

**PAGES  
MISSING**

PUBLISHED  
EVERY  
FRIDAY

THE  
**CANADIAN GROCER**  
AND  
GENERAL  
STOREKEEPER

CIRCULATES  
IN EVERY  
PROVINCE

**QUALITY..**



When a salesman talks price to you  
**Ask him about QUALITY**  
When he talks quantity . . .  
**Ask him about QUALITY**  
When he talks merit to you . . .  
**Ask him about QUALITY**

That's the \_\_\_\_\_  
**STRONG POINT**  
in  
**Colman's Mustard**

**PEEK  
FREAN  
& CO'S**

"We hold a vaster assortment than  
has been."

Here are two of them :

For Excellence of Quality  
and Delicacy of flavour

OUR

**Cafe Noir**

cannot be beaten.

No assortment complete  
without them.

The Newest Thing Out

**ZELLAR  
WAFERS**

Have You Seen Them?

All Flavours.

**SURE TO SELL.**

ADDRESS : (a post card will do)

**CHAS. GYDE, 20 and 22 St. Francois MONTREAL**  
Xavier street.

<p><b>Corn Brooms</b></p>	<p><b>BROOMS</b></p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck"</p> <p>...</p> <p>Always reliable and as represented.</p>
<p><b>STANDARD BRANDS</b></p>		
<p>"GEM" "WIRE" "SNOW" "CORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p> <p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>		
<p><b>WHISKS</b></p>		<p><b>Corn Whisks</b></p>
<p>The H. A. Nelson &amp; Sons Co., Limited 59 to 63 St. Peter Street MONTREAL</p> <p>Toronto Sample Room: 55 and 56 Front St. West</p>		



**TO ALL GROCERS CONCERNED**

about their customers who appreciate a  
**NUTTY FLAVORED, PURE, TASTY,  
DELICIOUS CHEESE.**

—SELL THEM—

**MILLAR'S PARAGON CHEESE**

and their requirements will be satisfied.

Order Your Supply Direct From  
**The T. D. MILLAR PARAGON CHEESE CO.,  
INGERSOLL, ONT.**

OR ANY OF OUR AGENTS:  
W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman,  
Winnipeg. Martin & Robertson, Vancouver and Victoria, B.C.

**COLEMAN'S**

Established 1868.

**SALT**

"Educate your customers in regard to quality."

This is especially true with regard to Salt. You want your customers to buy Salt that will bring them in a good return—by producing the finest butter and cheese. You likewise desire to sell Salt to housekeepers that will not set hard in the salt cellar or dredger, and that possesses the pure, sparkling, white color that first-class Salt alone can have.

Educate them thoroughly by advising them to buy Coleman's or Rice's Salt, and the results will give them confidence in your judgment forever after. **These Salts are pure—they do not cake—certain to please.**

**RICE'S**

Address :

**R. & J. RANSFORD**  
Clinton, Ont.

**SALT**



# This Kind Of A Man

does not jump at conclusions—*he investigates!* He is not “a penny wise and pound foolish,” you can rest assured of that. He is not misled into buying new things said to be “just as good” as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up confidence among his customers. You’ll find a clean stock in *his* store—nothing unsalable, because “*Standard goods are best to handle.*”

## The “Hand-in-Hand” Brand Bi-Carb. of Soda.

The brand that has 95 to 100 of pure Bi carbonate of Soda in it. White and strong. Unvarying in the evenness of its grade. **Standard goods.** The genuineness of each package is guaranteed by that familiar trade mark of the clasped hands—look for it before you buy.

## The “Griffin” Brand California Fruits.

There is but one grade of quality in the “Griffin” Brand, **the highest.** And this refers to the growing, the picking and the packing, which is all done right at the vineyards on the Pacific coast. You get the “Griffin” brand always at first hands—there is no tampering with the fruit en route.

## P. Codou’s Macaroni and Vermicelli.

The name P. Codou stands for the very best quality of Macaroni, Vermicelli and fancy pastas. It is not alone because only the very best quality of Russian Wheat is used but because of the long experience and consequent great skill of the makers. **They are standard goods.**

Arthur P. Tippet & Co., Agents,

8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.



## A Firm Foundation.

A BUILDING MUST HAVE A FIRM FOUNDATION TO SUPPORT IT—else it is likely to be swept down by Winds, Storms, Hurricanes, etc.

### THE FOUNDATION

upon which **JONAS' FLAVORING EXTRACTS** is built is a combination of **Absolute Purity, Strength, Richness, Delicacy of Flavor, and their true likeness unto the Fruits, Flowers and Spices they represent.** This is the basis upon which their success and popularity has been built. They have withstood "competition hurricanes" for

### THIRTY YEARS

and have not shown the least trace of a downfall—in fact—competition helps their sales, owing to their great contrast to all other extracts on the market.

.. BE SAFE ..  
ORDER

## Jonas' Flavoring Extracts

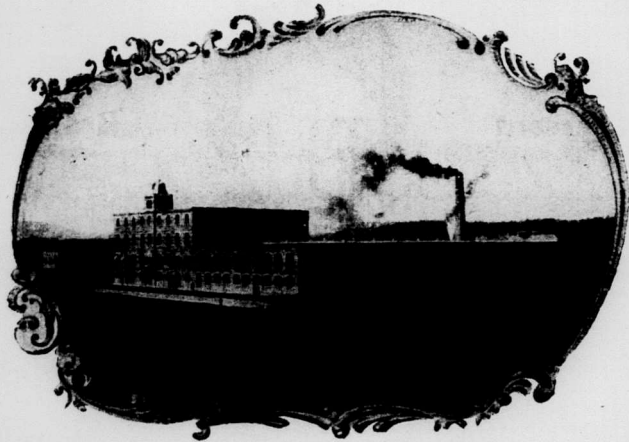
MANUFACTURED BY

**HENRI JONAS & CO.**  
MONTREAL

Louet's  
Chocolate  
is the  
best  
for  
eating  
and  
drinking.

THE WATSON, FOSTER CO., LIMITED  
❁ ❁ ❁ MONTREAL


MANUFACTURERS OF ALL GRADES OF  
❁ WALL PAPER ❁



WORKS, ONTARIO STREET EAST.  
CAPACITY, 70,000 ROLLS PER DAY.

PREPAID SAMPLES TO  
PROSPECTIVE BUYERS.

ORDER WHILE THE  
LINE IS COMPLETE.

**ENGLISH**

**BICARBONATE OF SODA**  
**CONCENTRATED SAL SODA**  
**AND**  
**SODA CRYSTALS**

Crescent



Brand

---

---

**BRUNNER, MOND & COMPANY, LIMITED**

---

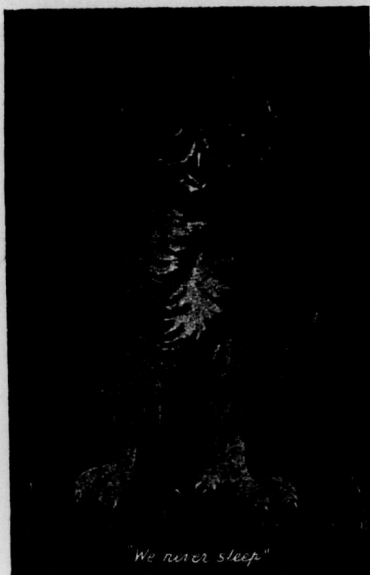
---

**QUALITY ALWAYS THE SAME**

**BEST and CHEAPEST.**

---

**WINN & HOLLAND, MONTREAL, SOLE AGENTS FOR CANADA.**



## “The Wise

man changes his mind.” It doesn't pay to be obstinate when it's a question of dollars and cents. It doesn't pay for you to keep on holding off from sending in that “trial order” of an assortment of a thousand or more of my Cigars. I know whereof I speak—I can give you conclusive evidence that it DOES pay to send for that order, and the quicker you

do it the better off you'll be in “dollars and cents.”

Remember, I prepay the freight charges on the first order and give you six months to pay for the cigars in. Even then you can return the Cigars if you want to and have your money back.

## Payne's Cigars.

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

## The Good Kind

... OF ...

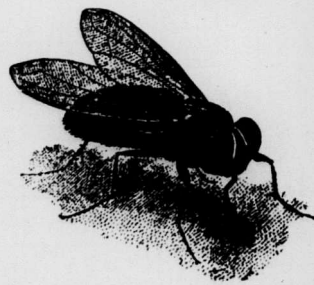
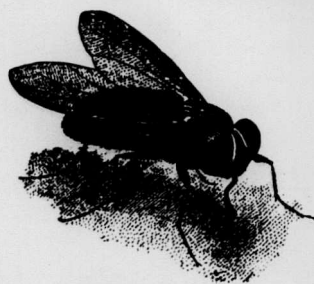
# MINCE MEAT.

Perhaps in Mince Meat more than anything else you can disappoint your customer. It is something that is wanted for a special occasion and the housewife is usually exacting.

- If you give her Lytle's Mince Meat
- it will be sure to please, and prove
- another nail to clench the best
- trade with your store.

## T. A. LYTLE & CO.

124-128 Richmond St. West, TORONTO.



## “Busy as Bees”

The grocers who seem to be always “Busy as Bees” are the ones who send us the largest orders for Pan-Dried Rolled Oats. And because “straws show which way the wind blows” we believe that the busy grocer is the successful one, too—*please draw your own conclusions!*

With our new machinery and increased facilities we hadn't a doubt that we could easily handle all the business you would send us, but, if our orders of the past three weeks are a fair sample of what we may expect this Winter, then we've got to ask you to be prompt in sending, not waiting until the last minute to stock up.

Cold weather is Pan-Dried's harvest time, when sales multiply quickly. On top of that comes the holidays when customers want “best or nothing.” You know the rich, nut-like flavor, the cleanliness, the freedom from hulls of Tillson's Brand—it's the grocers who are as “Busy as Bees” who order it most largely.

*Tillson's  
Pan-Dried  
Rolled Oats.*

THE TILLSON CO'Y, Limited,  
Tilsonburg, Ont.



# Your Christmas Trade Demands Fine Fruits

**We  
Have  
Them**



### MEDITERRANEAN FRUITS

Autumn Clusters	-	Full Bxs.	
Premier Clusters	-	" " and 1/4 Bxs.	
Finest Selected Clusters,	"	" " 1/4 "	
Imperial Cabinets	-	" " " 1/4 "	
Black Baskets	-	" " " 1/4 "	

### PRUNES

"Sonoma," California,	50-lb. bxs.,	80/90
" " "	25 " "	80/90
" " "	25 " "	70/80
"Oregon" " "	25 " "	50/60
" " "	25 " "	40/50
" " "	50 " "	60/70

WE HAVE A LARGE SUPPLY OF ALL KINDS OF NUTS, FIGS, ETC.

**W. H. GILLARD & CO.,** Wholesale Grocers, Tea and Coffee Importers, **Hamilton, Ont.**



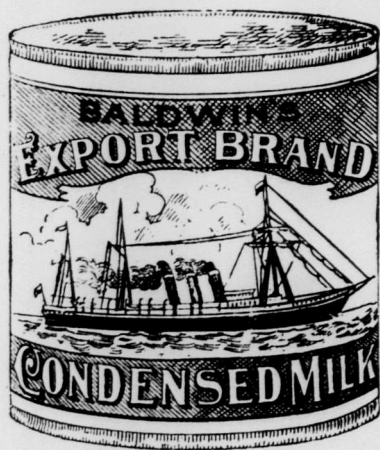
## Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.



Agents **A. G. Snowdon,** 10 Lemoine Street, **Montreal.**  
 " **F. H. Tippet & Co.,** 10 Water Street, **St. John, N. B.**  
 " **C. E. Jarvis & Co.,** Holland Block, **Vancouver, B.C.**

# Sell



## Rose & Laflamme,

Selling Agents,

MONTREAL.



## Batty & Co.

ESTABLISHED 1894.

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.

**THIS JOURNAL** is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia and the Territories. In using **THE GROCER** you cover the field.

PUBLISHED EVERY FRIDAY

THE

CIRCULATES IN EVERY PROVINCE

# CANADIAN GROCER

AND GENERAL STOREKEEPER

VOL. XIV.

TORONTO AND MONTREAL, DECEMBER 7, 1900

NO. 49

## FIRST PRINCIPLES IN BOOKKEEPING.

BY G. H. RICHARDSON, F.S.S., F.I.S.

ONE of the first essentials of accurate bookkeeping is for the proprietor of a business to have a right conception of his own relation to it. On no account must the business be considered a milch cow, nor must the proprietor's own personal expenditure be looked upon as of no importance. It should be regarded more in the light of a trusteeship than of a financial speculation, but the cautious methods of the former should on no account be allowed to cripple the enterprise of the latter. Looked at in this light an accurate and adequate account would naturally require to be kept of every transaction, and a proper record preserved of the growth and development of the business. But before this can be done, the A, B, C, of bookkeeping must be learned and the right use of various terms understood.

Speaking generally, every accretion to a business and every purchase may be expressed by the sign + plus, every diminution or sale by the sign - minus; thus we establish, as it were, the two sides of an account Dr. or plus, and Cr. or minus, and we understand to debit is to charge or add and that to credit is to subtract or allow (1) Since accretion equals plus and diminution equals minus, it follows that a business is debtor to what it acquires and creditor by what it distributes or disburses, that is to say, that it has to account for capital introduced and goods purchased by capital expended, by sales, and by expenses (2).

Dr.	Cr.
To Capital.....	By Capital expended.
" Purchases.....	" Sales.....
" Profit.....	" Expenses.....

Now, as there are always two parties to a

transaction, a seller and a buyer, and since it is one of the essentials of accurate bookkeeping that every transaction should be recorded in its entirety, it follows that two accounts must be opened (one for the seller and one for the buyer), and the transaction as it affects both parties be recorded (3). From this we get the rule that, since it must be a debit or an accretion in the one case and a credit or a diminution in the other, "every debit must have a credit and every credit a debit." To take an example, Jones buys from Robinson 60 yards of material at 2s. a yard. Jones opens two accounts in his ledger, debits his own account, which he will style Goods account or perhaps Material account, and credits Robinson's account,

JONES (GOODS) ACCOUNT.	
Dr.	Cr.
To Purchases £6 0 0	
ROBINSON (PERSONAL) ACCOUNT.	
Dr.	Cr.
	By Goods.... £6 0 0

and from this we get the feature of all trial balances, the total amount of the debits equal to the total amount of the credits. There are several methods of affecting this cross entry, but whatever be the method adopted the rule must be unquestionably accepted and inflexibly followed. Jones, it will be noticed, instead of opening accounts in his own name for purchases for the business, opens impersonal accounts, with such headings as materials, hosiery, etc.; these several accounts, however, bear the same relation to the business in respect to purchases, sales, profits, etc., as Jones himself (5).

Dr.	Cr.
To Purchases.....	By Sales.....
" Profit.....	" Stock.....

the difference between the two sides of each account being the gross profit, the amount of which is carried to the credit of trading or profit and loss account. Against gross profit will be charged all the expenses of the business, such as rent, rates and taxes, salaries, etc., separate accounts being opened for each of these.

In the final accounts of the business or of the financial year the expense accounts will be grouped into one account — the general profit and loss account of the business; or, what is better, the latter can be split up into two accounts, termed respectively the trading account and the profit and loss account. If this latter method be adopted, all impersonal accounts relating to the commodities, both debit and credit, in which the tradesman deals, and all impersonal accounts, the particulars of which enter directly into the cost of production, will belong to the trading account — and all impersonal accounts representing the expenses incurred in carrying on the business, and all gains incidental to it, will belong to the profit and loss account; the net balance of this latter account being the net profit or loss for the period. The distinction, however, between expenses incurred in the carrying on of the business and costs which enter into the production of the goods must be firmly borne in mind, otherwise an accurate statement of the year's trading will be impossible.

One rule only need be remembered so far as the keeping of the profit and loss account is concerned — all payments out and losses are debits, everything received or gained is a credit. This arises from the fact that you debit yourself or goods account with all you acquire, and credit yourself or sales account with all you sell or dispose of. If a loss be



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.

effected in the operation it will be an excess debit, that is, the amount by which the debits of the whole transaction exceed the credits, or, if a gain, vice versa. The distribution of the net gain or loss will be governed by the nature and condition of the business; generally speaking, the profit will be carried to the credit or the loss to the debit of capital account in a private business, whilst in the case of a public company the profit will figure on the debit side of the balance sheet, to be afterwards dealt with in general meeting; or the loss to the credit side, to be afterwards severely commented on by both interested and uninterested parties.

Now we come to the balance sheet—the final object of all bookkeeping. First of all, remember that it is a balancing sheet, and, therefore, in the result the two sides must balance. Secondly, remember that it is not a mere statement of liabilities and assets, but a complete financial statement of the position of a business, therefore employ the terms Dr. and Cr., and not liabilities and assets, in the heading thereof. Thirdly, remember that it is a financial statement of a business as at a certain date, therefore the date must be stated in the heading, and all transactions must be carried and calculated up to that date. Fourthly, remember that the items of the balance sheet are debit and credit balances affecting capital, and that in accordance with (2) debit balances of the business, representing as they do capital expended, will appear on the credit side of the balance sheet and credit balances on the debit side. Fifthly, remember to arrange your debits in order of priority of claim, and your credits in order of easiness of realization; thus, in the latter, cash in hand should come first and the other items in the order in which you would readiest realize them.

Thus far we have treated of some of the essential principles of correct account-keeping; it behooves us now to inquire in what order a set of accounts should be opened and why. When an individual

contemplates starting a business the first necessity is capital, therefore capital account should come first; if the principle here suggested be followed throughout it will readily be understood that a banking account, lease, goodwill, fixtures, furniture and stock-in-trade accounts follow in a natural sequence. Order is heaven's first law, and if bookkeepers desire a heavenly tranquility to reign over their work they must not be afraid of paying a compliment to their Maker.

Recapitulated, we get in Jones' books:

1. Dr. = plus = add = charge.	Cr. = minus = subtract = allow.
2. Dr. To Acquirements.	Cr. By Employments.
3. ROBINSON (from whom Jones buys).	Cr. By Goods.....
Dr. To Purchases.....	GOODS.
4. SMITH (who buys from Jones).	Dr. To Goods.....
Dr. To Purchases.....	Cr. By Sales.....
5. Dr. To Purchases.....	Cr. By Sales.....
" Gross Profit....	" Stock.....
6. TRADING ACCOUNT.	
Dr. To Net Profit.....	Cr. By Gross Profit from Goods Account.
" Expenses.....	

Thus we get the framework of a set of accounts.

#### TRADE OF DAWSON.

A despatch from Seattle, says: "According to statistics prepared by Collector of Customs Andrews, at Skagway, the shipments for the first four months of the fiscal year show a large increase over those of corresponding months last year, while October, 1900, falls behind October, 1899. The figures show that Victoria and Vancouver merchants have captured the lion's share of the Dawson trade, or that trade lying wholly within British territory. Formerly nine-tenths of this traffic was sup-

plied by Seattle merchants. During the four months of the fiscal year, beginning July 1, bonded shipments went through the port of Skagway to the value of \$2,156,881, against \$1,449,611 for the same period last year, while the value of domestic shipments amounted to but \$924,562. For the corresponding months of 1899 the amount was \$715,353. The record month for the shipment of domestic goods in the history of Skagway was September of this year, when they amounted to \$365,416. August was the banner month for bonded shipments, the value being \$845,918."

#### BAD BUSINESS ETHICS.

**S**TEALING your neighbor's trade-mark or copying his ideas in style of goods is bad ethics. Be original, whatever you are. Let every man enjoy the benefit of his own brain work. There is many a man that would not wrong his neighbor of a single penny, who thinks it no harm to steal his neighbor's ideas by making a poor imitation of his goods or by copying his style of label; yes, and sometimes the robber gets so bold that he will steal the original name. In the words of Shakespeare:

Who steals my purse, steals trash;  
But he, that filches from me my good name  
Robs me of that which not enriches him,  
And makes me poor indeed.

All these acts are very, very bad ethics, and certainly not honest, or, indeed, worthy of those who claim to be gentlemen; they would do well to take a little time for the study of the Golden Rule. Cutting prices, cheapening the quality to gain trade is bad ethics. Very liberal credit to parties who have little or no standing, paying freight, allowing cash discount long after the stated time (10 days) has expired, queer and one-sided contracts for indefinite lengths of time, with the option to the buyer to cancel at any time he may choose; giving special discounts, rebates, or chromos—all these are contrary to ethics.—George Close.

# Interesting if True.

**Protect** your **Coffee** trade by using nothing but "**L. S. & B. No. 1**". "It is the best." You can try it for yourself and prove it.

SAMPLES ON APPLICATION.

Lucas, Steele & Bristol, Wholesale Grocers, Hamilton, Ontario

THE PAST WEEK HAS MADE LARGE INROADS ON OUR STOCK OF

## XMAS FRUITS

MORE ESPECIALLY IN

**Malaga Raisins,**  
POUND CARTONS

AND **Smyrna Raisins,**  
TO RETAIL 3 LB. FOR A QUARTER

Large orders by mail and through our travellers have been booked for these (the Trade are quick to act when they strike a snap as these Raisins are). . . . We are selling large quantities of Valencias,

### Trenor's and Arguimbau's, Fine off-stalk.

Such are, from first arrivals, in elegant shape, and first-class large fruit, in fact, far superior to the **RAIN-DAMAGED** selects now being sold from England, with no brands given.

Our **Batger's Mixed Peels,** cut in 1 lb. and half-lb. Cartons.  
are just what the thrifty housewife needs. Give them a trial.

**SHELLED WALNUTS** will not be in till middle of December. We have no cold storage stock of old goods.

Here is a line bound to be a great seller—but not Xmas Goods—

**MACKEREL IN POUND TINS, TO RETAIL AT 10c.**

# JAMES TURNER & CO.

IN STORE THIS WEEK :

Demerara Crystals, large cut, and very dry,  
in sacks of 250 lb., at quick-selling figures.

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.



# NOW IS THE TIME TO BUY XMAS FRUITS.

We  
Carry  
Full  
Range.

Malaga Raisins  
California Raisins  
California Prunes

All kinds of Nuts, Figs and Dates at lowest prices.

**T. KINNEAR & CO., Wholesale Grocers, 49 Front St. E., TORONTO.**

## SHORT-WEIGHT FRUIT PACKAGES.

Editor CANADIAN GROCER.—As a store-keeper of many years' standing who has always and only sold full weight in every class of package goods I have been recently met with a rather difficult question.

For two years past I have been selling raisins and currants in 1-lb. full-weight packages. This season some of my neighbors have been offering to sell seeded raisins at considerably lower prices than I could, and on securing and weighing a package I find they weigh only  $\frac{3}{4}$  lb.

Now, my customers (who have never weighed the goods), accuse me of selling at exorbitant prices. Should I be justified in pointing out to them, now that I have proved the fact that my opponents are only selling 12 oz. packages as against mine which weigh 16 oz., or should I be justified in buying 12 oz. packages?

It always seems to me like cheating a customer to sell him a package of anything which he thought contained more than it really did, but I should like to hear your views on the question, as I cannot reconcile myself to the idea of selling short-weight goods.

MERCHANT.

THE CANADIAN GROCER willingly gives its opinion upon such ethical matters. If this were a mere matter of packing raisins in 12 as well as 16 oz. packages, we could see nothing to condemn, but the circumstantial evidence surrounding the proceeding leads us to suppose that these small pack-

ages have been placed upon the market to satisfy the craving of dealers who wish to cut prices even at the risk, or even the certainty, of deceiving their customers. There are such people.

First of all, the packers refuse to place their names on the 12 oz. boxes. Why is this? Why do they not take the same pride in branding and labeling their small as they do their large boxes. We cannot explain the change to our own satisfaction, except we think that the packers believed these packages would deceive the consumers, and that they objected to have their names connected with the proceeding. In other words, they were ashamed of what they were doing, and they would hide their faces from us.

An examination of the two boxes will disclose the fact that in width and height they are of the same size as the 16-oz. boxes; in thickness, they are narrower. Again deception, or intended deception.

If these boxes are made to cater to a cheaper element than that which buys 16-oz. why are they made so similar to their predecessors? And why do the manufacturers disconnect themselves with the trick? There is only one explanation of these circumstances. The consumers have become accustomed to a 16-oz. package and to its size; the attempt is now being made

to palm off a 12-oz. package in its place. Whether or not the scheme will work depends upon the honesty and integrity of the retailers throughout the country.

It stands to the credit of Canada that the largest wholesalers refused to handle these packages at all. This shows what they think of the "new idea." Nor among the Canadian retailers do we think that, generally speaking, the reprehensible practice is indulged in to any great extent, but, in the interests of commercial morality and honesty, we would exhort every dealer to shun short-weight packages as they would the plague. It never pays to cheat the public.

## ANSWERS TO INQUIRIES.

A subscriber writes: "The writer has a quantity of unsalable brand of chewing tobacco; also a small quantity of smoking. Perhaps you or some of your readers could offer some suggestions as to its disposal. Can it be made over or converted into anything?"

[Remarks: Can any of our readers give subscriber any information on this point?—THE EDITOR.]

"A," Sherbrooke, Que., writes: "Can you give me the names of reliable turkey shippers? We, down here, handle a great many for Christmas trade and want nothing but gilt-edge stuff and in good-sized quantities."

[Remarks: Can any of our readers supply the desired information?—THE EDITOR.]



There is nothing known to man

more wholesome  
more nutritious  
more health-giving  
more pleasing  
more satisfying

than

MacLaren's Imperial Cheese.

**FURTHER  
SUPPLIES  
FOR  
HOLIDAY  
TRADE.**

WHOLESALE IMPORTING  
AND MANUFACTURING GROCERS.

**Batger's Cut Mixed Preserved Peels.**

—Cases 12 doz. Half-Pound Drums.—

**NEW CURRANTS.**

Cleaned and Stemless.

Our Popular Brands, in cases and hf.-cases.

"KALAMOS," "MOREA," "VONITSA," "BLUE PEARLS."

**VALENCIA RAISINS.**

Good stock is scarce. We quote TRENOR'S AND ARGUIMBAU'S F.O.S. Selected and Finest Selected at closest market prices.

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

**TORONTO.**

**HINTS TO BUYERS.**

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

**WARREN BROS. & CO.** are putting cut mixed candied peels on the market in ½ and 1-lb. drums.

**T. Kinnear & Co.** are in receipt of a shipment of "Malt Breakfast Food."

**Warren Bros. & Co.** are in receipt of a shipment of Alex. Cairns' Scotch marmalade and jams.

**T. Kinnear & Co.** have taken into stock a shipment of Grustan's selected raisins.

**Lucas, Steele & Bristol** are offering beautiful Demarara crystal sugar suitable for Christmas cooking.

**White & Co.** expect their first car of Californian navels this week. They will have a car per week till Christmas.

"Gee Whiz" may be procured from **Lucas, Steele & Bristol**. Cases contain 100 5c. packets; costs you \$3 50.

"C. & B." mixed peels, 1-lb. cartons, may be had from **Lucas, Steele & Bristol**; also **Batger's** cut mixed peel in ½-lb. cartons.

**W. H. Gillard & Co.** state that the Californian prunes, in various sizes, received by

them this year are the finest quality they have seen.

**Green Ceylon tea**, in 1-lb. canisters, may be had from **Lucas, Steele & Bristol**. The firm also offer 1-lb. Japan dust, in pretty packets.

The houses catering to the highest class of trade, and, of course, all Canadian grocers are, should not be without "Nectar" tea. It shows value.

"Circle" tea, in black or mixed, in canisters, to retail at 25 and 40c., costs the retailer 19 and 28c. "regular terms," **Lucas, Steele & Bristol**.

"Falcon" brand seeded raisins in attractive packages are now being offered by **W. H. Gillard & Co.** This firm also have exceptional values in fruits of all kinds, especially selected Valencias.

**The Dawson Commission Co., Limited**, received two cars of Mexican oranges this week. They expect 750 cases Valencias, one car Jamacias and a car and a half of Californian navels next week.

**E. D. Marceau** has improved the quality of his **Madame Huot's** coffee by putting more expensive coffees in the blend. It wasn't that the change was needed, but the immense sale that it has already enjoyed induced Mr. Marceau to make the article as good as possible.

**L. Chaput, Fils & Cie** are offering pearl tapioca to arrive at the end of December at low figures. They are not yet entirely sold out of last year's lemon and orange peel, kept in cold storage, which they are offering at 7 and 8c. It is in good condition.

**PRAISE FOR "MAPLE LEAF" JAM**

It is not often that manufacturers receive from consumers of their goods such warm words of commendation as are contained in the letter published in the Delhi, Ont., Canning Co.'s advertisement in this week's issue. The hardships and privations of the troops in the South-African campaign have been so widely discussed, however, that the public can readily understand the pleasure with which the boys sat down to a good, square meal in Pretoria, and their appreciation of a really good brand of jam, which was so excellent, in fact, that they could tell by the contents what they were eating.

The **Delhi Canning Co.** are to be congratulated on the reception of their product in Pretoria.

**CASH REGISTERS WANTED.**

A business man wants two cash registers, one small and suitable for a candy counter, and another suitable for a grocery business. An advertisement to that effect will be found on page 26 of this issue.

**EVERY HONEST MAN WILL ASSIST TO PUT DOWN FRAUD AND DECEPTION, THEREFORE SHUN THE MANY IMITATIONS OF**

**Lea & Perrins'**  
**Sauce**

**J. M. DOUGLAS & CO**  
Canadian Agents  
MONTREAL

Handle the Genuine  
It Will Pay You.

# The First Lesson IN Business Economy

is to know what profit your sales are netting you. If you sell goods year in and year out, and have the best trade in town, and don't make as much money out of your business as you had hoped, there is a strong suspicion that something is wrong—now, isn't there?

Did you ever stop and wonder what it was? Did it ever occur to you that it might be the fault of an improper method of weighing your merchandise? Have you ever had the **MONEY-WEIGHT SYSTEM** of handling your sales explained to you?

Our Scales are sold on easy monthly payments.



## THE COMPUTING SCALE COMPANY,

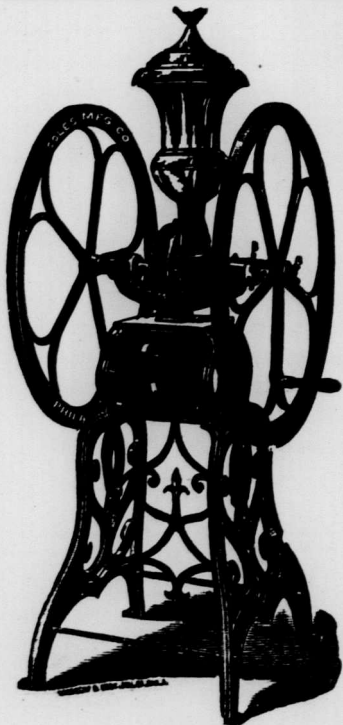
DAYTON, O.

Money-Weight Scale Co., No. 47 State St., Chicago, Ill.

Wilkins & Johnson, Dist. Mgrs., Nos. 50 and 52 Franklin St., New York City, N.Y.

James A. Hossack, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.

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



## The Canadian Grocers Know

a good mill when it is presented to them.

They have taken up the . . .

## COLES COFFEE MILL

Because it saves them dollars in money and pounds of energy when they grind coffee. It works easily, grinds evenly, and is recommended earnestly.

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

### Coles Manufacturing Co.

PHILADELPHIA, PENN'A.

## Rowntree's

### High-Class Confectionery.

Rowntree & Co., Limited, of York, England, desire to call the special attention of the Canadian trade to their well-known

### Gum Pastilles and Jujubes.

The perfection of confectionery art of world-wide fame for purity and delicacy of make. Rowntree & Co., Limited, are the largest manufacturers of Gum Confectionery in the world, the large Yorkshire Factories employing over 1,500 hands.

Chocolate Creams of all varieties.

Rowntree's  
ELECT COCOA

A delicious, highly-nourishing, and thoroughly digestible Cocoa, so economical in use that 120 breakfast cups can be filled from a 1-lb. tin.

Agents for Canada are:

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

And for Quebec, Ontario and the Maritime Provinces:  
**Mr. CHAS. GYDE, 20 St. Francois; Xavier St. Montreal.**



President,  
JOHN BAYNE MacLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
Limited.

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

OFFICES

MONTREAL . . . . Board of Trade Building.  
Telephone 1255.  
TORONTO . . . . . 10 Front Street East.  
Telephone 2149.  
LONDON, ENG. . . . . 109 Fleet Street, E.C.  
J. M. McKim,  
MANCHESTER, ENG. . . . . 18 St Ann Street.  
H. S. Ashburner,  
WINNIPEG . . . . . Western Canada Block.  
J. J. Roberts.  
ST. JOHN, N. B. . . . . No. 3 Market Wharf.  
I. Hunter White,  
NEW YORK. . . . . 150 Nassau Street.  
Edwin H. Haven.

Travelling Subscription Agents:

T. Donaghy. F. S. Millard.

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

Published every Friday.

Cable Address { Adscript, London  
Adscript, Canada.

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

**CONFERENCES WITH TRAVELERS.**

**A** COMMERCIAL TRAVELER writes asking us to urge manufacturers and wholesale houses to arrange annual conferences with their traveling salesmen. We accept the suggestion without reserve.

While the wholesaler or the manufacturer is the commander-in-chief he is at home in the warehouse. The operations in the field are conducted by his traveling staff. Consequently the members of the latter are in the better position to know the requirements of their customers and the business methods they like or dislike.

The principal of the firm gets some kind of a report from his travelers nearly every time they are in the house, but the report is hurriedly delivered and hurriedly received. The rush of business precludes it being much else.

What is wanted is a calm, thoughtful conference for which preparation has been made.

The best time for such a conference is, of course, during the quiet seasons. Around

the Christmas holiday season is a good time in many branches of the trade, and most of the houses that have adopted the principle call a conference of their travelers then.

These annual conferences are increasing in popularity, but the number of manufacturers and wholesalers who do not hold them is greater than that of the number that do. THE CANADIAN GROCER would, therefore, urge those who do not to fall into line and set apart one or more days for a conference with their travelers where papers may be read or addresses delivered on such subjects as shall be conceived to be of importance to the business of the firm.

**DIFFICULTY OVER WALNUTS.**

**Q**UITE a little difficulty is being experienced this season in regard to new walnuts, Grenobles and Marbots.

The trouble is two-fold. In the first place, delay was caused by the slowness of the nuts to dry. And now they are dry, difficulty is being experienced in shipping them.

For example, three of the fast lines which usually carry Grenoble walnuts from Havre to New York, namely, the French Transatlantique, and the American Line, via Southampton, and the Cunard Line, via Liverpool, have all refused to carry walnuts this year, their space having been otherwise contracted for.

Some of the shippers are complaining bitterly of having their walnuts left in Havre, from whence to another port they will have to bear the cost of taking them. In the meantime the importers in Canada are equally concerned, because the nuts they ordered have not yet come forward.

**WHY IT DISSOLVED.**

It appears that the collapse of The Fraser River Cannery Association was due to a difference of opinion regarding the formation of another combine—the cannery had simply abandoned the idea as impracticable. It is said there will be no amalgamation next year.

One would have thought that, in view of the strong union among the fishermen, the sense of self-protection would have held the cannery together.

**THE PACK OF DOG FISH.**

**T**HE pack of dog fish on the Fraser river has been heavy. According to a British Columbian paper it is estimated at 80,000 cases.

It appears that the desire to use up the large quantity of tins that were held in stock by the cannery was one cause of the largeness of the pack.

On account of the smallness of the pack of sockeye salmon, quite a few dog fish have been sold to the wholesale houses in Eastern Canada. THE CANADIAN GROCER has been given to understand that, while some of the fish shows good quality, there is some that does not.

The trade should be more than usually careful this year when placing orders for canned salmon, and particularly for low-priced goods.

**BRING HIM BACK.**

The Butter and Cheese Association of Montreal intend to continue in their endeavors to induce the Government to bring Chisholm back for trial. The indignation of the Montreal dealers in butter and cheese is thoroughly aroused, and it is evident that they are not going to treat the case lightly.

Chisholm was accused of a serious offence and one that involves the reputation of the whole Canadian trade, so the men in the business believe he should not be allowed to escape his trial by simply taking a little trip to New York or Boston.

**CANADA GOT THE FIRST LOT.**

The California Fruit Grower said in a recent issue that the first shipment of citrus fruit (oranges and lemons) made from that State for the season 1899 1900 was on Canadian account.

The total crop in the State amounted to 6,624,000 boxes, the largest on record.

**NEW DATES.**

The first shipment of new season's dates are on the Canadian market. They are Hallowees, and came by way of New York. They show excellent quality, and are selling to the retail trade at 5½c. per lb.

Dates, via London steamer, are due here early next week, and they will sell at a slightly lower price than that quoted for the fruit now on the market.



## POOR QUALITY CANNED GOODS.

THERE was probably never a season in the history of the industry in Canada when there was at least a larger quantity of canned vegetables of poor quality put upon the market as during the present season.

What connection this has with the fact that there has been a large increase in the number of new factories we are not prepared to say. One thing is certain, among the greatest sinners are numbered some of the new factories. At the same time, however, certain of the old factories have not added to their reputation.

Natural causes may probably have been against the packers in some instances, but bad management is evidently a more prolific cause.

There is scarcely any food manufacturing industry that demands efficient management more than that relating to canned goods, for the simple reason that there is scarcely any food product in regard to which people are more fastidious. But some of the canners seem to possess an idea quite the contrary.

The fruits and vegetables grown in Canada are among the best that the world produces. There is no question about that. It is only when they are in the cans that their reputation becomes impaired.

If a reputation is to be secured for any one brand of canned goods, it can be upon no other basis than quality. And the men who are to day making a success of their business are those who are practising along that line. These are the good managers. Those who are not doing so are the bad managers, and the goods they are turning out, not only injure their own reputation, but somewhat darken that of even their wiser confreres, particularly in the foreign markets.

The question is such an important one that it is well worth the consideration of the Canadian Canned Goods Packers' Association. With the practical experience that many members of that organization possess, it should be possible to devise ways and means of elevating the general quality of the canned goods packed by the Canadian factories.

## DRIED FRUIT SITUATION.

A SOMEWHAT unsettled feeling has developed on the Toronto market in regard to currants and Valencia raisins.

The cause is the cheap and not-up-to-standard fruit which is offering. While some of the wholesalers are viewing the situation with little or no disturbance of their equanimity, others seem to be getting alarmed and are reducing prices. There is really no sound reason why this should be done. The statistical position is strong, and when the inferior quality fruit is absorbed by the market values will certainly be firm.

Last season the local market became somewhat demoralized, and for much the same reason as at present. But every one in the trade knows how the season ended and how every grocer was bemoaning that he had sold at such low prices, when, by holding, he could have reaped a good profit.

In Greece, there are not now 10,000 tons of currants, whereas a year ago there were 70,000 tons. This quantity is totally inadequate to supply the demand until the crop of 1901 is marketed, in September of that year.

The market in Greece is dull at the moment, but it is anticipated that when buying starts again there will be a smart reaction, and that those who have been holding off with a view to buying when the market is at its lowest point will be disappointed.

## CHRISTMAS TRADE.

DURING the next two weeks, the grocer's principal consideration will probably be Christmas trade. Many will have decided what plans they will adopt to reach their share of this business. Some are likely still working out their plans; others will probably not make any particular effort in this direction.

The four aids in getting Christmas trade most generally adopted in Canada are advertising, displaying, order-seeking and personal pushing in the store.

In the large cities, advertising is neither as profitable nor as popular as in the

smaller cities and towns, for the reason that in the large cities the grocer's trade does not extend over nearly the same territory as that covered by the local press, while, in the smaller cities and the towns, many of the grocers try to cover the whole territory reached by the home papers.

The best display is a combination of window and interior arrangement. Goods, such as green fruits, nuts, candies, etc., which appeal directly to the passers-by are the best for the window, while dried fruits, candied peels, etc., which are needed at this season by the housewife, are shown most effectively inside, where they can be examined by the regular customer.

Every grocer who takes weekly orders should expect from each housekeeper a special Christmas order, and should make a point of asking for it. The driver or canvasser should have a full knowledge of the goods handled, the prices ruling, and should suggest to the buyer any line she seems likely to forget to order. If it is not the custom to take weekly orders it should be the care of each clerk as well as the proprietor to see that all customers get their special Christmas order of groceries.

## INTERESTING INSURANCE CASE.

A JUDGMENT of importance to many merchants was rendered in the Hull, Que., Superior Court on Monday, December 3, in the cause of *Repentigny v. The Montmagny Insurance Co.*

Some time previous to the great fire of April 26, the plaintiff took out a policy for \$2,000 in his own name, in the defendant's company, \$1,500 of which was on the store and building belonging to his wife, and \$500 on the stock, which was owned by himself. He explained at the time the facts of the case to the agent, who gave him a receipt for the first premium paid. When the property was destroyed in the fire plaintiff applied for settlement of losses, but the company refused to pay the insurance.

Judgment was given for \$500. The judge, in giving judgment, said that the agent was wholly to blame for the mistake in having incorrectly made out the application, and regretted that, according to law, he was unable to give judgment for the full amount.

It is well that all merchants doing business in property owned by their wives, should make a note of this decision. Insurance must always be made out in the name of the owner of the property insured.

---

# Ten Thousand Kilos

is all we could get of

## BORDEAUX PRUNES

in 55-lb. sacks, to sell at

**3½ CENTS PER POUND.**

The lot has only just arrived, and will not last long.

---

Look up your stock of Holiday Goods, and, if already depleted of some lines, order them of us unhesitatingly. We are undeniably Headquarters in Canada for Groceries of all kinds--staple and fancy, Wines and Liqueurs.

FAUST BLEND COFFEE

HEINZ GOODS

TALBOT GOODS

DUNBAR GOODS

BYRRH WINE

BOUTELLEAU BRANDY

Roderick Dhu Scotch Whiskey.

---

# HUDON, HEBERT & CIE.

MONTREAL.

# "SALADA"

CEYLON TEA,  
BLACK or  
GREEN

Sales are increasing by leaps and bounds. There is nothing like quality and value as a drawing card for any business—last year's output was in excess of "ten million packets."

If you are not already enjoying a share of this } Toronto. Montreal. Boston. Buffalo. Philadelphia. Detroit.  
trade, send for quotations. } Toledo. Cleveland. Pittsburgh. Newfoundland.

—THE TEA THAT REVOLUTIONIZED THE TRADE—

4  
STYLES  
—  
No. 9



## THE AUER GASOLINE LAMP

No. 9,  
200 Candle Power

Suitable for  
STORE,  
RESIDENCE  
OR CHURCH.

The only Lamp on the Canadian market which is guaranteed not to clog, flicker or smell.  
**YOUR MONEY BACK IF NOT ENTIRELY SATISFIED.**

For Catalogues and Prices on Lamps, Mantles and Sundries, write

**AUER LIGHT CO.**

1682 Notre Dame St., MONTREAL.

E. SIMPSON & CO., Moose Jaw, Agents for the Territories.

# MAGIC BAKING POWDER



PURE AND WHOLESOME.  
ONE POUND CAN 25¢  
LONDON, ENG. E.W. GILLET, CHICAGO, ILL.  
TORONTO, ONT.

# B

## "BEE" STARCH

# B

THE SEASON'S SUCCESS.

LIVE GROCERS ARE MAKING MONEY SELLING IT.

BEE STARCH CO., MFRS.,

10 Lemoine St., Montreal.

# MARKETS AND MARKET NOTES

## GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotations on any staple line, they will, on application, be furnished by return mail or by telegraph; if by the latter method, at the cost of the person seeking the information.

## ONTARIO MARKETS.

Toronto, December 6, 1900.

### GROCERIES

**T**RADE during the past week has not been characterized by any particularly new features. For this time of the year a fair trade is being done. The most active lines are foreign dried fruits and nuts. Largely on account of the cheap kinds of Valencia raisins and currants which are being offered there is a weaker feeling locally in regard to these lines, and quotations are somewhat lower, although good standard fruit is still being held fairly firm. The demand for canned goods of all kinds is still almost nil, and prices remain much as before. The coffee market has ruled rather weak and there is not a great deal of business being done. Sugar, while quiet, is in a little better condition possibly than it was a week ago. The demand for sugar is moderate. Syrups and molasses are in fair request. The tea market continues quiet, with perhaps a little easier feeling in regard to Japans. Payments appear to be on the whole fair.

### CANNED GOODS.

The situation in canned goods has not materially changed during the past week. There is a sort of quiet confidence in the future of the market as far as good brands are concerned. There is still some cutting by one or two houses, but it is significant that it has not caused the demoralization in prices which might have been anticipated. The demand is almost nil for canned vegetables of any kind, and only an odd case or so is going out. The ruling prices for tomatoes are 80 to 85c. and for corn 75 to 80c., but there are, of course, cut prices which are below these. There is little or nothing doing in canned fruits. Canned salmon is in moderate demand for small sorting-up quantities. In both lobster and meats, there is very little doing. The pack of dog fish on the Fraser is estimated to be 80,000 cases, which is larger than usual. It is understood that quite a few orders have

been placed for this fish by jobbers in Eastern Canada.

### COFFEES.

The market continues irregular at outside points, and, locally, business is quiet and quotations unchanged.

### SUGARS.

The situation in sugar, while a little more favorable than it was a week ago, is still somewhat unsettled on account of the difficulty among the refiners in New York. The National Refinery, the combination outside the trust, has, on two occasions, advanced its prices of granulated 5c. per 100 lb. The Arbuckles have marked their price up 5c. per 100 lb., while the trust has made no change in its figures at all. The price of the National's granulated is now 5c. below that of the trust, and the Arbuckles 10c. below. Although the price of granulated in the United States is somewhat demoralized, on account of the conditions already referred to, the raw market has still an

See pages 29 and 30 for  
Toronto, Montreal, and St.  
John prices current.

upward tendency, and the statistical position is strong. At the end of last week the stocks of raw sugar in the four ports of the United States was much lower than at any time last year. The stocks amounted to 57,000 tons, which is not enough for two weeks' meltings, while stocks in the United States and Cuba were 256,000 tons less than the same time last year. This is something abnormal. The statistical position makes it more evident than before that the American refiners must look to Europe for replenishing their supplies, as there are only a few Java cargoes on the way, and the Cuban crop will not be marketed until January. In fact, the grindings there will not be active till the beginning of the New Year. Locally, there have been no changes in prices, and a fair business for this time of the year is being done, although the trade is being cut into by sales of American granulated.

### SYRUPS AND MOLASSES.

A fair trade is being done in both syrups and molasses. New Orleans molasses is decidedly firm and several cents per gallon higher than a short time ago.

### SPICES.

Pepper and cloves continue firm, but allspice is a little lower than it was. Trade is moderate for this time of the year.

### NUTS.

The local market is now fairly well supplied with Grenobles, Tarragona almonds and filberts, and a fairly good business is being done. Owing to the refusal of three of the fast steamship lines to carry Grenoble and Marbot walnuts, quite a little annoyance is being caused to both shippers and importers. The price of nuts remains steady.

### TEAS.

There has not been much change in the situation. The little better tone noticed last week in Indian and Ceylon teas has been maintained. This refers particularly to finer grade teas which are rather scarce. There is nothing, however, in the future of the market to indicate any materially higher prices than those now ruling. Locally there has been a little inquiry for Indian and Ceylon teas of the finer grades, but the volume of business has been small indeed. As far as can be learned, the stocks of Indian and Ceylon tea on spot are not nearly as heavy as they were, although there is still ample for requirements. Although there are probably no lower prices ruling on Japan teas, yet the feeling appears to be a little easier, and shippers are more readily offering. There has been a little inquiry on the local market for old Japan teas of medium grade, but it appears to have resulted in little or any business. The tea market, generally, is undoubtedly dull.

### FOREIGN DRIED FRUITS.

**CURRENTS**—On account of the low-priced fruit that is being offered, there is an easier feeling on the local market in regard to currants, and some of the wholesale houses have even reduced their prices on the better grades of fruit. The result is that there is an unusually wide range in prices being quoted, which makes it exceedingly difficult to give the market's ruling prices. Filiatras, for instance, are quoted all the way from 11 to 12½c., and Vostizzas from 15 to 18c., while, for Patras currants, the idea is 14c. for fruit of good quality. A letter from Dem Schisas, of Patras, says that the quantity of currants left in Greece at the time the letter was written was less than 10,000 tons, against 70,000 the same time last year, thus leaving a supply inadequate for the most moderate demand. At the

time of writing the market in Greece was dull.

**VALENCIA RAISINS**—The condition of the local market is much the same as that of currants, on account of the low-priced and rain-damaged fruit which is offering. The feeling is unsettled, and some of the wholesale houses have reduced their prices on standard brands, while others are still holding at former quotations; this gives a wide range in quotations, and the trade can only tell what value is being offered by seeing the samples. Fine off stalk is quoted at 8, 8½ and 9c.; selected, 8½, 9 and 9½c.; layers, 9½, 10 and 10½c. The demand is just moderate.

**MALAGA RAISINS**—There is a fair demand, with stocks getting light, and the opinion is freely expressed that it is doubtful whether there will be enough to last until the close of the season. Prices remain as before.

**PRUNES**—The French prunes, the arrival of which was noted last week, are selling readily at 4 to 4½c. per lb. for 110's. A good business is also being experienced in Californian prunes.

**DATES**—New Hallowee dates arrived on the local market this week by a New York steamer and they are selling well at 5½c. per lb. Those which are due to arrive early next week, via London, will sell a little lower than those now in the hands of the local wholesalers. The quality of the dates now on the market is excellent.

**FIGS**—There is a fairly good demand, particularly for tapnet figs. The sales of this fig made this year are large, the ruling price being 3½ to 4c. per lb. There is a moderate business being done in Eleme figs.

**CALIFORNIAN EVAPORATED FRUITS**—A good business is being done in both peaches and apricots; in fact, the business up to the time of the year appears to be rather better than usual.

#### GREEN FRUITS.

Jobbers are making big preparations for the rush of Christmas orders, which they expect next week. The demand has not yet opened up well, but it is likely to be big when it comes. Stocks of oranges, lemons, apples, bananas and cranberries are large, and several cars of Florida, Valencia and navel oranges are expected in a few days. The prices will probably be as follows: Navels, \$3.50 to \$3.75; Florida, \$4 to \$4.50; Valencia, 714's, \$5.50; ordinary 420's, \$4.75 to \$5; large 420's, \$5.50 to \$5.75. The price of Jamaica oranges, some of which have arrived in rather wasty condition, is easy at \$6 to \$6.50 per bbl. Mexicans are 25c. lower, a range of \$2.75 to \$3 now being quoted. Good eating apples are in fair request, and are firm at

\$2.25 to \$2.50. Malaga grapes continue to sell well, and are firm at \$6 to \$7. Cranberries are moving fairly well, and are steady in price. The dearest variety, Budd's Long Keeper, is stiff at \$9 per bbl. Cape Cod berries are steady at \$7.50 to \$8. Bananas are dearer. The best varieties are now selling as high as \$2, an advance of 25c. Sweet potatoes are out of the market.

#### COUNTRY PRODUCE.

**EGGS**—New-laid eggs are firm at 22c. for small lots and 18 to 19c. for large lots. The feeling re held and pickled is easy, though unchanged, at 15 to 16c. for pickled and 16 to 17c. for held.

**BEANS**—The feeling is firm, as the demand for export keeps good. We quote hand-picked at \$1.40 to \$1.45 and prime medium at \$1.30 to \$1.35.

**HONEY**—As stocks are moderate, the market continues firm, though the movement is light. We quote 10 to 11c. for extracted clover and \$2.25 to \$2.75 for clover comb.

**DRIED APPLES**—The low price of evaporated apples is causing a good demand for these goods, which are selling in preference to dried stock. We still quote 4½ to 5c. for evaporated and 2½ to 4c. for dried.

**POTATOES**—There is a fair movement. Cars on track, Toronto, are worth 32c. per bag, an advance of 2c. per bag. Small lots out of store are selling at 40 to 45c.

#### POULTRY AND GAME.

**POULTRY**—The weather has again weakened the poultry market, as receipts have to be cleared out daily. Turkeys and geese are ½c. per lb. cheaper. We quote: Chickens, 25 to 40c. per pair; ducks, 40 to 65c. per pair; geese, 5 to 6c. per lb.; turkeys, 7 to 8½c. per lb.

#### BUTTER AND CHEESE.

**BUTTER**—Creamery butter is easier, as many winter creameries have started recently, and receipts are heavy. Dairy large rolls are offering in large quantities, and are 1c. lower. We quote: Dairy prints, 19 to 20c.; rolls, 18c.; tubs, 18 to 19c.; creamery prints, 23 to 24c.; boxes, 21 to 22c.

**CHEESE**—The market is 1c. lower, the range now being from 11c. for early to 11½c. for late makes. For twin cheese 12c. is the general figure.

#### FISH AND OYSTERS

Trout is arriving in moderate quantities, and is firm at 8 to 8½c. per lb. Ciscoes are weak at 50 to 65c. per 100. Labrador herrings are offering at \$3.50 per half-bbl. and \$5.50 per bbl. Other varieties are not to be had. Oysters are in fair demand. Prices are steady. We quote as follows: Fresh fish—Codfish, 7 to 8c.; haddock, 6

to 7c.; red snappers, 11c.; British Columbian salmon, 14 to 17c. Frozen fish—Trout, 8c.; whitefish, 7½ to 8c.; perch, 4c.; pike, 6c. Smoked fish—Finnan haddies, 7½ to 8c. per lb.; herrings, 15c. per box; ciscoes, 50 to 65c. per 100; Labrador herrings, \$3.50 per half-bbl. and \$5.50 per bbl. Salted fish—British Columbian salmon, No. 1, \$14 per bbl.; Labrador salmon, \$14 per bbl.; green cod, No. 1, \$4.75 to \$5 per 200 lb.; small, \$3.75 per 200 lb. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 4½ to 5½c. per lb.; shredded cod, \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb. Oysters—Southern mediums, \$1.10 per gal.; Baltimore standards, \$1.25 per gal.; Baltimore selects, \$1.60 per gal.; New York mediums, 80c. per 100; New York selects, 90c. per 100.

#### HIDES, SKINS AND WOOL.

**HIDES**—The market keeps firm at last week's advance. We quote: Cowhides, No. 1, 8½c.; No. 2, 7½c.; No. 3, 6½c. Steer hides are worth 1c. more. Cured hides are quoted at 9 to 9½c.

**SKINS**—Sheepskins continue to advance. Otherwise there is no change. We quote as follows: No. 1 veal, 8-lb. and up, 8c. per lb.; No. 2, 7c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at 85 to 95c.

**WOOL**—There is no change. We quote: Combing fleece, 15 to 16c., and unwashed, 9½ to 10c.

#### SEEDS.

There is practically nothing doing. The outside markets, however, keep firm and prices here are steady at \$6 for the best values of alsike, and \$5.50 to \$6 for ordinary to the finest clover.

#### MARKET NOTES.

Potatoes have advanced 2c. per bag.

Large roll dairy butter is 1c. lower. Cheese has declined ¼c.

Turkeys and geese are ½c. per lb. lower, on account of the mild weather. The demand is good.

Navel, Florida and Valencia oranges are expected next week. Bananas are selling from \$1.25 to \$2 per bunch, an advance of 25c.

#### TRADING STAMPS IN KINGSTON.

J. Gilbert, the secretary of the Retail Grocers' Association of Kingston, Ont., writes: "The only druggist who handles trading stamps has assigned. The grocers who have them are sick of them, and are anxious to see legislation prohibiting them. One keeps them on account of the other fellow."

Toronto Commission Houses.

**TO THE TRADE.**

Before purchasing your supply of Fruits, Nuts, etc., for early Winter and Xmas trade, we would advise you to write us for our price list. Our stock is complete and is of excellent quality. Will be pleased to quote you on any of the following: Lemons, Oranges, Figs, Bananas, Apples, Raisins, Prunes, Apricots, Almond Grapes, Dates, Sweet Potatoes, Onions (Can.), Cranberries, Nuts of all kinds. All Foreign and Domestic Fruits.

**McWILLIAM & EVERIST**

Wholesale Fruit, Produce and Commission Merchants  
25 and 27 Church St., TORONTO, Can.  
Office Phone 645. Warehouse Phone 8394.

Butter Cheese  
Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**  
... Limited.  
70 and 72 Front St. E., Toronto.

**SMOKED MEATS  
PURE LARD**

Our "MAPLE LEAF" brand is unexcelled.

We are large dealers in EGGS and BUTTER. WRITE US.

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

Pork Packers and Commission Merchants  
76-78-80 Front St. E. - - TORONTO.

**POULTRY, BUTTER,  
EGGS.**

Market bare of fowl and with colder weather we look for brisk demand. Choice roll and tub butter selling at 18c. to 20c. Eggs, 17c. to 18c.

Consignments Solicited.  
Prompt Returns.

**Rutherford, Marshall & Co.**

Commission Merchants,  
68 Front Street East, Toronto.  
Telephones 2669 and 2641.

The **DAWSON** Commission Co., Limited

FRUIT, PRODUCE AND COMMISSION MERCHANTS.

Cor. Market and Colborne Streets **TORONTO**

...EVERY...  
**COMMISSION MERCHANT**

in Canada should have a card in these columns. We will be pleased to talk to you about it and quote rates.

**QUEBEC MARKETS.**

Montreal, December 6, 1900

**GROCERIES.**

**A**T the moment, trade is local. The advent of winter freight rates has closed the trade with British Columbia, the Northwest Territories, Manitoba and Northern Ontario, and the close of navigation has put a damper on trade with the Maritime Provinces. There are a few boats yet running to local ports, and they are carrying the last goods of the season. Although the Northwest trade has been curtailed this fall on account of the disappointment in the crops, it has not shown the decrease that was at one time apprehended. The Maritime trade, and particularly that with Cape Breton and Prince Edward Island, has been exceedingly brisk this fall, and makes a favorable comparison with the volume of last year. Next week, the real Christmas trade commences, and the rush will likely be revived in a mild form. The week has not been prolific of changes. The sugar market has gained considerable strength, on account of recent advances in New York, and is now steady to firm; buying for Christmas seems to be perfectly safe, perhaps profitable. Currants and raisins continue slow and easy. Figs, prunes and peels are selling well. Tea of all kinds is slow, with Japans holding their own and Indians and Ceylons losing ground.

**SUGAR.**

Howells, of New York, have advanced their price of refined sugar 10c. per 100 lb. and on Monday Arbuckles marked their prices up 5c. The trust remains stationary. Arbuckles have refused any further orders. This seems to indicate that the trust has had its way and that Arbuckle and the National must ultimately recover their prices, as they cannot hope to fill all the orders that will be thrust in upon them. As it now stands, Howells is 5c. below the trust and Arbuckles 10c. The advance in New York would lead us to suppose that there might be an advance here. The refiners say the market is strong. Granulated is quoted in Montreal at \$4.75 per 100 lb., and yellows at \$3.95 to \$4.65. The foreign market on beet is strong and advancing. Forward sugars are selling at a big premium and students of the market think that last year's course of the sugar market will be repeated this year. The cane crop of the West Indies has been damaged considerably by hot weather, which has been unfavorable to the young growth and unsuitable for cutting and grinding.

**SYRUPS.**

Trade in syrups is dull and of a small distributing order. The market is without

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**

**RIOHMOND STRAIGHT CUT.**

**SWEET CAPORAL.**

**ATHLETE.**

**DERBY**

Winnipeg Brokers.

**ENGLISH AND CANADIAN MANUFACTURERS**

desiring to place their goods on the Market of Western Canada, should communicate with

**STEELE & TOMS,**

Wholesale Commission Merchants and Brokers,  
**WINNIPEG, MAN.**

**JOSEPH CARMAN . . .**

**WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.**

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange.  
Correspondence and Agencies Solicited.

**W. R. ROWAN**

Manufacturers' Agent and Commission Merchant.

Correspondence Solicited.

OFFICE:  
132 Princess St., Winnipeg, Man.

**STORAGE**

Eastern firms desiring Storage in **WINNIPEG** will find it to their advantage to communicate with me. Track facilities. Lowest rate of insurance in the city.

**E. NICHOLSON**

Wholesale Commission Merchant and Broker.

115 Bannatyne Street East, **Winnipeg, Man.**

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.

Winnipeg Advertising Agents.

**ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly attended to by

**The Roberts Advertising Agency,  
WINNIPEG, CANADA.**

interest at 2% to 3% c., according to quality, for corn syrup.

#### MOLASSES.

There is not much business doing, and the market is featureless. Prices are well maintained at 41c. for single puncheons and 40c. for carlots.

#### CANNED GOODS.

Canned goods are necessarily moving slowly now as dealers are well stocked. No great movement of goods is anticipated till Lent approaches, meanwhile prices will be steady at present figures. Fraser river red sockeye salmon is worth \$1.60 to \$1.75, and flats, \$1.75 to \$1.85; spring salmon is quoted at \$1.40 to \$1.50, and cohoes at \$1.15 to \$1.20. Vegetables are experiencing a few more inquiries this week, but the demand is not active. Standard brands are quoted as follows: Tomatoes, 85 to 90c.; corn, 80c.; peas, 80c. to \$1.15; beans, 82½c. Fruits are in better request just now and the demand will probably improve during the holiday season. We quote: Raspberries, \$1.50 to \$1.75; cherries, \$2 to \$2.25; strawberries, \$1.75 to \$2.15; blueberries, 80 to 85c.

Lobsters are in small request at \$13 per case of 1-lb. talls, \$15 per case of 1-lb. flats and \$16 per case of ½-lb. flats. Mackerel is worth \$1 to \$1.10 and is going well.

#### SPICES.

The demand is good in some lines and inactive in others. Prices are well maintained, although unchanged. We quote as follows: Nutmegs, 25 to 50c. per lb. as to size; mace, 45 to 50c. per lb. as to quality; pimento, 9c.; cloves, 12 to 14c.; pepper, black, 15c.; white, 23c.

#### RICE.

There has been no change in the condition of the rice market during the week, and prices rule as before. Tapioca is being quoted at 4c. for delivery at the end of December. We quote as follows: B. standard, \$3 to \$3.10; C. C. standard, \$2.90 to \$3; Patnas, \$4.40 to \$4.75; Japans, imported, \$5.20 to \$5.50, and Carolina, \$9.50 to \$11.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The bakers and confectioners are using Sultana raisins where they once used currants, and the high price has curtailed the consumption in the Canadian kitchen to such an extent that dealers say sales have been phenomenally small. The slow demand, combined with the New York drop of 2½c. per lb. from the highest figure, has weakened the market here considerably, and some wholesalers are offering fruit as low as 10½c. The ruling price is 11 to 11½c. to retailers. Fruit at these figures would seem to be good stock, for

the imports amount only to about one-eighth of last year's importations, and a scarcity may develop in the market. Fine Filiatras in half-cases are the ruling favorites.

**VALENCIA RAISINS** — Holders of stocks of Valencia raisins still seem to think there is cause for alarm. Cables have come from England quoting staple stuff at 24s. 6d. This fresh fuel on the fire has made it blaze more brightly and the danger seems to be greater than ever. We cannot but think that our warnings of the last two weeks still hold, and that only damp fruit is offering at these figures. Stocks here are light. We quote: Finest off-stalk, 8 to 8½c.; selected, 8½ to 9c., and layers, 9 to 9½c.

**CANDIED PEEL** — A good trade is doing both in this and last year's importations. Old lemon is worth 7c. and orange 8c. We quote new fruit: Lemon, finest, 9 to 9½c., drained, 10c.; orange, finest, 9½ to 10c., drained, 10½c.; citron 14c. finest and 15c. for dimbole drained.

**CALIFORNIAN RAISINS** — Three quarters of the total output has been sold, but no change has been made in quotations up to the present. A decline is said to be impossible and an advance practically certain. Dealers are asking 9½ to 10c. for 3 crown raisins, and packages are worth 11¼c. for first quality and 11c. for good.

**PRUNES** — A good trade continues to be done. Bosina prunes are worth 5½ to 6c., and French prunes, 3½ to 4½c. In 12 5-lb. tin cases Californian prunes are selling at 45c. per tin for 60 70's; for 40-50's, 11c. is asked; for 60-70's, 7½c.; for 70-80's, 7c., and for 90 100's, 6c.

**FIGS**—The demand is brisk and the consumption seemingly large. Eleme table figs are quoted at 8½ to 9c. in 12-oz. boxes; 13 to 13½c. in 16 oz. boxes; 75c. in 8-lb. boxes, and \$1 in 10 lb. boxes. Tapnets are worth \$1.10 to \$1.15.

**CALIFORNIAN EVAPORATED FRUITS**—Although the demand is not brisk, a fair trade is being done. Advices from California say that apricots are higher and peaches and pears are unchanged. We quote: Apricots, 12½ to 13c.; peaches, 10¼ to 10½c.; pears, 10¾ to 11½c., and nectarines, 10¾ to 11¼c.

#### NUTS.

A fair number of inquiries has been received for nuts. Grenoble walnuts are reported rather weak, and shelled nuts are scarce. We quote: Sicily filberts, 11½ to 12c.; Jordan almonds, 37c.; Tarragona almonds, 14 to 15c. in bags; Grenoble walnuts, 11½ to 12c.; shelled walnuts, 26 to 27½c. for immediate delivery and 25 to 26c. to arrive.

#### TEAS.

Trade is dull, but prices are not changed from last week's quotations. According to

#### Toronto Fruit Merchants.

## APPLES! - APPLES!

It may pay you to write to us re "Export Business." Our cable October 15, 1900, from

YEOWARD BROS.,

Liverpool, Eng.,

"STRONG DEMAND, 15s. to 22s. 6d."

ONTARIO AGENTS:

## CLEMES BROS.,

51 Front East, TORONTO.

#### Victoria Fruit Merchants.

From the Atlantic to the Pacific,

OKELL & MORRIS'

(Gold Medal Brands) of **Whole Fruit Preserves**

Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars

are acknowledged the purest and best. Trade-Builders, Trade-Winners 15 Gold and Silver Medals, and 30 Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

#### New Brunswick Lobster Cannery.

**GOLDEN CROWN LOBSTER**, flats and talls.  
**GOLDEN KEY LOBSTER**, flats only.  
**GOLDEN CROWN CANNED CLAMS**, 1-lb. talls.  
**GOLDEN DIAMOND BLUE BERRIES**, 2's size.

W. S. Loggie Company,

CHATHAM, N.B.

Limited

## Toronto Salt Works

TORONTO, ONT.

Write us for **SALT** of any kind.  
Also **SALTPETRE**, car lots or less.

## MALLAWALLA TEA

"The" 50 cent

First introduced to Canada 1890. Packed in 1-lb. and ½-lb. lead packets in 50-lb. cases.

Wholesale price, 35 cents—30 days.

F. R. PAGET & CO.,

3 Rangoon Street, LONDON, ENGLAND, who would be pleased to negotiate with one or two wholesale firms as buying agents.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

## KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

advices received from London, the English market is below a parity with the Indian and Ceylon markets. Indian tea is offering in Montreal at low figures, and it is difficult to find buyers. Good grades are firm and in better demand.

Japan teas continue in the same position, being somewhat firmer than they were a month ago. Japan is offering nothing under 15 or 16 3/4 c. c.i.f. Old teas are still on the market in some quantity, but are held at high prices. China teas are as before, with greens in improved inquiry.

GREEN FRUITS.

Trade in oranges and lemons is improving, otherwise business is quiet. We quote: Jamaica oranges, bbls., \$5.50 to \$6; Californian navels, \$3.50 to \$3.75; Verdelli lemons, 300's, \$2.25 to \$3; 360's, \$1.50 to \$1.75 per box; bananas, firsts, \$1.25 to \$1.75; eight hands, 90c. to \$1.25; winter apples, \$2.25 to \$2.75 per bbl.; cranberries, \$7.50 to \$9 per bbl.; Spanish onions, \$2.25 per caee and 90c. per small crate; chestnuts, 10c. per lb.; sweet potatoes, \$2.50 to \$3 per bbl.; new figs, fancy, 15c.; choice, 10 to 12c. per lb. in 10 lb. boxes; Malaga grapes, \$5.50 to \$7 per keg; Californian pears, \$4.50 to \$5.00; Catawba grapes, 19 to 20c. per basket; pineapples, 20 to 25c.

PROVISIONS.

A fairly good business continues to be done in hog products, but at firmer rates, owing to the sharp advance in the price of hogs. American pork is being sold to lumbermen in place of Canadian. Bacon and ham and smoked meats are in good request. We quote as follows: Canadian short cut mess pork, \$19.50 to \$20.00; short cut clear, \$18.50 to \$19.00; extra plate beef, per bbl., \$12.50 to \$13.00; hams, 11 1/2 to 13 1/2 c., lard, pure Canadian, \$2.10 per pail; refined lard compound, \$1.70 per pail; Snow White and Globe compound, \$1.60 per pail; cottolene, 8 1/2 c. per lb. in tierces and 9 1/2 c. in pails.

FISH AND GAME.

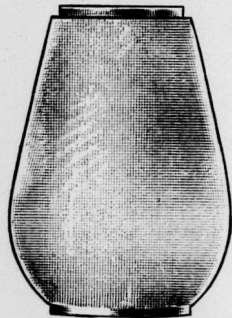
Fresh fish is very scarce. We quote as follows: Fresh fish—British Columbian salmon, 10 to 12c. per lb.; haddock, 4 1/2 to 5c.; halibut, 12 to 15c.; dore or pickerel, 6 to 7c.; whitefish, 7 to 7 1/2 c.; pike, 5 to 5 1/2 c. Salt fish—British Columbian salmon, No. 1, \$13.50 per bbl.; Labrador salmon, \$13.50 per bbl.; green cod, No. 1, \$5.25 to \$5.50 per 200 lb.; small, \$3.75 to \$4 per 200 lb.; Loch Fyne herrings, \$1.10 per keg; Dutch herrings, 75 to 80c. per keg, No. 2 mackerel, \$10 per bbl.; 1/2's, \$5.50 to \$6. Smoked fish—Finnan haddies, 7 to 8c. per lb.; smoked herrings, 14 to 15c. per box. Prepared fish—Skinless cod, in 100 lb. cases, \$4 to \$4.25; dried cod, in 112 lb. bundles, \$5.00 per cwt.; boneless cod, in bricks, 5 to 5 1/2 c. per lb.; boneless fish, loose,

# 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.

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

**WESTERN** Incorporated 1851.  
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00  
Capital - - - 1,000,000.00  
Assets, over - - 2,340,000.00  
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.  
C. C. Foster, Secretary.

# EDDY'S MATCHES

are again obtainable from all Wholesale Grocers and Jobbers or at the Company's Branches at

Montreal,  
Hamilton,  
Halifax,  
Vancouver,

Toronto,  
Kingston,  
Winnipeg,  
Victoria,

Quebec,  
St. John,  
London,  
St. John's, Nfld.

— OR AT —

THE WORKS, at HULL, CANADA.



# S. H. EWING & SONS

— 96 King Street, MONTREAL

**Headquarters for Ceylon, Indian and Japan Teas.**

Consult us now, as we have some splendid values in these brands. Wholesale only.

—SAMPLES AND PRICES ON APPLICATION—

in 25-lb. boxes, 4c., and 5-lb. boxes, 5c. per lb.

A good business has been done in game on the market this week at these prices: Partridge, 75c. for firsts, per brace. Ducks—blue bills, 45c. per pair; red heads, \$1.25 per pair; black, \$1 per pair. Turkeys, 10 to 11c. per lb.; chickens, 9 to 10c.; fowl, 8 to 9c.; domestic duck, 12c.; pigeons, \$1.50 dozen; snipe, \$2.40 dozen; plovers, \$3.60 dozen; hares, 40c. per pair; wild geese, \$1.00; deer, 8c. Shell oysters—Choice malpecques, \$5 to \$6 per bbl., second grade, \$4 to \$4.50; Miramichi, \$3.50 per bbl. Bulk oysters, \$1.30 for Standard, and \$1.50 for selects.

#### COUNTRY PRODUCE.

**EGGS**—The market is quiet. The receipts have fallen off and prices are higher. Fresh-gathered stock as it arrives sells at 17 to 17½c. and candled at 18 to 19c. New-laid eggs bring 20 to 22c.

**MAPLE PRODUCT**—In maple product business was dull. We quote: Syrup, 70 to 75c. per large tin, and 50 to 60c. per small tin, and 6½ to 7c. per lb. in wood. Sugar, 9 to 10c.

**BEANS**—A fair trade is reported in beans, chiefly for American account, and the market is somewhat firmer. Canadian hand-picked are worth \$1.35 to \$1.45 and primes, \$1.20 to \$1.25.

**HONEY**—A small business is passing. White clover in comb is worth 14 to 15c., and white extracted, 10 to 10½c. Buckwheat honey in comb is 10 to 12½c., and extracted, 7 to 9c.

#### FLOUR AND GRAIN.

**FLOUR**—The market is steady, but prices are irregular. We quote as follows: Manitoba spring wheat patents, \$4.25 to \$4.40; winter wheat patents, \$3.60 to \$3.80; straight roller, \$3.15 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$4.05 to \$4.10.

**GRAIN**—The demand is mostly for oats. We quote: No. 1 spring wheat, 73 to 74c. afloat; peas, new crop, 67 to 68c.; rye,

56c.; No. 2 barley, 46c.; oats, 31 to 31½c.; buckwheat, 51½c.; corn, 45 to 46c.; barley, 48 to 52c.; No. 2, 39c.

**FEED**—Prices are firm and trade active. We quote: Manitoba bran, in bags, \$15; shorts, \$17; mouille, \$20 to \$24; Ontario bran in bulk, \$15.50 to \$16, and shorts, \$17 to \$18 per ton.

**OATMEAL**—The demand is moderate for rolled oats at \$3.25 to \$3.30 per bbl., and \$1.57½ to \$1.60 per bag.

**HAY**—The demand is good and the market firm. We quote: No. 1, \$9.50 to \$10.50; No. 2, \$8.50 to \$9, and clover, \$7.75 to \$8.25 per ton, in carload lots on track.

#### CHEESE AND BUTTER.

**CHEESE**—There has been no change in the situation of the market. Business is quiet. We quote as follows: Finest Western Septembers, 10½ to 11¼c.; finest Western Octobers, 10¼ to 10½c.; finest Easterns, 9½ to 10¼c.

**BUTTER**—Export business is quiet, but the local demand is good. We quote: Finest creamery, 20½ to 21c.; seconds, 19½ to 20c.; dairy, 17 to 18c.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., December 6, 1900.

**TRADE** in heavy goods is beginning to fall off. Dealers, however, in seasonable lines such as dried fruits, etc., are still busy. The late arrivals of some lines tended to increase this condition. With the retailer, however, trade is showing a steady increase, and will till Christmas. St. John has every reason to be proud of her retail grocery stores, and at this season they look their best. In markets quite firm figures rule. Beans, oatmeal and lard are higher. Codfish are hardly as firm. In raisins, prices are cut. In tea, our dealers are importing largely, believing the market to be favorable. This line of business continues to have increased attention here.

The sale is largely for Indians, Ceylons and blends.

**OIL**—In burning oil prices show no change, and there is but the regular business going. In lubricating oils, values are unchanged. The market usually rules even at this season. Business is light. In candles, the price is off a cent, but wax is unchanged. Cod oil holds its high price. There are no receipts. In paint oils, the local market is unchanged, but futures in linseed are much lower, the market on the other side having gone off rapidly. Turpentine is unchanged.

**SALT**—There will be increased receipts, as regular steamers are now arriving with Liverpool coarse salt. Prices are likely to rule at least 5c. above last year's figures, freights being about double, and coal, which is a large item in the cost of manufacture, continuing very high. In fine salt, business is quiet. We quote as follows: Liverpool coarse, 50 to 55c.; 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.

**CANNED GOODS**—There have been quite free receipts in coho salmon. These goods will show nice profits as they were bought before the advance. There is a much greater range in quality than a few years ago. Retailers who are anxious to hold their trade should be careful. In vegetables, prices are unchanged. There is a fair sale. Fruits have some demand, chiefly peaches and strawberries. Canadian beets this season compete with the American, which were introduced here last year. Local canned fish, such as sardines, herring and haddies, hold their strong position. Meats are quiet.

**GREEN FRUITS**—Oranges are now the

**Xmas Silverware and Specialties.**



WRITE FOR CATALOGUE.

**THE G. WEETON MFG. CO.**

SALESROOMS:

Confederation Life Building, - TORONTO.  
Temple Building, MONTREAL.

**FINE CARPET  
BROOMS**

Also a full line of  
Medium Grade and  
Bamboo Handle  
Brooms

**SPECIAL VALUE.**

**Walter Woods & Co.**  
HAMILTON.

**BUSINESS  
NEWS**

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

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

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**

605 Board of Trade Bldg., MONTREAL, QUE.  
Telephone Main 1265.

10 Front St. East, Toronto. Telephone 2148.

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

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

Theo. Gladius, general merchant, Kamloops, B.C., is selling out.

**IN STOCK, EXCELLENT QUALITY.**

*Fancy Malaga Grapes,  
Fancy New Messina Lemons,  
Fancy Sweet Senora and Jamaica Oranges.*

Do not forget us with your Xmas orders, will have full lines, Nuts, Dates, Figs, Fancy Navel and Valencia Oranges arriving shortly.

**Hugh Walker & Son, Guelph, Ont.**



**Awaken Rivalry...**

If you tell how Mrs. Smith, who uses Cow Brand Soda, makes beautiful bread and cakes, it will not be long before you have a run on your stock of

**DWIGHT'S COW BRAND SODA.**

John Dwight & Co., Toronto and Montreal.  
Victoria, B.C. Halifax, N.S. St. John, N.B. Quebec,  
P.Q. St. John's, Nfld.

**MATTRESS AND BROOM WIRE** HIGH GRADE, DOUBLE TINNED.

Uniform Size and Temper Guaranteed.

**Fine Annealed Brush and Market Wire,**

TINNED WIRE OF ALL KINDS.

SAMPLES AND QUOTATIONS SENT ON APPLICATION.

**The Peerless Wire Co., - Hamilton**

**THE DEMAND FOR**

a table beverage that is pure, wholesome and delicious is increasing. Very few people can drink coffee regularly without suffering disagreeable consequences.

**THE NEW COFFEE**

leaves no injurious effects even if used at every meal in large quantities. It is invigorating and strengthening. Try it and prove this statement for yourself. You can then recommend it with confidence.

**YOUR PROFIT**

has not been overlooked. We have provided a big margin for you. Try a sample order. It is put up in 1/2-lb. and 1-lb. boxes to be retailed at 10 and 20c. We pay freight if order exceeds 50 lb. You may order direct or through any wholesale house.

**THE LEAMINGTON COFFEE CO.**

LEAMINGTON, ONT.

fruit of the hour. There is quite a variety offering. Jamaicas are the favorites. With Valencias now being received they will soon take second place. These are much higher than last season, prices showing an advance of 50c. to \$1. Lemons are somewhat lower and show improved sale. In malaga grapes, imports are about over. There has been a fair business. Cranberries are high. In apples, a fair business is doing. Prices keep low, though good winter fruit seems scarce. In soft apples, daily auctions are still large. The season of largest receipts from Nova Scotia is about over. Sweet potatoes are dull. Only a few bananas are seen.

**DRIED FRUITS**—Business is active. Some dealers have been put to much inconvenience, through late arrival of goods, chiefly seeded Californians and Valencia layers. In Californian loose muscatels sales are reported at cost figures and much complaint is heard, as prices on the Coast remain firm. Seeded are also sold very close. This market is much hurt by the fact that quite a quantity of cheap New York seeded were imported, some turning out very badly. Valencias are easier. In peels, the sale has been large, and market is getting short. In currants, the trade continues to be chiefly in old cleaned goods, prices being about 75 per cent. above last year. New dates are here. First arrivals are held at full figures. As in other lines, demand is running to package goods. Prunes have a steady sale. Figs move freely. In evaporated apples market is higher. There is difficulty in getting satisfactory stock. Nuts now have a large sale and high prices rule.

**DAIRY PRODUCE**—In eggs, prices, owing to rather less active demand, are somewhat lower. Butter is scarce, and for best grades full figures are asked, and where found finds ready sale. Values tend higher. In cheese, full figures are asked. Small cheese are in demand.

**SUGAR**—Price shows no change during the week. Granulated shows a large demand. Some foreign continues to be received. Owing to the difference in price, the dealers are willing to handle the bags. But little foreign yellows are seen.

**MOLASSES**—Market is firm, and there are fair sales. In Barbadoes, while stock is light, there is no active demand. Quality is not satisfactory. In Porto Rico, prices are well maintained and tending higher. American mixed goods, though paying a duty of about 11c. per gallon, continue to have a rather increased sale. These goods are usually branded to represent either Porto Rico or New Orleans. They have to some extent affected the importation of the later.

**FISH**—Quite a few dry codfish have been received, and prices have been shaded. Pollock still rule at low figures. In smoked herring, stock is very light, and stock is quoted rather higher. Finnan haddies are scarce, there being no fish. In bloaters and kippers there is no supply. Pickled herring show little movement at the high figures. Some nice large Eastern herring are offered. We quote as follows: Large and medium dry cod \$3.40 to \$3.50; small, \$2.00 to \$2.25; pickled shad, \$5.50 to \$6.00; haddies, 4½ to 5c.; smoked herring, 10 to 11c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.25 bbls., \$2.75 halves; Shelburne, bbls., \$4.50, halves, \$2.50.

**PROVISIONS**—In mess pork, there are quite free offerings of local-packed stuff. The local market shows little change. In beef, rather lower figures are noted. Lard continues scarce and rather higher.

**FLOUR, FEED AND MEAL**—In flour, the market is unchanged. There is an easy feeling among buyers here. In oats, prices have advanced, and they seem difficult to get. Oatmeal is also quoted considerably higher. In beans, the market has again gone against our buyers, and a further advance is noted; hand-picked seem scarce. Cornmeal is firm and selling freely. Peas and barley are scarce and firm in price. We quote: Manitoba flour, \$4.90 to \$5.00; best Ontario, \$3.90 to \$4.00; medium, \$3.75 to \$3.85; oatmeal, \$3.50 to \$3.60; cornmeal, \$2.20 to \$2.25; middlings \$2.00 to \$2.10; oats, 34 to 36c.; hand-picked beans, \$1.55 to \$1.60; prime, \$1.45 to \$1.55; yellow-eye beans, \$2.40 to \$2.50; split peas, \$4.10 to \$4.15; round peas, \$3.25 to \$3.40; pot barley, \$3.85 to \$4; hay, \$9 to \$9.50; yellow buckwheat meal, \$1.30 to \$1.40 per 100 lb.

#### ST. JOHN NOTES.

A. L. Goodwin landed a large shipment of new dates this week.

J. F. Estabrooks & Sons have their first shipment of Valencia oranges to hand this week.

T. H. Estabrooks has on its way here the first green tea in Indians and Ceylons to be imported.

Geo. J. Estabrooks, representing John P. Mott & Co., of Halifax, who gives particular attention to the sale of their soap, is meeting with good success in our city.

It is with deep regret THE GROCER reports the death of Geo. A. Schofield, late manager of the Bank of New Brunswick. Owing to the above the wholesale grocery store of Janes & Schofield was closed for a

few days, the deceased being the latter's son. Mr. Stavert, who has been acting as manager of the Bank of Nova Scotia, at Boston, will take Mr. Schofield's place as manager of the Bank of New Brunswick. He is expected to enter upon his duties the first of the year.

#### CALIFORNIA'S CANNED GOODS PACK.

The fruit and vegetable canning industry of California is rapidly assuming big proportions. In a recent article dealing with the industry the California Fruit Grower shows that the pack of fruit has grown from 1,495,300 cases in 1890 to 3,003,171 cases in 1899. The pack of the last four years was as follows: 1896, 1,602,446 cases; 1897, 1,942,982 cases; 1898, 2,085,166 cases; 1899, 3,003,171 cases. The pack of vegetables in 1899 was 763,431 cases, against 517,156 cases in 1898 and 427,357 cases in 1897. The principal fruits packed last year were: Peaches, 993,124 cases; apricots, 722,272 cases; Bartlett pears, 483,384 cases; plums, 137,413 cases; pie fruits, 212,674 cases; gallon fruits, 216,307 cases. The only vegetables put up in large quantities were tomatoes, 583,061 cases and asparagus, 165,881 cases.

The great bulk of this pack was consumed in the United States. The greatest export demand came from Great Britain, which took 335,696 cases in 1898; 533,774 cases in 1899; and already this year has taken 659,303 cases.

#### GRAND PRIZE TONICS.

Word has been received from Mr. Dubonet, the manufacturer of the French appetizing tonic, that he had been awarded the Grand Prix at the Paris Exposition for the quality of his wines. Anyone wishing samples of these products or information regarding them should communicate with L. Chaput, Fils & Cie., Montreal.

#### 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.

#### ARTICLES FOR SALE.

WANTED to close out estate, best offer for 1 Tea Blender, cost £35, and 1 Tea Cutter, cost £32 in London, England, Bartlett & Son makers. Both new, just received this year. Apply to Martin & Robertson, Vancouver. (52)

#### CASH REGISTERS WANTED.

WANTED TWO SECOND-HAND CASH registers in good condition, one small suitable for candy counter, the other size suitable for grocery business. State particulars, price, etc. H. M., care Adg. Dept. CANADIAN GROCER, Toronto. (1f)



Portoria.

Sept 6<sup>th</sup> 1900.

To The Delbe Canning Co  
Delbe. Ontario  
Canada.

We the undersigned, have just finished breakfast consisting of "Bully" and the best jam obtainable in S Africa; When the troops here draw rations, they always look out for "Maple Leaf" brand, as it is the only jam that you can tell by the contents, what you are eating.

Hoping that the factory may long continue to flourish and manufacture as good an article as we have enjoyed this morning.

Yours faithfully  
R. Smith. (Royal Canadian Regiment.)  
Morden Manitoba

Prof. R. Wylie.	1 <sup>st</sup> R. C. R.
Pte W Davies.	2 <sup>nd</sup> S. W. B.
Mrs U. Bryans	2 <sup>nd</sup> C. M. R.
C. Thompson	1. Survey Section, F.I.D. R.F.
A. S. Caplen	Portoria
Tom. Snyder.	1 <sup>st</sup> R. C. R.
	Winnipeg

**MANITOBA MARKETS.**

Winnipeg, December 3, 1900.

**T**HE weather has been mild all week, and a considerable portion of the snow has disappeared in both city and country, and the roads are in bad condition. In spite of this, however, trade has been very fair. November, taken as a whole, has been a fairly satisfactory month, and collections show considerable improvement, although they are not likely to be specially good at any time this season. In the wheat trade considerable activity has been apparent, and 980 cars were inspected during the week. It was probably the heaviest week of the season. This, no doubt, was due to the near approach of the close of navigation. Millers have been very active buyers, and prices have ruled high all week in view of outside markets. Retail trade has been brisk, and some merchants report receipts for the month as from \$50 to \$300 larger than the same month last year. More Manitoba poultry is being received this season than ever before, and prices are good.

**FLOUR**—No change has taken place and market is dull: Lake of the Woods, Five Roses, \$2.10; Red Patent, \$1.95; Medora, \$1.60; XXXX, \$1.35; Ogilvie's Hungarian Patent, \$2.10; Glenora Patent, \$1.95; Manitoba, \$1.60; Imperial XXXX, \$1.20.

**CEREALS**—The close of navigation has shut out the Ontario rolled oats. The article was not looked on with much favor here as the quality was not up to the American goods and very far below the local-made of last year. The stocks, therefore, are not heavy. There is likely to be an increase of freight rates from the South now that navigation is closed, and this will mean higher prices for the meal here. Present quotations are \$1.60 to \$1.65. Other cereals are entirely without change for the week and trade is only normal.

**FISH**—There is a notable scarcity of salt-water fish, both fresh and cured. Haddies can hardly be got at all, and the price is still 10c., in spite the fact that they are now coming in by freight. Digby chicks have advanced from 15c. to 18c. per box. Bloaters are not yet to hand. Labrador herrings are now \$4.25 for half-barrels.

**DRIED FRUITS**—Currants have declined owing to the weakening of the Grecian market, and are now quoted at 12c. for uncleaned and 13c. for cleaned. Trade is brisk. Raisins are also weaker and prices have dropped to \$2.60 for fine off stalk and \$2.75 to \$2.80 for layers. Trade is good.

**EVAPORATED FRUITS**—It is noted that in spite of the enormous quantities of green apples coming into this market there has

been an unprecedented sale of evaporated fruits. One house only has sold three and a half carloads. The price has advanced 1c., and quotations are 6½c. Dried apples are not yet to hand but quoted at 5½c. Apricots and peaches are in nominal demand and without change of price. Prunes, however, are in active demand at prices ranging from 4¾ to 10½c., according to size. It is possible that the early opening of work in the bush may account for the unusual demand at this season. New figs are 12 to 18c.

**CURED MEATS**—Market fairly active and prices steady at last week's figures. Hams, 13c.; breakfast bellies, 12½c.; backs, 11c. Dry salt long clear, 10c.; shoulders, 9½c.

**GREEN FRUITS**—Apples are firm at the advances noted last week and stocks here are not heavy. Spies are quoted at from \$4 to \$4.25, and other varieties at \$3.50 to \$3.75; navel oranges, \$5, being 50c. lower than last week; lemons, \$6, and likely to drop almost immediately; bananas, \$3 per bunch. Cranberries are maintaining the advance of last week and are firm at \$12. Malaga grapes are \$8.50 per keg.

**BUTTER**—Receipts of dairy butter are quite large and, owing to the large amount of held stock also offering, prices are not what they should be at this season of the year. Quotations are 15 to 16c. for fresh rolls and bricks, while held stock is quoted at 12 and 13c., according to grade.

**CHEESE**—There is a rather large stock of cheese. Jobbers are selling at 9½ to 10½c.

**EGGS**—Receipts of eggs are small for the week, and prices have stiffened. Quotations are 18c., Winnipeg.

**NOTES.**

Professor James W. Robertson, Agricultural and Dairy Commissioner, passed through on his way east, after superintending the closing up of affairs in connection with the Northwest creameries. The total amount manufactured this year is 30 carloads, or about 900,000 lb. The price received will average, for the summer months of June, July, August and September, a little over 20c., and for October and November, 23c. Four creameries will remain open during the winter. These are all in the Alberta district.

Mr. Wm. Hargreaves, president of the N. W. T. A., and Mrs. Hargreaves are spending a holiday in Montreal.

Mr. E. B. Nixon left during the week for a trip to the Old Country.

Tees & Persse, Winnipeg agents of The E. B. Eddy Co., Limited, report a supply of Eddy matches now in transit to Winnipeg, with paper bags to follow very shortly.

The market is bare of Japan teas to retail at 25c. H. P. Eckardt & Co. have just received some large importations that show exceptionally fine values.

H. P. Eckardt & Co. have just received a car of new Hallowee dates. The stock is very fine.

Salmon trout and whitefish in kegs, extra fine quality, are offered at close figures by H. P. Eckardt & Co. Intending buyers will do well to communicate with them.

**COWAN'S**

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers

**THE COWAN CO., LIMITED, TORONTO****FRUIT.**

We import

MALAGA GRAPE  
MESSINA LEMONS  
ORANGESDATES  
FIGS  
NUTS—

all varieties

CRANBERRIES  
COCOANUTSPRUNES  
APRICOTS**HUSBAND BROS. & CO.**

Telephone 54.

82 Colborne St., Toronto.

**New Wrinkle**

A high-grade confection, in 25-lb. drums.

The most rapid seller ever offered to the trade.

**WARREN BROS. & CO.**

TORONTO

SOLE AGENTS FOR CANADA.

**"Daisy Fruit"**

is a great seller. It is a good Fruit Biscuit at a low price. You should have a barrel at least. Samples and prices on application.

**THE HOME CAKE CO**

GUELPH, ONT.

H. H. Flesher, general merchant, Michael's Bay, Ont., has assigned to R. R. McKissock.

Shredded Whole Wheat Biscuit

Granulated Wheat Shred

Wheat Shred Drink

Victoria Yeast Cakes

**J. HEWITT, Agent**

61 Front St. E., TORONTO.





CEYLON AND INDIAN  
**TEAS**

**Green and Black.**

---

The Teas of Canada.

---

Greens can now be had in packets  
from

**MONSOON TEA CO.**  
**SALADA TEA CO.**  
**BLUE RIBBON TEA CO.**

---

In Chests and Half-Chests  
from all

**WHOLESALE HOUSES.**



ONLY TWO WEEKS MORE to lay in goods for your

# XMAS TRADE

Have your choice and send us your order  
at once. Nothing but the best in stock.

- Evaporated  
Apples - - - - Quarters, rounds, sliced, also Dried Apples.
- Currants - - - - Barrels, cases and half cases, uncleaned, cleaned and 1-lb. packages.
- California Fruit - Griffin & Skelley and Monarch, best Santa Clara Prunes, all sizes, 30/40 to 100/110, 25-lb. boxes, Apricots, Pears, Peaches, Plums, Nectarines.
- Figs - - - - Cases, best table Layers, 2, 3 and 4 crown, and small boxes Figs and in tapnets.
- French Prunes - Dadelszen, 55-lb. boxes.  
Dufour, 25-lb. boxes.
- Sultana Raisins - Ordinary and very finest, also 1-lb. packages cleaned.
- California Loose  
Muscatels - - - - Griffin & Skelley and Castle Brothers, 2, 3, and 4 crown.
- Seeded Raisins - 1-lb. packages, Easter and Griffin Brands.
- Table Raisins - Bevan's, boxes and 1/4-boxes.  
Bull, Tiger, Lion, Elephant, Excelsior Clusters.
- Valencia Raisins - Fine Off-Stalk, Finest Selected, Finest Off-Stalk 4-crown Layers, best brands.
- Nuts - - - - New Mayette Grenoble. New Sicily Filberts.  
New Brazil New Tarragona Almonds, soft shells.  
New Pecan Nuts. New Shelled Almonds and Walnuts.
- Dates - - - - Best "Hallowee."
- Peels - - - - Finest Lemon, Orange and Citron; also drained in 7 and 10 lb. boxes.

Our stock of ordinary and Fancy Liquors is the most complete. **In Canned Goods** we have the largest and best assorted stock. In fact, we are prepared to meet every demand, **We are sellers.** Ask for our prices.

## L. Chaput, Fils & Cie.

Wholesale Grocers and Tea Importers

— MONTREAL.

Sole Agents for AINSLIE'S famous 8 year old Scotch, CLYNELISH.

# Social Tea

# Social Coffee

# Social Baking Powder

**\$500.00**

**\$500.00**

**Five Hundred Dollars in Gold.**

## On the 1st of June, 1901

We will present to the merchant who sells the largest number pounds of Social Tea, Social Coffee, Social Baking Powder :

First	\$100.00,	One Hundred Dollars in Gold,	\$100.00
Second and Third	50.00,	Fifty Dollars in Gold, each,	100 00
The Next 4	25.00,	Twenty-Five Dollars each,	100.00
" " 5	20.00,	Twenty Dollars each,	100.00
" " 10	10.00,	Ten Dollars each,	100.00
			<u>\$500.00</u>

If this is a success will double the amounts on January 1st, 1902.

We are doing this to carry out the idea of profit sharing; to give each grocer a direct interest in Social goods. Competition will commence January 1st. On that date report your stock. In meantime get your trade using goods so you will have a good start. Only goods sold (stock on June 1st does not count) will count.

## A SNAP . . . .

100 Chests Ceylon Tea, good sweet goods, at 12 1/2 c.

100 Chests Indian Tea, " " " " 12 1/2 c.

OUR REGULAR TERMS—10 PER CENT. 10 DAYS. 7 PER CENT. 15 DAYS. 5 PER CENT. 30 DAYS.

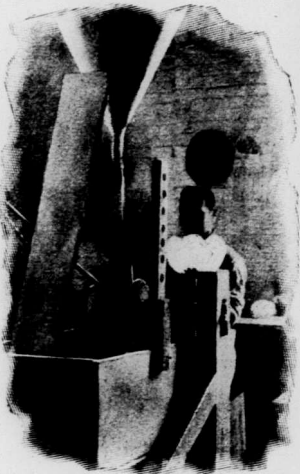
Write for sample package of each. Will try and give you a big drive each week.

# LUMSDEN BROS.

84 McNab Street, HAMILTON. - - - - 9 Front Street East, TORONTO.

### PROCESS OF CUTTING GLASS.

A large number of the readers of THE CANADIAN GROCER handle fancy chinaware and glassware during the Christmas season, a representative of this paper called this week on Gowans,



Rougher at Work—Metal Wheel.

Kent & Co., 14-16 Front street east, Toronto, for some information regarding these lines. Attention is now being devoted to "select orders" of Christmas goods. Most buyers placed their orders as early as September, but always during this month a large number of rush orders calling for a "selection" of various fancy Christmas goods are received.

Gowans, Kent & Co. have for many years devoted much attention to this trade, and now are in a position to send out exceptionally good assortments. In their show-rooms they now have a most enticing display of fancy cups and saucers, berry sets, table sets, as well as a full range of dinner ware and toilet ware. Among the choicest fancies are a line of opal glass, hand-painted, and a line of rich Japanese goods, such as cheese dishes, salads, sugars, creams, bon-bons, etc. There is also a large variety of jardinières. The style of



Smoother at Work—Stone Wheel.

decorations is cobalt, with rich gold tracing and flowers in natural colors. In fact, the assortment is so large and so uniformly attractive that any but an experienced buyer would find his great trouble to refrain from buying too many dainty, beautiful articles.

All buyers who visit the sample-rooms of this firm, and who are true lovers of the beautiful, never fail to have a look through the "cut-glass room." This year the wondrously brilliant goods which are on view in this room are made on the premises. For years the best cut glass has been made in the United States. When American cut glass became known to fame it was because of three things: First of all, the thickness and weight of the blank used, which admitted of great depth of cutting. Second, the exquisite designs, which were decidedly original and finely executed. And third, the exceptional brilliancy to which the glass was polished. The last was the principal factor in building the reputation that made customers for American cut glass on two continents.

The installation of the necessary plant for glass-cutting has entailed great expense.



Smoother at Work—Stone Wheel.

The very nature of the business is such that the finest effects must be produced if a worthy reputation is to be sustained. Therefore some of the greatest cutting artists of the United States were secured by this firm. Among the men secured are some who have spent years in learning the art, and who have occupied the highest positions in such shops as Libby's, Dorflinger's, Hawke's, etc. They claim, with this combined experience, to be able to produce even better results than any of these celebrated factories. Only perfect blanks of the best quality—clear and white as any glass manufactured—are used.

Unusual care is exercised by these workmen that the lines of the designs are true and not overrun in "roughing" them out—an important thing in expensive cuttings.

Each and every piece, whether it is a plain, low-priced design, or one of the most intricate, is polished on a wooden wheel by the most expert workmen.

The accompanying illustrations, which have been taken from real life, show some of the various stages of manufacture which



Polisher at Work—Wood Wheel.

result in the beautiful creations which are so much sought by those who can afford to buy them.

As the operation is a novelty—they being the only makers of cut-glassware in Canada—this firm have decided to extend an invitation to any of their patrons to witness the different processes through which the rough blank passes ere it emerges complete in all its sparkling brilliancy.

### NEW STORES STARTING.

McLeod & Maxwell are starting as grocers in Westville, N.S.

J. H. Banks is opening a general store in Gunning Cove, N.S.

John Nichols has started as grocer and butcher in Fordwich, Ont.

F. L. Basteaux is starting as general merchant in Yarmouth, N.S.



Polisher at Work—Felt Wheel.

Our Hobby:



**PAPER.**

**DOUGLAS AND RATCLIFF**

**PAPER DEALERS**

... Telephone 1773.

34 Church Street, TORONTO

**Soap**

"IMPERIAL" and  
"SNOW"

**Twin Cakes.**

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

**Poultry Wanted**

We are now prepared to pay cash for Chickens, Turkeys, Ducks, and Geese, dressed or dressed and drawn, delivered at our Canning Factory, corner York and Inchbury Streets, Hamilton.

Prompt remittance in cash made to all who ship from a distance.

The Simcoe Canning Co.



Write for quotations on

**Clothes Pins**

manufactured by

The Wm. Cane & Sons Mfg. Co'y  
Limited

Newmarket, Ont.

THEY ARE A FULL COUNT PIN.

BOECKH BROS. & COMPANY,  
TORONTO.

LOOK HERE, MR. RETAILER!  
ARE YOU TROUBLED WITH BAD OIL?  
DO YOUR CUSTOMERS COMPLAIN  
THAT THE OIL YOU SELL THEM  
DON'T MAKE A GOOD LIGHT?  
THAT THE WICK CHARS AND SMOKES,  
AND WHEN SUCH COMPLAINTS COME IN,  
DO YOU PRANCE AROUND AND  
TEAR YOUR HAIR AND  
HAVE A "GEMINI" FIT AND USE  
BAD LANGUAGE ABOUT  
TRUSTS AND MONOPOLIES  
AND THAT SORT OF THING?  
DON'T YOU KNOW THAT  
YOU ARE RESPONSIBLE FOR  
THE POOR OIL?  
THAT YOUR OLD OPEN TANK  
GATHERS ALL THE  
DUST AND DIRT  
FLOATING AROUND  
IN THE ATMOSPHERE  
WHEN YOU SWEEP OUT?  
AND THAT FROM THIS OPEN TANK  
THE GAS WHICH IS THE VERY LIFE  
OF THE OIL ESCAPES INTO THE AIR,  
LEAVING THE OIL FLAT AND LIFELESS  
AS STALE BEER? AND THAT—  
THAT IS WHY THE WICK CHARS AND SMOKES.  
WELL, IT'S A FACT.  
BUY GOOD OIL.  
KEEP IT IN A GOOD TIGHT TANK,  
A BOWSER TANK FOR INSTANCE.  
YOUR CUSTOMERS WILL BE SATISFIED,  
AND THE KICKS WILL CEASE  
AND YOU WILL BE  
CORRESPONDINGLY HAPPY.  
OUR CATALOG IS FREE.

**S. F. BOWSER  
& CO.,**

65 Front St. East  
**TORONTO.**

Factory:  
**Fort Wayne,  
Indiana,  
U. S. A.**

**Fearman's** ✦  
**Mince Meat**

Equals in flavor and wholesomeness the best home-made. With a superior flavor, and fruity deliciousness, it commends itself to the most particular people. Nothing but the very best fruits and spices used

Put up in 5-lb. Pails  
12-lb. Pails  
27-lb. Pails  
70-lb. Pails

**F. W. FEARMAN CO.,**  
LIMITED  
HAMILTON.

Manager. — I've marked that consignment of trunks to sell at \$4.70.

Proprietor. — Stupid! Everybody will notice at once that that would make a \$5 bill look like 30c. Change it to \$4.69.—Philadelphia Press.

## A CORNER FOR CLERKS.

Conducted by W. T. Robson.

THE paramount question with many clerks at this season of the year is "window dressing." Questions come from the village, town and city. It is simply impossible for one to answer many of these without knowing something of the local conditions. There are, however, many practical points that all may observe, and which will add to the effectiveness of a window display if adopted.

A well-dressed window, like an advertisement, should have for its object the selling of goods. That is the foundation upon which all your efforts should be built. It is paying results we should be after, not notoriety, for no matter how crowds stand and gape at a window, if they are not interested in the goods displayed, that window as a "business-bringer" is a failure. The shape and size of a window have a great deal to do with the dressing of it—a shallow window is much harder to dress than a deep window. The first thing is to have the glass perfectly clean—yet this is the thing most often forgotten in the average store. The goods should be seasonable, and price tickets in a window always add to its attractiveness. Novelties are a good thing to have at this season of the year. People are looking for something more than the ordinary run of goods during the holiday season.

Have your goods so arranged that they will catch the eye of the passer-by, occasionally step out in front and view your display from the spectators' standpoint. Get out of the rut. If other grocery stores are placing raisins in the bottom of their windows don't you do the same, have yours different. As to decoration, wreathing is very appropriate; also bunting and flags, now that there is a strong current of patriotism running in this country. Back up your window display by making your store more attractive. Don't have your showcases and piles of canned goods remain in the same places they have during the last six months. Move them and rearrange them. Variety, change, constant new ideas in arrangement give to a store the appearance of freshness that will be pleasing to your customers. Take down showcards that have become faded and shopworn, as they give the store a shabby appearance. See that your signs and cards hang straight; they do not look well when one corner droops down below the other. One of the most valuable ways in which clerks can serve their employers is

by showing special interest in the store and in making it pleasant for customers.

If people think well of a retail store, think they are good people to deal with, then, necessarily, the business will be a success; but, if people think the reverse, the business will naturally be a failure. Therefore, any business is wholly dependent upon the opinions of the people to whom it sells goods, or is trying to sell goods.

"H."—It affords me pleasure to hear at any time from those interested in this department. It is always gratifying to know one's efforts are appreciated. Thanks for your suggestion.

"Alex." writes: "Is a clerk justified in pushing the sale of a particular line of goods for a premium offered by the manufacturer?"

For some time a few firms have been offering inducements to clerks to sell their goods. Tickets or coupons are placed in each case, so many of which entitle the holder to various presents. If your employer is agreeable, I cannot see anything wrong in this, but I think he should know the reason for your pushing the sale of this line in preference to others. It is always necessary to have a clear understanding with your employer in questions of this description. On all matters pertaining to the business no clerk should act independently or from a selfish standpoint, but always place your employer's interests first. Remember, it is your place to allow your customer the liberty of making the choice. If they ask your opinion, always give an honest one, stating just exactly what you think. Do not be too forward in making suggestions which may not be altogether pleasing. Chas. F. Jones says: "Salesmen should try and know their business thoroughly. The salesman of to-day must necessarily know more about the goods that he is selling and the technical points of the business than the salesman of 25 years ago. Intelligent salesmen are really hard to get at the present time, and, when they are secured, they command good salaries. The intelligent salesman can nearly always count on receiving double the salary that can be earned by one who is not posted. Know your goods thoroughly. If possible, try and know them just as thoroughly as the head of the store over you. Learn all the technical points of the manufacture, of the real fibre of which the goods are composed. Be sure you know the value of the goods well enough to tell in a moment whether they are very cheap or only reasonably so."

"A.B.G." tells me of a so-called wholesale grocery house submitting prices to a local hotelman. This is an old grievance of long standing. There are several mis-called wholesale houses who are continually

doing this sort of thing, and these have the audacity to call upon retail merchants in the immediate vicinity, the very men whom they have wronged, for their trade. Wherever and whenever you spot houses at this despicable business no longer regard them as wholesale businesses worthy of your trade. They are traveling under false colors. They steal business by misleading people by their name. They call themselves wholesale houses and do a retail business. Could anything be more unfair? There is too much of this going on at the present time in this country. It affects both the retail merchant and the clerk, and a joint effort should be made to unmask these houses.

"Ben." writes: "Should grocery clerks in a small town associate?"

Why, certainly! They should have sense enough not to tell store secrets. There are those things in every business which it would be very bad form for a clerk to discuss outside his store, and especially to another clerk. It would only be a crude clerk that would do such a thing, and in so doing he should forfeit the respect of his fellows. But, it is natural for young men in the same line of work to discuss their work, and it is a perfectly commendable thing for them so to do. They can be very helpful to each other in many ways, and impart much useful information regarding various articles of commerce and methods of doing business. It does us good to come into closer touch with each other, even for a short time, and we are all the better for a little social intercourse, when we can have an opportunity of exchanging our thoughts and ideas, and thereby forming new or getting our own strengthened.

"Mac."—There is no business school to be compared in effectiveness with that which every salesman is attending. It is real business. Every transaction is bona fide.

"B.F."—The following from Munsey's illustrates what you say: "What is now wanted is men of brains, clever, keen, enterprising men of executive ability, men who do things. For such men there is no practical limit to the salaries they can obtain. Since the beginning of time there never was a period when genius, or even first-rate ability, could command in the business world anything like the salary it commands to-day. The fact is that capital alone is pitifully helpless. Brains mean more than capital the world over. Capital is much more dependent on man than man is upon capital. The human being who thinks and works can do something without capital; capital can do nothing without human aid. In business it is not so much the question of money as of brain. The strongest house of weak management, I care not how old or how respectable its history, will go to the wall; while the weak house of strong management, will become big and powerful. This is inevitable. Man is king, not capital, and this will hold true throughout the ages, whether there be trusts or no trusts, combinations of capital or no combinations; brains must at all times, and under all conditions, be reckoned with."

Glorious news this for a young man to think over. A man's ability always counts.

## IT'S TRADE YOU'RE AFTER

No use denying that.

## WELL, THEN

as tea is unquestionably one of the best selling articles a grocer handles---to attract and retain trade it is absolutely necessary that your teas be

CLEAN, HEALTHY, PURE,  
STRONG, REFRESHING.

## JAPAN TEAS

owe their undeniable popularity to these essential features. Their superiority makes them veritable "business-bringers." These teas reach consumers with all their natural, incomparable, fine qualities. They are

**The Best In The World.**

# Ogilvie's Hungarian

---

# Ogilvie's Glenora....

---

All BAKERS and GROCCERS handling this Flour exclusively are making money.

Superior Quality  
Always Good

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**R**ICHARD SCOTT, general merchant, Tory Hill, Ont., has assigned to James Wilson, Kinmount, Ont., and a meeting of his creditors has been called.

The stock of G. W. Pond, grocer, Fredericton, N.B., is under seizure.

Alice N. McBride, baker, The Brook, Ont., has assigned to Francis Baker.

H. Dennison, grocer, etc., Sturgeon Falls, Ont., has assigned to Henry Hartman.

Joseph Lafrance, general merchant, Varennes, Que., has consented to assign.

Labossiere & Frere, grocers, Montreal, have assigned to Bilodeau & Chalifoux.

Samuel Charette, general merchant, The Brook, Ont., is offering 40c. on the dollar.

Emile Desjardins, general merchant, St. Octave, Que., is offering 50c. on the dollar.

Alp. Fournier, general merchant, Shawenegan Falls, Que., is offering 25c. on the dollar.

Edward Huard, general merchant, Bonfield, Ont., has assigned to Edmund S. Senkler.

The creditors of Norbet Marin, grocer, Montreal, who has assigned, have been called to meet to-day (Friday).

A meeting of the creditors of Joseph Kavanagh, wholesale and retail grocer, etc., Ottawa will be held next Monday.

### PARTNERSHIPS FORMED AND DISSOLVED.

Proulx, Damiens & Co., grocers, etc., Montreal, have registered partnership.

Bockus & Co. have registered partnership as butter and cheese makers, Mystic, Que.

Empey & Merrill, general merchants, Hammond, Ont., have dissolved. F. Empey continues alone.

The Dominion Manufacturing Co., biscuit manufacturers, etc., Montreal, have dissolved, and new partnership has been registered.

### SALES MADE AND PENDING.

J. D. Dorion & Co., bakers, Montreal, have sold out.

The assets of A. P. Lalonde, grocer, St. Paul, Que., have been sold.

A. M. Tanner, grocer, Lakefield, Ont., is advertising his business for sale.

The assets of Francois Benoit, grocer, Longueuil, Que., have been sold.

J. J. Smith fish dealer, etc., London, Ont., is offering his business for sale.

J. H. Horning & Co., grocers, Hamilton, are advertising their York street branch for sale.

The stock, etc., of Campbell Bros., grocers, etc., Rat Portage, Ont., has been sold.

The business of Adelard Maranda, grocer, Quebec, is advertised to be sold out by bailiff's sale on December 10.

The stock of John C. Vantour, general merchant, Richibucto, N.B., is advertised for sale by tender to morrow (Saturday).

### CHANGES.

E. B. Bishop & Sons, grocers, Wolfville, Ont., have sold out to L. S. Messenger.

Cabana & Co. have started as bakers in Montreal.

J. S. Smith & Co., grocers, Vancouver, have sold out to H. A. Edgett & Co.

John Pryke, grocer, Hamilton, Ont., has been succeeded by Archibald Peffer.

M. Gray, confectioner, Reston, Man., has sold out and removed to Arcola, Que.

Placide Daoust has registered as grocer in Montreal under the style of M. Rodrique.

R. Hall, tobacconist, etc., Chilliwack, B.C., has been succeeded by Thos. Lay, jr.

Swackhammer Bros., bakers, Oakville, Ont., have been succeeded by James Hunter.

C. J. McClocklin, general merchant, Carberry, Man., is opening a branch at Grand View.

W. Morgan, general merchant, Walsingham Centre, Ont., has been succeeded by George Pirie.

A. E. S. Eldridge, crockery dealer, Yarmouth, N.S., has sold out his business to Fred Pleasant.

C. E. Magarth, general merchant, etc., Wapella, Man., has been succeeded by C. E. Nugent & Co.

### FIRES.

The Cornwall Milling Co., Limited, have been burned out. They are partially insured.

The property of A. L. Goodwin, wholesale fruiterer and provision dealer, St. John, N.B., has been burned out. The loss is covered by insurance.

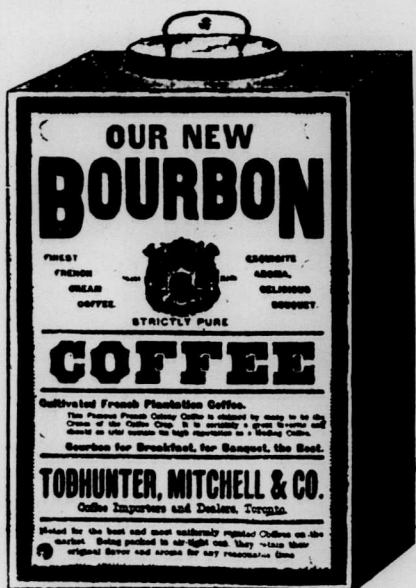
### DEATHS.

Patrick Gillen, grocer, Woodstock, N.B., is dead.

Solomon Ramsay, confectioner, etc., St. Johns, Que., is dead.

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*

**Most  
Excellent  
Coffee**



A pure, high-grade berry at a popular price.

Trial Order Solicited.

**XMAS FRUITS.**

Your Christmas display will be incomplete without a fine showing of **FRUIT**.

We mention a few lines, all of which are the finest, and at prices that will ensure you of a good profit: **ORANGES** (Navels, Valencias), **LEMONS**, **ALMERIA GRAPES**, **NEW DATES**, **FIGS**, **CRANBERRIES**, **NUTS**, etc. All these lines we will tell you more of by sending us your address for weekly quotations. Order early for Xmas.

**WHITE & CO., WHOLESALE IMPORTERS FRUIT and PRODUCE, 64 Front St. E., TORONTO.**

**Neilson's**

**GENUINE  
HOME-MADE**

**Mince Meat**

This article has been on the Toronto Market for the last ten years, and has given perfect satisfaction to all who have used it. Only the best materials used in the manufacture. Cleanliness guaranteed.

- Put up in 12-lb. Pails
- " " 27-lb. Pails
- " " 65-lb. Tubs
- " " 2 and 5 lb. Tins when requested.

Will keep indefinitely when put up in tins. Ask your wholesale grocer for this article.

**Wm. Neilson, 60 Lynd Avenue, Toronto, Ont.**

**Laporte, Martin & Cie.**

**Importers and  
Wholesale Grocers**

AGENTS IN CANADA FOR

**"Princess Louise" Japan Tea**

**"Victoria" Japan Tea**

**"P. Richard's" Brandy**

**"Mitchell's" Whiskeys**

St. Peter Street,

**MONTREAL.**



**CARR & CO'S  
BISCUITS.**

You want a line of Imported Biscuits to complete your stock.

We will bring you out assorted cases.

Dominion Agents:

For British Columbia:

Frank Magor & Co.,

C. E. JARVIS & CO.,

16 St. John St., Montreal.

Vancouver, B.C.



**PRESERVING BUTTER.**

**A**N excellent means has been found in keeping butter for commercial purposes sweet and fresh, until such time as disposed of by placing in cold storage, which does not in the least influence the good qualities it may possess.

For ordinary farm purposes the methods employed are largely salting the butter and stowing away in crocks. It used to be the plan in days gone by to pot butter in June, or when most plentiful, for winter use, as very little, if any, winter dairying was then thought of. Now, however, the idea that cows would not give, or were not worth keeping for milk production in winter has been overruled, and we can obtain fresh butter the year through. During times when milk is flush or butter a bad price and not easily marketed, on account of busy hay or harvest seasons, it is most advisable to lay away for future use.

A few words as to the proper manner in which to perform this operation for the best keeping to be obtained. A most important point is ripening the cream. When skimmed the shallow pans get as much of the fat or cream as possible and as little of the milk underneath as can be, and always avoid having the milk in any way thickened before skimming.

Thoroughly mix and aerate the cream when ripening, and churn it at a light point of acidity, or, in other words, avoid a large amount of acid and overripeness. Wash the butter when in the granular condition several times with clean, cold water to wash as much of the casein or curdy matter as possible, as it is this and not the fat itself in butter that decomposes rapidly and causes it to go wrong.

Well saturate with brine, and then transfer to the worker, and add the amount of salt required. Half an ounce of salt to each pound of butter is sufficient to preserve it for a very long time if brined as well, and allowing other conditions favorable. Three-quarters of an ounce, however, is the usual quantity, some using as much as an ounce per lb. After salting work the butter three or four times, and then stand aside for a period of not less than half an hour for the salt to dissolve and impregnate it (if left three or four hours so much the better) after which work again until the necessary amount of moisture is expelled. It is now ready for packing into crocks, which should be done with a wooden beater to thoroughly consolidate it. Fill the crock to within about half an inch of the top, cover over with a linen or cotton cloth, and put on a coating of pure, fine salt, which will exclude all air, and liquefy, or be converted into brine to a large extent.

Another successful plan is to salt the butter mildly, make up in o pound rolls, and wrap each in muslin. Immerse them in a crock containing strong brine (made by dissolving as much salt as possible in boiling water and using when cold), and see that all the rolls are beneath the surface.

Butter made from insufficiently or over-ripe cream, that churned at a high temperature, or, again, that from which the butter-milk has not all been extracted, will not keep for the time required, and in these points lie the failures of most of the unsuccessful potters of butter.

Keeping good butter means having it at a low temperature down to 38 or 40 deg. Fahr., so that bacterial development cannot take place. Butter frozen solid is somewhat like sterilized milk in its keeping properties. In using salted butter, when taken from the crock if immersed in water at about 68 or 70 deg. Fahr., in winter for 20 minutes to half an hour, and then worked, an excellent product is obtained, a large proportion of the salt being dissolved and worked out. I once had the misfortune to have on my hands about 100 lb. of butter (supposed to have been properly salted) go wrong. It was packed in wooden tubs totally unsuited for the purpose, and when the butter was un-earthed, or rather unpacked, it was mottled both inside and out with all descriptions of moulds—green, red, and even yellow in color. The flavor was, to say the least of it, "killing," being perfectly rancid.

Wishing to realize something and save as much as possible the loss, it was melted down and then heated to a high temperature and strained three times through a couple

of thicknesses of butter muslin, which extracted large quantities of shiny matter, mould, etc. When run into crocks and cooled its appearance was good, resembling crystallized fat, which indeed it was. The flavor was still, to a large extent, rancid, but it was successfully disposed of to a local baker-confectioner at 6d. per lb. There was in quantity of course nothing like the original 100 lb. butter, as much was wasted, and the fat as sold pure fat containing no other of the constituents which go to make up butter. As the buyer thought it excellent stuff for confectionery his bargain was very timely.—C. W. T. D. in The Agricultural Gazette.

**RECOGNIZED SERVICES.**

At the Nova Scotian Provincial Exhibition, held in Halifax a couple of months ago, was an exhibit of the products of Trinidad. In connection with the display, Mr. Charles Pickford, of Pickford & Black, Halifax, rendered a good deal of assistance. And now, the Agricultural Society of Trinidad, of which Mr. Edgar Tripp, the Canadian commercial agent, is secretary, has tendered him a vote of thanks and elected him a corresponding member of the society.

**KINGSTON GROCERS ORGANIZE.**

The grocers of Kingston, Ont., formed an association on November 28. The officers are:

President—W. H. Dyke.  
Vice-president—L. W. Murphy.  
Treasurer—Thomas H. Jones.  
Secretary—John Gilbert.  
Executive—Thomas J. Leahy, H. Sharpe and D. A. Shaw.

The association will hold monthly meetings.

**POPULARITY**

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

**EMPIRE****SMOKING TOBACCO**

In 5, 10 and 15c. Plugs.

**EMPIRE** costs you only 36 cents, and pays a good profit.**EMPIRE** is well advertised.**EMPIRE** is selling well in almost every store from Halifax to Dawson City.**EMPIRE** is a BIG PLUG FOR LITTLE MONEY.

Made by

**THE EMPIRE TOBACCO CO., LIMITED**  
MONTREAL, QUE.



# Boston Laundry Starch...

is the best domestic starch ever offered to the Canadian trade. It is very simple to use, gives a beautiful hard finish to linen and cotton goods, and is sold at popular prices by all dealers at 10c. a package. One package goes as far as two of the ordinary cold water starches.

SOLD BY

**THE F. F. DALLEY CO.,**  
LIMITED  
HAMILTON.

Merchants in all parts of the country are making money handling

## PRATTS

### Poultry Food. Animal Regulator.

Sell like "hot cakes" at this season of the year.

Trial case of each costs you \$9.60—  
sells for \$14.40.

### PROFIT, 50 PER CENT.

Ask for our advertising plan. It helps push your own business.

**ROBERT GREIG & CO.,**  
TORONTO.

## Your Christmas Stock

IS NOT COMPLETE UNLESS YOU  
HAVE A FULL LINE OF

REGISTERED  
*Bow Park*  
BRANDS

### Pickles and Relishes.

Ask your Wholesale Grocer or write direct.

**Shuttleworth & Harris,**  
BOW PARK FARM  
BRANTFORD - - CANADA

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.  
GOLD MEDAL, PARIS 1900.

THE "ROSWOOD," London,  
Acetylene Gas Machine, entirely automatic,  
safe, no smell. Accepted by Canadian  
Fire Underwriters' Association without in-  
crease of premium. Cheaper than Coal Oil.  
Sold on trial. Agents wanted.

**THE ROSWOOD LIGHT CO.**  
LIMITED  
152 Carling Street - LONDON, CANADA



# Curious!! Why?

It certainly is curious that your customers should be willing to buy an unknown brand of Mustard, when at practically the same price they can buy

## KEEN'S

KEEN'S MUSTARD, in the dining room, brings out the flavor of the meat.

KEEN'S MUSTARD, in the sick room, brings healing and comfort to the afflicted.

PEOPLE WHO WANT THE BEST CANNOT AFFORD TO USE ANYTHING BUT THE BEST.

### Current Market Quotations for Proprietary Articles

December 6, 1900.  
Quotations for proprietary articles, brands etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports as a matter of news, whether manufacturers request it or not.

**BAKING POWDER.**

Cook's Friend—	
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
oz. tins, 3 ".....	2 40
oz. tins, 4 ".....	1 10
lb. tins, 1/2 ".....	14 00
Diamond—	W. H. GILLARD & CO
1 lb. tins, 2 doz. in case..... per doz	2 00
1/2 lb. tins, 3 ".....	1 25
1/4 lb. tins, 4 ".....	0 75

**IMPERIAL BAKING POWDER.**

Cases Contain.	Sizes of Cans.	Per Doz.
4 doz.	4-oz.	\$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 47
1/2 and 1 doz.	5-lb.	19 50

**MAGIC BAKING POWDER.**

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

**JERSEY CREAM BAKING POWDER**

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

**BLACKING.**

CARR & SONS. per gross	
No. 2—1/2 gross boxes.....	2 70
No. 4—1/2 gross boxes.....	5 75
No. 5—1/2 gross boxes.....	8 00
<b>SHOE POLISH.</b>	
HENRI JONAS & CO. Per gross.	
Jonas.....	\$9 00
Froments.....	7 50
Military dressing.....	24 00

**BLUE.**

Keen's Oxford, per lb.....	\$0 17
In 10 box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Nixey's "Cervus" in squares, 1 oz. in bags 1/2 and 1 oz., and in pepper boxes, 2c. and 10c.	

**BLACK LEAD.**

Reckitt's, per box.....	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro. 4 oz.	
Nixey's Refined Id. 2d. and ls. pkts.	
" Silver Moonlight 5 and 1 c. pkts.	
" Nixelene Stove Paste Id. 2 1/4 d. 5d. size.	
Nixey's Jubilee round lead in 1 and 2 oz. blocks.	

**CORN BROOMS**

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

**BISCUITS.**

PEEK, FREAN & CO.	
Metropolitan mixed.....	40 lb. tins 10c.
Florence Wafers.....	8 lb. tins 36c.
Venice Wafers.....	8 lb. tins 36c.
Florence Wafers.....	Small tins \$3.70 per doz

**CARR & CO., LIMITED.**

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

**CANNED GOODS.**

**MUSHROOMS.**

HENRI JONAS & CO.	
Mushrooms, Rionel.....	\$14 75
" 1st choice Duthell.....	17 50
" 1st choice Lenoir.....	18 50
" extra Lenoir.....	20 00
Per case, 100 tins.	

**FRENCH PEAS—DELOY'S.**

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

**FRENCH SARDINES.**

HENRI JONAS & CO.	
1/2 Trefavennes.....	\$9 00
1/2 Rolland.....	9 50
1/2 Delory.....	10 50
1/2 Club Alps.....	11 50

**CHOCOLATES & COCOAS.**

Eppe's cocoa, case of 14 lbs., per lb.....	0 35
Smaller quantities.....	0 37 1/2
<b>CADBURY'S.</b>	
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

**TODRUMTER, MITCHELL & CO.'S.**

Chocolate—	per lb.
French, 1/4's—6 and 12 lbs.....	0 30
Caracocas, 1/4's—6 and 12 lbs.....	0 35
Premium, 1/4's—6 and 12 lbs.....	0 30
Sante, 1/4's—6 and 12 lbs.....	0 26
Diamond, 1/4's—6 and 12 lbs.....	0 22
Sticks, gross boxes, each.....	1 00
Cocoa—	
Homeopathic, 1/4's, 8 and 14 lbs.....	0 30
Pearl.....	0 25
London Pearl 12 and 18 ".....	0 22
Bulk.....	0 30
Bulk in boxes.....	0 18
Royal Cocoa Essence, pkgs., per doz.	1 40

**Chocolate—FRY'S.**

Caracocas, 1/4's, 8-lb. boxes.....	0 42
Vanilla, 1/4's.....	0 42
" Gold Medal " Sweet, 1/4's, 8 lb. boxes.....	0 39
Pure, unsweetened, 1/4's, 8 lb. boxes.....	0 42
Fry's "Diamond," 1/4's, 14 lb. boxes.....	0 24
Fry's "Monogram," 1/4's, 14 lb. boxes.....	0 24

**Cocoa—**

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

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

R. S. McIndoe Agent, Toronto.	
Mott's Broma.....	per lb. 0 30
Mott's Prepared Cocoa.....	0 28
Mott's Homeopathic Cocoa (1/4's).....	0 32
Mott's Breakfast Cocoa (in tins).....	0 40
Mott's No. 1 Chocolate.....	0 30
Mott's Breakfast Chocolate.....	0 28
Mott's Caracocas Chocolate.....	0 40
Mott's Diamond Chocolate.....	0 23
Mott's French-Can. Chocolate.....	0 18
Mott's Navy or Cooking Chocolate.....	0 28
Mott's Cocoa Nibs.....	0 35
Mott's Cocoa Shells.....	0 05
Vanilla Sticks, per gross.....	0 90
Mott's Confectionery Chocolate.....	0 21 40
Mott's Sweet Chocolate Liquors.....	0 19 30

**OWAN COCOA AND CHOCOLATE CO.**

Hygienic Cocoa, 1/2 lb. tins, per doz.....	\$3 75
Cocoa Essence, 1/2 lb. tins, per doz.....	2 25
Soluble Cocoa, No. 1 bulk, per lb.....	0 20
Diamond Chocolate, 12 lb. boxes.....	0 25
Royal Navy Chocolate, 12 lb. boxes.....	0 30
Mexican Vanilla Chocolate, 12 lb. boxes.....	0 35

**CHEESE.**

Imperial—Large size jars, per doz.....	\$3 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
Paragon—Large size, per doz.....	8 25
" Medium size.....	4 50
" Small size.....	2 40
" Individual size.....	1 00

**RAYLE'S POTTED.**

Robert Greig & Co. Agents, Toronto.	
1/2-lb. 1-lb. 5-lb.	
Jar. Jar. Jar.	
After Dinner.....	\$2 40 \$4 25 \$18 60
Devilled.....	2 65 4 75 .....

53 Front St. E.  
TORONTO

ESTABLISHED  
1858

Works:  
Cardinal, Ont.

164 St. James St.  
MONTREAL

# Benson's Enamel Starch

A Cold  
Water  
Starch

SEE OUR PRICE LIST.

The Edwardsburg Starch Co.  
LIMITED

MADE AND GUARANTEED  
BY THE  
EDWARDSBURG STARCH CO., Limited



# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

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

COFFEE.		LICORICE.		MATCHES.	
<b>JAMES TURNER &amp; CO.</b>		<b>YOUNG &amp; SMYLYE'S LIST.</b>		Eddy's Telegraph, single cases..... \$3 70	
per lb.	Per doz.	5-lb. boxes, wood or paper, per lb....	\$0 40	five cases.....	3 50
Mocca.....	0 32	Fancy boxes (36 or 50 sticks) per box..	1 25	Telephone, single cases.....	3 60
Damascus.....	0 28	"Ringed" 5 lb. boxes, per lb.....	0 40	five cases.....	3 40
Oslo.....	0 20	"Acme" Pellets, 5 lb. cans, per can..	2 00	Eagle Parlor, single cases.....	1 60
Sirdar.....	0 17	"Acme" Pellets, fancy boxes (40)	1 50	five cases.....	1 50
Old Dutch Eto.....	0 12 1/2	per box.....	1 50		
<b>TODD HUNTER MITCHELL &amp; CO.'S</b>		<b>Tar, Licorice and Tolu Waters, 5 lb.</b>		<b>ORANGE MARMALADE.</b>	
Excelsior Blend.....	0 32	cans, per can.....	2 00	<b>T. UPTON &amp; CO.</b>	
Jersey.....	0 29	Licorice Lozenges, 5 lb. glass jars....	1 75	1-lb. glass	2 doz. case, per doz... \$1 00
Rajah.....	0 20	5 lb. cans.....	1 50	7-lb. pails	pails in crate, per lb.... 0 67 1/2
Old Government Java.....	0 28	"Purity" Licorice, 200 sticks.....	1 45		
Maracaibo.....	0 18	100 sticks.....	0 73		
West India.....	0 16	Dulce, large centsticks, 100 in box...	0 75		
Eto, choice.....	0 12	<b>MUSTARD.</b>		<b>PICKLES.</b>	
<b>CLOTHES PINS.</b>		<b>COLMAN'S OR KEEN'S.</b>		<b>STEPHENS'.</b>	
<b>BOECKE BROS. &amp; CO.</b>		D. S. F., 1/2 lb. tins, per doz.....		A. P. Tippet & Co., Ag nts.	
Clothes Pins (full count), 5 gross in	0 55	1/2 lb. tins.....	2 50	Patent stoppers (pints), per doz..... 2 30	
case, per case.....	0 55	1 lb. tins.....	5 00	Corked pints..... 1 90	
4 doz. packages (12 to a case).....	0 70	Durham, 4 lb. jars, per jar.....	0 75	<b>BAYLE'S.</b>	
6 doz. packages (12 to a case).....	0 90	1 lb. jars.....	0 25	Robert Greig & Co., Toronto, Agents.	
		1/2 lb. tins, per doz.....	0 85	Pandora, per doz..... \$2 15 \$3 60	
		1 lb. tins.....	1 45	Sliced Sweet..... 1 75 2 85	
		<b>BAYLE'S PREPARED MUSTARDS.</b>		Hot Stuff..... 1 75 2 85	
		Robert Greig & Co., Toronto, Agents.		Tobasco Sauce, 2-oz. bottle, per doz.... \$1 25	
		1/2-lb. jars 1-lb. jars		Tobasco Pds in vinegar, 1/2 pt. .... 3 25	
		Horseradish..... per doz., \$1 75 \$2 50			
		English Sandwich..... 1 75 2 50			
		<b>JONAS' FRENCH MUSTARDS.</b>		<b>SODA.—COW BRAND</b>	
		HENRI JONAS & Co. Per gross.		Dwight's Soda	
		Pony size..... \$7 50		Case of 1 lbs. (con-	
		Imperial, medium..... 9 00		taining 60 pkgs.),	
		Imperial, large..... 12 00		per box, \$3.00	
		Tumblers..... 12 00		Case of 1/2 lbs. (con-	
		Mugs..... 13 20		taining 120 pkgs.	
		Pint jars..... 18 00		per box, \$3.00.	
		Quart jars..... 24 00		Case of lbs. and 1/2	
		<b>MINCE MEAT.</b>		lbs. (containing 30	
		Wetley's Condensed, per gross, net \$12 00		1 lbs. and 60 1/2 lb.	
		per case of 3 doz., net.... 3 00		packages) per box, \$3.00.	
				Case of 5c. pkgs (containing 96 pkgs.) per	
				box, \$3.00.	

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

# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

## GILLARD'S PICKLE — Cases of 2 Dozen.

5-Case Lots and over \$3.20 Per Dozen.  
Less Quantity, 3.30

## GILLARD'S SAUCE

is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over \$1.40 Per Dozen.  
Less Quantity 1.50

GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.

### SOAP



A. P. TIPPET & CO., AGENTS  
Maypole Soap, colors per gr., \$10.30.  
Maypole Soap, black, per gr., \$15.30.  
Oricle Soap, per gross, \$10.20.

Gloriola Soap, per gross 12 00  
Straw Hat Polish, per gross 10 20



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

### STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb  
No. 1 White or Blue, 4-lb. cartons 0 05½  
No. 1 3-lb. 0 05½  
Canada Laundry 0 04½  
Silver Gloss, 6-lb. draw-lid boxes 0 07  
Silver Gloss, 6-lb. tin canisters... 0 07  
Edwards'g Silver Gloss, 1-lb. pkg. 0 07  
Kegs Silver Gloss, large crystals 0 06  
Benson's Satin, 1-lb. cartons... 0 07½  
No. 1 White, bbls. and kegs... 0 04½  
Benson's Enamel, per box... 3 00

Culinary Starch—  
Benson & Co.'s Prep. Corn... 0 06  
Canada Pure Corn... 0 04½

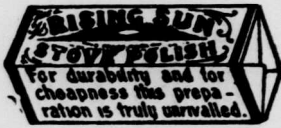
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart. 0 09  
Edwardsburg No. 1 White or Blue, 4-lb. lumps... 0 07½

KINGSFORD'S OSWEGO STARCH.



SILVER GLOSS { 40-lb. boxes, 1-lb. pkgs., 0 08  
6-lb. boxes, sliding covers  
(12-lb. boxes each crate) 0 08½

### STOVE POLISH.



Rising Sun, 6-oz. cakes, ½-gross boxes... \$ 8 50  
Rising Sun, 3-oz. cakes, gross boxes... 4 50  
Sun Paste, 10c. size, ¼-gross boxes... 10 00  
Sun Paste, 5c. size, ¼-gross boxes... 5 00



PURE—40-lb. boxes 1-lb. pack... 0 07  
48-lb. " 16 3-lb. boxes... 0 07  
For puddings, custards, etc.

OSWEGO CORN STARCH } 40-lb. boxes, 1-lb. packages... 07½  
ONTARIO STARCH } 38-lb. to 45-lb. boxes, 6 bundles... 0 08  
STARCH IN } Silver Gloss... 0 07½  
BARRELS } Pure... 0 06½

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



Cases, each 60 1-lb... 0 35  
" " 60 ¼-lb... 0 35  
" " 30 1-lb... 0 35  
" " 120 ¼-lb... 0 35



### TEAS.

SALADA CEYLON. Wholesale. Retail  
Brown Label, 1's... 0 20 0 25  
" ½-lb... 0 21 0 26  
Green Label, 1s and ½s... 0 22 0 30  
Blue Label, 1s, ½s, ¼s and ⅛s... 0 30 0 40  
Red Label, 1s and ½s... 0 36 0 50  
Gold Label, ½s... 0 44 0 60



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

### CROWN BRAND

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



"SNELLINGS PATENT."  
English Breakfast Hopped Tea, 29c.; retail, 40c.  
A. Waddell & Co., agents, Toronto.  
Samples on application.



LUDELLA CEYLON, 1' AND ½'S PKGS.

Blue Label, 1's... 0 18½ 0 25  
Blue Label, ½'s... 0 19 0 25  
Orange Label, 1's and ½'s... 0 21 0 30  
Brown Label, 1's and ½'s... 0 28 0 40  
Brown Label, ¼'s... 0 30 0 40  
Green Label, 1's and ½'s... 0 35 0 50  
Red Label, ½'s... 0 40 0 60

### TOBACCO

THE EMPIRE TOBACCO CO., LIMITED.  
Smoking—Empire, 3½s, 5s and 10s... 0 59  
Royal Oak, 3 x 3, Solace, 8s... 0 52  
Something Good, 7s... 0 48  
Chewing—Bots, 4½s and 9s... 0 32  
Currency, 13½oz. bars, spaced 9s... 0 39  
Currency, 6s and 10s... 0 39  
Old Fox, Narrow 10s... 0 40  
Snowshoe, 10½oz. bars, spaced 8s... 0 44  
Snowshoe, pound bars, spaced 6s... 0 44  
Snowshoe, 2½, 6s... 0 44  
Pay roll, 6s... 0 44

### WOODENWARE.

BOECKH BROS. & COMPANY.  
Washboards Leader Globe... 1 55  
" Improved Globe... 1 65  
" Standard Globe... 1 80  
" Solid Back Globe... 1 90  
" Jubilee (perforated)... 2 10  
Crown... 1 45  
F.o.b. Toronto.

Matches, Kodak, per case (260's) 9 boxes to packages, 40 packages to case... 3 30

### YEAST.

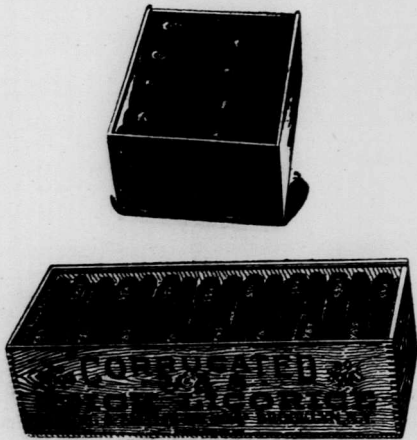
Royal yeast, 3 doz. 5c.-pkgs. in case... 1 00

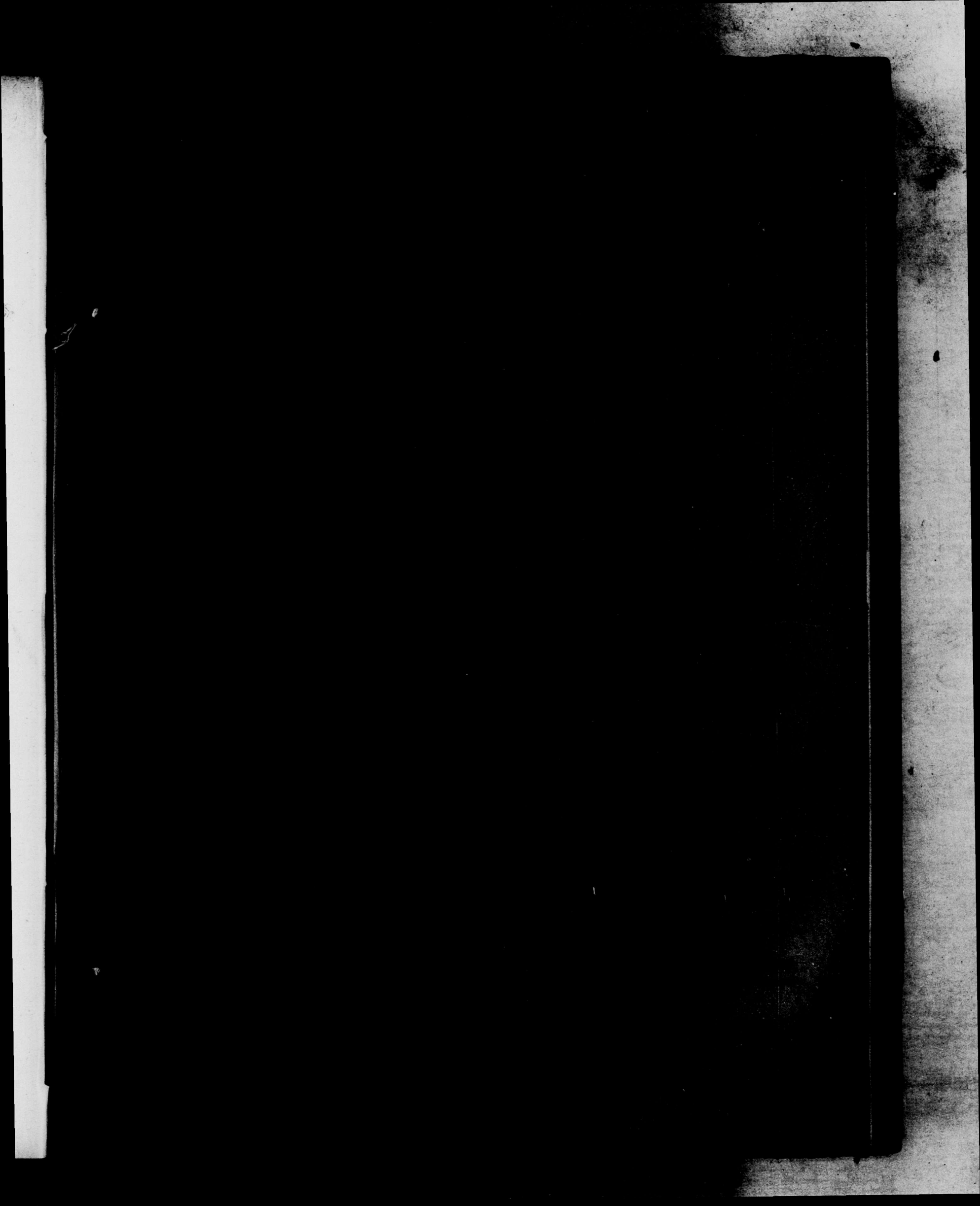
# LICORICE..

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 PLYABLE 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. Write for illustrated catalogue.

OUR LATEST NOVELTY—  
BLOW PIPES, 300 TO BOX  
Styled, TRIPLETS.

YOUNG & SMYLIE  
Established 1845. BROOKLYN, N.Y.







**YOU CAN RETAIL THIS DISH FOR 25c.**

Nicely tinted in Blue, Pink, Green and Yellow, with pretty Sprays of Roses, Violets, Forget-me-nots, etc., and the raised or embossed parts gilded.

It is a very large and showy piece, being 7½ inches in diameter, and ¾ inches deep.

Ask for our catalogue of Decorated Opal to sell at 10, 15, 25 and 50c.

**Gowans, Kent  
& Co.**

**TORONTO and  
WINNIPEG...**

**DON'T FORGET.**

TIME IS EVERYTHING with the cook and housewife during the holiday season. She does not want to be bothered with inferior Mince Meat for her pies—she wants only the best and most reliable. If dissatisfaction arises—you get the blame.

*Be on the Sure Side  
Sell Your Customers*

**WETHEY'S CONDENSED  
MINCE MEAT**

and they'll have no reason to complain—it is guaranteed to be the PUREST, CLEANEST and MOST WHOLESOME on the market.

SEND YOUR ORDER TO THE WHOLESALE.

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

Sole Manufacturer

**Crosse & Blackwell, Limited**  
**JELLY TABLETS and SOUP TABLETS**

LATELY ADDED TO OUR LIST. HAVE YOU ORDERED?

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

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices Throughout the Civilized World.

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

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

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

— OFFICES IN CANADA —

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

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

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

MONTREAL, QUE.  
TORONTO, ONT.

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

**Oakey's** The original and only Genuine Preparation for Cleaning Cutlery 8d. 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**