagram	4 09	
H. Corby	4 09	
Rye, Gooderham & Worts	2 20	
" Hiram Walker & Sons	2 20	
" J. P. Wiser & Son	2 19	
" J. E. Seagram	2 19	
" H. Corby	2 19	
Imperial, Walker & Sons	2 90	
Canadian Club, Walker & Sons	3 60	
	Less than one bbl.	per gallon.
65 O. P.	\$4 55	
50 O. P.	4 15	
Rye	2 25	

CHAMPAGNE.

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

Comte de Castellane—	Per Case.
Cuvee Reservee	\$12 00
{ Quarts	13 50
{ Pints	15 00
Carte d'Or	15 00

Champagne Ve Amiot—		
Carte d'Or	16 00	
" Blanche	13 00	
" d'Argent	10 50	
Pommery—	Quarts.	Pints.
Sec and Extra Sec	\$28 00	\$30 00
Mumm's—		
Extra Sec	28 00	30 00
Moet & Chandon—		
White Seal	28 00	30 00
Brut Imperial	31 00	33 00
Perrier-Jouet—		
Brut	28 00	30 00
Reserve Dry	28 00	30 00

GIN.

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

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

Key Brand—	
Red cases	10 25
Green	4 85
Poney	2 60
Melcher's—	
Infantes (4 doz)	4 75
Picnic	7 75
Poney	2 60
Blue cases	4 75
Green	5 50
Red	10 25
Honeysuckle, small	7 90
" large	15 25

FLOUR AND GRAIN.

FLOUR.—The market is quiet with a strong undertone. The recent advance in wheat, if maintained, will likely be followed by an advance in flour. Our quotations, in carlots, are as follows: Spring wheat patents, \$4.05 to \$4.30; winter wheat patents, \$3.85 to \$3.95; straight roller, \$3.65 to \$3.75; strong bakers', \$3.80 to \$4.

GRAIN.—The market on the whole is steady with firm prices in peas and barley. We quote: Manitoba, No. 1 hard, 72c.; peas, 92 to 93c.; rye, 64 to 64½c. (for carlots in store); No. 2 barley, 57c.; oats, 47 to 48c.; buckwheat, 54 to 56½c. east; corn, 75 to 76c.

DO YOU REQUIRE

—A SUPPLY OF—

CORKS OR CAPSULES?

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

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

OATMEAL. There is no change. Prices are \$5.85 to \$5.90 in small lots.

FEED. There is a good demand at firm prices. We quote: Ontario bran, \$29 to \$29.50; mouille, \$28 to \$30; Manitoba bran, \$21; shorts, \$23.

BALED HAY.—The trade is active and prices are firm. No. 1 timothy, \$10.50 to \$11; No. 2 timothy, \$9.50 to \$10; clover mixed, \$8.25 to \$9; \$7.50 to \$8 per ton in carlots.

COUNTRY PRODUCE.

EGGS. The shortage in eggs continues, and prices have advanced in sympathy. Dealers are obtaining 22c. for pickled, an advance of 2c., and for select cold storage stock, 25c. New laid sell at 35 to 40c. Stocks are exceedingly small, and it is thought, by some, that there will not be enough to go round before the new eggs arrive.

HONEY. There is not much movement, but prices remain firm. We quote: Buck wheat honey in comb, 10c.; white extracted, 9½ to 10c.; strained, 8 to 9c.

DRESSED POULTRY.—The demand for dressed poultry has, of course, fallen off quite a bit since Christmas week. For New Year's Day the demand was a very large one. Choice turkeys sold at 10½ to 11c., and ordinary, at 9c. Choice geese, 7½ to 8c. Choice chickens went well at 7½c. and fowls at 5½ to 6c.

ASHES. There is a quiet market at steady and unchanged prices. Quotations are: First pots, \$4.40 to \$4.45 per 100 lb.; seconds, \$4 to \$4.05; pearls, \$6.75 to \$7.

BUTTER AND CHEESE.

BUTTER.—A considerable quantity of eastern butter is offering, but the quality is not of the best. The trade are now working on fall creamery, and there is not much of this on the market. For good stuff the market looks firm. Commission merchants are paying 20½c. for creamery, on which they have their profit, say, of 1 or 1½c. Large rolls sell at 17½ to 18c.

CHEESE.—During the holidays the trade has been quiet, with little doing. A few orders for colored, for export demand, have been given at 49s., an advance of 6d., and some of the trade are now asking for a further advance. The whole feeling is for higher prices. White sells at 48s. The local consumption is good.

MONTREAL NOTES.

Pickled eggs are 2c. higher.
Valencia oranges, 420's, are 25c. lower.
Lard is ¼c. higher, and may advance further.

Florida and Californian tangerines are arriving in good supply. They sell for \$2.75 and \$3 per box respectively.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., January 6, 1902.

THE travellers have already been sent out, and the effort to make the business of the present year larger and more profitable than that of the last is already well begun. With

some the old year's business is not yet finished, as they take stock the last of this month. The last year, while showing more business changes than usual in St. John, has, on the whole, been a good year. Its most important feature has been the forming of The Wholesale Grocers' Guild for the three Maritime Provinces, which has resulted in the placing of sugar on the card-price principle. The price is now the same at the different points. Only one or two dealers have remained outside.

OIL.—The sale of burning oils continues very large. The market is rather unsettled. It cannot be called strong. Prices are unchanged. Local competition is quite active. In paint oils there is but little doing. Spot prices are unchanged, though in turpentine the market is higher. Linseed oil, for present delivery, is also quite high, but for later, rather lower values rule. Lubricating oils, as is usual at this season, are dull; values are unchanged, but the market is considered firm. Cod and seal oils are both high. Wax and candles are unchanged.

SALT.—In Liverpool coarse salt sales are not quite so active. There have been large receipts within the last few weeks, so the market is well supplied. Arrivals so far this season are not as large as last. There is a disposition not to put large quantities in store, and if possible to have it arrive regularly in such quantities as can be sold direct from the ship's side. This leaves the importer a better profit and gives lower prices to the buyer. Fine salt moves slowly.

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

We quote:
60c.; English
Canadian fin
butter salt
bags, \$2.85 t
\$2.70 to \$2
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We quote: Liverpool coarse, 50 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—There has been some interest in canned meats during the week, orders being placed for later shipments. Prices are lower than last year. Canadian goods have the market. There is some range in price between the packers. The other matter of interest has been the advance of 5c. in tomatoes by canners west. The local market shows little change. In vegetables, there is but a fair business. It is early yet for fruits. Salmon is freely offered at quite low figures. Canned mackerel sell very slowly here. In domestic packed fish there is little new, except sardines, in which stocks are limited.

GREEN FRUITS.—There is a good business. Oranges are the selling line, and four kinds are now offered. Prices are quite low. Some very fine Jamaica stock is offered. Californians and Floridas are the same price and are quite low. In lemons, a few Californians are here, but the Messinas sell much better at higher prices. Apples are rather dull and prices are high. Cranberries are rather higher and there is a fairly good sale. In Malaga grapes, just after the holidays, sales are not so active. A few Ontario grapes are still offered.

DRIED FRUITS.—The holiday demand being over, sales at the moment are light. The season is raisins has been particularly satisfactory and stocks are well cleaned up. From now, the sale is largely for Californian fruit. Seeded are having a steady sale. For best results, the trade should use fancy instead of choice, and the difference in price is very small. Currants tend higher and stock is small. There is a fair, steady sale. In peels, the market is bare. Dates are in fair supply and prices are higher. Figs move slowly. Evaporated apples are firmly held. There is not a large stock. The higher prices lessen sales. In Californian prunes prices are unchanged. A better demand is looked for. Apricots and peaches move very slowly. Dried apples have just a fair sale and the consumption is not large. Onions are higher and there is a steady business.

DAIRY PRODUCE.—In eggs, prices as yet show little change, but the market seems to tend to lower figures. Strictly fresh are still at quite fancy prices. Butter is rather easier. There is an oversupply of poor butter. The loss, through poor butter, is very large, and should

CLARK'S MINCEMEAT.

The kind your customers are looking for. Made from good beef, new fruits, spices and peels; a really good article; good thick substantial stock, not loaded with water.

Give it a Trial.

EPPS'S GRATEFUL. COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS.

COCOA

not be, as the butter should be good. Cheese are rather firmer. There is a fair trade.

SUGAR.—Prices have shown no change during the week. They are very low. Sales, particularly of granulated, are large. There is little foreign sugar now brought here. The quality of domestic sugar shows an improvement.

MOLASSES.—Values continue low. Porto Rico is the grade chiefly held. There is a fair movement. Some little Barbados is still offered. Some particularly nice New Orleans has been received and the price is low.

FISH.—At this season fresh fish have the demand. While the quantity of herring received has not been large, it has been rather better than during the past two seasons, but the supply is very uncertain. There are fair receipts of cod and haddock. Halibut are scarce and smelts are plentiful. The local market is not a large one. Dry cod is held firm, but there is little doing. Pollock is dull with price unchanged. Smoked herring continue low and in light demand. For pickled herring there is little inquiry at this season. Finnan haddies are quite plentiful and shipments west are large. There are no bloaters. We quote as follows: Large and medium dry cod, \$3.50 to \$3.65; small, \$2.50 to \$2.60; haddies, 5½ to 6c.; smoked herring, 6 to 7c.; fresh haddock and cod, 2½ to 3c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2 to \$2.25 per ¼ bbl.; Canso herring, \$5.50 per

bbl.; Shelburne, \$2.50 per ¼ bbl.; frozen herring, 75c. per 100; smelt, 5½ to 6c. per lb.

FLOUR, FEED AND MEAL.—In flour, the firmer prices rule and the market is quite strong. Oatmeal is not as strong. The local sale is light. Oats have but a fair sale, and prices are rather easier, but are still high. Feed is in demand, but is high and scarce. Beans are but fair sellers, and prices are unchanged. Cornmeal is strongly held at full figures and there is a fair sale. Hay is firm, and the heavy export demand continues. Barley is firm at the higher figures. Split peas are high. Blue peas are about out of the market. We quote as follows: Manitoba flour, \$4.80 to \$5.00; best Ontario flour, \$3.90 to \$4.20; medium, \$3.70 to \$3.90; oatmeal, \$5.70 to \$5.80; cornmeal, \$3.30 to \$3.35; middlings, \$22 to \$23; oats, 49 to 50c.; handpicked beans, \$1.65 to \$1.70; prime, \$1.55 to \$1.60; yellow eye beans, \$2.50 to \$3.00; split peas, \$4.75 to \$4.95; barley, \$4.65 to \$4.75; hay, \$12 to \$14.

TRADE NOTES.

David Brown, lately with Dearborn & Co., is now with Baird & Peters, pushing their tea.

T. Collins & Co. have a shipment of particularly choice New Orleans molasses just received.

St. John now has telephone communication with Boston. Our large wholesale fruit man, E. A. Goodwin, was the first to use the wire.

W. C. Clawson & Co., representing

Clark & Co., Montreal, canned meats, are booking large orders for later shipment.

F. P. Reid & Co., Moncton, N.B., have a car of prunes due from The J. K. Armsby Co. These they are selling freely to arrive.

MANITOBA MARKETS.

Winnipeg, January 6, 1902.

THE weather has been mild and fine all week, with exception of one day, and even then the thermometer only reached 20 below. In the grocery trade business has been very fair in spite of the holiday. Wholesale grocers declare that the falling off in trade is not so marked as usual. All travellers will again be on the road next Monday. A few changes in prices have occurred, but nothing of a startling nature.

FLOUR—All milling concerns are now selling on the same basis: Ogilvie's Hungarian patent, \$2; Glenora patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.45; Imperial XXXX, \$1.25; Lake of the Woods Five Roses, \$2; red patent, \$1.85; Medora, \$1.45; XXXX, \$1.25.

CEREALS—This market shows no change and the demand may be said to be normal in all lines. Rolled oats \$2.40 for 80 lb. sacks; \$1.20 for 40 lb. sacks; 65c. for 20-lb. sacks; granuated and standard oatmeal, \$2.90. Cornmeal is firm at \$2; split peas, \$2.75 to \$2.80; white beans, prime medium, \$1.90.

CANNED FRUITS AND VEGETABLES—Interest is centred just now in the advance of 10c. per case on tomatoes in the east. The price here has not actually advanced, but there is no doubt that it will do so before this is in press. This would make the selling price here \$2.30 to \$2.35, and this advance would give dealers here a very narrow margin. Peas and corn are selling well. Canned fruit does not seem to be in as much demand as usual, owing, no doubt, to the fact that every year increases the amount the housewife is able to put away. Prices at the moment in Winnipeg remain at last week's quotations, viz.: Fruits—Strawberries, heavy syrup, \$3.25; preserved, \$3.60; raspberries, preserved, \$3.25; syrup, \$2.95; blackberries, \$2.75; gooseberries, 2's, \$2.90; 2's, preserved, \$3.60; peaches, yellow, 2-lb. tins, \$4; 3-lb. tins, \$6; pears, 2-lb. tins, \$3.50; 3-lb. tins, \$4.50; apples, 3-lb. tins, canned, \$2.50; 3-lb. tins, preserved, \$3.65; gallon, canned, \$1.60. Californian canned fruit in 2½-lb. tins—Plums, green gage, \$4.25; Lombard, \$4.20; damson, \$4.20; egg, \$4.20; peaches, \$4.75; pears, \$4.95; apricots, \$4.75; cherries, white, \$5.50. Canned vegetables

—Tomatoes, \$2.20 to \$2.25; corn, 2-lb. tins, \$1.90; peas, 2-lb. tins, \$1.95; beans, 2 lb. tins, \$1.85; pumpkin, 3 lb. tins, \$2.10.

CANNED MEATS—The trade this winter shows a very distinct change. Owing to the greater facilities for obtaining fresh meat there has been very much less demand for beef, brawn and the other standard lines. On the other hand there is a very marked increase in the demand for veal, ham and chicken and cottage loaves and choice potted tongue and similar delicacies. The Christmas trade in these goods was the largest on record.

DRIED FRUITS—Latest advices from New York report large shipments of currants arriving and it is possible that this may slump the price for a short time, the high price, however, in primary markets is likely to prevent any serious drop. Raisins are about the same. It is possible, however, that now the holiday season is over and the demand slackening that prices all around may be a little easier.

RICE—Reports from Japan indicate an exceptionally heavy crop and this may ultimately effect the prices here, but as no new Japan can come in for six months it is not likely to make any material difference for the present at least. China and Rangoon are nominal in demand and unchanged as to price.

COFFEE—The market for Rios remains about the same. There has been a slight advance, but not sufficient to warrant any change of price here, and quotations are still 9¾ to 10c. Samples of the last importations have been received, and are certainly very good.

TEA—Another advance is reported in primary markets; in fact, several duplicating orders have been turned down, as they could not be filled at the former price.

SUGAR—No change has taken place for the week, but the market seems a little steadier than it did a week ago. We quote granulated at \$4.95 and bright yellows \$4.30.

FISH—Haddies are now arriving more freely, and dealers are beginning to feel some assurance of their orders being filled more promptly for the future. The price has dropped to 8½c. per lb. Bloaters are scarce, and the quality is not up to the usual mark of excellence, the fish being smaller than usual; the price is \$1.75 for boxes containing 100. Whole cod are 6c. per lb., and boneless, 7 to 8c. Smelts have, so far, not arrived in sufficient quantities to satisfy the demand. Labrador herring are quoted at \$4 per bbl.; mackerel, \$1.80, and Holland herring, in kits, \$1. There is an active demand for oysters

Include with first order from wholesale grocer a trial lot of

H AND H

TRADE MARK

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

FLOUR

Magor's Delicious Patent Flour.
The Purest Flour Made—makes delicious Cakes and Pastry.

Prices For Cash Unequalled.

JOHN MAGOR & CO., MONTREAL

"Imperial" Brand PEARS

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

IMPERIAL CANNING CO.,
KINGSVILLE.

FISH—FRUIT

Oysters; Finnan Haddie; Herrings; Trout; British Columbia Frozen Salmon; Navel Oranges; Lemons; Grapes; Nuts; etc.

We handle everything in the above lines and would be pleased to have your account.

WHITE & CO.

Wholesale Fruit and Fish
TORONTO

Toronto Fruit Merchants.

FANCY NAVAL ORANGES

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

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

Mail orders a specialty.
Send us your Xmas Order.

HUSBAND Bros. & Co.

82 Colborne St., TORONTO.

McWilliam & Everist

Commission Merchants.

Fruit Importers and Exporters.

Canadian Apples a Specialty.

CORRESPONDENCE SOLICITED.

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

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.
Warehouse Phone Main 3394.

IF YOU HANDLE

Graham's Jams, Jellies and Marmalade

They will increase your trade and put money in your pocket.
All up-to-date jobbers handle them.

Agents,

GEO. J. CLANCY & CO.,
59-61 Front St. East, TORONTO.

Canada Preserving Company
HAMILTON.

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

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

Delhi Epicure Pork and Beans IN TOMATO SAUCE
Delhi Tomato Catsup IS A HOME PRODUCT

AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

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

Delhi Canning Co., - Delhi, Ont.



The THISTLE Brand

ARE

HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

GUARANTEED
SECOND TO NONE.

BRIGHTON CANNING CO.

AN INTRODUCTION



of Kent Baked Beans to your customers will be all that is necessary. The quality and appetising appearance of the Beans themselves will make future sales easy. The finest Beans the country grows, carefully packed in the most cleanly manner, make a product to be proud of.



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

at the present time; the price is \$2 to \$2.25 per gal.

GREEN FRUITS—The demand is very slight, and the only feature of interest is the shading of country prices for oranges to those of the city. This gives a range of \$3.75 for 126's up to \$4.75 for 200 to 250's. The stocks of apples are getting small and prices are unchanged and range from \$5 to \$6. Cranberries are in fair demand at \$10 per barrel. Other lines are not being asked for at present.

BUTTER—The situation shows no improvement. A very small quantity of creamery is being received, which jobs at 25c., and in dairy butter the supply is light, and of the little received a large percentage is of inferior quality and cannot be used for table butter. Good, sweet, fresh dairy brings 21 to 22c.; inferior grades, if fresh, 12 to 16c.

CHEESE—Demand at present is rather light and prices remain without change at 11c.

EGGS—Practically no Manitoba eggs are being received and the Ontario supply is none of the best, but candled stock is worth 27c.; pickled eggs, 20c.

POULTRY—The demand has slackened very perceptibly but prices remain unchanged: Chickens, 8 to 9c.; geese and ducks, 10c.; turkeys, 12 to 12½c.

VEGETABLES—Market is quiet and there is a limited consumptive demand: Potatoes, 35 to 40c. per bush.; carrots and beets, 45c. per bush.; turnips, 20 to 25c. per bush.; cabbage, \$30 to \$35 per ton; lettuce and radishes, 40c. per doz. bunches; celery, 45 to 60c. per doz., and growing scarcer.

NOTES.

One of the events of the week was the arrival of the first through train from Port Arthur to Winnipeg over the Canadian Northern. The last spike was driven at 10.45 on New Year's morning. The arrival of the train at Winnipeg occasioned much enthusiasm.

The N.W.C.T.A. banquet took place on December 30 at the Clarendon Hotel, and was very successful, as, indeed, have been all functions ever given by that organization.

"Aunt Jemima's" pancake flour, which has for years been so acceptable to the housewives across the line, is about to be introduced in Winnipeg for the first time. A carload will arrive next week, and it is the evident intention to push its sale vigorously, as a large number of samples are to be distributed. It will sell at \$4.25 per case of 3 doz. packages, 2 lb. to the package.

THE ART OF TEA TASTING.

WOMAN has stormed and conquered trade after trade, profession after profession, but one of the very best paid lines of industry she has not yet turned her attention to at all. At the tea warehouses men are employed to taste the teas and decide on the different samples, and for this work all the capital needed is a trained palate. It is an occupation fairly within a woman's capacity, yet not one is engaged in it.

"I don't know why they shouldn't be," said a prominent dealer. "Of course, every tea-taster has a standard to go by; otherwise, as everyone's taste is different, no classification could be made. But it takes experience—familiarity with these standards."

A SIMPLE OUTFIT.

The tea taster's outfit is very simple; a number of porcelain cups, a pair of scales, and a half-ounce weight. For, whereas, the housewife measures tea into her teapot by spoonful, or carelessly gauges the quantity with her eye, the professional maker of tea proceeds upon an exact method. He differs from the housewife also in using only distilled or filtered water. Then, having put the kettle on to boil, he does not neglect it until part of the contents have boiled away, but pours the water on the tea leaves the instant it reaches boiling point. Water boiled for several minutes becomes insipid, and will not make a good tea. For this reason also, if there is water left in the kettle, he is careful to rinse it out before refilling. After making the tea he only allows it from three to five minutes to draw, this being just sufficient to develop its fullest flavor. To the correct palate the bitterness consequent on overdrawing tea is very disagreeable.

THE PERFECT INFUSION.

Given the perfect infusion the taster notes its color; a rich, clear golden hue almost always denotes good tea. He also inhales its odor, a significant indication of quality, and then his trained palate decides on the whole matter. He does not swallow the tea taken into his mouth, because to do so would temporarily destroy the acuteness of taste. It has been asserted, says *The Philadelphia Record*, that those who make a business of tea-tasting find it injurious to health, but this the dealer denied. Teas of all kinds have two values—intrinsic or real, commercial or marked value. So that in their selection for commercial purposes four leading features are to be considered—leaf, style, liquor, and flavor. Choice of all kinds is handsomely made and stylish; if not artistically curled, twisted or rolled, according to its make. Thus, green tea, of the imperial gunpowder order, is hand-rolled and shotty, regular

in make and of a bright natural green. Hyson leaf is well and evenly curled and twisted. Black or Oolong leaf is firmly silky and creamy. Old and inferior teas are largely rough and loosely rolled and being partially or entirely devoid of sap or succulence, are correspondingly coarse and flavorless in the infused state.—Morning Leader.

PETERBORO' CHEESEMEN.

A meeting of the cheesemakers, salesmen and others around Peterboro', Ont., was held in the town council chamber of that town on January 4, when certain amendments, which will most likely be introduced at the annual meeting of the Peterboro' Cheese Board, were discussed. This meeting was well attended by farmers and cheesemen. It is felt by them that the rules of the cheese board can stand certain amendments.

MARITIME PROVINCE BUSINESS MEN.

I had a talk the other day with W. H. Seyler, who for over five months has been travelling through Quebec, New Brunswick, and Nova Scotia, for The F. F. Dalley Co., of Hamilton.

It was Mr. Seyler's first visit to the Maritime Provinces, and he was naturally busy forming his impressions as well as selling goods, and he appears to have succeeded well in both respects. "It is pleasant," he said, "to do business with the merchants in the Maritime Provinces. They are conservative in their way of doing business, but they are most friendly and sociable, and I received every courtesy. Most of them complain, however, that the balance of trade between the Maritime Provinces and Western Canada is largely in favor of the latter.

"One thing I regretted to learn and that was that there appears to be a house here and there in Ontario that thinks it can use the Maritime Provinces as a dumping ground for cheap and inferior goods. The result has been to bring a discredit upon western goods and to make it extremely difficult to introduce new goods there."

Mr. Seyler said that Sydney was a revelation to him on account of the extent of the steel and iron works and the magnificence of the harbor. "Business," he said, "is rather overdone, too many merchants having opened up there. This, of course, will remedy itself in time.

"Wherever I went I saw 'The Canadian Grocer.' This was a source of gratification to me, for it kept me well in touch with trade conditions in the west during my five months' absence."

The business men of the Province of Quebec, Mr. Seyler speaks most highly of, and particularly their quickness in coming to a decision and their general courtesy.

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THE BEET-SUGAR INDUSTRY.

GALT CARRIES THE BY-LAW.

ON January 7, the by-law granting \$4,000 towards the purchase of a site for the proposed new sugar refinery at Galt was submitted to the electors and was carried by a large majority. The poll stood 868 for to 43 against.

WIARTON GIVES A BONUS.

In Wiarton, the campaign in favor of granting a \$25,000 bonus to the beet-sugar company there was brought to a successful conclusion, the electors almost unanimously voting in its favor when the by-law was submitted on January 7.

LINDSAY WORKING FOR FACTORY.

Down in Lindsay, Ont., considerable interest is being aroused concerning the sugar-beet-growing industry. A special beet-sugar committee that has recently been appointed, has held a meeting at which considerable progress was made towards securing a sugar refinery. They appointed two canvassers to go around and visit the farmers to solicit acreage contracts, and decided that to make the campaign effective it would be advisable to have schoolhouse meetings, at which the different features in connection with the growing of beets and the market which might be expected for them could be explained to the farmers. Wm. Cameron and Johnston Ellis are the appointed canvassers, while a sub-committee composed of S. J. Fox, M.P.P., Dr. Vrooman, M.P., N. Hockin, R. Bryans, E. H. Hopkins, H. J. Lytle, F. C. Taylor, and W. Flavelle were appointed to look into the minor details. Already the dates for a number of meetings have been decided on.

EARLY CLOSING IN NORTH SYDNEY.

The merchants of North Sydney, N.S., have decided to close their places of business from now until April 1 at 6 o'clock every evening except Saturday. During April they will close at 7 p.m. From May 1 to November 31 their stores will close on Mondays and Thursdays at 8 p.m., Tuesdays and Fridays at 7.30, and Wednesdays at 6.

AN OLD RESIDENT DEAD.

On the morning of January 8, an old resident of Toronto died suddenly in the person of Mr. Richard Philip, who has been a member of the firm of H. P. Eckardt & Co., wholesale grocers, Toronto, since the business started in 1887. Deceased was

born in Cornwall, Eng., in 1832, and came with his parents to Canada when he was 12 years old. He was a member of Trinity Methodist Church, on Bloor street west. He leaves a widow and six daughters to mourn his demise.

Mr. H. P. Eckardt is a son-in-law of deceased.

HONORED THEIR PRESIDENT.

On January 5, the Licensed Victuallers' Association of Montreal gathered at the St. Lawrence Club to present their popular president, Lawrence A. Wilson, with a handsome span of horses, a set of silver-mounted harness, two sleighs, and a set of four black bearskin robes.

STILL IMPOSING FINES.

Several fruit dealers have been prosecuted and fined by W. A. McKinnon, chief of the fruit department, and Inspectors Lick and Carey at Colborne, Ont., for violations of the Dominion Fruit Packing Act.

The minimum fines were imposed as these were the first offences, but fruiterers were warned that severe penalties would be demanded in dealing with future cases.

COOPERATION.

THE grocery trade is experiencing growing pains, and some of the members of that honorable and useful branch of business are beginning to wonder where they are "at," and whether there is going to be any grocery business for them to stay in some years hence. Retailers fear the abnormal development of new retailing agencies, and some of the wholesalers growl because the buying pools are spreading among the retailers—those wholesalers who do not sell to the pools.

Cooperation is applied to the grocery troubles in two or more ways. First, we see the retail pool exchanges; second, comes the card system, a cooperative agency for regulating prices; third, cooperation in the manufacture of goods and also in the wholesaling of merchandise, several wholesale firms in a neighborhood or town joining forces for mutual benefit.

One of the most peculiar forms of grocery cooperation is reported from Pasadena, Cal., in the following statement: "Grocers have considerable to say concerning the cooperative organization of Southern California grocers, of which J. D. Nash, of this city, is president. The independent merchants are inclined to buck the concern, and some of them do not think that it will

be able to live. The association consists of one grocery in each of the larger towns of this part of the State, all being banded together, having one buyer, the idea being to obtain goods in large lots, which are distributed from a common centre or headquarters. The snag which the new company has encountered is an ultimatum from some of the leading independent firms to the wholesalers in the east, in effect that the wholesalers must choose between the trust and the independents. If a soap company, for instance, sells to the trust, then the independent grocers will boycott that soap company. The same ultimatum, it is said by a Pasadena grocer, has been delivered to other large eastern houses, and as independents are greatly in the majority, they think they have the inside track."

It may be taken for granted that this "growing-pains" period in the grocery trade is but a passing one, and that it will be followed by a return to older principles in most cases, as the benefits to be derived by cooperative enterprise are too commonly absorbed by one or two individuals.—N. Y. Merchants' Review.

MINOR CHORDS.

Do not "blow" about your business to customers. They might conclude that you are doing too much.

Do not ask two prices. Your customer might think that the other fellow gets the lowest.

Do not keep a clerk down. Your competitor might lift him up.

Do not fail to keep your engagement with the travelling salesman. His time is money.

Do not expect returns from your first advertisement the same day. It takes time for seeds to take root.

Do not say a word in your advertisement that you will have to "eat." Indigestion is troublesome.

Do not try to be funny in your advertisement. There's a wide divergence of opinion as to what constitutes fun, and the joke may be on you.—The Keystone.

B. D. W. McClure, grocer, Fort William, Ont., is selling out to Snellgrove Bros., of the same place.

On the morning of January 6 Hamwill Bros.' confectionery store, King street East, Hamilton, was damaged to the extent of \$4,000 or \$5,000 by fire. The firemen had difficulty in getting it under control. The insurance on the stock amounted to \$3,000.

ARREST OF A TORONTO RETAILER.

It will be remembered that about three weeks ago, Charles Plumb, a Yonge street grocer, Toronto, made an assignment to Richard Tew, who sold his stock upon instructions from his creditors. Now, a charge is laid against him by The Eby, Blain Co., Limited, of Toronto, that he misrepresented his business affairs to them, and on the strength of this he obtained quantities of goods, defrauding them out of \$500 by the above assignment. At their instance Detective Harrison placed him under arrest on January 7.

It is stated by the above firm that when Plumb first obtained goods from them he gave them to understand that nobody but himself had any interest in the business. He declared that he had not borrowed any money, and stated that his books showed a surplus. But as soon as he assigned his father came forward with a claim for \$1,300, which amount he claimed he had advanced to his son to carry on the business. The stock brought 75 cents on the dollar when sold to Jesse Ward. When the proceeds from this sale were placed against his liabilities, it was found that only 10 or 15 cents on the dollar would be paid.

BUTTER MEN MEET.

The patrons and shareholders of The Whittington Butter Manufacturing Company held their annual meeting on January 2, at the schoolhouse at Whittington, Dufferin county, Ont. The total amount of butter manufactured last season was about 81,000 lb. This has enabled the shareholders to pay their shares in full. The amount of each share was \$25, only \$9 being called for, the balance being paid out of the profits of the factory.

The following were elected officers for 1902: President and treasurer, William Dynes; secretary and salesman, W. H. Gillespie; vice-president, Chas. Crombie; directors, George Brown, James Braiden, J. J. Hall, W. T. Johnston, John Patterson; auditor, John S. Wallace.

MR. DOBIE HONORED.

Mr. Wm. Dobie, the popular manager of The E. W. Gillett Co., Toronto, manufacturers of "Royal" yeast, "Magic" baking powder, etc., was made the victim of a very pleasant surprise on Friday evening last. It is the custom of the company to call their travelling salesmen to headquarters at the beginning of each year, when the preceding year's work and future prospects are discussed. On this occasion, the travellers, together with the office staff, visited the residence of Mr. Dobie, and presented him and his wife each with a very handsome travelling case of leather, with silver-mounted

fittings, appropriately engraved. After an impromptu supper had been done full justice to, speeches were made by many of the gentlemen present. Mr. Dobie, on behalf of his wife and himself, thanked the donors for their beautiful gifts, and after singing "He's a Jolly Good Fellow," the visitors departed, acknowledging that they had been royally entertained.

A DIRECTORY FOR WHOLESALERS.

A wholesale grocers' directory for the United States for 1902 has just been issued by Owen Thacker, Columbus, Ohio. This directory is the most complete of its kind ever published there, containing the names of every wholesale grocer in the Republic. This affords a reliable list for mailing and correspondence for manufacturers. The book is attractively gotten up in a red cover and will be mailed to anyone on receipt of the price, which is \$1 per copy.

C. P. R. LOWERS RATES TO THE WEST.

The Canadian Pacific Railway Company has issued a circular reducing its freight rates from the east to Manitoba and the Northwest points for the year 1902. By comparing the following the nature of these reductions can be seen:

Toronto to Fort William, old rate, first class, \$1.35; second, \$1.15; third, 90c.; fourth, 65c.; fifth, 57c.; sixth, 48c. New rate, first class, \$1; second, 82c.; third, 66c.; fourth, 47c.; fifth, 40c.; sixth, 34c.

Toronto to Winnipeg, old rate, first class, \$1.81; second, \$1.55; third, \$1.24; fourth, 97c.; fifth, 82c.; sixth, 74c. New rate, first class, \$1.78; second, \$1.52; third, \$1.21; fourth, 95c.; fifth, 80c.; sixth, 73c.

There are also corresponding reductions to Northwestern points. Under the Crow's Nest Pass agreement tariffs, the commodity rates have also been lowered.

MR. LAWSON LEAVES THE ROAD.

Mr. A. H. Lawson, who during the last 10 years has represented John Sloan & Co., wholesale grocers, Toronto, in Eastern Ontario, has been taken into the sample room of the firm. His position on the road has been assumed by Mr. Frank Tait, formerly with The Lang Manufacturing Co., Montreal.

A GOOD MOVEMENT.

In the Maritime Provinces of Nova Scotia and New Brunswick tourists' associations have been working effectively for a number of years. The towns and cities have been beautified, and thousands of tourists have annually come from the New England States, Boston, and New York, and other cities farther south. The residents of these Provinces have reaped

a golden harvest, while everybody has been benefited by the increased steamship service, the enlargement of the hotels and other public improvements rendered necessary to accommodate these visitors.

Now, in Victoria, B.C., a number of leading citizens have met together, formed themselves into a tourist association, adopted a constitution and have laid out plans whereby they hope to greatly beautify the town, and by extensive advertising through the newspapers, guide books and circulars, attract from all points tourists during the summer. Comment in many other centres of population and trade has been excited and people are largely watching to see what the results will be.

TORONTO BOARD OF TRADE'S NEW SECRETARY.

The Toronto Board of Trade has appointed Paul Jarvis, as secretary, to succeed Edgar A. Wills, who has resigned his position to accept a situation with Hiram Walker & Co., Walkerville, Ont. The new secretary will enter upon his duties on January 15. He was educated at Trinity College School, Port Hope, Ont., and Upper Canada College, Toronto. His business career was started in the Dominion Bank. He has been in Winnipeg, and also in Buffalo, where he was chief accountant of The World Medical Dispensary Association, of Buffalo, and had charge of from 300 to 400 employees.

Mrs. Gray was appointed as assistant secretary. She has been in the secretary's office for nine years in the capacity of head clerk, and has proved herself a valuable and efficient official.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

AGENCIES WANTED.

PARTY HAVING FIRST-CLASS CONNECTIONS with wholesale and retail grocery trade is prepared to represent firms for the Province of Quebec. Speaks English and French. Best references furnished. Apply, Box 14, THE CANADIAN GROCER, Montreal. (2)

FRUITERER WANTED.

WANTED BY A JOBBING GREEN FRUIT House in a Canadian city, a bright young man with experience in Green and Dried Fruits. Apply, giving references, length of experience, how obtained, salary expected, etc., to "Fruit Jobber," (Box 75) THE CANADIAN GROCER, Toronto. [2]

TRAVELLER WANTED For Manitoba and Northwest.

Thoroughly competent Grocery Traveller for Manitoba and Northwest. Must have good connection—liberal terms to the right man. Apply

(2) Box 73, Canadian Grocer, Toronto.

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

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We are agents for Booth's celebrated OVAL BRAND OYSTERS. We give you Imperial measure; 4 gals. Imperial equal 5 gals. wine.

ALL KINDS OF FRESH FISH.

Trial Order Solicited—Prompt Shipment.

M. Doyle Fish Co., Limited, ^{The} Market, Toronto

SANDBACH, PARKER & CO.

DEMERARA, BRITISH GUIANA.

General Commission Merchants, Importers and Exporters.

All consignments receive careful attention and proceeds are remitted without delay. If needed, financial facilities will be given for regular and substantial consignments.

Orders for Sugars, Molasses, Rum, Greenheart, Wallaba Shingles, Charcoal, Cocoanuts, Cocoa, Coffee, etc., receive special and prompt attention.

Buildings, Sheds and Dock at Lots 8 to 11 Werk en Rust. Every facility for prompt despatch of steamers and sailers. River frontage 340 feet.

Telegraphic address: "Sandbach," Demerara. Codes used:—Scott's Editions, 1880, 1885 and 1896; A.B.C. Fourth Edition; Watkin's 1884, and Appendix; Lieber's Standard.

Established 1862.

E. THOMPSON & CO.

LIVERPOOL,

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

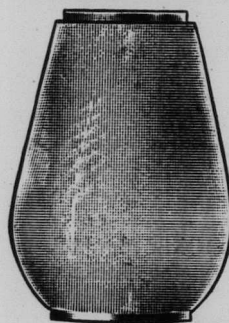
We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—

G. H. THOMPSON,
107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast
or Jubilee
Globes

Aetna or
Quaker Flint
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,
of WALLACEBURG, Limited

GOLD MEDAL, PARIS, 1900.

Walter Baker & Co.'s

PURE, HIGH GRADE

Cocoas and Chocolates.



TRADE-MARK.

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

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

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

WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

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

TRADE-MARK ON EVERY PACKAGE.

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

Annual Sales
Exceed
33,000,000 lbs.



Grand Prix
Highest Award,
Paris 1900.

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

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

A GOOD MARGIN OF PROFIT FOR THE RETAILERS.

NOVA SCOTIA MARKETS.

Halifax, January 6, 1902.

SINCE last report the old year has gone out and the new one has come in, and while each and every one is wishing his neighbor a "Happy New Year," the shrewd business man is looking closely into his business to see how good a year has been the one which has passed—"taking stock," as it were, of the general results, and laying his plans for the new year.

Of the grocery trade, Dunn's review of business of the Province says: "Profits are reported regular, with losses not excessive. There is a tendency noticeable amongst wholesale dealers in this line to restrict credits and conduct business more on a 30 days' basis, which would lessen the amount of risk run and would be beneficial to both seller and buyer."

Business is largely gauged in any country or in any city by the amount of imports and exports—the total general trade. That business has been good in all lines in Halifax during 1901, is shown by the fact that the Customs revenue collected exceeded the year 1900 by the large sum of \$128,063.58, the total for that year being \$1,339,898.24, and in 1901 \$1,467,961.82. In every month of the year except July there was an increase, showing the general average of trade to have been steady throughout the year.

Both wholesalers and retailers agree with the general tenor of Dunn's report. Business for the year has been good, and there is every prospect of another successful year to follow. It may be noted, however, that the failures for 1901 exceed those of 1900, but this is accounted for by the big fire at Sydney, an occurrence which usually leaves a heavy mark on the failure list of any year.

The fisheries, one of Nova Scotia's most important industries, and tending largely to increase the trade of the Province, seem to have been up to the average, though the figures for the year are not yet available. Halifax County fishermen did extremely well on mackerel this season, but the general area of the catch was limited. The herring catch was below the average. In cod, haddock, hake, lobsters and other fish the catch was good, and prices ranged fairly high and steady. Bank fish are now being held at \$3.60 per quintal, and there is only a small quantity changing hands.

Fresh lobsters are now retailing in the market here, and considerable quantities are

being shipped alive to the United States. Fishing along the South Shore is good, and considerable quantities of fish are coming from the Banks. Five schooners were in port last week, aggregating about 30,000 lb., principally haddock.

The butter market stands to-day as a week ago. Prices are firm, demand good, and best creamery scarce. Cheese is slightly firmer, and there is considerable supply in the market—10 to 10½c. is quoted. Eggs are higher, especially fresh laid, which are now up to 30c. retail, and some of the market women who have colored fresh eggs get nearer 40c. Hay, bran, middlings, feeds and flour have remained at prices last quoted. Oats, which a week ago were quoted at 60 to 62c. wholesale, are now quoted at 57c. Potatoes are firm at 40c. wholesale.

Our merchants are looking forward to a brisk year in all lines of trade.

R. C. H.

CATALOGUES, BOOKLETS, ETC.

AN ART CALENDAR FREE.

Fairbank's art calendar for 1902, with four art supplements, reproducing four Paris Salon pictures, value \$1, will be mailed free to any address for 12 fronts cut from the outside wrapper of Fairbank's glycerine-tar soap, Fairbank's scouring soap, "Copco" soap or "Gold Dust," of one kind or assorted, or for 12 2c. stamps. As the price of any of the above goods is a small investment, you can economize by sending 12 wrappers instead of the 12 stamps, and thus secure a calendar free.

The four art supplements can be used singly or together, framed or unframed, to decorate your home in an almost endless variety of ways which your artistic taste may suggest.

Be sure and give your name and address plainly written. Mail only the front or top of outside container. Please follow the directions carefully. Any one of the five pages is worth more than the expense to secure the entire set. Give the name of this paper, and address The N. K. Fairbank Company, Wellington and Ann streets, Montreal, Que., Dept. D. The calendar is most certainly a beautiful work of art.

SNOWDON & PATERSON'S CALENDAR.

Snowdon & Paterson, manufacturers' agents, Montreal, who represent firms having headquarters in Toronto, Montreal, London, England, and Glasgow, Scotland, have issued a neat calendar this year with the names of the firms they are agents for and their lines of goods carried by them printed thereon.

Those who drink it. What do they say about Red Rose Tea?

That's where the test comes. Advertising won't make anyone drink tea they don't like. Some packers appear to think that extensive advertising will "create a demand" altogether regardless of the real value of the Tea.

They may be right. If they are, then I am all wrong. A few years hence they will have the business and I—well, never mind. Time will tell where I will be.

In the Maritime Provinces Red Rose has reached a sale never before attained by any brand. "The demand has been created" by the Tea proving year in and year out the best of any on the market, and not by extensive advertising.

I propose to continue to advertise in the same way throughout Canada. Red Rose Tea will continue to be the best Tea on the market. Once introduce it to your customers and you will find they will advertise it to their friends, and your business will increase.

T. H. Estabrooks

Tea Importer and Blender

St. John, N. B.

SALEMEN:

Maritime Provinces and Newfoundland:
L. W. Cox, Louis C. Armstrong,
E. J. S. Simms, G. L. Palmer.
Ontario: Rupert Prat, H. E. Sewell,
R. W. Vout, G. H. Campbell,
W. H. Vout, A. T. Donahue.
Quebec: N. D. Le Blanc.
Manitoba and N.W.T.: Stephen Hustwitt.

DOMINION BUSINESS COLLEGE

TORONTO,
ONT.

The best equipped business and shorthand college in Canada.

International Gold Medal at New York for penmanship.

Situations secured for all worthy graduates. Seventy-five new typewriters for the use of students. Greatly reduced tuition rates. Call or write for information.

Confederation Life Building,

Catalogue Free.

TORONTO, ONT.



This list is a compilation of Montreal publication, and dealers on the page 30.

Goods in far All quotation call daily upon a

BUTTER,
AND E

Dairy, choice, lb
" " pou
" " tub
" " tub
Creamery, box
" prints
Cheese, new, pe
Eggs, new laid.

CANNED

Apples, 3's.....
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Asparagus.....
Beets.....
Blackberries, 2
Blueberries, 2's
Beans, 2's.....
Corn, 2's.....
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Peas, 2's.....
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Pears, Bartlett
" "
Pineapple, 2's.
" 3's.
Peaches, 2's.....
" 3's.....
Plums, green, 2
" Lombard
" Damson
Pumpkins, 3's
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Raspberries, 2
Strawberries, 1
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No. 2 yello
No 1 yello

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

N. GARANT, general merchant and mill owner, Caplin River, Que., has compromised at 40c. on the dollar.

Alfred Charlebois, trader, Coteau du Lac, Que., has compromised.

A. Desmarais, general merchant, Marieville, Que., has compromised.

T. P. Hefferman, grocer, Guelph, Ont., has assigned to W. E. Buckingham.

The Partington Supply Co., grocers, Rat Portage, is asking an extension.

W. E. Douper, general merchant, Woodham, Ont., is offering to compromise.

M. Ormstein & Co., general merchants, St. Polycarpe, Que., have compromised.

J. L. Aubert, general merchant, St. Eloi, Que., has assigned to V. E. Paradis.

A. Lavoie, grocer, Quebec, has assigned and V. E. Paradis has been appointed pro-guardian.

The creditors of Gurney & Co., general merchants, Acton, Ont., held a meeting on January 3.

Elliot & Borlands, general merchants, Steinbach Station, Man., have assigned to C. H. Newton.

The creditors of G. D. D'Entrement, general merchant, Middle East Pubnico, N.S., held a meeting on January 6.

Wilkes & Marchand are the curators of Frank Law, barber, tobacconist, etc., Montreal. His assets have been sold.

E. F. Cowan, general merchant, Novar, Ont., has assigned to F. H. Lamb, Hamilton. His creditors met on January 7.

W. J. McGrath, grocer, Ottawa, has assigned to W. A. Cole. There was a meeting of his creditors on January 8.

Geo. A. Rozel, broker and confectioner, Hanover, Ont., has assigned to H. H. Miller. His creditors met on January 6.

The Gardner, Rice, McLeod Co., of Ontario, Limited, departmental store, Rat Portage, Ont., is asking an extension.

V. C. Matthews, confectioner, Campbell, N.B., has assigned, and there will be a meeting of his creditors on January 10.

Charles Tremblay, general merchant, St. Boniface de Shawenegan, Que., has assigned, and V. E. Paradis is the pro-guardian.

PARTNERSHIPS FORMED AND DISSOLVED.

Churchill & McKay, general merchants, Elburne, B.C., have dissolved.

J. H. Morris & Co., general merchants, Edmonton, N.W.T., have dissolved.

J. T. McDonald & Co., general merchants, Calgary, N.W.T., have dissolved.

Archer & Thibaudeau, commission merchants, Quebec, have dissolved partnership.

Frank Melville, fruiterer, St. Marys, Ont., has admitted Charles Sims as a partner.

H. Bryant & Co., wholesale tea dealers, Halifax, N.S., have admitted Angus McDonald as partner.

R. W. Clark, wholesale grocer, etc., Victoria, B.C., has admitted Miss McClung as partner, and assumed the style of R. W. Clark & Co.

Asher & Leeson, general jobbers, Toronto, Arnprior, Galt, Napanee, Owen

Sound, Picton, and Port Hope, Ont., are about to dissolve. Harry Leeson retiring.

SALES MADE AND PENDING.

Harry Walker, manufacturer of cigars, London, Ont., has sold out.

James Anderson, Hamilton, Ont., is advertising his restaurant for sale.

Edmund George, confectioner, Ottawa, has had his stock sold by bailiff.

The stock of Mrs. F. Watson, confectioner, Ottawa, has been sold by bailiff.

Emerson Stewart, grocer, Hamilton, Ont., is advertising his business for sale.

Chester Thompson, general merchant, Selkirk West, Man., is giving up business there.

The stock of Odilion Bussiere, grocer, Quebec, was sold by bailiff on January 8.

S. Springer, Elora, Ont., is advertising his grocery, coal, and livery businesses for sale.

Emerson Marcy, restaurant keeper, etc., Hamilton, Ont., is advertising his business for sale.

The stock of J. P. Ross, general merchant, Exeter, Ont., was sold by auction on January 9.

James J. MacCallum, tobacconist, etc., Belleville, Ont., has sold out and is removing to Berlin.

M. P. Plouffe, general merchant, Ladysmith and Shawville, Que., is selling off his stock at Ladysmith.

The assignee of John C. Ebsary, grocer, Sydney, N.S., is advertising the assets for sale by tender.

The assignee of Alex. Chisholm, general merchant, Nova Scotia, is advertising for tenders for the stock.

G. Guimond & Co., general merchants, Ste. Angele, Rimouski Co., Que., has sold his stock at 66¢c. on the dollar.

The assets of J. C. Chouinard, general merchant, St. Charles, Bellechasse, Que., were advertised to be sold on January 8.

The stock of Thomas Earle, wholesale grocer, Victoria, B.C., is advertised for sale by tender up to January 31, 1902.

CHANGES.

John Fisher, grocer, Stratford, Ont., is out of business.

Pond & Frock, grocers, Trail, B.C., are giving up business.

Vaillancourt & Cie., tobacconists, Montreal, have registered.

Ivy T. Warren, grocer, Sydney, N.S., has removed to Glace Bay.

Lacourse & Lafrancois, Shawenegan Falls, Que., have registered.

The Canada Produce Co., Limited, Toronto, has obtained a charter.

The Ontario Sugar Co., Limited, Toronto, has obtained a charter.

H. Anase & Co., fruiterers, etc., Victoria, B.C., are out of business.

Joseph Boyd, general merchant, Hornby, Ont., is giving up business.

R. Hanby, barber, etc., Boissevain, Man., has sold out to W. Speer.

Leblanc & Poirier have registered as grocers, at Shawenegan Falls, Que.

Francis McKinnon, has sold his restaurant, at Winnipeg, to A. C. Ross.

The trustee of the estate of C. W. H. Tessier is advertising for the accounts.

The stock of Charles Plumb, grocer, Toronto, has been sold to Jesse Ward.

Lacert & Richard, restaurant keepers, Shawenegan Falls, Que., have registered.

Rutter & Fitzpatrick, general merchants, Birtle, Man., are giving up business.

B. J. Wartlig, cigar manufacturer, London, Ont., has sold out to H. M. Douglas.

W. J. Wilcox & Co., Limited, Virden, Man., general merchants, are applying for a charter.

M. J. McKenzie, general merchant, Dodger's Cove, B.C., is succeeded by Horris Walters.

R. H. Benson & Co., general merchants, Indian Head, N.W.T., have sold out to J. J. Mills.

Mrs. A. Lerst has registered as grocer, at St. Hyacinthe, Que., under the style of A. Lerst & Co.

C. R. Brown, who has a hotel and restaurant, at Victoria, B.C., is discontinuing the restaurant.

The assets of Wm. Smith, general merchant, Point Gatineau, Que., have been sold to A. J. Smith.

Martin & Lecousiere, cheese and butter merchants, St. Joseph de Maskinonge, Que., have registered.

Miller, Scott & Co., dealers in flour, feed, etc., Victoria, B.C., are changing their style to Scott & Pedew.

Arthur E. Curren is sole proprietor of the mill formerly operated by Cunningham & Curren, millers, etc., Halifax.

FIRES.

James Gray, miller, Rockwood, Ont., has been burned out.

P. J. Carlin, grocer, Sydney, N.S., has been burned out. Insured.

F. J. Ramsay's general store, at Dunnville, Ont., was damaged by fire.

James Courtney, tobacconist, Rat Portage, Ont., has suffered loss by fire.

Murray & Johnston's restaurant, at Owen Sound, Ont., has been burned.

Hammill & Co., confectioners, etc., Hamilton, Ont., have been burned out.

Nickerson & Mood, lobster packers, Wood's Harbour, N.S., has been burned out.

Mann & Co., general merchants, Petrolia, Ont., suffered loss by fire. Insured.

The general store of T. A. Newman & Bros., Portage la Prairie, Man., has been burned.

John Costigan, confectioner and fruiterer, Portage la Prairie, Man., was burned out.

The premises of Phillip & Haffner, grocers, Kingston, Ont., were slightly damaged by fire.

The estimated loss to the general store of John McConville & Co., Texada City, B.C., by fire, is \$400; fully covered by insurance.

Alexander Sauriol, general merchant and cattle buyer, Montebello, Que., has been burned out. The loss is partially covered by insurance.

DEATHS.

James Rozee, sr., confectioner, Yarmouth, N.S., is dead.

Arcade Depatie, cigar and tobacco merchant, Montreal, is dead.

John Bowring, of Rothwell & Bowring, St. John's, Nfld., is dead.

THE PROVISION TRADE.

The Markets—The World's Stock of Lard—Miscellaneous Notes.

THE WORLD'S STOCK OF LARD.

The N. K. Fairbank Company, Chicago, send the following: "Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on January 1, to which we add estimates of former years and stocks in cities named:

There is a more active demand for cured meats with prices very firm. Lard is $\frac{1}{4}$ c. higher. There is no further change. We now quote as follows: Long clear bacon, 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11 $\frac{1}{2}$ c.; medium hams, 13 $\frac{1}{2}$ c.; large hams, 12 $\frac{1}{2}$ to 13c.;

	1902. Jan. 1.	1901. Dec. 1.	1901. Jan. 1.	1900. Jan. 1.	1899. Jan. 1.	1898. Jan. 1.
Liverpool and Manchester	7,500	3,500	10,000	35,500	42,000	47,000
Other British ports	5,000	5,000	6,000	7,000	10,000	11,000
Bremen	1,500	1,000	1,500	3,000	5,000	2,000
Hamburg	8,000	3,000	3,500	12,000	15,000	24,000
Berlin	1,000	500	2,000	4,000	2,000	4,000
Baltic ports	7,000	6,000	6,500	6,000	6,000	3,500
Amsterdam	1,000	1,000	500	3,000	2,000	1,000
Rotterdam						
Mannheim						
Antwerp	3,000	1,000	1,500	2,500	7,000	20,000
French ports	3,000	3,000	3,500	7,000	6,000	9,500
Italian and Spanish ports	1,000	1,000	1,000	1,000	1,000	1,000
Total in Europe	38,000	25,000	36,000	81,000	96,000	123,000
Afloat for Europe	63,000	57,000	63,000	75,000	80,000	75,000
Total in Europe and afloat	101,000	82,000	99,000	156,000	176,000	198,000
Chicago prime steam	45,836	21,438	44,227	82,580	74,153	135,956
Chicago other kinds	6,952	4,981	5,723	11,504	5,186	5,572
East St. Louis	1,538	310	566	7,500	10,000	2,370
Kansas City	14,983	13,445	4,301	3,179	9,531	6,576
Omaha	3,706	3,911	2,958	5,665	3,767	2,240
New York	8,054	5,551	9,097	13,015	20,152	19,520
Milwaukee	4,565	1,564	702	5,022	2,883	1,877
Cedar Rapids	2,386	2,644	1,113	2,268	1,042	2,141
South St. Joseph	5,924	3,450	1,460	974	377	no record
Total tierces	194,644	139,294	169,147	287,707	303,096	374,242

THE J. Y. GRIFFIN CO.

The J. Y. Griffin Co., Winnipeg, have removed their produce business over to their packing house on the east side of Red river. It is understood that, although they will carry on a produce business as usual, they will devote themselves more exclusively to the packing industry.

THE PROVISION MARKETS.

TORONTO.

The receipts of western and northern hogs are lighter than last week. They are firmly held at \$7.90 to \$8.15 per 100 lb. Locally, dressed hogs are in some cases 25c. higher and are very scarce. Front quarters of beef are 50c. higher also. The other prices remain unchanged. We now quote as follows: Dressed hogs, \$8.10 to \$8.50; beef carcasses, \$5.50 to \$6.50 per 100 lb.; hind quarters, \$6 to \$7 per 100 lb.; front quarters, \$4.75 to \$5.50 per 100 lb. Veal, 6 to 7 $\frac{1}{2}$ c. per lb.; lambs, 6 to 6 $\frac{1}{2}$ c. Live hogs: Selects, \$6.50, and lights \$6 per 100 lb.; choice export cattle bring \$4.75 to \$5 per 100 lb.; lights sell at \$4 to \$4.50.

shoulder hams, 11c., and backs, 13 $\frac{1}{2}$ to 14c.; Canadian heavy mess pork, \$19.50 to \$20; short cut, \$21.00 to \$22; lard, in tierces, 11 $\frac{1}{4}$ c. per lb.; tubs, 11 $\frac{1}{2}$ c., and pails, 11 $\frac{3}{4}$ c.

ST. JOHN, N. B.

In pork and beef prices are very firmly held. There is a light business. In lard there is a fair stock here. Full figures are asked.

MONTREAL.

The provision trade is good at firm prices. The only changes to be noted are in hams, which have gone up 1c., the price now quoted being 13c., and in pure Canadian lard, which is \$2.35 to \$2.40 per pail, an advance of 10 to 15c. We quote: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$23.25 for heavy and \$22.75 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.35 to \$2.40 per pail; refined lard compound (Fairbank's); \$2.02 for 1 to 24 pails; \$2.00 for 25 to

49 pails; \$1.99 for 50 pails and over. Snow White and Globe compound, \$1.72 $\frac{1}{2}$ per pail; Cottolene, 10 $\frac{1}{8}$ c. for 20 lb. pails, and 10 $\frac{1}{2}$ c. for 60-lb. tubs, for Quebec and Ontario.

WINNIPEG.

The packing houses are taking stock this week and very little business has been done. Prices remain unchanged.

PROVISION TRADE NOTES.

Joseph Matte, butcher, Quebec, is dead. James St. George, butcher, Pembroke, Ont., is dead.

J. W. Howard, butcher, Edmonton, N.W.T., has sold out to Clutton Bros.

A. C. Smith, of A. C. Smith & Co., wholesale produce, St. John, N.B., is dead.

The Vogel Meat and Packing Co., Edmonton, N.W.T., is applying for incorporation.

Weagle & Freeman, butchers, Liverpool, N.S., have dissolved. Samuel Freeman continues.

Paul Busse, provision merchant, Toronto, has assigned to F. J. Buller. A meeting of his creditors has been called for January 13.

At Rossland, B.C., a new candy and fruit store has been opened by J. E. Sorbin, who will carry a full line of fresh candies and choice fruit.

POULTRY

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

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

Established 1873.

Pork Packers, Commission Merchants,
Buyers and Exporters of

Eggs, Butter,
Cheese, Poultry.

D. GUNN, BROTHERS & CO.

76-78-80 Front St. E. - TORONTO.

CONSIGNMENTS

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

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

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

Start

Bo

ANI

Their fl
celled.
them.

The E

F.

Start the New Year right and
commence handling



.. AND



Their flavor and quality cannot be ex-
celled. Your customers will appreciate
them.

Write us for Price List.

The Brantford Packing Co.
LIMITED
BRANTFORD, ONT.

THE NEWEST THING ON THE MARKET IS



CREAM CHEESE

Finest Flavor and we will Guarantee its Purity.

Retails at 10 cents.

Prepared by

Shuttleworth & Harris,

BRANTFORD, CAN.

Toronto Agents:

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



There are
no finer

HAMS

made than the

"STAR" Brand

Put up by

F. W. FEARMAN CO.,
LIMITED
Hamilton, Canada.

**Sugar Cured Hams and
Breakfast Bacon.**

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

TRY SAMPLE SHIPMENT.

The Park, Blackwell Co.,
LIMITED.

TORONTO, ONT.

TRADING STAMP LAW IN FORCE.

THE Act passed at the last session of the Ontario Legislature prohibiting the use of trading stamps went into force on January 1. On that day the various offices of the Dominion Trading Stamp Co. throughout Ontario were closed, and the following circular was sent out from the head office in Toronto to merchants using the stamps:

To Merchants using our Trading Stamps:

Gentlemen,—The statute prohibiting us giving, receiving or dealing with our trading stamps came into force this morning. The Court of Appeal has not yet delivered judgment on the question of the validity of the statute, and we find ourselves obliged by law to close our doors until such time as a decision is given and our right to continue business established. We must obey the law so long as it remains in force. In the event of judgment being given against us, we intend to appeal to the Supreme Court of Canada. We regret this delay, but cannot do anything to avoid it.

In the meantime the trading stamp business will remain at a standstill. We wish you would kindly request your customers to retain all trading stamps they have on hand until the matter is definitely settled.

You will please return any stamps you may have on hand, and pay for those used to our representative presenting this letter. Hoping to obtain a favorable decision and resume business at an early date, we are,

Yours truly,
Dominion Trading Stamp Co.

IMPORTATIONS OF MOLASSES.

Out of a total importation during 1901 into the port of Halifax of 12,452 puncheons, 1,080 tierces and 1,696 barrels of molasses, the trade returns show that The Dominion Molasses Co., Limited, received 7,734 puncheons, 462 tierces and 531 barrels. These figures are significant, and must impress every intelligent buyer with the fact that their business is sufficiently large to insure the obtaining of their supplies from the very fountain-head of production, and the assortment, including as it does all the best brands of Porto Rico, Barbados and Antigua in various sized packages, is so large and so complete that there is practically nothing in the wants of molasses-buyers that cannot be supplied by this concern.

A WHOLESALE FIRM'S GREETINGS.

THE CANADIAN GROCER is in receipt of a copy of The Pacemaker, a publication issued by Francis H. Leggett & Co., wholesale-grocers, New York, to their customers and travellers with New Year greetings. The feature of the publication is the exceedingly fine half-tone engravings of the buildings and the interior views of the sample-rooms and business offices of the firm.

NEW YEAR 1902

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

COWAN'S

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

COWAN'S FAMOUS BLEND COFFEE

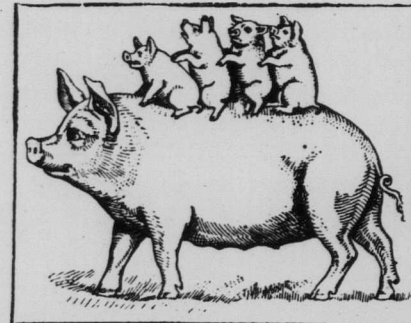
IS REALLY PERFECTION.

THE COWAN CO., Limited, - TORONTO.

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

Absolutely
Pure

Lard



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

We Guarantee Our Lard to be Absolutely Pure

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

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

All first-class Grocers and Provision dealers should handle the

“L. & S.” and
“Imperial”

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

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

Fowler's Canadian Company, Limited,

Pork Packers and Exporters, HAMILTON, CANADA.

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

The L. & S. Rosemary Company, Limited,

Manufacturers of Jams, Jellies, Coconut, Extracts, Baking Powder, Vinegars, Pickles, etc.
22 McNAB STREET SOUTH, HAMILTON, CAN.

Geo. S

General C

Teas, Sugars, Ma
Canned Gro

Green

Dire

Warr

COX'S G

Agents for Cana
C. E. CO
D. MASS
ARTHUR

JA

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We
Tea

TE

ESTABLISHED 1869
Geo. Stanway & Co.
 Brokers and
 General Commission Merchants
 Teas, Sugars, Molasses, | 46 Front St. East,
 Canned Goods. | **TORONTO**
 Correspondence Solicited.

**Green or Roasted
 Coffees**

Direct importations.

Warren Bros. & Co.
 TORONTO.

COX'S GELATINE Always
 Trustworthy
 ESTABLISHED 1725.

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

**The
 Makers**

**B.
 S.**

It has taken several years for Bee Starch to take the place it has as a staple article.

MERIT ALONE

has brought it to the front, and despite all opposition Bee Starch sales are increasing day by day, and it is a fact that the retailer who does not stock it is driving trade to those who do.

Ask your jobber about
BEE STARCH.

BEE STARCH CO., Montreal.

"Sarnia" OIL
 LAMP

Equal to best American Oil.

GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.
 SAMUEL ROGERS, President.

If the price was double the quality
 could not be improved.

JAMES' "DOME" BLACK LEAD

The Original and Standard.

35th Annual January Tea Sale

OF

JOHN SLOAN & CO.

We are offering this month Special Snaps in **CEYLON, HYSON** and **JAPAN** Teas. A full range at remarkably low prices. If our Travellers do not call on you

WRITE US FOR SAMPLES.

TELEPHONE 4100

TORONTO.

SENDS HIS BILL TO HUSBANDS.

I HAVE been in the grocery business since 1887, and have served a long apprenticeship with all the usual schemes for collecting debts. My experience has been that nine out of 10 of the people who refuse to pay a grocery bill are dead-beats, and know it. I mean by that that they have no money and no property, which makes it impossible to collect anything from them, even though you sue them and get judgment. Most dead-beats know this very well, and they laugh at you when you threaten to take the matter to court. You can take it there, of course, and get a judgment, but you will simply be about \$3 worse off, because it will cost you that much to get a judgment, which will be worth nothing.

You can't show up a dead-beat for what he is, either, for the law says no. It isn't safe even to do anything public which will make the public know that he owes you money, because the law will give him damages for injury to "reputation" every time.

Practically all my trouble in collecting back bills has been with people of this class, who couldn't be humiliated into paying, and who couldn't be reached by law. It is easy to get your money from a man with property, because if the worst comes to the worst, you can sue him and get judgment, which will levy execution on his property.

I have employed three collecting agencies in my time, and I am done with them now for good and all. Not one of them ever collected one cent for me. In two I had to pay an initiation fee, which was money thrown away, as I never got anything back for it. The third undertook to collect on commission—25 per cent. of all bills collected—but never got any commission, because it never collected any bills.

All these collecting agencies work alike. The most of them make you pay a lump sum down first, which is like money found for them, if they don't collect a cent. This advance sum they call "entrance fee" or "dues" or "initiation fee," or some other name meant to hide the fact that it is a straight gouge.

All the collecting agencies I employed simply wrote letters to my delinquents. That did no good, for the dead-beats all knew that the agency couldn't follow the letters up with any legal process any more than I could, because they had no property to levy on. So the letters were simply like so much waste paper, so far as any tangible results were concerned, although the agencies who wrote them got a fat price from me for doing so.

My experience simmers down to one little plan that I have made my business conform to. Although the simplest thing in the world, it has kept my bad debts down to a surprisingly small minimum. I simply send all my bills, whenever possible, to the men of the house, instead of the women. In one case, where the woman was always behind, and always making excuses, I changed the account to weekly payments simply by sending the bill to the husband at his place of business. The matter was attended to, and kept attended to, for the first time since I began selling groceries to that family.

A check came for the bill regularly

every week or month, according to the terms had with the family, two or three days after it was mailed.

I was led to adopt this plan by a certain incident that happened in 1895. I had among my customers a wealthy family. The husband was one of the members of a big drug concern, and had money enough to pay all his bills and a good deal more. The wife did all the marketing in person, and she seemed always short. They used a lot of goods every week, having much company, and the bills ran up. She paid a little on account from time to time, but one day in going over the books I discovered that she owed me an aggregate amount of \$175. I wrote her a courteous letter telling her this, and asking for an immediate check. In reply I got an excuse and a promise, and I continued to get excuses and promises to all the subsequent letters which I wrote her.

It did not occur to me even then to see the husband about it, because I could not imagine that a man's wife could be that far behind with her grocer without the husband's knowledge. So as the claim was good, I put it in the hands of a collecting agency. The agency did what I should have done—wrote the husband a courteous note, stating the circumstances, and suggesting that the matter had probably been overlooked.

An immediate reply came back, stating that he had known nothing whatever about the matter, but would that night consult his wife about it. I imagine there was a stormy time in the house that night, but the next day a check came for the amount in full, with an apology.

That gave me the idea that many housewives get behind in their household accounts without their husband's knowledge, and I acted on it, as I have stated, by afterward sending the bills to the men, and keeping them constantly informed as to the status of the account. In many cases where I could not have collected by judgment, this method has kept a debtor jogged up right along.—A. P. W. in Grocery World.

A TRAVELLER'S DEFENCE.

A somewhat sad instance of modern competition, remarks Grocery, especially amongst the travellers of different houses in their endeavor to secure orders for the firms they represent, is afforded by a case which came before the Gloucester assizes. A commercial traveller was charged with embezzling money belonging to his employers, and his defence was that he had not devoted the money to his own purposes, but had employed it in entertaining customers with a view to increased sales. Unfortunately for him, he had previously been in trouble for a similar offence and he was sentenced to three years' penal servitude, but there is very little doubt in our minds that, feeling himself incapable of securing trade in any other way, he had endeavored to obtain it by the means he stated. All this is very sad, but on the whole we doubt whether, in spite of the keen competition which exists, the treating evil is so bad by a long way as it used to be even 20 years ago. Then it was quite unusual for a bargain to be completed without the assistance of alcohol in some shape or form. Now it is the exception rather than the rule.

THE CAR SHORTAGE.

THIS fall and winter the shortage of grain cars to carry the stores of grain has been keenly felt by all the towns and shipping points of Manitoba. Excepting at competing points, such as Brandon, Hartney and Portage la Prairie, the crop has not been handled at all satisfactorily. But it is said that the C. P. R. has supplied plenty of cars and motive power at points on the C. P. R. line system in the United States. To protest against this state of affairs the citizens of the town of Griswold, Man., and the surrounding country, held an indignation meeting and resolutions were unanimously passed and copies of these were ordered to be sent to the officials of the C. P. R. and the Dominion Government.

In these the above facts are stated and it is pointed out that cars are now being supplied, contrary to the Railway Act, to Oak Lake, to ship out flour equal to 1,300 barrels a day.

It is said that if cars were supplied there would be an average delivery of 2,000 bushels of grain a day till spring.

Attention is also called to the shortage in coal, one dealer only receiving two carloads since November, although he had contracted for one carload a week to be shipped from the mines.

It is also stated that there has been no grain cars at Griswold elevator since December 14, but every day trains composed of empties are passing west, and the company utterly refuse to leave off any cars at the siding there.

TRAVELLERS WANT TO ORGANIZE.

The advisability of forming a local commercial travellers' association at Peterboro' was discussed by a well attended meeting last week at the Oriental Hotel there. It was decided to send a deputation to wait on the president of The Toronto Commercial Travellers' Association, and urge upon them the importance of the step contemplated. Another is to wait on The Dominion Commercial Travellers' Association, at Montreal, for the same purpose.

J. C. Grant, Secretary of The Peterboro' Association, was instructed to write the various commercial travellers' organizations, that the names of any members residing in that town might be obtained. He was also requested to write the chief officer of The Toronto Travellers' Association, for as much information as would be required before organizing a camp in Peterboro'.

CLERKS TO ELECT OFFICERS.

The annual election of officers of The Toronto Grocery Clerks' Association will take place next Tuesday evening, January 14. They meet in Lodge Room No. 2, Temple Building, and will be glad to have every retail clerk in the city come and identify themselves with the association, which is making special efforts to raise the standard of clerks here and elsewhere. Arrangements are in progress for an essay contest on subjects of great importance to every clerk. Every grocer should interest himself in this excellent organization, and do all he can to induce his salesmen to join and attend these meetings, which are held once each month.

CEYLON TEA

BLACK

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

OR

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

GREEN

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

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

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

OUR TRADE WITH THE WEST INDIES.

(From Our Own Correspondent.)

THE West India trade is one which has lately excited additional interest in Halifax, as it is one which has been of interest and commercial value to the city since the days when that trade was only carried on by small schooners, unsubsidized or assisted in any way by the Government—the present interest arising from the fact that Halifax merchants, having spent their time, means and energy in bringing the trade up to a more or less paying one commercially, some of the merchants of St. John lately sent a delegation to Ottawa in an endeavor to secure a large portion of the benefit of the Government subsidy now granted, to the detriment of Halifax trade.

Neither are the Halifax merchants interested in this trade selfish in the matter. There is room for all in the market, consequently there is room for St. John; but Halifax merchants object to the steamers, which have been sailing direct, being delayed by another port of call, when a portion of the goods shipped are of a more or less perishable nature. Their idea is that, having worked up the trade—as we have said from the days of the small schooner—they should not now be hampered in that trade by others. "What we have we'll hold" is the motto in their case—and let others get, in the same way, and hold, in the same way, all they can get. The idea is not selfish, but a desire to hold and reap the benefit of years of work which may not always have been the most profitable.

At present, the steamers sailing from this port to the West Indies are: The Beta, Pickford & Black's line, sails for Bermuda, Turk's Island, Kingston, Jamaica, making the trip in about 21 days. The Oruro, Ocamo, Orinoco, of the same line, one sailing every two weeks and making the trip in about six weeks, sail to Bermuda, Windward Islands, Demerara, and other ports—the principal cargoes being fish of all kinds—principally dry fish. Considerable quantities of cheese, butter, flour, potatoes, and vegetables, are also taken to Bermuda and some other ports, though the trade in these is uncertain and somewhat variable. Drugs, paints, books, paper, furniture, etc., in small quantities, are also found among the list of exports. A steamer of the Munson line also runs once a month to Havana, and at certain seasons of the year takes considerable quantities of potatoes.

The principal imports by these steamers are fruits in season, rum, sugar, and

molasses. The fruits are disposed of by wholesale dealers and distributed to various points in the Province; quantities of the rum are reshipped to England; the molasses are disposed of, as the fruit, after supplying the local markets; and the raw sugar is principally refined at the local refineries.

The imports of raw sugar and molasses at Halifax for the year 1901 may be of interest, as they compared favorably with those of former years:

MOLASSES.			
Importer.	Punch.	Tcs.	Bbbls.
Dominion Molasses Co. and H. R. Silver	7,734	462	531
G. P. Mitchell & Sons	1,667	234	539
L. Hart & Son	719	77	104
Geo. E. Boak & Co.	478	40	57
A. G. Jones & Co.	349	50	80
R. I. Hart	250	100	104
N. & M. Smith	220	63	86
James Fraser	239	24	35
W. & C. H. Mitchell	100	...	...
Sundries	696	40	60
Total	12,452	1,090	1,596

POINT OF EXPORT.			
	Punch.	Tcs.	Bbbls.
Porto Rico	5,774	548	607
Barbados	5,398	315	284
Antigua	901	65	65
Trinidad	189	...	...
St. Croix	75	162	228
St. Kitts	45	...	412
St. Lucia	50	...	...
Demerara	20	...	...
Total	12,452	1,090	1,596

PREVIOUS IMPORTS.			
	Punch.	Tcs.	Bbbls.
1896	10,155	769	2,540
1897	8,144	745	1,131
1898	9,806	792	2,016
1899	8,808	878	1,844
1900	8,509	652	1,558

RAW SUGAR.			
	Hhds.	Tcs.	Bts.
Acadia Sugar Ref. Co.	...	...	315,128
A. G. James & Co.	37	20	1,699
G. P. Mitchell & Son	3	6	8,297
Grant, Oxley & Co.	...	...	1,081
H. R. Silver	...	...	695
Sundries	...	...	15
Totals	40	26	11,092

PREVIOUS IMPORTS.			
	Hhds.	Tcs.	Bts.
1896	7,308	459	22,402
1897	3,833	256	11,351
1898	1,538	63	4,800
1899	146	142	8,637
1900	7	9	4,122

R.C.H.
Halifax, December 30, 1901.

THE NEW MONTREAL SECRETARY.

Mr. E. H. Cooper, who during the last 18 months has been a member of the editorial staff of THE CANADIAN GROCER, in Montreal, has severed his connection with this paper for the purpose of assuming the secretaryship of the Montreal branch of the Canadian Manufacturers' Association. While regretting that Mr. Cooper has severed his connection with our staff, we must congratulate the Manufacturers' Association on securing his services. He is energetic and has a large fund of common-sense. This, with his journalistic and university training, should make him a valuable secretary to such an important body as the Canadian Manufacturers' Association.

E. F. Cowan, storekeeper and lumber merchant, Novar, Parry Sound District, has made an assignment to Fredrick H. Lambe, assignee, of Hamilton. His liabilities are estimated at about \$8,000, his creditors being chiefly in Toronto and Hamilton.

POPULARITY

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

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

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

BOBS is well advertised.

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

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED
MONTREAL, QUE.

Mediterranean Granulated Molasses and

Excellent White

C. A. CH...
14 Place Royal
(Customs H...)

After St...
A New

And you books...
Ledger—a hard surface—hard face—distinct

CANADA TORO

CAN...
W...
P...

PAINTS,

UNITED

Wholesale For Sale

Tenders with a rate on the day next, for the stock-in-trade Grocer, Victor... The stock in particulars m... Assignee. The highest accepted. Anyone in business in Victoria, erected Thomas Earle

ART

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

Excelsior Macaroni
White Castile Soap

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

After Stock-Taking
A New Set of Books

And see that your stationer gives you books made of "Burmese Linen Ledger"—a paper of excellent writing surface—hard and durable—good erasable face—distinctively adapted for blank books.

CANADA PAPER CO., Limited
 TORONTO and MONTREAL

CANE'S
Wooden Packages

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

UNITED FACTORIES, Limited
 Head Office, TORONTO.

Wholesale Grocery Stock
For Sale

VICTORIA,
 BRITISH COLUMBIA.

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

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

The highest or any tender not necessarily accepted.

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

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

Direct
Importations

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

Hugh Walker
& Son

Wholesale
 Fruit and Commission
 Merchants,

Guelph, Ont.

WE'LL ADMIT

we found some difficulty in placing our goods with the trade the first few months of our business career, but now it's a different story. There were plenty of good biscuits in the field before ours, but somehow or other our goods have caught on. If you'll send us an order you'll catch on, too, and you won't need to pay the long prices either. Our goods are all right. Our prices are all right.

THE VICTORIA BISCUIT CO..

GUELPH.

MINCE
EAT



There has been a large demand for our Mince Meat this season. We have been putting up an excellent brand and selling it in bulk, any quantity desired. Trial order solicited. Prices upon application.

THE CAPSTAN MFG. CO.,
TORONTO.

GRIMBLE'S English Malt
 Six GOLD Medals **VINEGAR**

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

W. A. CARSON

J. ERLE CALDWELL

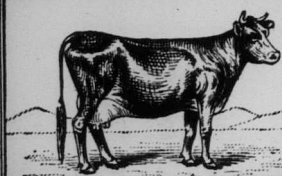
Belleville Pottery Co.

SUCCESSORS
 TO ...



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

DWIGHT'S



SODA

Almost Sold

—What with our advertising, our free cook books, our show cards, and the handsome appearance of our packages, you can know that there is no better seller than

Dwight's Cow Brand Soda

Don't let your stock run too low!

JOHN DWIGHT & CO.,
34 Yonge St., TORONTO.

Agencies in all leading centres.

PURITY.

Southwell's

Jams, Jellies and Marmalades



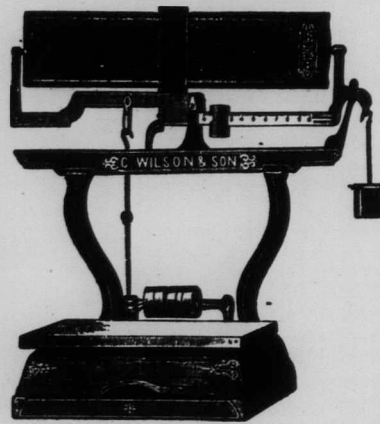
Stand at the top for . . .

Pure, Wholesome and Attractive Goods.

FRANK MAGOR & CO.

AGENTS FOR CANADA

16 St. John St., MONTREAL.



False Economy

To do without a good scale. Why, a poor scale can lose for you hundreds of dollars, and you won't know where you lost it either. Good grocers have found out our Computing Scales **save for them money.** Allow us to show it to you. Send a post card and we will call —you will be under no obligation to buy.

C. Wilson & Son

69 Esplanade Street East,

TORONTO, ONT.

Current Market Quotations for Proprietary Articles

January 9, 1902.

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

BAKING POWDER.

Brand	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
" 10, in 4 doz. boxes	2 10
" 2 in 6 "	80
" 12, in 6 "	70
" 3, in 4 "	45
Pound tins, 3 doz. in case	3 00
12 oz. tins, 3 "	2 40
5 lb. tins, 1/2 "	14 00

DIAMOND—W. H. GILLARD & CO.

lb. tins, 2 doz. in case	Per doz.
3 "	1 25
1/2 lb. tins, 4 "	0 75

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

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

JERSEY CREAM BAKING POWDER.

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

BLACKING.

SHOE POLISH.

Brand	Per gross
Jonas'	\$9 00
Fronments	7 50
Military dressing	24 00

BLUE.

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

BLACK LEAD.

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

CORN BROOMS

Brand	doz. net
BOECKH BROS & COMPANY	
Bamboo Handles, A, 4 strings	4 35
" " B, 4 strings	4 10
" " C, 3 strings	3 85
" " D, 3 strings	3 60
" " E, 3 strings	3 35
" " F, 3 strings	3 10
" " G, 3 strings	2 85

BISCUITS.

Brand	Per doz.
CARE & CO. LIMITED.	
Frank Magor & Co., Agents	
Cafe Noir	0 15
Esiggn	0 12 1/2
Metropolitan mixed	0 09
Special price list of Fancy Tins for Xmas trade and other lines on application.	

CANNED GOODS.

MUSHROOMS.

Brand	Per doz.
HENRI JONAS & CO.	
Mushrooms, Rionel	\$15 50
" 1st choice Duthell	18 50
" 1st choice Lenoir	19 50
extra Lenoir	22 00
Per case, 100 tins.	

FRENCH PEAS—DELORY'S

Brand	Per doz.
HENRI JONAS & CO.	
Moyen's No. 2	\$9 00
No. 1	10 50
1/2 Fins.	12 50
Fins	14 00
Tres fins	15 00
Extra fins	16 50
Sur extra fins	18

FRENCH SARDINES.

Brand	Per doz.
HENRI JONAS & CO.	
1/2 Trefavennes	\$9 50
1/2 Rolland	9 50
1/2 Delory	10 50
1/2 Club Alpins	12 50

CHOCOLATES & COCOAS.

Epps's cocoa, case of 14 lbs., per lb.	0 35
Smaller quantities	0 37 1/2
CADBURY'S.	
Frank Magor & Co., Agents	per doz.
Cocoa essence, 3 oz. packages	\$1 65
Mexican chocolate, 1/4 and 1/2 lb. pkgs.	0 40
Rock Chocolate, loose	0 40
" 1-lb. tins	0 42
" Nibs, 11-lb. tins	0 35 1/2

JOHN P. MOTT & CO.'S.

Brand	Per lb.
E. S. Melndos, Agent, Toronto.	
Mott's Bromo	0 30
Mott's Prepared Cocoa	0 28
Mott's Homeopathic Cocoa (1/4's)	0 32
Mott's Breakfast Cocoa (in ins)	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracac Chocolate	0 40
Mott's Diamond Chocolate	0 38
Mott's French-Can. Chocolate	0 18
Mott's Navy or Cooking Chocolate	0 18
Mott's Cocoa Nibs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	0 90
Mott's Confectionery Chocolate	0 43
Mott's Sweet Chocolate Liquors	0 30

CHOCOLATE-MENIER.



Chocolat-Menier 1/4 and 1/2 30c. per lb. Croquettes and Pastilles 20c. or per case of 100 \$20. Menier's Breakfast Cocoa 1/4-lb. tins 13c. 1/2-lb. " 11c. 50c.

Brand	per lb.
Chocolate—	
Caracac, 1/4's, 6-lb. boxes	0 42
Vanilla, 1/4's	0 42
"Gold Medal" Sweet, 1/4's, 6 lb. bxs	0 29
Pure, unsweetened, 1/4's, 6 lb. bxs	0 42
Fry's "Diamond," 1/4's, 14 lb. bxs	0 34
Fry's "Monogram," 1/4's 14lb. bxs	0 34
Cocoa—	per doz.
Concentrated, 1/4's 1 doz. in box	2 40
" 1/2's	4 50
" 1 lb.	8 25
Homoeopathic, 1/4's 14lb. boxes	...
" 1/4 lb. 12 lb. boxes	...

THE COWAN CO. LIMITED.

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

WALTER BAKER & CO., LIMITED.

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

CHEESE.

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

"T
Are w
ASSO
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164 St. J
M

DU
The

JAMES

Mecoa
Damascus
Calro
Sirdar
Old Dutch

OLIO
BOCO
Clothes Pins (fu
case, per case
4 doz. packages
6 doz. packages

COUPON B
For sale in Cana
Limited, Tor
File, Montre
\$1, \$2, \$3, 4

In lots of less
books, 1 kind
100 to 5,00 books.
510 to 1,000 book
Allison's
\$ 1 00 books...
2 00 books...
3 00 books...
5 00 books...
10 00 books...
15 00 books...
20 00 books...
25 00 books...
50 00 books...

“THE EDWARDSBURG BRANDS”

Starch
... and Syrup

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

EDWARDSBURG STARCH CO'Y, Limited,
Established 1858.

164 St. James St.,
MONTREAL.

Works:
CARDINAL, ONT.

53 Front St. East,
TORONTO.

DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

COFFEE.

JAMES TURNER & CO.	per lb.
Mesa	0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

CLOTHES PINS.

BOCKH BROS. & CO.	
Clothes Pins (full count), 5 gross in case, per case	0 55
4 doz. packages (12 to a case)	0 70
5 doz. packages (12 to a case)	0 90

COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto. O. O. Beauchemin & Fils, Montreal
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un-bered.	Covers numbered.
In lots of less than 100 books, 1 kind assorted.	4¢	4½¢
100 to 500 books	3½¢	4¢
510 to 1,000 books	3¢	3½¢

Allison's Coupon Pass Book.	
\$ 1 00 books	3 cents each
2 00 books	3 cents each
3 00 books	3 cents each
5 00 books	4 cents each
10 00 books	5½ cents each
15 00 books	6½ cents each
20 00 books	7½ cents each
25 00 books	8 cents each
50 00 books	12 cents each

EXTRACTS.

HENRI JONAS & Co.	Per gross.
8 oz. London Extracts	\$6 00
2 oz. " (no corkscrews)	5 50
2 oz. " "	9 00
2 oz. Spruce essence	8 00
2 oz. " "	9 00
4 oz. Ancho extracts	12 00
1 oz. " "	21 00
1 oz. " "	36 00
1 lb. " "	70 00
1 oz. Flat " "	9 00
2 oz. Flat, bottle extracts	18 00
2 oz. Square " "	21 00
4 oz. " " (corked)	36 00
8 oz. " "	72 00

	Per doz.
8 oz. " glass stop extracts	8 50
8 oz. " " "	7 00
2½ oz. Round quintessence extracts	2 00
4 oz. Jockey decanters	3 50

FOOD.

NORTH-WESTERN CEREAL CO., London.	
"Superior" Gluten Flour and Breakfast Cream.	
Price—Toronto, Montreal and East.	5 10
Winnipeg	5 40
Vancouver	6 50

	Per doz.
Robinson's Patent Barley ½ lb. tins	1 25
" " " 1 lb. tins	2 25
" " " Groats, ½ lb. tins	1 25
" " " " 1 lb. tins	2 25

GILLETT'S POWDERED LYE.	
4 doz. in case	\$3 60

JAMS AND JELLIES.

SOUTHWELL'S GOODS.	per doz.
Frank Magor & Co., Agents.	
Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75
Jams—T. UPTON & CO.	
1-lb. glass jars 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb	0 07
7-lb. wood pails, 6 " "	0 07
14-lb. wood pails, per lb	0 07
30-lb. " "	0 06½
Jellies—	
1-lb. glass jars, per doz	\$1 00
7-lb. wood pails, per lb	0 06½
14-lb. " "	0 06½
30-lb. " "	0 06½

LICORICE.

YOUNG & SMYLLIE'S LIST.	
1-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (38 or 50 sticks) per box	1 25
"Ringed" 5 lb. boxes, per lb.	0 40
"Acme" Pellets, 5 lb. cans, per can.	2 00
"Acme" Pellets, fancy boxes (40) per box	1 50
Tar, Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 20 5 lb. cans	1 50
"Purity" Licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box.	

MINCE MEAT.

Wetthey's Oondensed, per gross, net	\$12 00
" " per case o doz. net	3 00

MUSTARD.

COLMAN'S OR KEEN'S	
D. S. F., ¼ lb. tins, per doz.	\$1 40
" " ½ lb. tins, " "	2 50
" " 1 lb. tins, " "	5 00
Durham 4 lb. jars, per jar	0 75
" " 1 lb. " "	0 25
F. D., ¼ lb. tins, per doz.	0 85
" " ½ lb. tins, " "	1 45
HENRI JONAS & Co. Per gross	
Pony size	\$7 50
Imperial, medium	9 00
Imperial, large	12 00
Tumblers	12 00
Per gross	
Mugs	13 20
Pint jars	18 00
Quart jars	24 00

ORANGE MARMALADE.

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

PICKLES.

STEPHENS' A. P. Tippet & Co., Agents.	
Patent stoppers (pints), per doz.	2 30
Corked (pints), " "	1 90

SODA.—COW BRAND.

Case of 1 lbs. containing 60 pkgs., per box	\$3.00
Case of ½ lbs. (containing 120 pkgs.) per box	\$3.00.
Case of lbs. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box	\$3.00.
Case of 50. pkgs (containing 96 pkgs) per box	\$3.00.



The Auer Gas Lamp

Money-Back Style.

No. 5

IT will make your store or home as bright as day without costing you as much to run as your oil lamps or electric lights.

THERE is no smell from it and it does not flicker.

IT shows the true colors of your goods which oil and electricity do not.

SEND FOR CATALOG AND TRADE DISCOUNTS.

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

Manufacturers and Importers of
MANTLES—SHADES—CHIMNEYS—BURNERS—ETC.



SATISFACTION GUARANTEED OR YOUR MONEY REFUNDED.

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



"EMPIRE" SODA

BEST FOR BAKING

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

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

WINN & HOLLAND, MONTREAL

SOLE AGENTS FOR CANADA.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA

THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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

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

Write for scale of charges, etc., to

THE GLENER CO.,
Limited

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

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them.

BUSINESS NEWS

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

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

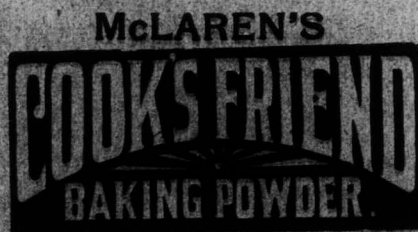
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CANADIAN PRESS CLIPPING BUREAU,

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Telephone Main 1255.

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



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

A Prosperous New Year

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

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

ASK TO SEE OUR

FLORADORA ASSORTMENT

GOWANS, KENT & CO.
TORONTO and WINNIPEG.

As a trade-winner

WETHEY'S FAMOUS CONDENSED MINCE MEAT

is unsurpassed.

It is most desirable for those merchants to sell who are after permanent patronage from the public. The deliciousness, wholesomeness and excellence embodied in this brand of Mince Meat is what has made it famous with Canadian people and profitable for Canadian merchants.

LEADING WHOLESALERS SELL IT.

Manufactured by . . .

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

Crosse & Blackwell, Limited

Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON, MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

BRADSTREET'S

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

Offices Throughout the Civilized World.

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

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

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

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VANCOUVER, B.C.

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

MONTREAL, QUE.
TORONTO, ONT.

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

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

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street
MONTREAL**



CAF

The

Agents