

**PAGES
MISSING**



It's Not Advertising

which has built up the demand which exists for that best of cough remedies—

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Merit, and the cures it has worked, are what made the business.

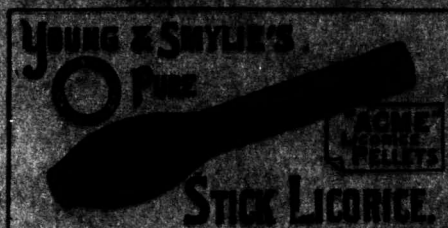
Every dealer who wants to keep his customers well should recommend it.

J. L. MATHIEU CO., LIMITED

PROPRIETORS - SHERBROOKE, P.Q.

MATHIEU'S NERVINE POWDERS for headache, etc., are also proving very successful.

**National
Licorice Co.**



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

106 John Street, BROOKLYN, N.Y.

Illustrated Catalogue on request.

MOLASSES

We have a very choice line of Molasses.

Made in our Refinery from

West India Cane Sugar

and

Coarse, Medium and Fine Grain

**"Crystal" Brand
Granulated Sugar**

Made in Wallaceburg by

WALLACEBURG SUGAR CO.

LIMITED

67% Pure Oil!

Seven per cent. more of pure oil than you'll get in ordinary Castile Soap—*Seven per cent.*! It seems a trifling matter perhaps yet it may make or mar your success in holding a customer's permanent trade.

The "Shell" Brand of Castile Soap is packed only by Couret Frere, of Marseilles, France. Highest quality always, in one pound bars and upwards.

Pressed cakes in boxes also. Sixty-seven per cent. of Pure Oil in the "Shell" Brand.

"Shell" Brand Castile Soap

Sold by Leading Wholesalers.

"Thistle" Brand

Maple Syrup that makes the mouth water for "more." The real syrup of your boyhood days—the "Thistle" Brand.

You best preserve your customer's interests by selling what they expect and want and yet so seldom get — palate-tickling maple syrup—the "Thistle" Brand.

Maple Syrup

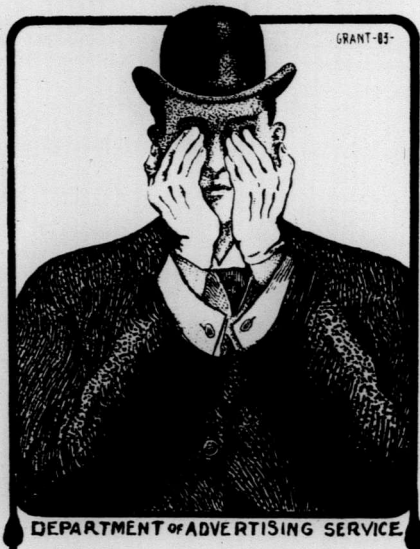
Sold by Leading Wholesalers.

ARTHUR P. TIPPET & CO.,

AGENTS,

8 Place Royale, Montreal,
20½ Front St., Toronto.

MANUFACTURERS' AGENTS AND BROKERS.



DEPARTMENT OF ADVERTISING SERVICE

**None so Blind
As Those Who
Won't See.**

THE CANADIAN GROCER can prove of valuable assistance to the selling end of any business which seeks trade among the grocery and general storekeepers of Canada.

We advance many plain, indisputable arguments to this effect.

And still there are some folks who can't see it.

Some who can't see how it's going to pay them.

And won't even invest a few dollars to find out.

Very few folks like this, but we would like to convince even them.

If we only could, we'd get a good deal of satisfaction out of it—and we know they would, too.

Don't you think they're blind to their own interests?

Here's a paper that finds a welcome in every worth-while grocery store from Halifax to Vancouver once every week—so can't you see that an announcement of any interest must surely command some attention?

The advertising columns of THE CANADIAN GROCER provide about the best way we know of keeping in close touch with all the grocers of Canada all the time.

You can see value in a paper like this—

Can't you?

The Canadian Grocer

232 McGill St.,
MONTREAL.

10 Front St. E.,
TORONTO.

TORONTO.

W. G. A. LAMBE & CO.
TORONTO.
Grocery Brokers and
Agents.

Established 1885

W. H. Millman & Sons

Grocery Brokers

20 Front St. E., Toronto, Canada

*We Wish All
a Very
Merry Christmas.*

CALGARY.

Are you

Represented in the West?

If not, write us and get in

ON THE GROUND FLOOR.

Place your offerings with us and we will sell your goods.

**Consign your cars to us.
Goods reshipped.
Excellent storage.**

NICHOLSON, BAIN & JOHNSTON,
Wholesale Commission Merchants and Brokers.

CALGARY, ALTA.

Head Office: NICHOLSON & BAIN, WINNIPEG.

VANCOUVER

If YOU wish to sell
goods in the WEST

WRITE

CHAS. MILNE

THE
MERCHANDISE
BROKER

VANCOUVER, B.C.

Sell Flower Pots.

All grocers should carry a well-assorted stock of pots and saucers at this time of the year. ORDER NOW.

STRONG
DURABLE
LIGHT



POROUS
AND
CHEAP

WRITE FOR LIST
The FOSTER POTTERY CO.
HAMILTON, ONT. Limited

WINNIPEG.

Dingle & Stewart

WINNIPEG, - - CANADA.
COMMISSION BROKERS.
Excellent Storage Accommodation.
Consign Your Cars to Us.

REGINALD LAWSON

MANUFACTURERS' AGENT

UNION BANK BUILDING

Correspondence
Solicited **WINNIPEG, MAN.**

EASTERN MANUFACTURERS

-AND-

SHIPPERS.

All **EYES** are
turned on

MANITOBA AND THE WEST.

WE

Represent some of the leading houses in

CANADA and the U.S.

INCREASE YOUR TRADE. WRITE US.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

BRANDON.

THE WILSON COMMISSION CO., Limited

BRANDON, MAN.

**Commission Brokers,
Storage.**

Correspondence Solicited.

If you have any snaps let us hear from you.



**ROW'S
GUM**

in
Lumps,
5c. Pkgs.
in
1c. Stick,
in
5c. Bars

ROW & CO., Morristown, N.Y., and Brockville, Ont

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

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

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

Herbs—In ¼-lb. packages.

Special quotations for Whole Leaf Herbs in 400-lb. bales. Also Rubbed and Powdered Herbs in barrels.

Sage, Savory, Marjoram, Thyme.

—Our Herbs enjoy a special reputation for quality. These goods are most seasonable now. We solicit a trial order.

S. H. EWING & SONS, Toronto Branch, 29 Church Street.
 96-104 KING ST., MONTREAL
 Telephone Bell Main 65.
 " Merchants 522.

TELEPHONE MAIN 3171

Telephone orders receive prompt attention.



CAPSTAN BRAND MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate.
 ¼ " ½ " " "
 25-lb. Pails. 75-lb. Tubs.
 ½-Barrels and Barrels.



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

THE AUER GAS LAMP

Delightful to read by.
**Gives the Light of 100
 Candles and Costs Less
 Than Coal Oil.**

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. **SATISFACTION GUARANTEED.** Catalog on Request.

AUER LIGHT CO., MONTREAL.

"STERLING" BRAND PICKLES

These pickles are delicious. Wouldn't you prefer to sell the very best of everything? Customers appreciate this kind of treatment.

We make **good** pickles and we put them up attractively. The result is they command a ready sale.

ALWAYS IN DEMAND

The **T. A. LYTLE COMPANY, Limited**

Manufacturers of High-Grade Pickles

124-128 Richmond Street West, TORONTO.

**Two
Lines
That
Lead.**

A Vinegar with Advantages.

You want a brand absolutely pure. One which will keep a long time without deteriorating. One known for its delicate aroma and its excellent flavour. **Hill, Evans & Co.** (Worcester, Eng.), produce **the** one. A Malt Vinegar which is unapproached by any other for these essential properties. A Vinegar you may always rely upon.

Quinine Wine with a Reputation.

Robert Waters' Quinine Wine enjoys a 50-year reputation as the finest tonic known.

Export Agents—**ROBT. CROOKS & CO., Botolph House, Eastcheap London, England.**

“Playing to the gallery”
is the custom of the cheap artist.
True merit needs no recourse like this.

So it is in business life,

JAPAN TEAS

require no “fire-works” advertising—their merits win the appreciation of every lover of **pure, healthy, nourishing** tea, and **once won**, always held.

The wise grocer knows this and sells

JAPAN TEAS

To the Retail Grocery Clerk.

Send to the N. K. Fairbank Company, Montreal, for particulars of our premium plan, by which we are attaching coupons to the following specialties, and get valuable premiums

Fairbank's Gold Dust Washing Powder.

Fairbank's Glycerine Tar Soap.

Fairbank's Fairy Soap.

Fairbank's Copco Soap.

Fairbank's Scouring Soap.

Fairbank's Sanitary Soap.

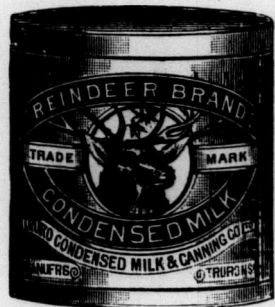
We pay our salesmen to sell goods to the merchant. Why not pay the clerk to sell goods for the merchant?

THE N. K. FAIRBANK COMPANY,

Wellington and Ann Sts., MONTREAL, QUE.

It Does You Good

to sell goods that have proved themselves to be unequalled for quality and strength like



Jersey Cream AND Reindeer Brand



Condensed Milk. These reliable brands not only give perfect satisfaction but build up your reputation for handling goods that are right.

A MERRY CHRISTMAS.

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

The language of advertising is very much the same all over. Everybody claims to make the best goods, and grocers must find out by actual experience what to let alone. We guarantee you against loss by refunding money in all cases where



DWIGHT'S COW BRAND SODA

proves in any sense unsatisfactory. Business hasn't drifted our way blindly, and there's no reason why we shouldn't get all the trade there is in baking soda.

You run no risk at all in recommending "Cow Brand."

JOHN DWIGHT & Co.
TORONTO.

CANE SUGAR SYRUP

We have a very fine lot of Choice Pure Cane Sugar Syrup, bright, sweet and heavy.

In Barrels, Half-Barrels,
2-lb., 3-lb., 5-lb., 10-lb. Tins.

For prices and samples write to

The Dominion Molasses Co.,

Limited

HALIFAX - - - - NOVA SCOTIA.

Agents

GEO. MUSSON & CO.,
JOHN W. BICKLE & GREENING,
GEO. H. GILLESPIE,
JOSEPH CARMAN,

TORONTO
HAMILTON
LONDON
WINNIPEG

The growers of
CEYLON TEAS

have peculiar pleasure
in wishing their
thousands of friends
among the
Canadian Grocery Trade

A
Very Merry
Christmas

ALWAYS THE SAME

Never changes—the standard of quality in black lead

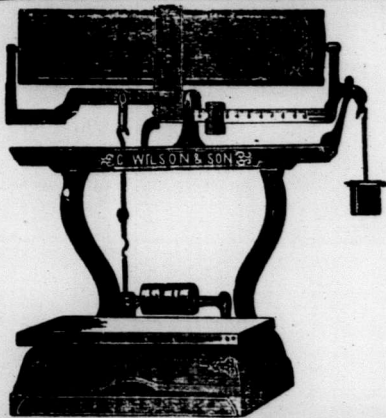
JAMES DOME

There is no better stove polish you can buy

WE WISH YOU A MERRY CHRISTMAS.

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

KEEP UP YOUR STOCK.



Paid For Itself.

C. WILSON & SON, Limited, Scale Manufacturers,
TORONTO. HAMILTON, MAR. 19th, 1903.

DEAR SIR:—

I have used your **BALL-BEARING COMPUTING SCALE** for several years now and I believe it has paid for itself a good many times over during that period. Most of my profits went to my customers in overweights in the past. Now I have a little left for myself.

Yours truly, _____

One of a hundred similar testimonials secured by us. Let us put you on the same road to prosperity. Catalogue free for the asking.

C. WILSON & SON, Limited, TORONTO.

Good Cheer

Many a Christmas offering of table delicacies will include

Southwell's

Jams and Marmalade

Their quality is gift quality—the highest quality.

Sole Canadian Agents,

Frank Magor & Co.

403 St. Paul St., MONTREAL

The makers of

IVORINE Cold Water STARCH

wish you

A Very Merry Christmas

and

A Happy New Year

We acknowledge with our best thanks your good will as exemplified by our excellent sales record for 1904.

St. Lawrence Starch Co., Ltd.

Port Credit, Ont.

The GRAY, YOUNG & SPARLING CO., Limited
Salt
Manufacturers

Granted the highest
awards in competition
with other makes.

WINGHAM
Established 1871

A Two Cent
Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

Oakey's The original and only Genuine
Preparation for Cleaning Cutlery. 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH

JOHN Oakey & Sons, Limited
MANUFACTURERS OF
Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.
Wellington Mills, London, England

Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

Want Ads.

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

MacLEAN PUBLISHING CO., Limited
Montreal and Toronto.

...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.

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

MONTREAL, QUE.
TORONTO, ONT.

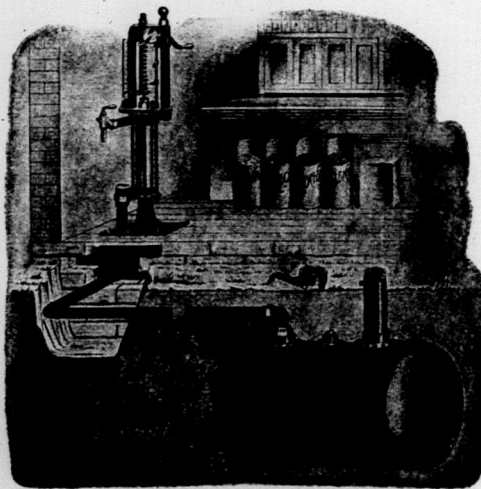
THOS. C. IRVING, Gen. Man. Western Canada Toronto.

THE LIFE OF GASOLINE

The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

THE REMEDY

Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the



PUMP IN STORE—TANK BURIED.

**BOWSER LONG DISTANCE
GASOLINE STORAGE OUTFIT**

It is absolutely evaporation proof and so retains the high quality of your gasoline.

It is absolutely safe and is permitted by the insurance companies.

It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss thro' evaporation and spilling.

Full information free.

ASK FOR CATALOG "B"

S. F. BOWSER & CO., 530 FRONT ST., WEST, TORONTO.

TEA.

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

"COMMISSIONER,"

CANADIAN GROCER,

88 Fleet Street E.C. London, Eng.

40 HIGHEST AWARDS
In Europe and America

Walter Baker & Co. Ltd.

The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES



Trade-mark.

No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 12 and 14 St. John St., Montreal

The
Pure Gold Manfg. Co.
Toronto Limited



Wish the Grocers of Canada a prosperous Holiday Trade and Compliments of the Season.

Christmas Trade—Hurry-up orders for our lines will have prompt attention.

CAREFULLY SELECTED
BY THE GROWERS.
BY APPOINTMENT - W. H. GILLARD & Co. - SOLE AGENTS.
HAMILTON, ONT. FOR CANADA.

CAREFULLY SELECTED
BY THE GROWERS.
BY APPOINTMENT - W. H. GILLARD & Co. - SOLE AGENTS.
HAMILTON, ONT. FOR CANADA.

FINEST GROWN IN GREECE.

Approved by the Greek Government as being of superior quality and handsome appearance.

Packed solely for

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

GUESSING ENTERPRISES

form a prominent feature in many newspapers nowadays.

They afford relaxation for a leisure hour, but the guessing idea is a dangerous one to incorporate into business.

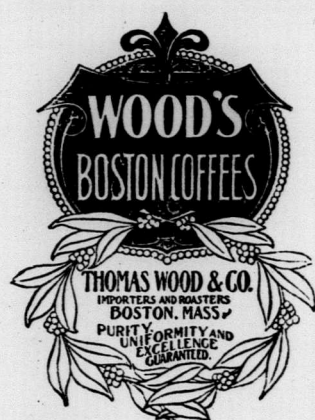
Guessing is barred out of all the relations that **Wood's Coffees** bear to the seller and the public. Every pound is known to be the best in grade as represented.

The buyer of hap-hazard goods is a guesser, not a winner.

CANADIAN FACTORY AND SALESROOM,

No. 428 St. Paul St.,

MONTREAL.



**ABOUT
HALF
THE
MAPLE
SYRUP
SOLD**

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents,

Montreal



$\frac{1}{2}$

THE NAME
"GOODWILLIE"

ON FRUITS
IN GLASS

IS A
GUARANTEE
OF

QUALITY
AND
EXCELLENCE

UNEXCELLED

ROSE & LAFLAMME
MONTREAL

MY CHRISTMAS VISITORS

or The Grocer's Conscience Awakened

By W. H. SEYLER

THE clock in the store below had just buzzed out the hour of two a.m., December 25th, '99. I say buzzed, because the active verb "strike" was not applicable to the store clock of Johnson's grocery, if we except the periods of cessation from labor which at uncertain and unexpected times overtook this old relic of the early part of the century. As the last wheeze died out on the night air, I woke up with a start and a shiver; the start occasioned by an undefinable and unnatural feeling of uneasiness, something suggestive more of mental perturbation than physical discomfort; the shiver caused by a sudden rush of cold air up the stairway and through the open door of my room.

At first everything seemed still in the house, nothing breaking the thickness of silence that surrounded me save the gusts of wind against the window, and the jerky ticky-ty-toek-toek of the old clock down below. As the silence was becoming too oppressive and unbearable, I threw back the coverlet and was on the point of jumping out of bed to strike a light, when I felt a noise. Yes, I distinctly felt it, strange as this may sound, and it was more painful to me than a blow on the head. My heart stopped beating for a moment, and I had near fainted. I endeavored to rise, but found I couldn't stir an inch. All my faculties, physical and mental, had "struck."

Once more I felt the noise. This time it was taking character to itself; it sounded like the subdued hum of many voices, and seemed to be directly below me in the shop, near the foot of the stairs. I could not locate any particular sound in the hum, and my first thought naturally was of burglars; but surely burglars could find but little ready cash in our till, and Johnson's hospitality was so well known in the neighborhood that not even the lightning-fingered gentry had ever attempted to take what was free to every poor and deserving person on inquiry. If not burglars, what then? Ghosts? That thought made me smile even in my anxious position. Ghosts in this 19th century, and the latter end of the century at that! Besides, I took no stock in these intangible visitors from the Beyond, and my attempts at spiritualistic meetings to provoke the presence of the departed (one Smith who owed me a trifle over \$10) had resulted in nothing more than the arrival of a long-haired and long-whiskered artist dressed in a sheet, and who betrayed his earthly substance by demanding of me an additional dollar for extra services, as the said Smith had taken up his permanent residence in the most southerly and torrid portion of the Unknown regions, and

the labor of the medium was consequently more exhausting than in ordinary seances.

Suddenly I heard a distant and undoubted sound of moving bodies in the store, accompanied by the most peculiar conglomeration of noises, rattling of tins, banging of boxes, rustling of paper and tramp, tramp of feet on the stairs. Great Caesar's ghost! they were coming upstairs. I tried once more to jump out of bed towards the match-box near the dresser, but found myself held down as if by iron hands. My eyes turned towards the door, were paining me with their tension, and were ready to burst with trying to pierce the darkness.

The noises approached nearer and clearer and, I judged, were now at the turn of the stairs over the back warehouse. Another minute and they must reach the door, when another element, and certainly a very comforting one, entered into affairs: a light—faint at first, then growing stronger as the noises approached nearer—shone up the stairway and lit up a zig-zag crack in the panel of the door, opposite the foot of my bed. With a more comfortable feeling stealing through me, I awaited the arrival of the midnight intruders. Tramp, rattle, rustle, clang, bang, they came up the stairs, the bright light at last bursting into the room and dazzling my eyes with its brilliance. Involuntarily I put up my hands before my face, the glare was so strong and bright. By the time I had accustomed myself to the light the whole band had entered the room and scattered themselves in every direction.

Great heavens! One look at my visitors and reason nearly left me. Who was that halting in front of the bed? Who but myself! Now, friends, don't run away with the idea that this was all a dream, a myth. It was too real, the whole event too protracted, too painful to be a vagary of a tired brain. Was I dead, and this my spirit come to visit its earthly shell again? Evidently not, for I was sitting none too comfortably in my bed, and could plainly hear the wind howling and blustering up and down the street at intervals, and the window rattling frightfully. Then, if not "I," who was this other self, this "dead" image of myself? We have all at some time, or various times in our lives, been taken for someone else, mistaken for someone else and put to no end of trouble and inconvenience by this "someone else" without being able to satisfactorily locate this personage. I remember, when residing in Detroit some years ago, having to pay for this "someone else's" shaves at the barber shop in Fort street, which I, or rather "we," patronized, but hard and long

as I endeavored to meet this individual I never succeeded. But here at last I was face to face with myself. Eureka! I must confess, however, that I did not feel flattered at the picture I presented—to myself. True, outwardly I was the same; same hat, boots and clothes, the same piebald spot on the off side of my moustache, yet there was a something in the expression of my features which seemed at variance with my wonted countenance. There was a look in my face I had never seen before, nor ever imagined could be there—a look betokening inward dissatisfaction and disgust, a look of remorse and sadness, a sort of "mene-mene-tek-el" look of accusation and doom. What could it mean? I studied myself carefully for a few moments, then seeking for an excuse of my presence here before myself, I turned my attention to my, or rather my alter ego's, companions.

I stated before that I was shocked beyond measure to see myself before myself, but the effect produced on myself (that is the self that was sitting up in bed) on viewing the motley crowd scattered through the room, was the opposite of serious. I burst out laughing, and laughed till I thought every bone in my body was disjoined. I fairly rolled over the bed in my uncontrollable mirth, and my other self even seemed to be affected by the hilarity. He smiled faintly, reminiscently as it were, thinking perhaps for a moment of some enjoyable time long gone by when we were very intimate. Laugh! why, a tombstone would have waltzed with the footboards.

Have you ever witnessed a calithumpian or carnival procession? Yes? Well, you are then aware of the variegated crew that usually form for parade. This crew before me was the most unique, diversified, nondescript and ridiculous assemblage that ever met human gaze. To describe all the peculiarities and oddities of my visitors would take up too much time and space, but one feature they all had, or rather did not have in common: they had no heads, yet were able to speak and laugh. They all had legs and arms, and but for their heads acted like human beings. Among, and most noticeable among, the gang, were two tin gallon measures, one a trifle shorter than the other, two wooden vinegar measures, same dimensions as the tin ones, two sacks of tapioca, several boxes of Valencia raisins, one somewhat aged in appearance, a couple of old tomato cans, each with a hole in the top, a can of baking powder with a glass dish hanging to its side, a chest of Assam tea and a half chest of new season's (sic) Congou, a sack of imported salt, a caddy of Canadian grown tobac-



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.

co, a bale of nuts labelled Grenoble, and an array of spice tins branded "Pure" cassia, ginger, cloves, and so on through the list of condiments, and a dozen or so other different commodities of the trade. Leaning up against the washstand near the window, were two long narrow bundles of paper in the form of rolls tied with a blue ribbon at one end. One bundle was a little the longer, and was tied with a scarlet ribbon, and pasted all over with bank bills of the larger denomination and branded "Wholesale Grocers' Guild;" the other bundle bore the legend "Retail Grocers' Association." These last named articles attracted my attention more particularly, and—but I anticipate.

Having taken note of the company as hastily as I could, I ceased my laughter and turned my attention again to myself, or rather my "double-ganger," with a puzzled and inquiring look. Interpreting the same correctly, he turned slightly aside and made a step towards the bed and whispered, "You wish to know who I am and what all this means (indicating with a jerk of the thumb over the left shoulder, the other visitors). I am your Conscience, and these are a few of the victims of your double-dealing and treachery, deceit and fraud. I am come this night of good will towards all men with the very best of intentions to save you from yourself, to show you the iniquity of your business transactions, to point out to you that the respectability of your trade is but a sham, and that at bottom, you who are considered a paragon of uprightness in business dealing, who hold a leading position in a prominent church in this town, whose very name is a guarantee of the good quality of your groceries who—"

"Hold on a minute there, not so fast," I ventured to break in. "Reserve your invectives and reproaches. Why should you single me out for such un-called for and cruel reprimands and disturbances? I do not see the force of it all. I am only a salesman. What's the matter with rining up Johnson himself? Telephone 036. You don't see the force of it, eh? Sorry for you my worthy self." To which came the answer. "I have nothing to do with John-

son. You see, I have a sort of family interest in you, for we are old friends (nodding familiarly to me), and though you have at various times endeavored to drown me and my still small voice, I am bound to have it out with you tonight, and in order to more clearly impress upon you the truthfulness of my statements I have brought a few arguments along" (pointing around to the company). "Cover yourself up closely, you might take a chill before I am through with you."

"But my dear sir," I hazarded to say, "I didn't ask you to enlighten me on my own affairs, and can but stigmatize your uncalled for intermeddling as a deliberate insult to my business integrity. I—"

"Can't help it, old boy, you've got to hear it, and as the glorious dawn will soon be breaking and my companions have a few more of your stripe to visit I must get through—"

"I wish you'd get out," I yelled.

"Oh I know you don't like me to trouble you—"

"A conscience you know is a very unpleasant thing to carry about with oneself, especially if engaged in the retail grocery trade. It won't mix like sand and sugar—"

"Chestnuts! sand and sugar," I remarked. Thinking to put an end to this talk I turned my attention from myself, that is my other self, and surveyed the "horrible examples" scattered about the room. My Conscience, divining my intention, emitted a short, sharp whistle, and the four gallon measures trotted up before the bed and bowed gravely.

"Well," I asked, "who and what are these?" "These," said the other I pointing to the two smaller measures, are known as wine measures, the larger ones are the Imperial. Now how often have you forced the contents of the larger into the smaller measures, and sold them as a standard Imperial gallon? Come now."

I tried to reply, but a look from my Conscience—and the words remained unsaid.

Next, with a bumpity-bump that fairly shook the whole building, came the two sacks of tapioca.

"What's this?" I inquired.

"Ah, how innocent! You know very well that this one to the right is the genuine article, the cassava of Brazil, while the other is a child of old London, and never crossed the equator—northwards. How many sacks have you sold as the genuine article, or mixed the inferior with the better?"

Again I hung my head. Conscience was correct.

The two boxes of Valencia raisins were next marshalled before me, one of them limping badly as if with rheumatism or old age—"These said my Conscience, observing that my head was bent shamefully on my bosom, "these speak for themselves. I need not comment on how many thousand pounds of the old ones you have dressed up and syrugged up and sold as new goods. Ah! we know it."

The tomato cans followed the raisins, but rolled towards the bed very slowly, as though loaded with dynamite. "You know us of course," they chorused together. "We've been here some years now, and although the wind has been taken out of us once, we're very much afraid we can't last much longer. Most of our kinsmen have gone over the counter as new goods, fresh, full weight 3 lbs. when you know that—"

I held up my hands deprecatingly, and cast a pitiful look towards my accuser, but I could see no forgiveness in his face, and I was self-condemned.

The Prize Baking Powder can, with its glass dish, and the two chests of tea, followed by the imported salt and the caddy of home grown tobacco, next obtruded themselves before me, and started an argument about frauds: superiority of ingredients, and such words as terra alba, ad lib., starch and cabbage leaves, seemed to be bandied about freely, and I don't know how long they would have kept up the discussion had not my Conscience admitted my guilt to them and they withdrew to make room for the Grenoble walnuts—This foreigner complained grievously of treatment he had received at my hands, said he was being called on to bolster up the reputation of some of his friends from Boredaux, and his own reputation had been seriously damaged. I also acknowledged the fault, and seeing my

YOU HAVE OUR BEST WISHES FOR

**A Merry Xmas and
Happy and Prosperous New Year**

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton.

Don't Close Your Eyes

to **quality** or the world will seem full of cheap things.

Excellence our **Aim** in **Coffees.**

Our **MECCA** cannot be beaten.

Ground or whole
from 2-lb. tins to bar-
rels to suit everyone.

In spite of fierce opposition sales of this Coffee increase by leaps and bounds.
We do no advertising to the consumer, we let the Coffee do that.

Command the respect of your customers by selling A1 Coffee.
Command the best Coffee Trade by Selling MECCA.

JAMES TURNER & CO., Wholesale Grocers. Hamilton.

WE want to thank our many friends for their
generous business throughout the year and
wish them the compliments of the season.

OUR travellers will see you after January
1st, 1905, and in the meantime, our Long
Distance Telephone is still : : : :

596

BALFOUR & CO., Wholesale Grocers HAMILTON

Wishing our Customers and Friends

A

VERY MERRY CHRISTMAS

THOS. KINNEAR & CO.

Wholesale Grocers, = 49 Front St. E., Toronto, Canada

He Pleased the Drummer.

A Drummer sat in a big hotel,
He was off his feed, not feeling well ;
As he looked over the bill of fare
He said to the waiter "Roast Beef rare."

He further remarked "I don't feel right
And I'll have to tempt my appetite."
Then he ordered dessert with grace and ease,
"Pass the MacLaren Imperial Cheese."

The waiter winked with a knowing eye.
"Our Landlord is of Imperial shy.
You see boss, he's a Landlord new
And thinks most any old cheese will do."

The host was a man of fertile brain
The drummers who quit came back again ;
He got next with the food to please
And laid in a stock of MacLaren's Cheese.

Now, this Landlord drives a four-in-hand
And puts on style to beat the band.
He's money to burn and takes his ease,
And he owes it all to Imperial Cheese.

"Nothing Better."

genuine contrition and shame, my Conscience turned to me with the remark:

"Do not be afraid of this exposure, it will mark a turning point in your life, will lead you to a conception of true salesmanship, to sell goods on their merits, and to the knowledge and belief that good goods and fair prices will pay in the end. You may consider that I have been severe on you to-night. I have let you down easy, so to speak. I might call to witness what you know and I know is the greatest fraud in the trade, the adulteration of spices, but I think that ground cocoanut shells, peas, starch, terra alba, and other articles will hereafter be sold by you for what they are, and not as components of pure spices. What I have said to you to-night has been spoken with the best of motives and kindest feelings towards you, and although I thought you case hardened I feel that you will learn wisdom, especially such wisdom as will stand you in good stead in your calling. Good morning to you, and a very Merry Christmas and Bright and Happy New Year."

THE CULTIVATION OF TEA.

THE CANADIAN GROCER has pleasure in publishing in this week's issue an interview with P. C. Larkin of the Salada Tea Co., Toronto, on "The Cultivation of Tea."

Tea is indigenous to India, not to China or Japan, therefore, tea must have originally been brought from India to China, and thence probably to Japan.

The difference in the methods of cultivation practised in the respective countries is a difference that is likely to come from cultivation as a side issue by the ordinary farmer in China and Japan, and by important companies with large capital invested and whose only business is the cultivation of tea in India and Ceylon.

In China or Japan the bush does not attain anything like the size or vigor it does in Ceylon or India. In fact, in China and Japan the bush is of stunted growth with a very small leaf, whereas, in India and Ceylon the growth is most vigorous and the bush has to be pruned severely and often. In China and Japan the leaf is plucked by the farmer or his family, rolled by hand, and fired in

A MERRY CHRISTMAS

=====TO ALL=====

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO.

copper pans over charcoal fires, very small quantities being made at a time. This is afterwards purchased by traveling merchants who bring it down to the seaport, and there dispose of it to European buyers, who mix or blend large quantities, which are boxed, matted, labeled and shipped to European countries.

In India and Ceylon every garden has its own brand or name, under which monthly shipments are made. This is stamped on every chest leaving that garden, along with the name of the grade, Orange Pekoe, Pekoe, or Pekoe Sou-chong.

These gardens are conducted by European overseers, who employ large numbers of natives to do the plucking. The rolling is done entirely by machinery, as well as the firing of the tea, in fact the packing into the boxes is also done by machinery.

In China and Japan the season is comparatively short, namely, about three months at the utmost, during which tea is plucked, the very earliest teas (those plucked in April or May) being the best. In India the season is much longer, being spread over six or seven months, and some of the very finest and most expensive teas are made at the very end of the season, there seeming to be no material difference in quality. In Ceylon the tea is literally plucked the whole year around, as there is no Winter in that country, and equally good tea is produced in every month except during the rainy season, when the bush flushes so quickly that the labor at hand is sometimes not enough to handle the tea properly. Therefore the gardens during these couple of months produce generally tea inferior to their average output.

Everything depends in all tea-growing countries on the elevation at which the tea is grown. Tea is grown in India and Ceylon at a sea elevation, and also at an elevation of 7,000 ft. At the higher elevation the amount of leaf per acre is very small compared with that plucked at the lower elevation, but on the other hand the flavor is infinitely better, the leaf appearing to possess more of that essential oil in which the flavor of tea consists.

As to the appearance of tea, this counts for nothing, because at the very lowest elevation the same appearance of leaf is plucked as at the very highest,

but the finest leaf at the lowest elevation would be infinitely inferior to the very coarsest leaf grown at an elevation of six or seven thousand feet.

Tea has been grown in North Carolina for very many years back, the garden there being assisted by considerable donations from the American Board of Agriculture, but the quality of tea is probably the worst produced in all the world. A considerable quantity of tea is grown in Java every year, but this also seems to possess a peculiar distinctive and objectionable flavor that any tea man can tell the first moment of infusion. Java teas bring a very low price in the market. Natal has of late years also produced some teas that are a grade or two better than Java's. Indeed the shrub is a hardy one and could be cultivated in nearly any country in the world.

The whole question is one of labor, and any country not possessing very cheap labor could not afford to grow tea.

MET WITH AN ACCIDENT.

Mr. A. P. Tippet, of A. P. Tippet & Co., Montreal, had the misfortune some three weeks ago of meeting with an accident which has seriously affected one of his eyes. A false step in leaving the house jarred the eye in a most singular manner, and burst a blood vessel. It was thought by his medical attendant that a few days rest and attention would restore the blur, but progress has been slow towards clear vision. Mr. Tippet is trying to attend to business at the office, but finds it difficult to satisfactorily attend to his duties and it may be necessary in order to restore the eye to its natural strength to undergo an operation.

GROCERS AT HOCKEY.

The Toronto Wholesale Grocers' Hockey League have elected the following officers for the season 1904-05: Patrons, H. P. Eckardt, F. W. Humphrey, T. Kinnear, W. A. Warren, and J. L. Watt; hon. president, J. I. Davidson; hon. vice-president, Fred. Date; president, W. H. Millman; vice-president, T. Kinnear, Jr.; secretary-treasurer, B. R. Brown, 19 Front street east.

The league is now composed of four teams, but it is expected other teams will fall in line.



Upton's

Home-Made
Cranberry Sauce

in 1-lb glass jars. Very
seasonable just now.

Upton's

Home-Made
Grape Fruit Marmalade

in 1-lb. glass jars.
Something new and
very fine.

ONCE INTERESTED, ALWAYS INTERESTED!

That's why it's worth so much to you to get
your customers acquainted with

"Halifax" Brand of Prepared Codfish

They will never lose their interest in it, for it
makes food too tasty to be forgotten. It is,
therefore, an article that has permanency. It is
not a passing fad, but a staple article, and you
can handle more and more of it every year;
and, what is equally to the point, you make a
good, sure and quick profit in handling it.

BLACK BROS. & CO., LTD.
HALIFAX and LAHAVE, N.S.

A. H. BRITTAIN & CO., Agents,	Board of Trade Building, MONTREAL
REGINALD LAWSON, Agent,	WINNIPEG, Man.
CHARLES MILNE, Agent,	VANCOUVER, B.C.

FRESH AND CURED FISH

To Improve Halibut Fisheries.

As a means to the improvement of the halibut and other deep sea fisheries on the Pacific coast which are considered to be of even greater importance to the Dominion of Canada than even the salmon industry, the Victoria, B.C., Board of Trade is recommending the Federal Government to appoint a practical expert who will make a complete study and survey of the fisheries, and of available markets and means of transportation.

There is a strong sentiment in British Columbia in favor of a co-operative system of receiving, storing, preparing and marketing fish products and of establishing cold storage plants and central offices in telegraphic touch with market points from which shipments can be systematically directed on a similar plan to that of the Fruit Growers' Association of California.

In view of alleged discrimination in favor of an alien company which is driving Canadian fishermen out of the halibut and other deep sea fisheries the Victoria board will also urge upon the Government the necessity of at once removing any existing discrimination in favor of any company or individuals and to do all in its power to place all engaged in the fishing industry on a footing of equality.

Shortage in Salmon.

Writing from Seattle, Wash., Brady & Co. say: "The world's canned salmon pack for 1904 apparently will be 1,750,000 cases short of the average pack for the previous three years. This shortage, the lower prices prevailing over 1903, and the unlooked for demand from Japan for the cheaper grades, are the three important factors bearing on this year's history of canned salmon. The principal item of note in connection with salt fish was the sensational jump on red Alaskan pickled salmon from \$7 to \$10 per barrel. With this stock well sold up, pink whole fish will probably advance after the holidays. Stock on hand is fair."

Prospects for Smelt Fisheries.

The prospects for a successful smelt fishing season in the Maritime Provinces are not very encouraging, says the Moncton Times. Thus far weather conditions have been good, but the catch is small and the fish are even smaller, more than half these brought to the market being blinks, and the proportion of extras very small. Unless there is an improvement the fishing in and around Richibucto will be a failure. In Buctouche, where the heavy catch usually takes place at the beginning of the season,

very few have been caught up to the present time and these very small. Reports from Miramichi are to the same effect.

Salmon for Japan.

It is expected that 32,000 tons of dog salmon will be shipped from Vancouver to Japan during the next few months, and one firm alone is declared to have orders on hand for 16,000 tons, the remainder of the total being divided up between the smaller companies doing business there. The largest portion of these consignments will have to be shipped on steamers departing from Seattle, as there is not enough space available on the regular transpacific liners from the British port. At present dog salmon is jobbing at about \$30.50, and if 30,000 tons is taken as a fair estimate of what will leave the other side this season it will mean total purchases at Vancouver aggregating \$750,000.

Japanese Fisheries.

The National Geographic Magazine describes Japan as the leading fishing nation of the world. Its principal fisheries are: Herring, worth \$4,000,000 annually; sardine, \$3,700,000; bonito, \$2,000,000; red snapper, \$2,000,000; mackerel, \$1,000,000; horse mackerel, \$900,000; yellow tail, \$1,000,000; cuttlefish, \$1,500,000; anchovies, \$800,000; prawn, \$700,000, and salmon, \$600,000. These values are obtained from the actual sales in Japan, where the purchasing power of money is much greater than in the United States, consequently they cannot be fairly used for purposes of comparison with the values of our own fisheries. Moreover, all of the products of the fisheries of Japan are consumed at home.

Manitoba Fish Trade.

Messrs. W. W. Fryer and M. Ewing, of the Ewing & Fryer Fish Co., of Selkirk, Man., were in Winnipeg last week, guests at the Mariaggi. In the course of an interview regarding the condition of the fish trade they stated that the catch of whitefish and pickerel has not been equal to expectations during the past season because of the storms that prevailed on the lakes. Prices are fair, however, and there is a good demand, which favorable conditions are expected to compensate the members of the fish trade for the diminished catch. The supply from Lake Winnipeg has been particularly good, amounting, it is said to 6,000,000 lbs. This is undoubtedly a "fish story" for it is told about fish, but the figures are said to be quite authentic. In view of the diminished supply from other sources, the Lake Winnipeg fishermen are to be congratulated.

Failure of Bank Fisheries.

According to the St. John's Herald, Newfoundland, there were nineteen vessels engaged in the bank fishing this year, the total catch amounting to 16,922 quintals, a reduction of 5,000 quintals from 1903. Even with the extraordinarily high prices now ruling there does not appear to be any money in the trade and some are thinking of ceasing operations permanently.

From the south coast comes the news that St. Pierre is in a state of destitution. The fisheries this season have been worse than ever and people are leaving the island in scores at every opportunity.

Fish Notes.

Mackerel has been discovered on the coast of British Columbia.

The fisheries of Nova Scotia will, it is anticipated, be again in decline when the official figures are out. Their value in 1902 was \$7,351,753, as against \$7,950,548 for the previous year.

A fish-curing industry has been started at Barbadoes and is already shipping its products to Demerara and Trinidad. Scandinavian and other vessels are reported to be purchasing the fish freely.

The H. E. Baker Co., has been organized with share capital of \$31,000 to operate the lobster fisheries on the southern shore of Cape Breton and carry on an extensive canned goods business.

A special general meeting of the British Columbia Packers' Association has been called for December 19 to discuss the advisability of raising additional working capital for the season of 1905.

It is reported that the total production of French sardines this season will not exceed 610,000 cases, and that the Portuguese pack is an utter failure. As a result of scarcity of labor and high prices demanded by the fishermen, the manufacturers have been compelled to fix proportionately high prices for the manufactured product.

The Canadian season for lobsters opened on December 15 and supplies from now on will arrive from the Maritime Provinces. During the past five months dealers have had to procure supplies from Portland and other United States markets, paying an unusually high price.

There is reason to believe the action recently taken by the Ontario Fisheries Department with the American States bordering on the great lakes to secure uniform laws and regulations for the better preservation of the lake fisheries will be fruitful of good results. During the past week the department has received communications from four of the States anxious to co-operate, namely, New York, Ohio, Minnesota and Michigan.

KING OSCAR SARDINES

Open a can

You will find about

30 small fish

free from

Bones or scales

packed in the

Purest Olive Oil



Investigate

the question of

Profit.

They pay you well.

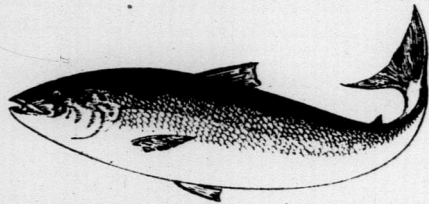
The attractive package

helps the sale.

ASK YOUR WHOLESALE HOUSE

JOHN W. BICKLE & GREENING, Hamilton
Canadian Selling Agents

SOCKEYE SALMON



"Sovereign" and "Lynx"

Brands

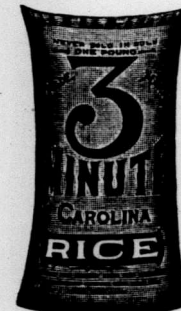
ARE THE CHOICEST IN THE MARKET.

EVERY TIN GUARANTEED.

TO BE HAD OF ALL GROCERS.

Package Rice

In 1-lb. and 3-lb. pockets.
100 lbs. to the bale.



**QUALITY
CLEANLINESS
CONVENIENCE**

Sent to the grocer in 100-lb. Bales.
100-1's.
33-3's.

GIVE YOUR ORDER

To EBY, BLAIN CO., LIMITED, Toronto
DAVIDSON & HAY, LIMITED, "
BALFOUR & Co., Hamilton.

ORME & SUTTON RICE CO.,
MILLS: NEW ORLEANS.

104 WALL STREET
NEW YORK

BRANCH OFFICES: Philadelphia, Bourse Bldg.
Chicago, 41 River St.
Toronto, 50 Front St. East.

1842 ————— 1905

TO OUR CUSTOMERS AND MANY FRIENDS

WE WISH

A Merry Christmas

AND

Most Prosperous New Year

|| MAY OUR RELATIONS BE AS CORDIAL AS IN THE PAST ||

L. CHAPUT, FILS & CIE., **WHOLESALE GROCERS** **MONTREAL, CAN.**

Importers of Teas, Coffees, Wines and Liquors

MEDITERRANEAN FRUITS

RIERA'S "MAPLE LEAF" Selected and 4-Crown Valencias,
Zini's Fine Filiatra Currants,
Tarragona Almonds,
Filberts, Etc., Etc.

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Wholesale grocers should communicate with —————

D. RATTRAY & SONS

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QUEBEC

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The Dominion Packing Company

LIMITED.

Telegraphic Address
"DOMINO,"
Charlottetown.

Charlottetown, P.E.I. Canada

Codes Used
A. B. C.
LIEBERS
PRIVATE.

Our Prices

are exceptionally low at the present time on

Barrelled Pork Compound Lard Smoked Meats

Write us for full quotations now, and secure your stock while the present low prices last. All new stock—quality guaranteed.

The Dominion Packing Co., Limited,

Charlottetown, P.E.I.

BEECHNUT



BRAND

Fearman's

ENGLISH : : MINCE MEAT

You cannot buy any finer fruits or spices than are used in making it. You cannot exercise any more care in putting it up than we do. We save you all trouble, care and expense and give you Mince Meat as pure and as delicious as any made at home.

We pack it in bbls., half-bbls., 70-lb. kegs, 28-lb., 12-lb. and 6-lb. pails, and shall be pleased to have your order.

F. W. FEARMAN COMPANY,

PACKERS AND LARD REFINERS. Limited

HAMILTON, ONT.

Just the line for cool weather.

Delicious and appetizing.

Our Fresh Pork Sausage

Are good sellers.

Are always in good demand.

We are now booking standing orders for daily and weekly shipments.

We solicit your order for trial basket.

Expressed to all points.

Write us for quotations.

The Park, Blackwell Co.,

PORK AND BEEF PACKERS, LIMITED
TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

and Cold Storage News.

Canadian Beef in Great Britain.

THE farmers of Great Britain cannot produce more than 60 per cent. of the meat required for domestic consumption, according to the Hon. Mr. Dryden, Minister of Agriculture for Ontario. Imports of meat into Great Britain will increase, moreover, because its population is growing at the rate of 400,000 a year, and in addition to this the consumption of meat per head of the population is steadily increasing. Twenty years ago the annual consumption of meat per capita in Britain was 77.4 lbs.; to-day consumption is 88.4 lbs. per capita annually. In 1903 the total importation of live cattle was 546,000 head, an increase of 103,000 as compared with the year preceding.

Imports of dead meat come under three heads: Fresh, supplied from nearby European ports; and chilled and frozen. About half the chilled meats is supplied from the United States, while the other half of the chilled and all the frozen comes from Australasia and Argentine. In this trade there is no sentiment whatever. Quality is the first consideration. For the best there is always a good sale, while poor stuff is never anything but a drug on the market. The opinion of the trade in Great Britain is that the quality of Canadian beef has greatly improved in the last few years. If this improvement is to continue certain things are necessary: First, the entire separation of beef production and dairying. Second, an export trade in dressed meats should be established in Canada, because among other things there is always danger of an outbreak of disease in this country that will render impossible the landing of a single live bullock in England from Canada, thus temporarily paralyzing our beef industry. In connection with the live beef trade the facilities at Birkenhead, where Canadian cattle are slaughtered, are badly in need of improvement.

Clover and Butter Making Industry.

The failure of the clover crop is telling seriously on the butter making industry, and one creamery at least in Western Ontario is about to shut down for a few months. The manager in-

formed a representative of The Grocer that he was not getting enough cream from the neighboring farmers to pay the wages of the man who drove his wagon and team round the farms.

Will Can Meats.

Park, Blackwell & Co., Toronto, have decided to engage in canning meats, principally beef and pork, and are now installing the necessary machinery. Their meat canning plant will be in operation in the course of two months.

What John Bull Buys From Uncle Sam.

Figures just compiled by the Department of Commerce and Labor show that the exports of meats and provisions to the United Kingdom from the United States for ten months of the present year, 1904, are as follows:

	Quantity, lbs.	Value.
Fresh beef	219,835,377	\$20,171,257
Fresh and salted pork	59,928,847	5,093,354
Bacon	171,847,800	17,166,921
Hams	137,318,321	15,099,694
Salted and cured beef	13,920,384	774,520
Canned beef	24,976,166	2,506,870
Lard	169,799,154	13,116,622
Oleo oil and oleomargarine	47,426,779	566,663

Total provisions, meat and dairy products, value..... \$137,117,466

The same classification shows the total exports of meat and dairy products from the United States to Great Britain for the ten months of 1903 to have been \$150,109,880, which indicates a serious falling off in the total for this year as compared with 1903.

Benefit of Cool Curing Cheese.

Letters received from dealers in Great Britain who have received consignments of cool cured cheese from the Dominion Government curing stations, are unanimous in their approval of the excellent quality of the article, and go so far as to advise the general adoption of similar methods in the handling of the Canadian product. They say that cool cured cheese is far superior in keeping qualities, flavor, etc., to that handled after the ordinary fashion and that it brings on an average 1-2c per pound more. It is a simple matter of arithmetic to figure out that if Canada's entire output of cheese were handled as it is in the Government cool curing stations its

value in the British market would be increased by approximately \$800,000, by no means an inconsiderable item.

Beef Trust War.

Five of the largest packing houses in the United States, namely, Swift & Co., Armour & Co., Cudahy & Co., the Hammond Packing Co. of Chicago, and the Hammond Packing Co., of Pueblo, Col., have been attacked by the authorities of the State of Montana, on the ground that they are blocking the stock raising industry of the state, and that they have practically a monopoly of the sale of meat products, which is detrimental alike to individual shipper and consumer.

The attorney-general has not only asked that these companies be prevented from doing business in Montana, but that their property be forfeited as well as their franchises to do business, and that a fine be imposed.

Dairy and Provision Notes.

The fourth Maritime Winter Fair was held last week at Amherst, N.S.

The Eastern Ontario Live Stock and Poultry Show will be held at Ottawa on March 6-10, 1905.

Professor Robertson retires from the office of Commissioner of Agriculture and Dairying on December 31.

The dairymen of Eastern Ontario will hold their twenty-eighth annual convention at Brockville, Ont., on Jan. 5, 6 and 7, 1905.

In spite of the rapidly growing meat exports of Argentina, that country exports nothing in the line of provisions but imports all her hog products amounting to \$110,000 yearly.

The Wm. Ryan Co., Toronto, have bought J. B. Ogilvie's pork packing establishment in Aylmer, Ont., and will enlarge it to the capacity of 400 hogs per week.

The cheese and butter factory at Harrietsville, Ont., will be enlarged and improved, the alterations including among other things a new cold curing room modelled after the Government cold curing stations.

FRESH PORK SAUSAGE MEAT

is a good line for holiday trade. Nicely chopped, spiced
or plain. Packed in 12-lb. cartons, or
wooden pails. Fresh every
day, at

PETERBORO, HULL and BRANTFORD.

The George Matthews Co., Limited

ESTABLISHED 1868.

PURE CREAM TARTAR



Gillett's

Positively and absolutely the purest

Put up in


1-lb. Paper Pkgs.	1-lb. Cans.	10-lb. Boxes.
1-lb. " "	1-lb. " "	25-lb. Pails.
1-lb. " "	5-lb. " "	100-lb. Kegs.
		360-lb. Barrels.

CREAM TARTAR
on the market.

Order from your Jobber.

E. W. GILLETT COMPANY LIMITED
London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

We are buyers of 

**Poultry,
Butter
AND Eggs.**

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

The J. A. McLean Produce Co., Limited
73-75-77 Colborne Street
Telephone Main 2491. **Toronto.**

PROVISION AND DAIRY MARKETS.

Toronto.

Provisions—Owing to the fact that the trade is inquiring more freely for poultry and holiday necessities, business in cured and smoked meats is quiet. A continuation of present conditions is expected until after the holiday season. In fresh meats lamb has advanced and is now selling at from \$8 to \$9.50. Light hogs, owing to a larger supply, have declined in price, and are now selling at \$6.25. Our quotations are as follows:

Long clear bacon, per lb.	0 08	\$0 08½
Smoked breakfast bacon, per lb.	0 12½	0 13
Roll bacon, per lb.	0 12½	0 09½
Small hams, per lb.	0 12½	0 13
Medium hams, per lb.	0 12	0 12½
Large hams, per lb.	0 11½	0 12
Shoulder hams, per lb.	0 11	0 09
Backs, per lb.	0 14	0 15
Heavy mess pork, per bbl.	15 00	15 50
Short cut, per bbl.	17 50	18 00
Shoulder mess pork, per bbl.	14 40	14 50
Lard, tierces, per lb.	0 07½	0 08
" tubs	0 08	0 08½
" pails	0 08½	0 09
" compounds, per lb.	0 07	0 07½
Plate beef, per 24-lb. bbl.	11 00	11 50
Beef, hind quarters	6 00	6 00
" front quarters	4 50	6 00
" choice carcasses	7 00	7 50
" medium	5 50	6 50
" common	5 00	6 00
Mutton	5 50	6 50
Lamb, spring	8 00	9 50
Veal	6 00	8 50
Hogs, light	6 00	6 25

Cheese—Although times are hard in England the masses find that cheese is about the cheapest food they can buy and a large amount of business is being transacted. Some reports state that cheese advanced sixpence during the week. Owing to the increase in exports large cheese and twins have advanced 1-4c per pound. Our quotations are:

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

Butter—Many factories report difficulty in securing a proper grade of milk for manufacturing creamery butter. As a result creamery prints and solids have advanced 1c per pound. The cool weather has caused a better inquiry for large rolls of dairy butter, which has resulted in an advance of 1c per pound. A larger amount of dairy butter for export is noticeable. Creamery is expected to remain scarce with firm prices ruling. Owing to the high prices it is difficult to obtain a foreign market for creamery. We quote the following:

Creamery prints	Per lb.	0 23	0 24
" solids, fresh		0 21	0 22
Dairy prints		0 17	0 19
" in tubs		0 14	0 17
" large rolls		0 17	0 18

Poultry—Some dealers claim that receipts are fully equal to the demand, which means a better supply than last week, while other dealers complain still of shortage in supplies. Everyone fears the market will be flooded with turkeys, geese and ducks during the next few days which will cause a big decline in prices. Although opinion varies as to the amount arriving, everybody agrees to the changes which have taken place in the price list. A wide range has been quoted on dry plucked Spring chickens, hens, and ducks. Geese have advanced 1-2c per pound. Everywhere is noted a good inquiry for fowl. On account of the high price of cranberries many of the poorer class of people are purchasing geese or ducks. Large

numbers of poorly plucked fowl continue to arrive which bring an inferior price. Considerable quantities of Canadian poultry, consisting of turkeys and geese, have gone forward to the Christmas market of England. Our quotations are:

Chickens, spring, dry plucked	0 08	0 11
Hens	0 06	0 08
Geese	0 09½	0 10½
Turkeys	0 14	0 15
Ducks	0 09	0 11

Montreal.

Provisions—A fair amount of business is being done in all lines of provisions, and the demand is good from both local and country buyers. Smoked meats appear to be on the increase, on account of the approaching Christmas holidays. Dressed hogs are in good demand for small lots, and sales of fresh killed abattoir have been made at \$7 to \$7.25, and country dressed at \$6 to \$6.75 per hundred lbs.

Canadian short cut mess pork	\$16 50	\$17 50
American short cut clear	18 50	17 00
American fat back	17 00	17 50
Bacon, per lb	0 11½	0 12½
Hams	0 10½	0 12
Extra plate beef, per bbl.	11 50	12 00
"Boar's Head" brand, tierces, per lb.	0 07½	0 07
" tierces, per lb.	0 07	0 07
" 50-lb. fancy tubs	0 07	0 07
Cases, 20 3-lb. tins, per lb.	0 08½	0 08
" 12 5-lb. tins	0 08	0 08
" 6 10-lb. tins	0 07	0 07
20-lb. wood pails, each	1 52	1 52
20-lb. tin pails, each	1 42	1 42

John Lethem & Sons, Leith, Scotland,

invite correspondence with Manufacturers and Shippers of all classes of goods, suitable for Grocers, Bakers, and Fruit-ers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

AGENCIES WANTED FOR BRITAIN.

European and Canadian references and an extensive connection are points upon which I rely.
CANNED GOODS, DRIED FRUITS, HONEY, PEAS.
A. S. DUFFUS, Jr., 9-10 St. Mary-at-Hill, LONDON, E.C.

DAVID SCOTT & CO., Est. 1878

ENGLAND, 10 North John St., LIVERPOOL
Splendid connections and references. Try us with a shipment of CANNED GOODS, T.A.-Scottish, Liverpool.

Hamilton Wickes & Co.

Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEORGE LITTLE LIMITED

Canadian Produce Importers,
MANCHESTER.
Butter, Cheese, Eggs, Bacon, Apples, Poultry

E. BIERMANN & CO.,

FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code - CARDIFF, Wales.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

STOKES BROTHERS

General Merchants Exeter, England
DEALERS IN
Eggs, Apples, Bananas, Potatoes and Fruits of all Kinds.
Correspondence Solicited.

WHITELEY, MUIR & CO., 15 VICTORIA ST., LIVERPOOL, ENGLAND

We handle consignments of CANADIAN MEATS, CHEESE and BUTTER.
We sell cost, freight and insurance.
Western Union Code.
LONDON, LIVERPOOL, GLASGOW



GET IN LINE WITH THE REST

and get your share of the profits that are being made on the sale of

EAGLE BAKING POWDER

Don't delay but write at once for particulars to

J. H. MAIDEN

MONTREAL.



PEACOCK BRAND of MINCE MEAT and CREAM CHEESE

Merry Christmas To You All.

BATES, PEACOCK CO. HAMILTON.

Egg Cases

—AND—

Woodboard Fillers

BOTTOM PRICES.

WALTER WOODS & CO.

Hamilton and Winnipeg.

FISH and OYSTERS
WHOLESALE.

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

EGGS

We will buy your eggs F.O.B.
all year.

CORRESPONDENCE SOLICITED.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS

— WE ARE —
BUYERS and SELLERS

Correspondence solicited from ONTARIO,
MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

HONEY! HONEY!

A few tons of the very finest
Western Ontario

White Clover Honey

Also a small quantity of

Buckwheat Honey

that will interest the trade.

WRITE OR WIRE.

MORLEY PETTIT

Marble Apiaries
BELMONT, ONT.

**Turner's Flavoring
Extracts**

Unequalled in quality and
strength.

Well established on the market.
All who use them duplicate
orders.

SEND FOR PRICE LISTS.

Turner & Co.
23 Jarvis St. Toronto.

Wood net, tin gross weight—	Wood. Tin.
Pure lard, pails.....	1 57 1 70
" tubs.....	0 07½ 0 08½
" cases (6 10-lb. tins).....	0 08 0 09
" cases (12 5-lb. tins).....	0 08½ 0 09½
" cases (24 2½-lb. tins).....	0 08½ 0 09½

Cheese—There has been some trading done the past week at prices ranging from 10 1-4c for eastern goods to 10 1-2c for western cheese. It is understood that cable orders also have been more in evidence and at limits which would tend to show that merchants in the United Kingdom expect their markets to materially improve, for in most cases the prices paid c.i.f. were higher than the prices that are reported as ruling in their home markets. As Quebec, owing to the increased make of butter, has undoubtedly produced less cheese this season than for many seasons past, and as the bulk of this province's make consists of white, there are some holders who expect that before long white cheese will rule a premium over colored. The receipts of cheese since close of navigation are less than half of those of the corresponding period of 1903, which proves conclusively that very little cheese has been made during November, whereas during the last ten months of the preceding year the make was exceptionally large.

Butter—There has been a brisk trade done for home trade and a larger export business has been put through than ever before for the quality of goods that are now being sold. Prices have run from 21 to 22c as to grade and quality seems to have given satisfaction to United Kingdom importers.

St. John.

Provisions—Business is very quiet, particularly in barrelled pork and beef. Prices remain unchanged. In lard, quite full stocks are held, price is rather unsettled. This is a busy season in fresh meats and poultry. Our market is looking its best. There is a fine display of beef. While western beef holds firm light local beef is low. Lamb is plentiful and unchanged. Except by the steamers mutton has little demand. Veal is scarce. Pork is rather higher. All lines of poultry are high.

Mess pork, per bbl.....	\$15 00	\$17 00
Clear pork ".....	17 00	20 00
Fine beef ".....	13 00	14 00
Mess beef ".....	10 50	12 00
Domestic beef, per lb.....	0 04	0 05
Western beef ".....	0 07	0 08
Mutton ".....	0 04	0 05
Veal ".....	0 06	0 07
Lamb, ".....	3 06	0 07
Pork ".....	0 05½	0 06
Hams ".....	0 12	0 13½
Rolls ".....	0 10	0 13
Lard, pure, tubs ".....	0 08½	0 09½
" " pails ".....	0 08	0 09
Refined lard, tubs.....	0 08½	0 09½
" " pails.....	0 08½	0 09

Butter—The cry is for good butter. There is plenty of medium quality. Prices are firm.

Creamery butter.....	0 22	0 23
Best dairy butter.....	0 18	0 20
Good dairy tubs.....	0 15	0 17
Fair ".....	0 12	0 14

Eggs—Full prices are asked for fresh stock. There is fair supply of case eggs.

Eggs, hennery.....	0 25	0 28
case stock.....	0 23	0 25

Cheese—Market is rather firmer. Demand rather quiet.

Cheese, per lb.....	0 10½	0 11
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Winnipeg.

Butter—Very little fresh stock is obtainable and the market is without new features. We quote:

Dairy, assorted pkgs., selected.....	0 21
" round lots.....	0 17
" (separator), 1-lb. bricks.....	0 26
Finest fresh creamery, in 50-lb. boxes.....	0 25
" in 25-lb. boxes.....	0 26
" in 14-lb. boxes.....	0 27

Cheese—The cheese market continues firm and without quotable changes. We quote:

Finest Manitoba, large.....	0 11
" Ontario, ".....	0 11½
" twins.....	0 12
Square cheese.....	0 12½

Cured Meats—The cured meat market is experiencing considerable activity and prices are well maintained. We quote, as before:

SMOKED MEATS.

Hams, sugar cured, assorted sizes.....	0 13½
" heavy, 20 to 30.....	0 18
" assorted sizes.....	0 09
Shoulders, ".....	0 08½
Bacon, " breakfast bellies.....	0 13
" " breakfast backs.....	0 11
" " Wiltshire sides.....	0 15
" " spiced rolls, long.....	0 10
Manitoba butts.....	0 10
" " skinned.....	0 10½
" " boneless and rolled.....	0 11½
" " rolls, boneless.....	0 11½

DRY SALT MEATS.

Bacon, dry salt long clear.....	0 08½
" " smoked.....	0 09½
" " boneless backs.....	0 10
Shoulders.....	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl.....	18 00
" per ½ bbl.....	11 00
Standard mess pork, per bbl.....	16 00
Manitoba.....	20 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet.....	5 50	3 00	1 50	1 25
Pig's tongues.....	14 50	7 50	4 00	3 00
Boneless hocks.....	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, net cooked, per lb.....	0 04			
" hocks.....	0 04			

Lard—We again quote as follows:

Lard, 50-lb. pails, per pail.....	4 40
" 20-lb. ".....	1 80
" 3-lb. tins, per case 60 lbs.....	6 00
" 5-lb. ".....	5 85
" 10-lb. ".....	5 70
Pure lard in bbls, per lb.....	0 08½

CHANGING HIS FOOD.

At a meeting of the insurance experts of New York the other day, we were told that the span of life in America is growing longer, that the average American of to-day lives to be about five years older than the American of fifty years ago. That is, we have been gaining a year in every ten. Statistics also show that the race is producing larger, stronger, finer men and women. We are taller, weigh more, do more work than our grandfathers.

Why? Many influences are, of course, at work in producing these interesting changes; advanced medical science has practically conquered the contagious diseases and has largely decreased infant mortality; improved sanitary and hygienic science has saved the lives of thousands of city dwellers; but, after all, no single influence is so important to the welfare of our physical being as the food we take into our bodies. "As the coal is, so is the engine."

No study, then, could be more interesting and important, as bearing on this question, than an investigation of the

WISHING YOU AND YOURS
 — A —
BRIGHT AND MERRY
 CHRISTMAS

AS OUR
 TRAVELLERS
 WILL BE
 WITHDRAWN
 DURING
 CHRISTMAS
 WEEK,
 WE WOULD
 ASK YOU
 TO SEND
 US YOUR
 SORTING
 ORDERS.

WE WILL
 SHIP
 PROMPTLY.

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

changes in our food fashions. Do we eat the same things that our grandfathers did? If not, what is the trend of our diet—toward the food of the vegetarian, which includes the much advertised modern food products, the "cereals," or toward the old diet of the meat-eater?

Upon this point the last census gives us striking and conclusive information. It shows, indeed, the most extraordinary changes in our diet, and changes that point to a single, consistent tendency.

In short, we are becoming more and more a nation of vegetarians.

In the matter of mutton, for instance, every 100 Americans in 1850 consumed 94 sheep, nearly a sheep to each man, woman, and child; in 1900 the consumption had been reduced to 50 sheep to every 100 persons—a reduction of almost half. More remarkable still has been our turning from pork. 118 hogs to every 100 persons in 1850—more than one hog for each man, woman and child—to 43 hogs in 1900. We are still large eaters of beef, however, though here, too, there is a reduction of 20 per cent. from 25 beeves to 100 persons in 1850, to 20 beeves in 1900.

But what of milk, butter, cheese, eggs and poultry, which must be considered as meat foods in contradistinction to those which are strictly vegetarian. Here, too, though the statistics do not

cover the whole period of 50 years, we find interesting changes; mostly large increases. For example: In 1880 the supply of eggs was 920 dozen for each 100 persons, and in 1900 it reached 1,700 dozen. In the same period the supply of dairy products increased by more than threefold. The only dairy product showing a decrease is cheese: 50 years ago each person ate 4½ pounds annually; in 1900 the amount had dropped to one-half pound.

Reducing all these various meat products to a common denomination—dollars and cents—we find that our meat diet as a nation has decreased in 50 years by about 36 per cent.

To make up for the decreased meat diet there is but one way to turn. Have we increased our vegetable food—our wheat, corn, oats, potatoes, garden vegetables, fruits, sugar?

The census gives interesting results. In 1850 Americans consumed 430 bushels of wheat for each 100 persons; in 1900, 623 bushels—a very marked rise. Corn and potatoes give very similar percentages of increase. But the most surprising change is in the consumption of oats, presumably on account of the improved methods of the manufacture of oatmeal; 90 bushels in 1850 to 386 in 1890—over four-fold in forty years. During the last decade, however, the consumption of oatmeal has lost ground

relatively, dropping to 361 bushels for each 100 persons. This decrease is probably due to the substitution of other "cereal" and "breakfast" foods, which have in some families wholly taken the place of oatmeal.

Now, take the market garden products, fruits and sugar. Any one who will stop to think of the present-day grocery store with its rows upon rows of inviting canned goods—tomatoes, corn, peas, beans, and all manner of fruits, and of the excellent displays of green vegetables and fresh fruits, from huckleberries to watermelons, will find himself convinced of the important part these foods play in our common diet. And then our candy item, our preserves item; no one whose memory can supply a comparison of the candy stores of thirty years ago with those of to-day can fail to be impressed with the increase of sugar consumption. Here, indeed, the figures tell a striking story: in 1850 each man, woman and child in America ate 23 pounds of sugar; in 1900, 65 pounds of sugar. And in the 20 years since 1880 the consumption of market garden products and fruits has increased more than threefold.

And here is another interesting point: Ten years ago potatoes outranked market garden products more than two to one. The last census put them in the

DON'T BE DECEIVED

Some irresponsible parties are offering MAPLE SYRUP under a similar brand to ours at ridiculously low figures. Pure goods cannot be produced at their price. The Pure Food laws of Canada prohibit the sale of Compound Maple Syrup unless branded as such.

CABINE MAPLE SYRUP IS PURE SYRUP

(DON'T GET MIXED IN THE NAME)

CABINE SYRUP CO., MONTREAL

opposite relation, potatoes falling behind by nearly ten million dollars. One of the most striking features of this increased eating of market garden products is indicated by the remarkable increase of land covered by glass to supply our modern bills of fare with early and late "green stuff."—Pearson's Magazine.

A LOYAL SOUVENIR.

Hudon, Hebert & Cie., wholesale grocers, Montreal, are sending out to their friends and patrons two large lithographs of His Majesty, King Edward, and Her Majesty, Queen Alexandra. These two lithos are splendid representations of their majesties, and Hudon, Hebert & Co. will be pleased to mail a set free to the trade, provided The Canadian Grocer is mentioned in application.

PERSONAL MENTION.

Mr. C. Richardson, formerly of Edward Adams & Co., wholesale grocers, London, is dead.

Mr. W. P. Downey, Montreal, has returned from New York where he had been during the past week.

Mr. W. H. Halford, representing S. H. Ewing & Sons, Montreal, is calling upon the trade in Toronto and the west this week.

Mr. C. L. Wallace, of Wallace Bros., general merchants, Woodbridge, Ont.,

was seriously injured by an accidental discharge from a gun last week.

Mr. W. J. Fraser, an old and well-known retired merchant of Halifax, N.S., died on Dec. 16. Mr. Fraser was at one time the principal member of the commission firm of Fraser, Paint & Co.

Mr. Geo. Lindsay, representing Hudon, Hebert & Co. in Manitoba, is at present in Montreal. Mr. Lindsay reports business as very good and prospects encouraging for the future. His stay will be a brief one, as he expects to be on the stamping ground by the first of the year.

Mr. Wm. H. Dunn, Montreal, left for New York on Monday to spend his Christmas holidays. This has been his customary vacation for fifteen years, and coming as it does at the end of the business year Mr. Dunn combines a little business with pleasure.

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.

Husband Bros., Toronto, have received two cars navel oranges grown in the Redland district, one car northern California navels, one car Florida oranges, and one car St. Nicholas brand new Messina lemons.

In store with J. H. Maiden, Montreal, shipment of Diamond Crystal Salt,

Shaker brand. Mr. Maiden reports increasing sales for these goods.

A fine line for holiday selling is "Sweetheart" soap. The Eby-Blain Co., Toronto, are agents.

Dawson Bros. Commission Co., Toronto, have received one car Mexican oranges and one car navels. They have also received a consignment of figs which they will offer at a very low figure to parties inquiring for quotations.

The Eby-Blain Co., Toronto, are offering Fard dates at specially low prices.

Wm. H. Dunn, Montreal, has received a carload of Cornes (French) walnuts, which he will close out to the trade at tempting prices. A post card will bring prompt quotation.

The Eby-Blain Co., Toronto, have a snap in mixed pickles in 5 gallon pails.

N. & M. Smith & Co., Halifax, advise a temporary scarcity of Nova Scotia fish, and in consequence an advance of 25c has been made on Labradors.

Hudon, Hebert & Co., Montreal, draw the attention of the trade to the patent wax butter boxes for which they are selling agents for Eastern Canada. These are offered at very close prices. Inquiries from the trade will receive prompt attention.

A. G. McNabb, Barrie, Ont., has enlarged and redecored his grocery store and has now one of the neatest and most up-to-date stores in Barrie.

CEYLON GREENS

We have special values in all grades from 11c. up—write for samples.

Also full range of Teas of all other kinds. Mention the price you want; we have it.

GREEN COFFEES—all kinds in stock.

JAMES RUTHERFORD & CO.

27 ST. SACRAMENT STREET

MONTREAL

To all our friends and patrons, prospective and otherwise, we extend a Hearty Greeting and wish you all a

Merry Christmas and a Prosperous New Year

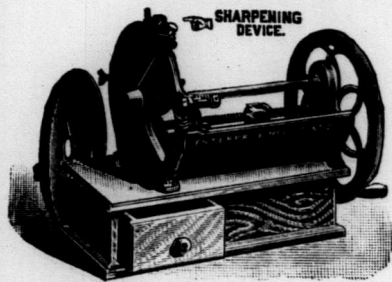
SNOWDON, FORBES & CO.,

BEE STARCH CO. - MONTREAL
ROWAT & CO., - GLASGOW, SCOT.
JOSEPH TETLEY & CO., LONDON, ENG.

“ENTERPRISE”

Rotary Smoked Beef Shaver *Rapid Grinding and*
With Patented
Self-Sharpening Device *Pulverizing Mills*

40 Sizes and Styles for Hand, Steam and Electric Power



No. 125, 1 Blade, - \$22.50
No. 129, 2 Blades, - 22.50

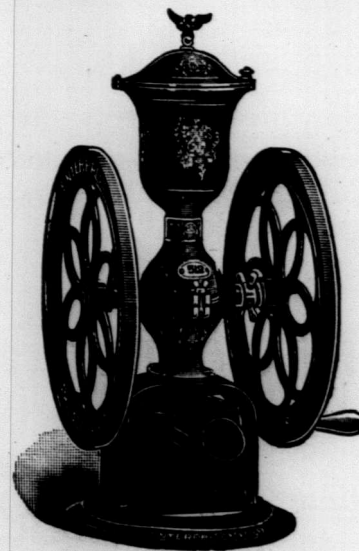
We also make

Self-Priming and Measuring Pumps, Self-Measuring
Faucets, Bung Hole Borers, Self-Gauging Cheese
Knife, Meat and Food Choppers, Etc., Etc.

Illustrated Catalogue Mailed Free
Order from your Jobber

LIFTING A LATCH DROPS
SHARPENER INTO PLACE

A FEW TURNS OF THE WHEEL
GIVES BLADES A KEEN EDGE



No. 512, - - - \$13.50

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

XMAS ..1904..

Business
Review
and
Changes
for
1905.

Xmas is right with us and the rush will be over next week—you will then doubtless review your year's business.

The results on the whole will probably be satisfactory, but most of us will likely discover that certain lines have not moved just enough—their sales have been below the mark.

A good reason for this condition will likely be found in the goods and now is the time to switch over to a popular line.

We have improved a good many lines for next year—have studied all our goods—and those which are not up to the Gorman & Eckert standard will be replaced by better lines. New lines will also be handled to meet new conditions.

It won't cost you anything to consult us on your slow-moving lines—you don't have to handle our lines because you do, but we may be able to help you out.

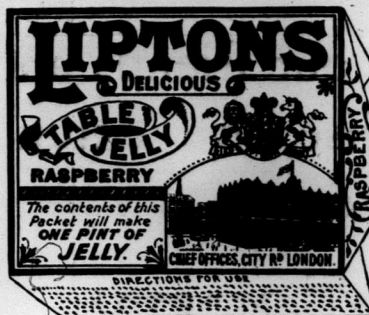
We hope your 1905 trade will show an increase over 1904, and we think we can help you to do it.

GORMAN, ECKERT & CO.

LIMITED

LONDON, CANADA.

Importers and Roasters of Coffee.
Manufacturers of high-class Baking Powder.



Lipton's Jellies are put up in tablet form—simple calves-foot jelly combined with the fruit juices.

NOT A POWDER

No Poisonous Dyes

No "Medicated" Taste

There is money in handling this line because it repeats so quickly—and the prices are right.

Try a sampling order from your jobber, or write about it to the Canadian agents.

J. N. CREED & CO.

HALIFAX, N.S.

or **J. S. CREED**, Board of Trade Bldg., **MONTREAL.**



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Dec 12/06
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POPULAR LINES

FOR YOUR

Coffee Trade.

Surpassing Milk Pail

AND

Presentation Tumbler

A Handsome Tumbler in each Package.

THESE ARE GREAT SELLERS.

The Robert Greig Co.,

LIMITED

Coffee Roasters,

TORONTO.

Our Complete
Catalogue
for the asking.



Ammonia.
Gorman, Eckert & Co., London, Ont.

Auctioneers.
Suckling & Co., Toronto.

Baking Powder.
Maiden, J. H., Montreal.
Gillett, E. W., Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.
McLaren's Cooks Friend.
Pure Gold Mfg. Co., Toronto.

Baskets.
Oakville Basket Co., Oakville, Ont.

Bird Seed.
Nicholson & Brock, Toronto.

Biscuits, Confectionery, Etc.
Canadian Swiss Trading Co., Montreal.
Christie, Brown & Co., Toronto.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph.
Lamont, Corliss & Co., Montreal.
Mackintosh, John, Halifax, Eng.
McGregor-Harris Co., Toronto.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Natural Food Co., Toronto.

Blue and Black Lead.
Oakley, John, & Sons, London, Eng.

Canned Goods.
Balfour & Co., Hamilton, Ont.
Burlington Canning Co., Burlington, Ont.
Gillard, W. H., & Co., Hamilton.

Chewing Gum.
Row & Co., Brockville, Ont.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
Fortier, J. M., Montreal.
McAlpin Consumers Tobacco Co., Toronto.
McDougal, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoa-nut.
Greig, Robt., Co., Toronto.
Lumsden Bros., Hamilton.

Coccos and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Canadian Swiss Trading Co., Montreal.
Cowan Co., Toronto.
Dunn, W. H., Montreal.
Dutch Chemical Works, Amsterdam, Holland.
Epps, James, Co., London, Eng.
Lamont, Corliss & Co., Montreal.
Lowney, Walter M. Co., Boston.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto.

Computing Scales.
Wilson, C. & Son, Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal and Toronto.
Colson, C. E. & Son, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

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Ryan, Wm., & Co., Toronto.
Rutherford, Marshall & Co., Toronto.

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Stokes Bros., Exeter, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
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Balfour & Co., Hamilton.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton.
Goodwillie's—Rose & Laflamme, Montreal.
Husband Bros. & Co., Toronto.
Kinnear, T., & Co., Toronto.
Millman, W. H., & Sons, Toronto.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Montreal.
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Turner & Co., Toronto.

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Greig, Robt., Toronto.
Lake Huron & Manitoba Milling Co., Goderich.
McCann, Wm., & Co., Toronto.
Ogilvie Milling Co., Montreal.

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Chaput, L., Fils & Cie., Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gorman, Eckert & Co., London, Ont.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Laporte, Martin & Cie., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Ozo" Co., Montreal.
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Snowdon, Forbes & Co., Montreal.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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

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

Honey.
Pettit, Morley, Belmont, Ont.

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Common Sense Mfg. Co., Toronto.

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Cress, J. N., & Co., Halifax.
Crosse & Blackwell's—C. E. Colson & Son, Montreal.
Greig, Jas. R., Montreal.
"Ozo" Co., Montreal.
Smith, E. D., Winona, Ont.
Southwell's—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Macaroni.
Tippet, A. P., & Co., Montreal.

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Dunn, Wm. H., Montreal and Toronto.
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Lawson, Reginald, Winnipeg.
Millman, W. H., & Sons, Toronto.
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Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rattray, D., & Sons, Montreal.
Ryan, Wm., Co., Toronto.
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Greig, Jas. R., Montreal.
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Lytle, T. A., Co., Toronto.
"Ozo" Co., Montreal.
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Polishes—Stone.
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Eby, Blain Co., Toronto.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Gorman, Eckert & Co., London, Ont.
Greig, Robert, Co., Toronto.
Japan Tea Traders' Ass'n.
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"Ozo" Co., Montreal.
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Canada Paper Co., Toronto.
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Yeast.
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Montreal.

**The MacLean Publishing Co.
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NEW ADVERTISEMENTS.

Cabine Syrup Co., Montreal.
Duffus, A. S., London, Eng.
Hamilton Wickes & Co., Liverpool, Eng.
Lethem, John, & Sons, Leith, Scotland.
Orme & Sutton Rice Co., New York.
Scott, David, & Co., Liverpool, Eng.
Whiteley, Muir & Co., Liverpool, Eng.

HOLIDAY GREETING.

SEVENTEEN years ago The Canadian Grocer extended its first holiday greeting to friends and patrons of the trade. During the rather long interval there have been many changes, which, however, only serve to intensify the pleasure we experience in once more wishing well to thousands of readers at home and abroad.

Christmas week is generally acknowledged to be the biggest week of the year not only by the retail grocer but by the butcher, the baker and the candlestick maker the world over. It is peculiar, however, in this respect—that a poor or indifferent Christmas week's trade cannot be made up afterwards, it being

straight profit or loss. For this reason it particularly behooves the retail grocer to fortify himself beforehand against sure and certain disappointment holiday week, and in these days of competition it is absolutely necessary for him to bestir himself if he wishes to reap anything like the harvest to which he is entitled.

It is here that we hope the reading columns of The Canadian Grocer have been serviceable to our readers. In the departments of window dressing, advertising, progressive retailing, etc., we have worked with one object in view, namely to assist the retailer in planning how to attract trade in general and holiday trade in particular, and the purpose intended will have been served if our suggestions have in any way assisted the retailer in reaping a bountiful Christmas harvest or in paving the way for a successful year's trade beginning January 1, 1905.

PATENT MEDICINES AND PROPRIETARY ARTICLES.

TO suggest to the average grocer the advisability of stocking patent medicines and proprietary articles of a similar character would sound to him as derogatory to the dignity of his trade, but a few moments' reflection and a study of the conditions of modern trade and the habits and customs of his patrons should convince him that the introduction of these lines will materially add to his revenue and profit. The department stores in the larger cities and towns are large dealers in and distributors of well-advertised and meritorious patent medicines, and what after all is the general store in the country town but a department store on a smaller scale? It is safe to say that there is not a general store of any pretensions in the land but handles proprietary articles, and the merchant does not in any degree feel it beneath him to deal in such.

It may be said that this would be encroaching upon the domain of the druggist, but does the druggist not sell baking soda, borax, cream of tartar, castile, laundry and toilet soaps, and a multitude of lines distinctly associated with the grocer's business? Why, then,

is it not proper for the grocer to sell Radway's Ready Relief, sarsaparillas, tooth powders, and fancy toilet soaps? The best patrons of the drug stores are the women; the grocer's customers are the housekeepers, and with any article of well-known and well-advertised merit the grocer is in as good a position as the druggist to supply the wants of his female customers.

That this idea is being acted upon by the live grocer is observable in some of the best retail stores of the larger cities, where departments are being introduced for this express purpose. The thinking grocer knows it for a certainty that prices are higher in the drug stores than in any other business, and his own experience will have taught him that he can sell as cheap, if not cheaper, than the druggist. Take for example the case of fancy toilet soaps. Why should the grocer not carry these for his female customers? Women buy their laundry and ordinary toilet soaps from the grocer. Why should he not put forward the best lines as well and please his patrons? A trial of the venture with some special attention on the grocer's part in drawing his patrons' notice to his new lines, will be a revelation to him and a profitable adjunct to his business.

A COMPLAINT FROM THE WOOL MEN.

A FEATURE of the Canadian market which is attracting considerable interest at the present time is the price of skeepskins in Canada, which, according to dealers, is out of all reason with the price of wool and pickled pelts. At the same time sales are very active, and American buyers pride themselves on the fact that they have practically a corner on the Canadian market.

The trade are interested in knowing how their fellow tradesmen across the line are able to outbid them in their own markets, and can only account for it on the supposition that by some means or other the import duty on skins is in part evaded by American buyers. The duty on combings going into the United States is 12c per lb., or 11c on the skin, while on fine, extra and super wool it is considerably higher.

Canadian dealers are of the opinion that American buyers get around the higher duty by listing all their wool so as to come within the lower tariff. Skins cost the puller \$1.25 on the Canadian market; at this price he must get 26c for his super wool to clear himself. U. S. buyers, however, are paying from \$1.35 to \$1.40 for the same skins, and yet the biggest dealers in Boston will not buy this wool at 26½c. In other words, prices realized in the United States do not differ materially from those ruling in the domestic market, and conditions of labor being equal, there does not seem to be any reason why the cost to the American dealer should be less than 26c plus the duty (12c or upwards per lb.)

As a result the leading pullers in this country are at a standstill, or next thing to it, and supplies are hard to get on account of the inability of Canadian dealers to pay the same price as Americans. Dealers, pullers and manufacturers feel that they have a grievance, and that if the anomaly is due to the connivance of the customs authorities at the various ports of entry to the United States it is worth investigating on the part of the Dominion Government.

WINNIPEG BANK CLEARINGS.

PERHAPS there is no more reliable indication of the business prosperity of any city than is afforded by the amount of its bank clearings. Although the proportion which these figures bear to the total amount of business transacted is not fixed yet they give some indication of the volume of trade as nearly all transactions involving more than small amounts of money are effected through the banks and some proportion of them is reflected in the bank clearings. Special causes operate now and then to effect great fluctuations in the gross amount of bank clearings in any city, but when, from week to week, and from year to year, a steady increase is shown it may safely be taken as a reliable index of the growth of a city's business.

Statistics are not required to prove the prosperity of Winnipeg. It is to be seen in the magnificent warehouses

and imposing business blocks which have recently been erected. Every citizen and every visitor is impressed with the fact that the business interests of the western metropolis are rapidly expanding and that her business men are making money. But additional, albeit unnecessary, proof is afforded by the steady increase in bank clearings. The figures for any week would serve to illustrate a steady and healthy growth as compared with former years and those quoted below are nothing out of the ordinary. The same story has been told week after week for a long time, and it is a story of a healthy growth, for there is no evidence of a "boom" which may be expected to collapse to the con-

PHOTOGRAPH YOUR HOLIDAY WINDOWS.

Before you take to pieces that holiday window display, on which you have lavished so much time and labor, have a photograph taken of it. Next Fall we will publish a series of these photographs. You will thus be able to exchange ideas with window dressers all over the country and have something new to work on for next year. Write us about it.

fusion of investors. An old but pleasing story is told by these figures:

Winnipeg Bank Clearings—
Week ending Dec. 15, 1904..\$7,980,150
Corresponding week, 1903 .. 6,024,337
Corresponding week, 1902 5,102,593

A HUDSON BAY RAILWAY.

IN a recent speech at a banquet to Dr. Roche, M.P., Premier Roblin, of Manitoba, outlined a scheme for the construction of a railway from Winnipeg to Hudson Bay. With the Territories about to be given provincial status, the Manitoba Government consider that, unless their province is to be completely overshadowed in area and population by the new province or provinces about to be formed, the boundaries of Manitoba should at the same time be extended northward to Hudson Bay. Whether the Dominion Government will comply with the wishes of the Manitoba Government in this respect remains to be seen, but it can scarcely be doubted that the extension of Manitoba's bound-

daries northward would mean much for the development of this vast hinterland as yet so little known.

It is true that, as the Manitoba Free Press has remarked, this Hudson Bay railway scheme has a familiar sound, but what was not practicable ten or fifteen years ago may be quite possible of accomplishment in these years of prosperity. The project seems likely to be pushed if Manitoba's boundaries are extended. Premier Roblin's plan, which as yet is probably merely tentative, is that the Province of Manitoba and the new province or provinces to be formed in the Territories should unite in building to a Hudson Bay port a Government railway.

We take it that before any such project is entered into a thorough investigation will be made of its possibilities. As yet we have no absolutely reliable information as to the length of time during which navigation is practicable in Hudson Bay. Account must also be taken of the dangers of navigation during certain seasons of the year in order that there may be some certainty that the cheapening of transportation by that route to Europe be not more than counterbalanced by increased insurance charges.

It must be admitted that the scheme has great attractions, offering as it does a much shorter route for the transportation of western wheat to Liverpool. Every mile saved on the overland route means a great cheapening in transportation charges and the idea of giving the Northwest an ocean port suggests possibilities which are worth striving after. Not only would the overland journey be shortened, but the total distance from the western wheat fields to Europe would be considerably reduced. A considerable carrying trade from the United States might be expected to result if the route should prove satisfactory. The west has a right to expect a thorough investigation of the possibilities of the route.

The following table of distances tells the whole story:

	Miles.
Winnipeg via Hudson Bay to Liverpool.....	3,626
Winnipeg via Montreal to Liverpool.....	4,228
Duluth via Hudson Bay to Liverpool.....	3,738
Duluth via New York to Liverpool.....	4,201
St. Paul via Hudson Bay to Liverpool.....	4,096
St. Paul via New York to Liverpool.....	4,240

LOSS TO CANADIAN FRUIT GROWERS.

REFERRING to the letter of the Canadian Canners, in this issue of The Canadian Grocer, no small amount of credit is due them for the part they have taken since consolidation in placing the Canadian fruit growing industry upon a commercial basis.

At the same time the fact remains that there is practically no market for a large percentage of our apple crop every year, and fruit growing in Canada is effectually hindered on this account from assuming anything like its proper proportions. The possibilities of this industry in Canada are very great, and surely \$5,000,000 is a conservative estimate of the volume of trade lost to the country annually because fruit growing is only in its infancy instead of realizing its fullest possibilities at the present time.

There is no reason why the Canadian export trade in fresh and canned fruits should not become quite as important an item as her foreign trade in bacon and cheese, especially when the resources of the country are considered, as well as the fact that the quality of Canadian fruit is second to none. It cannot be gainsaid that foreign markets must be prepared to receive Canadian goods, and that very creditable efforts have already been made in this direction. At the same time it is apparent that increased activity among the fruit growers is out of the question as long as thousands of bushels of fruit are allowed to go to waste or to be practically sacrificed yearly for lack of a market. The Canadian Grocer is speaking of the fruit growing industry in its widest sense, and contends that millions of dollars are lost to the trade of the country every year because its fruit growing resources are not being fully utilized.

CHRISTMAS PRESENTS.

THE letter in last week's issue of The Grocer by "Retailer" calling attention to the custom of grocers giving presents to their customers, is a timely one, and well worth discussion and reflection. As stated by "Retailer" the custom is a most pernicious one and

it is somewhat hard to realize why it is continued. The only half reasonable excuse put forward is that this is the season of "good will towards all men." This apology may be acceptable in cases of private families tendering to their members and more intimate friends some tangible remembrance for kindness and consideration shown during the year, but in the case of the merchant, and particularly of the hard-working and small-profit-making grocer, there is no possible excuse for its indulgence. The grocer's profits are at best none too large, his goods are more or less of a perishable or varying character according to the tastes and fads of his customers, he gives value dollar for dollar during the entire year and the closest possible attention to his trade, and he is practically forced to hand over in the shape of "Christmas Boxes," the better portion of his profits and that at a time of the year when settlement time with the jobber and the bank approaches. Some city grocers have considerably lessened the evil by publishing the fact that "No Christmas presents will be given" and in addition the Retail Grocers' Associations have called upon their members to refrain from continuing the custom.

The fear of offending their customers has kept many, however, from saying No and sticking to it. If the entire trade, however, were united on the subject it would require only a season or two to bring relief. The recipients of these "hold-up" presents would wax highly indignant were the grocer to offer them the goods as "charity." A pleasant and polite explanation by the grocer will, we think, in a majority of cases be satisfactory.

The wholesale grocer is not exempt from this evil. In his case it proves extremely costly, since dealing in larger parcels and receiving heavier orders, he feels he cannot consistently hand or send out a handful of candies, or nuts, etc., but must send out somewhat more valuable articles. Many retailers in soliciting and accepting presents from the jobber are as much to be blamed as

their own customers, and in order to test the principle thoroughly and be consistent he should not expect, ask or accept the jobber's favors. The traveler is in a large measure responsible for keeping the custom alive, and every jobber knows from experience that there is hardly an order received during the four or five weeks preceding Christmas that doesn't bear some such foot note as: "1-4 flat Connoisseur Cluster raisins, compliments of the firm," or "Send along without charge, 1 box 10c cigars 50s, or 1 bottle Hennessy Three Star Brandy, compliments of the house." and the jobber must send it along. In this way several hundred dollars worth of goods are sent out gratis and at a loss to the house. A Montreal grocery house with whom the evil had assumed large and costly proportions got rid of this custom in a unique manner. They wrote their travelers that they would be pleased to send along the present to the travelers' friends in the trade, but that all such presents would be charged to the traveler and deducted from the salary. This caused the travelers to reflect, and when it was shown that all told it would take the profit on about \$5,000 to \$10,000 worth of goods to fill travelers' requests for presents, the evil was stopped.

Let the jobbers cease sending out presents, making no exceptions whatever, be the customers' account large or small, and let them impress upon their traveling staffs the necessity of judiciously refusing the retailers' solicitations. The latter will then be in a position to strengthen their own position with the consumer. The evil of the habit is recognized by every thinking man in the trade and requires only united action and a firm stand to stamp it out.

INQUIRY FOR CANADIAN TRADE.

An inquiry has been received from a firm in Liverpool, Eng., desirous of obtaining an agency for Canadian canned goods in Liverpool and surrounding towns. The name of the firm making this inquiry may be had by application to The Canadian Grocer.

To You=To All of our esteemed friends, customers and associates do we heartily extend the Season's Greetings, together with best wishes for good health and prosperity for the coming year 1905.

Sincerely yours,
The "**SALADA**" Tea Company,
TORONTO - MONTREAL.

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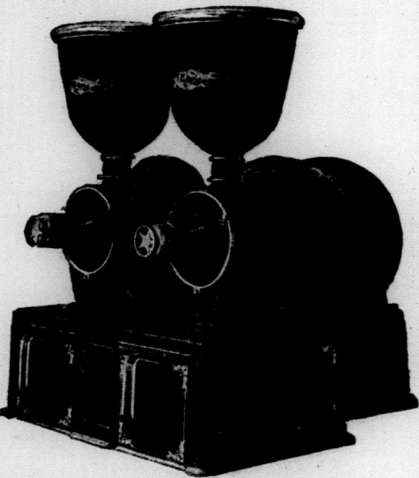
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THE BRANTFORD STARCH WORKS, LIMITED.
BRANTFORD, CANADA.

MARKETS AND MARKET NOTES

ONTARIO MARKETS.

Toronto, Dec. 22, 1904.

Groceries.

THE rush of the holiday trade is now practically over, having dwindled down to sorting-up orders, and wholesale grocers hope to begin their annual stocktaking operations within the next few days. Travelers are off the road between Dec. 23 and Jan. 3, and in the interval the retail trade is being left unmolested to reap the fruits of Christmas and New Year's week, the biggest harvest of the year.

The wholesale trade are as a whole optimistic about the grocery trade for the past year generally, and for the holiday season in particular, and report business as quite up to the level of former years.

Sugar continues very firm, indications pointing to a further advance. An increased demand for corn syrups is reported, as well as a probable advance in the near future in all tinned goods. Tea, coffee, canned goods, and the other staples, are steady and quiet, with reported advances in prunes and very low prices being quoted on Malaga raisins.

CANNED GOODS.

With the exception of vegetables, canned goods are quiet. The record movement for this season of the year in corn, tomatoes and peas continues, while canned fruits have given place temporarily to fancy fresh fruits for the Christmas trade. We quote the following prices:

Tomatoes, 3s	1 25
Corn, 2s	1 15
Peas, 2s	1 20
Sliced beets, 2s	0 82½
" " 3s	0 85
" " whole	0 95
Pumpkin, 3s	0 75
" gal	2 50
Squash	1 00
Asparagus tips, 2s	2 50
Golden waxed beans, 2s	0 80
Refugee or Valentine beans, 2s	0 85
Crystal waxed beans, 2s	0 82½
Spinach, 2s	1 40
" 3s	1 80
Baked beans, plain, 1s	0 45
" " 2s	0 72
" " 3s	0 90
Tomato sauce, 1s	0 50
" " 2s	0 78
" " 3s	1 00
Chili sauce same as tomato sauce	
Catsup, tins, 2s	0 78
" " gal	4 50
" " jugs	7 70
Apples, standard, 3s	0 80
" " preserved, 3s	1 47½
" " standard, gal	2 00
Pears, Flemish Beauty, 2s	1 52½
" " 3s	2 00
" " Bartlett, 2s	1 87½
" " 3s	2 82½
" " whites, 2s	1 72½
" " 3s	2 67½
Peaches, pie, 3s	1 25
Cherries, red, pitted, 2s	2 20
" " not pitted, 2s	1 75
" " English black, pitted, 2s	2 20
" " not pitted, 2s	1 75
" " white wax, pitted, 2s	2 42
" " not pitted, 2s	2 00
Lawtonberries, heavy syrup, 2s	1 57½
" " preserved, 2s	1 75
" " standard gal	4 97½
Plums, Damson, light syrup, 2s	1 00
" " heavy syrup, 2s	1 30
" " 3s	1 85
" " Lombards, light syrup, 2s	1 05
" " heavy syrup, 2s	1 35
" " 3s	1 90
" " green gage, light syrup, 2s	1 15
" " heavy syrup, 2s	1 47½
" " 3s	2 00
" " egg, heavy syrup, 2s	1 52½
" " 3s	2 10
Pineapple, sliced, standard, 2s	2 35
" " extra " 2s	2 47½

" " grated, " 2s	2 62½
Raspberries, red, heavy syrup, 2s	1 40
" " preserved, 2s	1 50
" " black, heavy syrup, 2s	1 35
" " preserved, 2s	1 50
Rhubarb, preserved, 2s	1 15
" " 3s	1 90
" " gal	2 62½
Strawberries heavy, syrup, 2s	1 60
" " preserved, 2s	1 75
Lobster, tails	3 50
" " 1-lb. flats	3 75
" " 1-lb. flats	2 00
Mackerel	1 00
Salmon, Fraser River, "Horseshoe" and "Maple Leaf"	
1-lb. tails, 5 cases and over	1 77½
1-lb. tails, less than 5 cases	1 80
1-lb. flats, 5 cases and over	1 90
1-lb. flats, less than 5 cases	1 92
1-lb. flats, 5 cases and over	1 17
1-lb. flats, less than 5 cases	1 20
Salmon, "Clover Leaf"	
1-lb. tails, 1 to 4 cases	1 80
1-lb. flats, 1 to 4 cases	1 87½
1-lb. tails, 5 to 9 cases and over	1 77½
Chums	0 95
Sardines, Sportsman "s	0 14
" " Portuguese "s	0 23
" " P. & C. "s	0 08
" " P. & C. "s	0 25
" " Domestic, "s	0 35
" " Domestic, "s	0 08½
" " Mustard, 1 size, cases 50 tins, per 100	0 09
Haddies, per doz	8 00
Haddies, per case	9 00
Kipperd herrings, domestic	1 00
" " imported	1 40
Herrings in tomato sauce, domestic	1 00
" " imported	1 40
California ripe olives, tins, per doz	4 75
Corned beef, 1s, per doz	1 50
" " 2s	2 70
" " 6s	8 00
" " 14s	10 00
Lunch tongues, per doz	3 00
Potted meats, 1s	0 50
" " 1s	1 00

SYRUPS AND MOLASSES.

Corn syrup has been moving unusually freely during the week, and market conditions point to an advance in tinned goods in the near future. There is nothing new in New Orleans or West India molasses. Our quotations are as follows:

Syrups—	
Dark	0 30
Medium	0 32
Bright	0 37
Corn syrup, per lb	0 02½
" " 1-bbls	0 02½
" " kegs	0 03
" " 3 gal pails, each	1 30
" " 2 gal	0 90
" " 2-lb. tins (in 2 doz. case) per case	1 90
" " 5-lb. " (in 1 ")	2 35
" " 10-lb. " (in 1 ")	2 35
" " 20-lb. " (in 1 ")	2 10
Molasses—	
New Orleans, medium	0 25
" " 1 bbl	0 27
" " open kettle	0 45
Barbadoes	0 35
Porto Rico	0 35
West Indian	0 32
Maple syrup—	
Imperial qts	0 27½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " " per case	5 10
1-gal. " " " " " "	5 60
Qts. " " " " " "	6 00

COFFEES.

A freer movement in coffee is reported than for some weeks, notwithstanding the very firm and strengthening position of Rios.

Reports from New York state that the speculative activity in the market for coffee contracts has continued to steadily broaden until it is again assuming the excitement and proportions of the record-breaking trading of about one year ago. The speculative public appears to be quite generally favorably impressed with the future of the article, based on the theory that the production of coffee for the current season will fall

considerably short of consumptive requirements and that a material inroad will be made into the world's surplus stocks. Another bull point is the reports now being received from Brazil that the outlook for the growing Santos crop is not promising, and that there are possibilities that the growing Santos crop, owing to unfavorable weather and the poor condition of the trees, will be a small one and more than offset the expected increase in the growing Rio over the present Rio crop.

We quote the following prices:

Green Rios, No. 7	0 09½	0 10
" " No. 6	0 10½	0 10½
" " No. 5	0 11	0 11
" " No. 4	0 11½	0 11½
" " No. 3	0 12	0 12
" Mocha	0 21	0 23
" Java	0 22	0 25
" Santos	0 104	0 12½
" Plantation Ceylon	0 26	0 35
" Porto Rico	0 22	0 25
Green, Guatemala	0 22	0 25
" Jamaica	0 15	0 20
" Maracaibo	0 16	0 23

TEAS.

Tea is without special feature this week. A steady and fair volume of trade is reported, although brokers say business with the wholesale grocers is very quiet.

A telegram from the India Tea Association, Calcutta, states that the tea season is now practically closed throughout Northern India. India crop returns indicate that the out-turn in Assam is behind last year's, though other districts, with the exception of a few gardens, show an increase. The quantity available for the United Kingdom is estimated at from 166 to 168 million lbs. Our quotations are as follows:

Congou—half-chests, Kaisow, Moning	0 12	0 35
" " caddies, Fooking	0 16	0 40
Indian—Darjeelings, Pekoe souchongs	0 20	0 22
" " Pekoes	0 25	0 30
" " Orange Pekoes	0 35	0 45
Indian—Darjeelings	0 35	0 45
Assam Pekoes	0 18	0 22
Assam Pekoe Souchongs	0 16	0 18
Ceylon—Broken Orange Pekoes	0 23	0 25
" " Orange Pekoes	0 23	0 25
" " Pekoes	0 19	0 20
" " Pekoe Souchong, cases, extra first	0 15	0 17
China Greens—Gunpowder, cases, extra first	0 35	0 42½
" " half-chests, ordinary firsts	0 22	0 24
Young Hyson, cases, sifted, extra firsts	0 37½	0 47
" " cases, small leaf, firsts	0 30	0 37½
" " half-chests, ordinary firsts	0 22½	0 32
" " seconds	0 22	0 24½
" " thirds	0 15	0 17
" " common	0 14	0 14
Pingateys—Young Hyson, 1/2-chests, firsts	0 25	0 30
" " seconds	0 15	0 18
" " half-boxes, firsts	0 75	0 80
Japan—1/2 chests, finest May pickings	0 35	0 39
" " Choice	0 32	0 37
" " Finest	0 28	0 32
" " Fine	0 25	0 28
" " Good medium	0 20	0 22
" " Medium	0 18	0 20
" " Good common	0 19	0 20
" " Common	0 14	0 15

SPICES.

During the week there has been a decline in cloves; otherwise conditions in the spice market continue unchanged. We quote the following prices:

Peppers, blk	0 18	0 19	Cloves, whole	0 25	0 35
" " white	0 23	0 27	Cream of tartar	3 25	0 30
Ginger	0 18	0 25	Allspice	0 14	0 17
Cassia	0 21	0 25	Mace	0 80	0 80
Nutmeg	0 45	0 75			

RICE AND TAPIOCA.

Rice and tapioca are in reasonable de-

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mand but without special feature. We
quote the following prices:

	Per lb.		Per lb.
Rice, stand. B.	0 03	Tapioca, staple.	0 03
Patna.	0 05	double goat	0 04
Japan.	0 06	Carolina rice.	0 08
Sago.	0 03		0 04

SUGAR.

Further deductions in the European
beet estimate bring the total for all
Europe to 4,685,000 tons, which would
represent a shortage of 1,170,000 tons
as compared with the actual out-turn
last campaign. The course of the mar-
ket in London and other European cen-
tres, however, indicates that the situa-
tion is in the hands of speculators, who
are at present selling, with the result
that 88 per cent. has made a further de-
cline, going to as low as 13s 9³/₄d basis
f.o.b. Hamburg, a decline of about 9d
per cwt. from recent highest point,
bringing beet sugar closer to parity of
canes in New York markets than it has
been for a long time. The equivalent of
13s 9³/₄d is 4.94c for 96 test centrifugals,
recent sales of which were made at
4.87¹/₂c.

Private reports from Europe say that
refiners there are nolding off, evidently
waiting the issue when the market set-
tles down. There can be no question as
to the statistical strength of the situa-
tion, and general opinion is that the
normal course of the market should be
upward instead of downward.

In New York the tone of the market
continues steady to firm, with buyers
willing to go on at recent basis, and
there were sales at the end of last week
of about 25,000 bags Cubans for Dec.,
Jan. and Feb. shipment, at 3¹/₂c c. and
f., equal to 4.78c duty paid.

Receipts at three Atlantic ports for
the week ending Dec. 14 were 32,302
tons, with meltings 26,000 tons, leaving
total stock in all hands 117,516 tons.
As advised in last week's report, there
are 45 central factories in operation in
Cuba, but stock at shipping ports has
not yet commenced to accumulate.

Combined stocks of U. S. and Cuba
on Dec. 14 were 121,476 tons, a decrease
of 102,057 tons from last year. Total
stocks of Europe and America at latest
uneven dates were 2,582,476 tons, com-
pared with 3,200,707 at the same date
last year, the deficiency being 618,231
tons.

The refined situation is without speci-
al feature either in American or Can-
adian markets. In New York the tone
is quiet but firm, and dealers are no
longer underselling refiners in local mar-
kets. Trade is normal for the season of
the year, and there are no special indi-
cations for the immediate future. We
quote the following prices:

Paris lumps, in 50-lb. boxes	6 08
in 100-lb.	5 98
St. Lawrence granulated	5 43
Redpath's granulated	5 43
Acadia granulated	5 43
Berlin granulated	5 38
Phoenix	5 23
Bright coffee	5 18
Bright yellow	5 13
No. 3 yellow	4 93
No. 2	4 83
No. 1	4 83
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Foreign Dried Fruits.

The bulk of orders for the holiday
trade in foreign dried fruits have been
filled, the attention of the trade being
now directed to a few sorting up orders
and orders sent in at the last moment.
Currants are firm and moving freely, as

well as Valencia raisins, which tend
towards a lower level of values. Prunes
have advanced materially and buyers are
no longer showing anxiety to cut prices.
Blue fruit is being offered at very low
prices to clear out goods which will be
a drag on the market after the holidays.
The Grocer has heard of some low quo-
tations on prunes, but discovers incident-
ally that they are on old goods. Our
quotations are as follows:

PRUNES.

	Per lb.		Per lb.
100-110s	0 04	60-70s	0 05
90-100s	0 04	50-60s	0 06
80-90s	0 05	40-50s	0 07
70-80s	0 05	30-40s	0 08

CANDIED PEELS.

	Per lb.		Per lb.
Lemon	0 09	Citron	0 15
Orange	0 10		0 11

FIGS

	Per lb.		Per lb.
Tapnets	0 03	Elmes	0 08
Naturals	0 06		0 07

APRICOTS.

	Per lb.
Californian evaporated	0 12

PEACHES.

	Per lb.
Californian evaporated	0 11

PEARS.

	Per lb.
California evaporated, per lb.	0 14

CURRENTS.

	Per lb.		Per lb.
Fine Filatras	0 04	Vostizas	0 07
Patras	0 05		0 06

RAISINS.

	Per lb.
New selects	0 06
Off stalk	0 03
Sultana	0 06
Californian seeded, 12-oz.	0 06
" " 1-lb. boxes	0 07
" unseeded, 2-crown	0 07
" " 3-crown	0 05
" " 4-crown	0 07

DATES.

	Per lb.		Per lb.
Hallowees	0 04	Fards new choicest	0 09
Sairs	0 04	" new choicest	0 09

FOREIGN NUTS.

Grenoble walnuts are arriving in fair
quantities. Brazils and Marbots are re-
ported scarce and filberts as hard to
get for rush orders, although shipments
which left Sicily some time ago are
expected to arrive almost any day. Pres-
ent arrivals indicate a lower market.
The consumptive demand will undoubt-
ly fall off after the holiday season.
Italian chestnuts are arriving at their
normal value, prices having declined
from 1 to 2c during the past week. A
good demand is noted on all lines, with
the exception of peanuts. Our quota-
tions are:

Peanuts, green, Virginia, per lb.	0 08	0 10
" roasted	0 10	0 11
" Spanish, green, per lb.	0 09	
" roasted	0 10	
" Japanese, green, per lb.	0 09	
" roasted	0 11	
Almonds, Tarragona, per lb.	0 12	0 12
Walnuts, Grenoble	0 12	0 12
" Bordeaux	0 09	0 10
" Marbots	0 10	0 11
Filberts, per lb.	0 10	0 11
Brazils, per lb.	0 13	0 15
Cocoanuts, Jamaica, per sack	0 16	0 16
Italian Chestnuts, per lb.	0 10	

DRIED FISH.

Dried fish are quieter if anything than
they were last week, the attention of
the trade being directed largely to speci-
al holiday goods in other lines. A sea-
sonable demand, however, continues at

Owing to this prices have declined. Our quotations are:

Manitoba wheat patents, per bbl. in bags	5 50
Strong bakers	5 20
Ontario wheat patents	5 00
Straight roller	4 85

BREAKFAST FOODS.

This market, like many others at this time of year, has suffered on account of the holiday season. Manufacturers do not expect to see the present conditions continue beyond the holiday season. Prices continue unchanged. We quote the following:

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 55
Rolled wheat in boxes, 100 lbs.	2 90
" " 50 lbs.	1 50
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " in wood	4 25
" " " " for broken lots	4 40
Rolled wheat, per 100-lb. bbl.	3 00
Corrmeal	3 35
Split peas	5 00
Pot barley, in bags	4 00
" " in wood	4 25

Hides, Tallow, Skins and Wool.

Hides in Chicago have declined from 1c to 10 per lb. It is expected by many dealers that a low market will rule before Spring, as the hide is not so valuable then as earlier in the year. Tallow is quiet. The condition of the wool market is normal, no change in price being expected before the arrival of new clip next Spring. Our quotations are as follows:

HIDES.

No. 1 green steers, per lb.	0 09 1/2
" " "	0 08 1/2
No. 1 green, per lb.	0 09
" " "	0 08

CALFSKINS.

Veal skins, No. 1, 6 to 12 lb. inclusive	0 10
" " " " 15 to 20 lb "	0 08
" " " " "	0 09
" " " " "	0 07
Sheep skins	1 10 1 25

TALLOW.

Rendered tallow, per lb.	0 04 1/2 0 04 1/2
--------------------------	-------------------

WOOL.

Unwashed wool, per lb.	0 13 0 14
Fleece wool, new clip, per lb	0 21 0 22
"Rejections"	0 16 0 17
Pulled wools, super, per lb.	0 23 0 25
" " extra	0 24 0 26

QUEBEC MARKETS.

Groceries.

Montreal, Dec. 22, 1904.

AMONG the jobbing trade during the week an air of apathy has prevailed. Business is reported as "just so-so" with only filling orders for fruits and seasonable specialties. "Getting ready for stocktaking" is also the refrain of many a jobber. Sugar is firm and the advance of 20c last week has led to prognostications of a 51-2c price in the near future. New York and foreign markets for beets and raw are very strong. Teas are quiet and little trading in any line is being done. Some offers have been made on India and Ceylon greens during the week. Molasses advanced 3c per gallon since last issue. Corn syrups are getting more attention. In canned goods there is little to report with trade dull. Some lines of fruits are inquired for and a few orders for tomatoes are being taken. Coffee shows a decidedly strong position both in New York and locally. Spices continue firm. Shelled almonds have recovered from their recent slight decline and are quoted 2c higher. Filberts

are reported lower in Sicily and local prices are low in sympathy. Shelled walnuts are slightly easier. Green fruits are quiet, the most interesting feature being California navels which are in good demand. Red onions are very scarce and high. Fish business is good but will undoubtedly drop off during the holidays. Oysters are high as the recent heavy storms on the Atlantic have frozen over some of the beds. Malpeques shell are practically out of the market. Poultry is decidedly active, turkeys, geese and chickens being in heavy demand, especially turkeys. Provisions are active, country and city buyers keeping the interest up. Smoked meats are good sellers. Flour remains unchanged with strong market. Vegetables show fairly good business with California celery a leader and Canadian celery high.

SUGAR.

The local market maintains its strong tone since the advance of 20c noted last week. The price at present prevailing is the highest that has been reached in years, and in some quarters it is expected that a 51-2c figure is bound to rule. The foreign markets are decidedly strong, and the statistical position is such as to keep the trade interested and on the lookout for higher prices.

Granulated, hhls.	5 35
" " 1/2-bbls.	5 50
" " bags.	5 30
Paris lump, boxes and hhls.	5 85
" " 1/2-boxes and 1/2-bbls.	5 95
Extra ground, hhls.	5 70
" " 50-lb. boxes	5 90
" " 25-lb. boxes	6 00
Powdered, hhls.	5 50
" " 50-lb. boxes	5 70
Phoenix	5 25
Bright coffee	5 15
" yellow	5 10
No. 3 yellow	5 05
No. 2 "	4 85
No. 1 " hhls.	4 75
No. 1 " bags	4 70
Raw Trinidad	3 90
Trinidad crystals	4 05

SYRUPS AND MOLASSES.

Barbadoes molasses has been advanced to 30c in puncheons, and a stronger feeling seems to prevail. Corn syrups are also receiving considerable attention at the hands of the trade, and the cold weather is a stimulant to better business in this line.

Barbadoes, in puncheons	0 30
" " in barrels	0 32 1/2
" " in half-barrels	0 33 1/2
New Orleans	0 22 0 35
Antigua	0 27 0 45
Porto Rico	0 02 1/2
Corn syrups, hhls.	0 02 1/2
" " 1/2-bbls.	0 03
" " 38-lb. pails	1 30
" " 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" " 5-lb. " 1 doz. "	35
" " 10-lb. " 1 doz. "	2 25 1/2
" " 20-lb. " 1 doz. "	2 10

COFFEE.

The market shows up very strong and from New York advices it is significantly noted that the leading roasters have again advanced their prices. Their position certainly is a strong one, and a notice of an advance should not surprise the trade.

Good Cocotas	0 10 0 10 1/2
Choice	0 11 1/2 0 12 1/2
Jamaica coffee	0 10 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio	0 08 0 09

SPICES.

The spice market maintains its strong tone. There is locally nothing of any startling importance to note. Trade is quoted among the jobbers as quiet and the wholesale spice men report that, as usual at this time, business is on the quiet side.

Peppers, black	0 18 0 22
" white	0 25 0 30
Ginger	0 15 0 24
Cloves, whole	0 22 0 33
Cream of tartar	0 25 0 30
Allspice	0 18 0 19

TEA.

The condition of the local market is certainly a quiet one; it is almost an impossibility to get any encouraging or interesting news. Brokers, as well as jobbers, complain of poor business and say there is practically little doing. As this is natural at this season of the year, owing to the approaching stocktaking time, a philosophical view is taken of the situation. It is not expected that much trading will be done this side of January first. The recent advance of a farthing in Ceylon and Indian greens, does not seem to have created any stimulus among buyers though some offers have been transmitted. Japans seem to be also decidedly uninteresting and while some trading is done, the quantities are not large.

Japans—Fine	0 26 0 28
Medium	0 20 0 24
Good common	0 14
Common	0 12 1/2 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoe	0 17 0 20
Pekoe Souehongs	0 15 0 20
Indian—Pekoe Souehongs	0 15 0 18
Ceylon greens—Young Hysons	0 16 0 18
Hysons	0 14 1/2 0 15
Gunpowders	0 13 1/2 0 14
China greens—Pingsuey gunpowders	0 12 0 12
Congous—Kaisows	0 12
Packing boxes	0 12 0 14

CANNED GOODS.

There is nothing much to report in the canned goods situation. The jobbing trade is quiet, and retailers are not looking for anything in this line just now, except it be for some special lines of fruits. Some more sales of American tomatoes have been put through, though the amount is not very large, several carloads covering the orders. There is a slight demand for British Columbia salmon on account of the strong position of this line.

Salmon, pink	0 90 1 00
" spring	1 55
" Rivers Inlet red sockeye	1 65
" Fraser River red sockeye	1 50 1 75
Lobsters, tails	3 45
" 1-lb. flats	3 50 4 00
" 1/2-lb. flats	2 25
Canadian Sardines, 1s.	3 65 4 00
California asparagus	4 50 5 00
Asparagus tips	3 50 3 75

VEGETABLES.

Corn, 2-lb. tins	\$1 20
2-lb. succotash	1 25
Gallon corn	5 00
Tomatoes, 3-lb. tins	1 25
Gallon tins	3 60
Sugar beets	\$0 85 0 95
2's Asparagus Tips	2 50
2's Beans, Golden Wax	0 80
2's " Refugee or Valentine	0 82 1/2
2's " Crystal Wax	0 92 1/2
2's Peas, No. 4 " Standards "	0 82 1/2
2's " No. 3 " Early June "	0 85
2's " No. 2 " Sweet Wrinkled "	0 95
2's " No. 1 " Extra Fine Sifted "	1 30
2's Table Spinach	1 40

FRUITS.

Pears—Flemish Beauty Bartlett's and pie in	\$1 15 \$2 20
2, 2 1/2 and 3's	
Peaches—White yellow and pie, 1's, 2's, 2 1/2's	1 25 2 82 1/2
3's	3 15 3 67 1/2
Gallon pears	3 55 4 50
" peaches	

Pumpkins, 3-lb. tins	0 72½
Gal.	2 50
3-lb. squash	1 00
2s Cherries, red, pitted	2 20
2s " " not pitted	1 75
2s " " black, not pitted	2 20
2s " " white, pitted	1 75
2s " " white, not pitted	2 40
2s Currants, red, heavy syrup	2 00
2s " " red, preserved	1 57½
Gals. " " red, standard	4 75
Gals. " " red, solid pack	7 00
2s " " black, heavy syrup	1 75
2s " " black, preserved	2 05
Gals. " " black, standard	5 00
Gals. " " black, solid pack	8 00
2s Gooseberries, heavy syrup	1 62½
2s " " preserved	1 85
Gals. " " standard	7 25
2s Lawtonberries, heavy syrup	1 57½
2s " " preserved	1 85
Gals. " " standard	4 97½
2s Pineapple, sliced	2 25
2s " " whole	2 35
3s " " " "	2 50
2s Plums, Damson, light syrup	1 00
2s " " heavy syrup	1 30
2s " " " "	1 57½
3s " " " "	1 85
Gals. " " standard	2 95
2s " " Lombard, light syrup	1 05
2s " " heavy syrup	1 35
2s " " " "	1 62½
3s " " " "	1 90
Gals. " " standard	3 15
2s " " Green Gage, light syrup	1 15
2s " " heavy syrup	1 47½
2s " " " "	1 72½
3s " " " "	2 00
Gals. " " standard	3 45
2s " " Egg, heavy syrup	1 52½
2s " " " "	1 30
3s " " " "	2 10
2s Raspberries, red, heavy syrup	1 40
2s " " preserved	1 60
Gals. " " standard	5 11
Gals. " " solid pack	8 00
2s " " black, heavy syrup	1 35
2s " " preserved	1 50
Gals. " " standard	4 75
2s Rhubarb, preserved	1 15
3s " " " "	1 90
Gals. " " standard	2 62½
2s Strawberries, heavy syrup, 1903 pack	1 47½
2s " " " " 1904 pack	1 60
2s " " " " " "	1 75
Gals. " " standard	5 50
Gals. " " solid pack	8 50

Foreign Dried Fruits.

Nuts—Shelled almonds have recovered from their recent slight decline and are quoted 2s higher than last report. Stocks of pure Mayette Grenoble walnuts are about exhausted in this market, and some attention is being turned to commercials, which have been sold at about one cent below the price of pure Mayettes. In shelled walnuts the market is slightly easier for prompt shipment, but futures maintain their price. Further reduction in price of filberts is reported from Sicily, and we hear that holders on spot have correspondingly reduced their prices, which are now something like one cent below the highest point.

Figs—Spot stocks of Comadre entirely cleaned out, and last shipments have been made from Portugal, so that these seem to be good property to anyone fortunate enough to have any on hand.

Dates—Shipments from London are expected about the end of the month, the quality of which is reported fine. Shipments from New York have not shown up as well, being reported as somewhat on the dry side.

Currants—Stocks of currants are in short supply, and further import orders are being given on basis of last quotations.

VALENCIA RAISINS.

Fine off-stalk, per lb	0 05	0 06
Selected, per lb	0 07	0 06½
Layers	0 07	0 07½

DATES.

Dates, Halloweas, per lb	0 04	0 04½
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CALIFORNIAN EVAPORATED FRUITS.

Apricots, per b.	0 13½
Peaches " "	0 10½
Pears " "	0 13

MALAGA RAISINS.	
London Layers	2 90
" Connoisseur Clusters	2 60
" " quarter boxes	0 80
" Royal Buckingham Clusters, 1-boxes	1 10
" " Boxes	3 50
" Excelsior Windsor Clusters	4 60
" " "	1 35

CALIFORNIAN RAISINS.

Loose muscatels, per lb	0 07½	0 06
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	0 06	0 06
" " 3 "	0 06	0 06
" " 4 "	0 06	0 08

PRUNES.

30-40s	Per lb.	Per lb.
40-50s	0 08	0 08
50-60s	0 07	0 07
60-70s	0 06	0 06
70-80s	0 06	0 06
80-90s	0 05	0 05
90-100s	0 05	0 05
Oregon Prunes (Italian style) 40-50s	0 06	0 06
" " 50-60s	0 07	0 07
Oregon prunes (French style) 60-70s	0 06	0 06
" " 80-90s	0 04	0 04
" " 100-120s	0 04	0 04

CURRANTS.

Filiatras, uncleaned	0 04½	
Fine Filiatras, per lb. in cases	0 04	0 05
" " cleaned	0 04	0 05½
" " in 1-lb. cartons	0 05	0 06
Finest Vostizzas " "	0 06	0 07½
Amalias " "	0 06	0 06

SULTANA RAISINS.

Sultana raisins, per lb.	0 06½	0 08
1-lb. carton	0 06	0 09

ELEME TABLE FIGS.

Six crown, extra fancy, 40-lb. boxes	0 13	
Five crown, fancy, 10-lb. boxes	0 09	
Four crown, fancy, 10-lb. boxes	0 09	
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	0 11	
Fancy washed figs, in baskets, per basket	0 20	
" " pulled figs, in boxes, per box	0 22	
" " stuffed figs, " "	0 28	
12-oz. boxes	0 06½	0 07

NUTS.

Grenoble walnuts	0 12½	0 14
Tarragona almonds	0 13	0 13
Sicily filberts	0 11	0 11
Shelled walnuts	0 20	0 20
Marbot Walnuts	0 10	0 11
New Brazils	0 15	0 16
Jumbo pecans	0 14	0 14
Large	0 12½	0 12½
Shelled almonds	0 24	0 26
Peanuts, Spanish shelled	0 13	0 13
" " Virginian brand, shelled	0 12	0 12
New chestnuts, per lb.	0 11	0 11
Peanuts, Bon Tons	0 11½	0 11½
" " Sun brand	0 10	0 10
" " Diamond G brand	0 08	0 08
" " Coon brand	0 07½	0 07½
Italian chestnuts, per lb.	0 07	0 07

Green Fruits.

Trade has not been quite as good during this week, although there is quite a fair demand for California navel oranges. The jobbing demand has been fairly good, although country orders are not as heavy. Another sale of 500 packages of Sorrento oranges was made here Monday.

Cocoanuts, per bag of 100	4 50	4 50
Pineapples, 24 to case	4 50	5 00
30 to case	3 50	3 50
Cranberries, finest dark	8 50	8 50
" " dark	7 50	7 50
" " 25 quart boxes	2 25	2 25
California Winter Nellis pears	3 50	3 50
Jamaica oranges, per bbl.	5 00	5 00
" " per box	2 50	2 75
" " grape fruit, per box	3 50	4 00
Florida oranges, per box	3 50	4 00
Florida grape fruit, per box	4 25	4 50
Mexican oranges, per box	2 00	2 25
California navel oranges, per box	3 25	3 50
New Messina lemons 30's	2 75	2 75
" " 36's	2 25	2 25
Bananas, large bunches, crated	1 25	1 50
Bananas, 8s, per bunch, crated	1 50	1 50
Apples Winter varieties	2 90	3 50
Sweet potatoes, per bbl.	4 75	4 75
Almeria grapes, per bbl.	5 50	7 00
Spanish onions, case	3 25	3 25

Vegetables.

There has been quite an active demand, no doubt due to the holiday season. California celery is nearly done; this will be the last of the white plume

for this year. A car of golden celery will be in in about a week. There is a strong demand for these goods and prices will no doubt advance shortly. Red onions are very scarce and Spanish onions are also expected to be much higher in price.

Bunch lettuce, per doz. bunches	0 75	
Radishes, per doz. bunches	0 25	
Mushrooms, per lb.	1 70	
Mint, per doz. bunches	0 20	
Parsley, " "	0 20	
Sage, per doz.	1 00	
Savory, per doz.	1 00	
Beets, new, per doz.	0 25	
Egg plant, per basket	0 75	
Rhubarb, outdoor, per doz	0 35	
Green onions, per doz.	0 15	
Spanish onions, large cases, per case	3 25	
" " crates, per case	1 00	
Red onions, in 75-lb. bags, per bag	2 00	
Yellow onions, in 80-lb. bags, per bag	1 75	
Green house water cress, per doz.	0 45	
Green cucumbers, per bush, hamper	1 25	
" " per half bushel hamper	0 60	0 75
" " per bbl	3 50	3 50
" " per doz.	0 40	0 50
Green cabbage, per doz.	0 60	0 60
" " beans, per bush	1 00	1 25
Waxed beans, per bush	1 00	1 00
Cauliflowers, home grown, per doz.	0 50	0 50
Green peppers, per basket	0 45	0 45
California celery, per case	5 50	5 50
Canadian celery, per doz.	0 75	0 75

Fish.

The business in fish of all kinds has been fairly good, but the demand will be quiet during the Christmas holidays. Dealers expect a lull in the rush which has been on since the beginning of Advent in November. There is, however, the usual heavy demand for oysters, but unfortunately the recent severe cold snap which reached along the Atlantic coast as far south as Virginia, had the effect of freezing over some of the oyster beds and stock has been scarce in consequence, with some advance in prices at producing points. Dealers here still maintain old prices, although if any further advance occurs it will be necessary to raise prices from present quotations. In shell oysters Malpeques are very scarce, in fact there are practically none to be had from first hands, but some of the restaurant keepers who put away stock for Winter trade, still have a fair supply, which, however, they are holding at high prices. Some sales are reported this week at from \$10 to \$11 per barrel for No. 1 hand picked Malpeques. Ordinary grades of oysters, such as Caraquets, are still in fairly good supply, and the demand is reverting to these owing to the scarcity of Malpeques. The prospects are that there will be no shell oysters in this market after January 1st. The prices of fish of all kinds remain about the same. There has not been much doing in salt fish and trade will be quiet in this line until after January 1st.

Standard bulk oysters, per gal	1 40	
Selects	1 60	
Shell oysters, bbl.	5 00	8 00
Fancy Malpeques	9 00	10 00
Carquet	4 00	5 00
Dressed bullheads	0 09	0 09
Dressed perch	0 09	0 09
Haddies	0 07	0 07
Bloaters in boxes, 100 fish	1 20	1 20
Kippered herring in half boxes	1 00	1 00
Smoked herring, per box, new	0 13	0 13
Fresh haddock, per lb.	0 04	0 04
Pike, round and dressed	0 05	0 05
Halibut, per lb.	0 08	0 08
Gaspe salmon, fresh frozen	0 15	0 15
B. C. Salmon, frozen	0 08	0 09
Fresh steak cod	0 05	0 05
Market cod	0 04	0 04
Whitefish	0 08	0 08
Dere	0 06	0 12
Fresh frozen Smelts	0 09	0 12
Fresh frozen Herring, 100	2 00	2 10
New frozen Tom Cods	2 25	2 25
No. 1 Labrador herring in 30-lb. pails	0 80	0 80

The Fishing Industries of Ceylon

By J. Hornell, Marine Biologist to the Ceylon Government.

THE fisheries of Ceylon at the present day are carried on, in the main, according to the primitive methods prescribed by the customs of bygone centuries; the trammels of the caste system do much to limit development. Little has yet been done to organize methods, to introduce improvements in the conduct of existing industries, or, until recently, to enlist the help of those scientific methods of control and culture which have proved so conspicuously successful in the United States in the improvement of old and in the creation of new fishing industries.

Yet, in spite of this absolute conservatism, the fisheries of the island furnish very great supplies of excellent fish. Over seventy-four thousand of the population depend thereon for their livelihood. The great majority of the fishermen are Roman Catholics, especially among the Singalese. Comparatively few Buddhists of the fisher caste follow this avocation now, but in the north and east a not inconsiderable number of Hindu Yamils and of Moormen (island-born Mohammedans) are engaged in sea fishing and in pearl and chank diving.

SEA FISHING.

Within certain limits much ingenuity is displayed in the devising of nets and traps and in their manufacture, but everything is of the past—stereotyped and become immutable. Nothing in the way of dredges or trawls has been evolved; the lines and nets at present find villagers of to-day capturing fish in precisely the same way as was described and figured in the middle of the seventeenth century by Robert Knox, an English sailor held captive for many years by the Kandyan king of that period.

Outrigger canoes are the favorite craft of the Singalese fishermen. In the larger ones men venture daily even so far as twenty miles from land in quest of the seer—most esteemed of Ceylon fishes—lining for it as fishers in English waters do for mackerel. These boats frequently attain a speed of eight knots in a favorable breeze, skimming lightly over the sea by the help of a single huge cotton sail. It is this brown-winged fleet which forms that picturesque vanguard of the island so often met by incoming steamers long before the coast is clearly distinguishable. Frail looking as they are, they

are remarkably safe in reality, and it is wonderful what heavy weather they take in their daily routine. Nothing save the breaking of the outrigger is to be feared, and that need not occur if ordinary prudence be observed.

On all the coasts a certain amount of fishing goes on the whole year round to satisfy the local demand for fresh fish. Besides this settled industry, much of which is in-shore fishing, a large number of boats change their fishing grounds periodically, working off the west and south coasts during the north-east monsoon, and migrating to the eastern districts when the turbulent swell of the south-west monsoon renders fishing difficult and less prosperous in the former localities.

Comparatively little fish curing or salting is carried on, notwithstanding that the Government has done much to encourage the industry by establishing fish-curing yards, where facilities are given curers to procure the necessary supplies of salt on favorable terms—a failure, partly due to the supply of fish in the localities where some of these yards are established being inadequate to meet both the local demand for fresh fish and that of the curer. As a consequence the industry languishes; operations cannot be undertaken on a scale of magnitude sufficiently great to be profitable. More energy and capital than are at present available are required, and to be successful, curers must work on a foundation of well thought out organization, aided by the utilization of modern and improved methods of sea fishing and of curing. Having relation to this question is the fact that "cured or salted fish" (from India chiefly) was imported in 1902 to the extent of 237,879 cwt., valued at Rs. 1,766,524, to which must be added Rs. 2,026,928 worth of dried fish from the Maldiv Islands—a total of Rs. 1,766,524—making a total of Rs. 3,793,452 (\$1,264,484) worth of imported fish. Against this enormous import we have as offset the triviality of Rs. 17,706 worth of Ceylon cured fish exported during the same period.

A trade distinct from that of ordinary fish-curing is the preparation for the Chinese market of dried sharks' fins. In this article an extensive trade is done in the northern province, less, however, in recent years than formerly. Thus the exports for the two years 1900 and 1901 were collectively but of the value of Rs. 26,528, as against Rs. 30,398 in

1891 and Rs. 27,353 in 1892. Last year, 1903, exports amounted to Rs. 17,523.

Among the most valued of the fishes commonly taken are the seer (*Cybium guttatum*), a huge mackerel with flesh firm and white; mullet, sea-pike, bonitos, bream, sword-fish, and sharks, together with rays of many species, some of which often attain huge dimensions, fourteen feet from margin to margin across the body being recorded. Immense shoals of sardines and of "white-bait" frequent the coast at periodical seasons, and are caught sometimes by means of large seines, sometimes by means of the throw or casting net.

Other "fish" sent to market comprise turtle, dugong, crawfish (locally known as lobster), and a variety of prawns and crabs. Turtles are taken chiefly in the neighborhood of Hambantota in the south and in the waters of the Jaffna peninsula in the north. The usual modes of capture are either by means of large nets or by the use of a rude but effective harpoon. The Mannar district occasionally supplies dugong, which resort to the warm shallows of that locality to feed upon the abounding sea grass.

Crabs and crawfish of excellent quality are taken locally in some abundance in net traps of peculiar construction, differing utterly from the European idea of wicker lobster traps. A number of these when baited and placed in position are kept continually in view by the fisherman, who hauls up to examine whenever the agitation of a float signals interference with the bait.

On rocky parts of the coast the swiftly scurrying rock-crabs may sometimes be seen captured for bait by men using a tiny noose formed of a single coil fibre adjusted upon the slender tip of a fishing rod made from the highly elastic midrib of a leaf of the kitul palm. Cautiously the angler stalks his prey; when the crab is within striking distance the noose descends silently, the crab not really alarmed puts up an inquiring claw, thereon the noose slips suddenly, and lo! the crab is swung through the air into the fisher's hand.

Another rare form of angling is practised at Galle. There shoals of small fish so abound that crowds of men and boys, armed with rods, wade into the lagoon, and may often be seen hauling forth several fish a minute, even a couple at a time, without the superfluity of using a bait. A line armed

Seasonable Mints!



RETURNED

DEC 23 1904

Put Back
Page 5
Cms

	CASES 100 TINS
ARTICHOKES BOTTOMS.....	\$27 00
FLAGEOLETS FINS (Lima Beans).....	14 00
HARICOTS VERTS (String Beans)	
Extra Fins	15 00
Fins.....	13 00
Moyens.....	12 00
MACEDOINES (Mixed Vegetables)	
1er Choix	11 00
MUSHROOMS	
Extra	19 50
1er Choix	17 50
Choix	15 50
Hotel.....	13 50
FRENCH PEAS	
Sur-Extra Fins	16 00
Extra Fins	13 50
Fins.....	11 50
Mi-Fins.....	10 00
EPINARDS au NATUREL (Spinach).....	11 50
RED CHERRIES in MARASCHINO	
Cases 12 Bottles	6 50
Cases 12 x ½ Bottles	4 00
VAN CAMP'S PLUM PUDDING, cases 1 doz.	
1 lb. tins.....	3 00
2 lb. tins.....	5 50

Alexander Cairns and Sons' Jams, Jellies and Marmalades.

Nuyens & Co.'s French Liqueurs and Cordials.

Heinz's 57 Varieties.

Blanke's Faust Blend Coffees.

Blue Cross Ceylon Black Teas.

HUDON, HEBERT & CIE.

MONTREAL.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

with a naked hook is all-sufficient when flicked among a shoal with that skill which comes of practice.

Although wicker traps are not used for catching crabs, such are in common use for taking the smaller fishes, both in the sea and in rivers. Three forms of fish traps are exhibited, together with two patterns of bottomless wicker baskets, employed to capture fish upon flooded land—often in paddy fields—when the waters begin to subside.

DEATH OF GEORGE LIGHTBOUND.

AFTER a protracted illness of about two and a half years, during which time he was periodically able to attend to business, Mr. George Lightbound died at his residence, 19 North street, Toronto, on December 18, 1904.

Mr. Lightbound came to Canada about 30 years ago from Liverpool, his native



The Late George Lightbound.

city. Settling in Montreal he identified himself with the wholesale grocery business conducted by the late Peter Robertson whose daughter he afterwards married. In those days there was the closest possible intimacy between Mr. Lightbound and his employer, which led to his being admitted to partnership. After the death of Mr. Robertson a new partnership was formed consisting of Mr. Lightbound, the late Mr. Ralston and Mr. Joseph Huxley, now of Winnipeg, under the name of Lightbound, Ralston & Co., a firm to be reckoned with in the grocery trade of Canada at that time.

Mr. Lightbound's reputation as a fearless operator was proverbial from coast to coast and his firm soon established a connection with the grocery trade from Halifax to Vancouver. After the liquidation of the firm of Lightbound, Ralston & Co., Mr. Lightbound carried on business in his own name as importer and commission merchant in Montreal

and Toronto with headquarters in the latter city for the past six years. His connections, however, were so varied and extensive that he found it necessary to do much traveling in the interests of the houses he represented. His familiar face with its cheery smile was welcome wherever he went. In fact his visits were eagerly looked for by business friends and acquaintances and it was a matter of keen regret to them that during the past two and a half years these visits became less and less frequent. Mr. Lightbound was, however, a rare correspondent, and it was a cause for much admiration on the part of his friends to observe the manner in which he maintained his business connections by letter, wire, and through the medium of periodical circulars which were always read with keen interest.

A trip Mr. Lightbound made to the Pacific coast in the early Winter of 1898 seemed to precipitate the trouble which ultimately carried him off and in June of the following year it was evident that the disease had taken a serious hold upon him. It was then that the spirit of the man asserted itself, for, as he often said, it was "good to be alive," and there followed a protracted, and to his friends a painful struggle, between his masterful spirit and his failing physical strength. Even during the past two and a half years Mr. Lightbound made occasional business trips, going as far east as Quebec and as far west as London, but the strain was such that on each occasion he returned with lowered vitality. The end was anticipated any day during the past two weeks and came quite suddenly at the last.

Mr. Lightbound is survived by a widow, four daughters and two sons, the elder son being at present in South Africa, whither he went as a member of the first contingent R.C.R., returning later with a lieutenant's commission in the South African Constabulary.

After a funeral service at the Church of the Redeemer, Toronto, on Tuesday, December 20, the remains were taken to Montreal for interment in Mount Royal Cemetery.

BUSINESS MEN IN PARLIAMENT.

D. W. Bole, M.P.

WINNIPEG'S new representative at Ottawa, Mr. D. W. Bole, is one of the prominent commercial figures of the western metropolis, being the president and managing director of the Bole Drug Co., wholesale druggists, with large warehouses in Regina and Calgary.

Mr. Bole is a native of Lambton County, Ontario, where he was born in 1856. He received his education at the common schools of Woodstock, and later studied at Woodstock College. He then proceeded to take the pharmacy course at Toronto, graduating in 1880.

In 1882 Mr. Bole, like many another young man, started out to the Northwest and established himself at Regina, where he launched out as a small drug jobber. His business grew until in 1889

he decided to move to Winnipeg, where he organized the firm of Bole, Wynne Co., which in 1893 amalgamated with the firm of E. D. Martin & Co.

The Bole Drug Co., as it now exists, was organized in 1898 with a capital of \$300,000, of which \$225,000 has been paid up. The company have a splendid warehouse at Nos. 66, 68 and 70 Princess street, Winnipeg, admirably equipped to meet the growing requirements of the Canadian west.

Mr. Bole's apprenticeship to the art of government was served on the Winnipeg City Council and the Winnipeg Board of Education. He was for two years a valued alderman of the city, and his period of service on the Board of Education extended over eight years, during three years of which time he acted as chairman. The Board of Trade has also been the scene of much of Mr. Bole's activity, and in 1898 he occupied the president's chair.

As president of the Wholesale Druggists' Association of Canada, Mr. Bole

*returned to us from
Pharmaceutical Journal
magazine*



Pharmaceutical Journal
D. W. Bole, M.P.

takes rank as the leader of the wholesale drug interests of the Dominion. He has always been enthusiastic in his work for this association, and his elevation to the presidency comes as a just reward for years of hard work on its behalf.

Mr. Bole's interests are by no means centred on business and politics. He has devoted himself also to benevolent works, and he has always been a champion of the cause of education. He is at present a distinguished member of the Board of Management and Senate of Manitoba College.

GROCERY BROKERS AT HOCKEY.

The Toronto grocery brokers have formed a hockey team, to be known as the Toronto Grocery Brokers' Hockey Club. The officers are as follows: Hon. president, G. Musson; president, A. May; vice-president, J. H. Summers; secretary-treasurer, P. F. Millman; manager, H. Lambe; captain, A. Donaldson.

We have great pleasure in wishing you all

A Very Merry Christmas

and many happy and prosperous returns.

**Blue Ribbon
Ceylon Tea**

The great thing necessary to success in business and in life is to secure a reputation, which is the world's estimate of you and your business.

Establish a reputation on Coffee of **superiority**—
the result will surprise you.

Forty years of popularity attest the worth of **CHASE
& SANBORN'S** High Grade Coffee.

CHASE & SANBORN

The Importers, Montreal

MANITOBA MARKETS.

Special Report from the Winnipeg Office of THE CANADIAN GROCER.
Quotations corrected by telegraph up to 12 a.m. Thursday, December 22nd, 1904.

WINNIPEG wholesale grocery trade is principally of a sorting nature this week as the holiday trade is now over except for a few "rush" orders of a sorting nature. Christmas trade in city and country has been of large proportions, a sure indication of the general prosperity of the country. Sugar continues to be the centre of attention. Last week just as The Canadian Grocer went to press the local prices were advanced to \$6 for Montreal granulated in barrels. At time of writing these prices still obtain, but as the sugar market continues very uncertain it may be necessary to record a further change by telegraph. Whether that change will be an advance or decline it is difficult in the present condition of the market to predict. The present abnormal advance seems to be speculative in character and many shrewd buyers are purchasing in small quantities in the belief that present conditions will not long obtain. In sympathy with the big advance in sugar all cane syrups are firmer, but corn syrups are likely to be easier in view of the immense western crop. Of course this is not yet available and it will be some time before the effect is felt.

Many travelers are now off the road and wholesale trade is quiet but a good January trade is expected. Collections are improving.

Sugar.

As noted above the sugar market continues to attract particular attention. At time of writing the market remains steady at the advance which took place just as The Grocer went to press last week. In the present state of the market changes are always to be expected and further changes may be telegraphed this week. Most shrewd buyers are of the opinion that the present advance is speculative in its character and in their opinion it is the part of wisdom to buy sparingly. We quote:

Montreal granulated, in bbls	6 00
" " in sacks	5 95
" yellow, in bbls	5 40
" " in sacks	5 35
Wallaceburg, in bbls	5 90
" " in sacks	5 85
Iceing sugar, in bbls	6 35
" " in boxes	6 55
Powdered sugar, in bbls	6 15
" " in boxes	6 35
Lump, hard, in bbls	6 70
" " in 100-lb. cases	6 80
" " in 100-lb. cases	6 70

Canned Goods.

There has been a seasonable movement of canned goods, but no exceptional activity. Canned fruits have been selling, the holiday season having given business an added impetus. Vegetables are in fair demand and, except for tomatoes, in good supply. We quote:

Apples 3's, 2 doz. cases, per case	2 45
Cherries, red pitted, 2's, 2 doz.	4 40
Currants, red, 2 doz. cases, per case	3 35
" black, " " "	3 75
Gooseberries, " " "	3 50
Lawtonberries, 2's, " " "	3 35
Pears, (Bartlett's), " " "	3 60
Peaches, 2's, " " "	3 85
" 3's, " " "	5 85
Raspberries, red, " " "	3 00
" black, " " "	3 00
Strawberries, " " "	3 50

Plums, Lombard, heavy syrup, 2 doz. per case	2 90
" green gages, 2 doz. cases, per case	3 20
Tomatoes, 3's, per 1 doz. cases	3 00
Corn, 2's, " " "	2 60
Peas, 2's, " " "	1 90
Beans, 2's, " " "	1 90
Salmon, finest sockeye, per case	7 00
" humpback, " " "	3 75
" cohoes, " " "	5 25

Spices.

Trade is of moderate proportions as is to be expected at this time of year when the holiday jobbing trade is over. Black pepper is reported firm and there are hints of an advance which may not materialize. We quote as before:

Pepper, black, per lb.	0 18
" white, " " "	0 25
Cayenne, " " "	0 21
Cloves, ground, " " "	0 25
Cassia, " " "	0 16
Allspice, " " "	0 14
Ginger, " " "	0 15

Fish and Oysters.

Trade in frozen fish is reported brisk and the oyster trade is assuming large proportions. A large supply of sea coast fish is due to arrive very soon. We quote:

Lake Winnipeg whitefish, per lb.	0 06
Yellow pike (pickrel), " " "	0 05
Grass pike (tackfish), " " "	0 03
Lake Superior trout, " " "	0 08
Lake Superior loose frozen herring, " " "	0 03
Tubbees, " " "	0 04
Gold eyes, " " "	0 03
Blue fish, " " "	0 18
Mackerel, " " "	0 15
Red snapper, " " "	0 15
B.C. salmon (case lots 9c.), " " "	0 16
Halibut, " " "	0 08
"Halifax" brand salt cod, fish cakes 24-1's	0 11
"Acadia " " " 20-1's	0 09
"Bluenose " " " 20-1's	0 07
"Acadia " " " 2-lb. boxes	0 09
" " " " 4-lb. " "	0 09
" " " " shredded, 24 cartons per bx.	2 00
" " " " bulk, in 15-lb. boxes	0 08
Large Labrador and Nfld salt herrings per 100lb	5 00
" " " " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12
Finnanheadie, in 15 or 30-lb. boxes	0 08
Smoked halibut strips, " " "	0 11
Kipperd gold eyes, per doz.	0 50
Standard, per gallon	2 00
Select, " " "	2 15
" " "	2 25

Rice, Tapioca, Etc.

No change has been made in prices quoted last week. The market is firm and trade continues quiet. We quote:

Rangoon rice, per lb.	0 04
Patna, " " "	0 04
Tapioca, per lb.	0 03
Sago, " " "	0 03

Syrups and Molasses.

In sympathy with the abnormal strength of the sugar market, all cane syrups are firm and likely to advance if the present prices for sugar are long maintained. But this is counterbalanced by a tendency to weakness in corn syrups, because of the immense western crop this year. Of course the effect of this large crop has not yet been directly felt and it may be some time before it effects any quotable change, but in well informed quarters it is expected that corn syrups will see a decline. We quote as before:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 " "	2 70
" " 10-lb tins, per 1 " "	2 40
" " 20-lb tins, per 1 " "	2 40
" " 1 barrel, per lb.	0 03
" " Sugar syrup, per lb.	0 03
Barbadoes molasses in 1-bbls, per lb.	0 04
New Orleans molasses in 1-bbls, per lb.	0 02
" " in barrels	0 02

Coffee.

Rios continue firm in primary mar-

kets but local prices are quite unchanged. Trade is quiet. We quote:

Green Rio, per lb.	0 10
Roasted, per lb.	0 14

Nuts.

The holiday trade has been very active and sorting orders are numerous. Prices continue as before:

Almonds, per lb.	0 12
" (shelled), per lb.	0 28
Filberts, " " "	0 11
Peanuts, extra choice, " " "	0 11
Jumbos, " " "	0 14
Walnut, per lb.	0 12
" (shelled), " " "	0 25
Pecans, per lb.	0 15
Brazils, per lb.	0 16

Foreign Dried Fruits.

Trade is slaking as the holiday demand is nearly over, but a seasonable business is in progress. Valencia have been in particularly active demand and spot stocks are said to be low. We quote:

Valencia raisins, Trenors, per case f.o.s.	2 00
" selecta, " " "	2 20
" layers, " " "	2 25
California raisins, muscatels, 3 crown, per lb.	0 06
" " choice seeded in 1-lb. packages	0 07
" " per package	0 08
" " choice seeded in 1-lb. packages	0 08
Prunes, 90-100 per lb.	0 04
" 80-90 " " "	0 04
" 70-80 " " "	0 05
" 50-60 " " "	0 05
" 40-60 " " "	0 06
" silver, " " "	0 07
Currants, uncleaned, loose pack, per lb.	0 09
" dry cleaned, Filistras, per lb.	0 05
" wet cleaned, per lb.	0 06
" Filistras in 1-lb. pkg. dry cleaned, per lb.	0 06
" Vostizzas, uncleaned, " " "	0 06
Dates, old, per lb.	0 05
" new, (present delivery) per lb.	0 05
" new, (delivery January) per lb.	0 05
Figs, cooking in bags, per lb.	0 04
Apricots, choice, in 25-lb. boxes, per lb.	0 13
" standard, " " "	0 12
Peaches, choice, " " "	0 12
" standard, " " "	0 12
Pears, (choice halves) " " "	0 13
Nectarines, choice, " " "	0 11
Plums, choice (dark pitted) per lb.	0 10
Evaporated apples, new, 50-lb. cases	0 06
" 25-lb. " " "	0 06
Candied Peel—Lemon peel, per lb.	0 05
" Orange, " " "	0 09
" Citron, " " "	0 14

Evaporated Apples.

Evaporated apples are in very large supply and prices continue as before. We quote:

Evaporated apples (new), 50-lb. cases	0 06
" 25-lb. cases	0 06

Green Fruits.

Holiday trade has been more than ordinarily active and spot stocks of some fruits are reported low. As noted last week, snow apples are now off the market and spies and other high grade Winter apples are only in moderate supply. Oranges and lemons continue firm at present high prices. We quote:

ORANGES.	
Washington navels, 126's	4 25
" 150's	4 50
Extra fancy navels, 170's to 250's	4 75
Fancy navels, 25c per box less.	
Mexicans, 126's	3 75
" 150's to 250's	4 00
LEMONS.	
California lemons, 300's to 360's	6 00
(10c. off 5 case lots of oranges and lemons).	
PEARS.	
California pears, per case	4 00
CRANBERRIES.	
Jersey cranberries (long keeping stock), per bbl.	11 00
APPLES.	
Fancy XXX Winter apples (spies) per bbl.	4 00
Fancy XXX Winter apples, red varieties, per bbl.	3 25
Greenings and other green varieties, per bbl.	3 00

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Malaga keg grapes, per keg 8 00

Green Vegetables.

All classes of green vegetables are in good demand. Potatoes are firm and it is thought likely that they will advance.

We quote:

Native onions, per lb.....	0 03
Spanish onions, per case.....	1 75
" large case.....	5 00
Carrots, per bush.....	0 45
Beets, ".....	0 80
Turnips ".....	0 35
Potatoes ".....	0 75

Flour.

There is a brisk demand and large quantities of flour are arriving. Prices continue as before. We quote:

No. 1, patent.....	2 90
" 2, ".....	2 70
" 3, ".....	2 10
" 4, ".....	1 50

Breakfast Cereals.

Rolled oats continue steady at former prices, but cornmeal has declined. In view of the large western crop of corn it is expected that cornmeal will be cheaper. We quote:

Rolled Oats, 80-lb. sacks, per cwt.....	2 10
40-lb. " ".....	2 15
20-lb. " ".....	2 20
5-lb. " ".....	2 50
Cornmeal, in sacks.....	1 60
" in 1/2 sacks, per cwt.....	1 65

Honey.

We quote again as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz.....	2 00
" " 5-lb tins, 1 doz. in case, per tin.....	4 50
" " 10-lb tins, 1/2 in case, per tin.....	1 00
Fancy comb honey, per doz.....	2 40

Eggs.

Remarks made in last issue still apply. The holiday demand is brisk and new supplies are small. Prices quoted are of course wholesale prices to the retail trade. Eggs are packed in cases which cost 25 cents each and are not returnable. We quote:

Eggs, fresh.....	0 26
" finest glycerine pickled.....	0 24

TRADE CONDITIONS IN BRITISH COLUMBIA.

Vancouver, B.C., Dec. 15th, 1904.

WHAT features there are this week are in connection with the fruit end of the business. As was anticipated there is a shortage of Japanese oranges, and it is expected that there will be none in the market by Christmas. The last shipments that arrived on the Empress of India went mostly to Winnipeg, though Oscar Brown & Co. received a thousand boxes. Prices have advanced 10 cents, and the outlook is that the supply will be exhausted this week, as there is a big demand for this excellent fruit. The next shipment will be here after Christmas, so it looks as if the California article will be patronized after all. In Victoria and Nanaimo the market was affected even greater than here.

New Malaga raisins are up 25c, and the tendency in California dried peaches and apricots is an advance of 1-2 to 1c. Lemons are a little lower, but there is room for this as prices went up 10c a dozen only on the local shortage. Malaga grapes have also declined slightly.

Teas are on the ascend, and coffees will likely go higher. Both black and

You get two profits on

CLARK'S MEATS

the money and the satisfaction, and the last named is not to be despised.

A SATISFIED CUSTOMER
IS YOUR BEST ADVERTISEMENT.

Just Arrived, Seasonable Sellers

Very handsome **Crystallized Cherries** (small and large), **Plums, Apricots,** and **Rose Leaves, Violets** and **Buds.**
Choicest on the market.

CHUTNEYS Genuine East Indian Products. Pts. and Qts.

GUAVA JELLY

W. P. DOWNEY, 26 St. Peter St., MONTREAL

EPPS'S

GRATEFUL.
COMFORTING.

IN 1/2-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST
NUTRITIOUS

COCOA

Christmas Greetings

We wish to extend to our many customers and friends our very best thanks for their liberal patronage during the past year and wish them one and all a very Merry Christmas and a Happy and Prosperous New Year.

THE R. & J. H. SIMPSON CO.,

WHOLESALE GROCERS AND TEA IMPORTERS,

Guelph, Ont.

Our Travellers

will be off the road between
Christmas and New Year.

Wire or Telephone, at our ex-
pense, for any goods you should
require.

With wishes for a

Merry Christmas

and a

Prosperous New Year

to all our customers

Laporte, Martin & Cie., Limited

Wholesale Groceries, Teas, Wines, and Spirit Merchants,
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white peppers are up, but the slump in cloves has brought the price a little lower. Sugar quotations of the local refinery remain steady, and other figures are unchanged, adhering to the level. Potatoes are getting scarce, and California shipments will arrive shortly. The price is \$25 to \$27.

Dawson markets are more absent from features this Winter than on previous occasions. The camp is well supplied with potatoes and eggs, the latter being cheap, as prices go in Dawson, and promise to continue so all Winter. Never before has the supply been better. There is now an abundant supply of fresh meat, the Indians bringing in game, and caribou sells for 25c pound by the quarter, and sheep at 30c. The weather is getting colder in the north, and this will facilitate shipment to the creeks. The market is also long on butter, and there is a heavy supply of feed. Ashcroft Burbank potatoes are selling as low as 61-2c per pound, and choice Burbanks as low as 7c.

F. V. Moffet, manager of the Columbia Flouring Mills, Enderby, was in the city this week on business. The mills of the company are located at Enderby and Vernon, and constitute one of the principal industries of the interior. The extent of their trade and operations is large and is rapidly extending. In addition to making large shipments to the coast and interior cities, the product from these mills is used extensively in the camps of the Yukon and Atlin, and trade is now being opened up with the Orient. Two shipments of 5,000 barrels each have been sent out during the last month, and more orders are being filled. There is room for business in that quarter, American mills having heretofore done the greatest part of the business, shipping through the port of Vancouver. The capacity of the mill at Enderby is 300 barrels per day, and of the Vernon mill, 100 barrels per day. In providing a market for wheat in the Okanagan, a stimulus is given to agriculture. The firm has also a 30,000 bushel elevator at Lethbridge, and others are to be erected. Mr. Moffet has had considerable experience in eastern mills, and also with the Portland and Puget Sound flouring mills.

T. R. Kershaw, fishery commissioner for the State of Washington, in his annual report just issued, states that he believes the establishment of an international hatchery for the propagation of salmon would be an immense benefit to this fishing industry, and entertains the belief that a joint effort of the Puget Sound people and those of the Fraser River would accomplish this. He points out that the Americans have been derelict in the preservation of the fish, and lays equal blame on the Canadians for the present unfortunate conditions of scarcity. He does not mention the fact of the great depletion caused by American traps, nor of the incessant fishing by them, when Canadians were observing



Expenses vs. Investments.

Some lines are in the way of a continual expense. You probably have in your store at the present time a dozen or more lines that have never been a success; to be short, they are "stickers." You have from time to time pushed sales of these goods. The customer takes the purchase home; sometimes keeps it; often returns it, asking for some other brand of the line that is well known to them. It stays on the shelves, decreasing in value steadily and taking up valuable room, a continual expense; while were it an article that was a product of a firm whose goods are generally known and liked, a "repeater," selling readily at a good profit, it would be a gilt-edge investment giving a big interest.

We show two lines that are satisfactory investments, they move easily and show a good margin of profit.

The York Malt Vinegar is a genuine malted grain Vinegar, of extra strength and perfect color. Comes (tissue-wrapped) 2 doz. to case, \$1.60 per doz.

The White Wine is a super-distilled Vinegar, crystal clear and of extra strength. (Tissue-wrapped) 2 doz. to case, \$1.30 per doz.

THE "OZO" CO., Limited,
MONTREAL.

N.B.--We have an illustrated Price Current of our products that is certainly worth the postcard that will bring it.

G. F.

SUTTON

SONS & CO'S

WORCESTERSHIRE SAUCE

AI QUALITY

SHAKE THE BOTTLE.

WORCESTERSHIRE SAUCE

FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, FISH, CURRIES, GRAVIES, GAME & SOUP.

Possessing a peculiar fragrance & from the superiority of its food is more generally useful than any other sauce.

MANUFACTURED BY

G. F. SUTTON, SONS & CO

Osborne Works, King's Cross, LONDON, E.C.

SIXTEEN PRIZE MEDALS AWARDED

FACSIMILE OF LABEL

SAMPLES AND TERMS FREE FOR ASKING

at least one day in the week as close season during the Summer.

The Seattle Post-Intelligencer goes so far as to advocate an entire close season in 1905, which would give a great abundance of fish on the fourth years thereafter. It says it would be a fine thing if the Canadians would relinquish fishing next year, and from the article it is to be inferred that the Americans would open all their traps and take advantage of it. The proposition will not likely meet with the endorsement of the cannermen on this side of the line, as they are all making preparations for the anticipated big run next year, and hope to recoup some of the losses of the past few seasons. The British Columbia Packers' Association is to authorize the issue of \$500,000 worth of bonds to provide further capital for working expenses for 1905, with the big pack in view. These bonds will be given as security for money advanced by the banks, and if the season is a good one will not be taken up.

An instance in the decline of values of canneries, consequent upon existing conditions, may be seen in the big sale which took place at Bellinham on Saturday last. Considerably less than the upset price was realized on the assets of the Pacific Packing and Navigation Co., and it is not likely that the court will be asked to confirm the bids. The prices were the lowest ever bid on the coast, and the receivers present protested against such ridiculously low figures.

The Victoria Board of Trade has resolved to take action in bringing to the attention of the Dominion Government that the halibut fishing industry in Canadian Pacific waters was entirely in the hands of an alien company, the discrimination resulting in the excluding of Canadian fishermen. The board is to ask for an expert to make a thorough report of the Pacific coast fisheries, and all matters appertaining thereto, such as packing, transportation, etc.

The herring fishing industry in Nanaimo, which has developed only during the last couple of years, now employs 100 hands.

The article on "Fruit Growing in British Columbia" in the Special Fall Grocer was excellent enough to bring a request from R. M. Palmer, of the Provincial Department of Agriculture for permission to include it in the next bulletin issued by the Government.

The superior quality of British Columbia fruit is indicated in the report of Hon. Mr. Tatlow, who took a shipment of British Columbia pears among other fruit to the Royal Horticultural Show in London. The judges, after tasting the pears and awarding first prize, could not withstand the temptation to eat them, and demolished them all.

The plant of Braekman & Ker, in their mill at Victoria, which is being installed to manufacture a new cereal, will be in operation shortly after the first of the year.

Mr. E. Coe, of Canterbury, New Zealand, who was in the city last week en route home, expressed the opinion that a

subsidized direct line to that country would develop a large trade. He is a prominent business man.

NEW BRUNSWICK MARKETS.

Office of The Canadian Grocer,
St. John, N.B., Dec., 1904.

CHRISTMAS means little business for the wholesaler, but active times for the retailer. It means stocktaking, which is always looked forward to as an unpleasant feature. It, of course, involves extra work, but it comes at a quiet time. Quite a number prefer the last of January, as it gives them a chance to get many accounts squared up before closing their books for the year.

We are still without snow in the city. Weather is very fine. In markets there is very little of interest. Prices as a rule are firm. There is general regret and sympathy expressed that Mr. S. S. DeForest was forced to suspend payment. While always a matter of great unpleasantness, it is particularly so at this season.

Oil.

In burning oil values are held at the lower prices quoted last week. The decline is due chiefly to local conditions in these lower provinces. The crude oil market is reported very firm. There is great competition in the northern part of the province, where the greater change in price has been. In lubricating oils, prices are firm. A good business is reported. Linseed oil, while low, is reported firmer. Turpentine is unchanged. Cod oil is quite firm and a fair stock is held. The oil delivered here by the Bay of Fundy fishermen is not as good as it should be, and needs further refining at the hands of the oil people. Because of this the price to the fishermen is lower than it ought to be.

Salt.

In Liverpool coarse salt a fair stock is held. Prices are very firm. Demand at this season is light. Fine salt also sells slowly.

Canned Goods.

There is little to report. American corn is now freely offered. This is the first American corn sold here for many years. There seems a fair stock of Canadian tomatoes held. Peas are plentiful. Those who carried salmon over make a good profit, but on salmon bought this Fall profit is small, at least where full prices were paid. Fruits, except apples, are firm. Oysters continue high. Domestic fish are not a large stock, particularly finnan haddies.

Green Fruits.

There is good Christmas business. In oranges there are Valencias, but these are but fair quality, it being early; price is firm. Jamaicas are good, but getting light supply. In Californias there is but a small business, these just coming on the market. Floridas have a good holiday demand. Prices are not high. Lemons are quite low. Apples are rather firmer, best goods bringing quite full prices. Cranberries are well below last year's price. Some good Malaga grapes are still offered.

Dried Fruit.

Sales have been good. Seeded raisins are cheap and have the chief sale. Stock of 4 cr. L. M. raisins is very small, there not being enough to go around. Valencias are in light supply, but there are enough. Currants are selling freely. Peels have had a large sale. Dates are rather lower. Figs have had a fair sale only. Prunes are cheap, with small sizes in demand. Evaporated apples remain unchanged and price is low. Onions are rather firmer.

Sugar.

There is some particularly nice granulated sugar being received by the dealers outside the guild, while in bags the package is attractive. The market is very firm, and the guild men are getting the full advantage of the advance.

Molasses.

There is but a fair sale. The market is held firm. Supply here is chiefly Porto Rico.

Fish.

There is now quite a business in frozen fish. Some herring have been received, but the fish are small. Fresh haddock are quite scarce, the supply being chiefly used to make finnan haddies. These are held at full prices. Dry fish are still very high. Pickled herring are rather easier. Smoked herring are quite low and sales have been large.

Flour, Feed and Meal.

Flour is unchanged. There is a fair demand. While oatmeal is rather lower, prices here show little change. Cornmeal is rather easier. Sales in bags are quite large. Beans have a fair demand at even prices. Barley sells slowly. Hay is quite high this season. There is quite a trade here shipping to Nova Scotia.

ANNUAL MEETING.

The annual meeting of the Montreal Wholesale Grocers' Guild was held last Thursday, Dec. 15, in the council room of the Board of Trade, Montreal. The election of officers for the year 1905 resulted in re-election of the old board, consisting of the following: President, L. E. Geoffrion; vice-president, J. E. Quintal; treasurer, Alex. Orsali. Directors: H. A. Archambault, S. J. Carter and L. O. Demers.

As the guild's nominee for election to the Council of the Board of Trade, Albert Hebert was again chosen. The guild has had a very successful season, many matters of importance having been satisfactorily arranged, and the outlook for 1905 is bright.

AN EXCELLENT AD.

One of the best things in The Grocer this week is the advertisement of the A. F. MacLaren Imperial Cheese Co., Limited, and it should not be overlooked. It is not very often that we are favored with genuine "poetry," and the opportunity is one which may not often present itself; the grocery trade of the twentieth century is a subject which is seldom dealt with in "the music of the gods," and an article which will bear such exploitation must indeed be worthy of very close acquaintance.

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THE NORTHWEST COMMERCIAL TRAVELERS' ASSOCIATION

At a meeting held in Winnipeg during the last week in November, the members of the Northwest Commercial Travelers' Association made their nominations for the executive for the year 1905. The president, vice-president and treasurer were elected by acclamation, but there was a close contest for the election of directors, fifteen names being placed in nomination for the eight seats. At a second meeting, held in the board room of the Grain Exchange on the evening of Saturday, Dec. 17, the result of the balloting, which had been in progress for more than two weeks, was announced. The new executive consists of the following members:

President—John Horne, of Campbell Bros. & Wilson. Elected by acclamation.

Vice-President—D. J. Dyson, of The Dyson Co. Elected by acclamation.

Treasurer—L. C. MacIntyre, of Paulin-Chambers Co. Elected by acclamation.

Past President—F. H. Agnew, of The James Robertson Co., becomes a director for 1905.

Directors—W. W. Bole, of The Bole Drug Co.; G. F. Bryan, of G. F. Bryan & Co.; A. Congdon, of A. Congdon & Co.; F. W. Drewry, of The Redwood Factories; T. H. Murphy, of The Royal Crown, Limited; F. M. Morgan, of The Ames Holden Co.; J. E. McRobie, of The James Robertson Co.; R. Neve, of Codville & Co.

Board of Directors for British Columbia. All elected by acclamation.

Vice-President for Vancouver—E. W. Gerster, of Martin & Robertson.

Vice-President for Victoria—H. H. Welch, of B. C. Soap Works.

Directors for Vancouver—Thos. Parkinson, of F. T. Stewart & Co.; F. A. Richardson, of The Ames Holden Co.

Director for Victoria—F. J. Hall, jr., of Turner, Beeton & Co.

Director for New Westminster—T. A. Cunningham, of Cunningham Hardware Co.

Director for Kootenay. Geo. Nunn, of Alex. Macdonald & Co.

Mr. John Horne.

The newly elected president is a type of the modest, unassuming man whose good qualities, against his will perhaps, force him to the front and secure for him a well merited popularity among his associates. In his speech at the second meeting thanking the association for the honor they had conferred on him, he indulged in no rash promises as to his programme for 1905, but it was evident that the members were unanimously of the opinion that the interests of their association are safe in his hands. Mr. Horne is well known among the "knights of the grip," and also among the grocery trade of the Northwest. For nine years he was city traveler for Codville & Co., of Winnipeg, and during the last five years he has been connected with Campbell Bros. & Wilson, of the same city. He has traveled extensively through Manitoba and the Territories, and is thoroughly in sympathy with the troubles of his fellows.

Mr. D. J. Dyson.

Mr. D. J. Dyson, of the Dyson Co., is "one of the boys," having been an active traveler for many years, although for the last six months he has been steadily inside. His election as vice-president is a very popular one among the travelers. Like most successful business men of the west, Mr. Dyson is one of the wise men who knew enough to come from the east years ago. In 1891 he was a member of the London, Ont., firm of Gorman, Dyson & Co., now known as Gorman, Eckert & Co. In that year Mr. Dyson caught the western fever, and coming west he founded the firm known as the Dyson-Gibson Co., now the Dyson Co. In building up his present prosperous business he has covered the territory from Winnipeg to the coast many times, and he has a wide acquaintance among the western trade who will be glad to hear of the honor conferred on him. He has served the association during the last year as a director, and that experience, coupled with his three years' experience as a member of the Winnipeg City Council, should make him an efficient vice-president.

Mr. L. C. MacIntyre.

The treasurer of the association is now entering on the ninth year of his service in that most important office, and his long term and recent re-election by acclamation are sufficient testimony to the esteem in which he is held by the association. Among themselves, commercial men are always plain talkers, and they are frank in their criticisms. The only criticism of Mr. MacIntyre was that he is over zealous in his protection of the association's funds, and surely that criticism is the highest compliment which could be paid to a treasurer. Mr. MacIntyre came to Winnipeg from Victoria County, Ontario, in 1882. For ten years he was a traveler for Turner, McKeand & Co., wholesale grocers of Winnipeg, and for the last 12 years he has been manager of the Paulin-Chambers Co.

The President's Report.

For an association with 1,550 members the attendance at the meeting held on Saturday evening, Dec. 17, was disappointingly small. Evidently the members have confidence in their executive, or they would attend in larger numbers to receive their reports, but the officers are men who welcome criticism and discussion as always beneficial. The retiring president, F. H. Agnew, of the Jas. Robertson Co., presided, and after the minutes of the previous meeting had been confirmed he presented his annual report. It showed that the last year has been an increasingly prosperous one, both from a financial and numerical standpoint. The total membership is now 1,550, which is an increase for 1904 of 309 members. The membership is apportioned as follows: Winnipeg, active, 1,216; honor-

ary, 26; life, 2. British Columbia, active members, 306.

The British Columbia branch was reported as flourishing. It shows an increase of 76 members for the year. The report announced that in accordance with a resolution passed at the general meeting, and in order to cement more firmly the bond between the head office and the British Columbia branch, a request had been sent to the B. C. board to appoint and send a delegate to the annual meeting and entertainment, at the general expense of the association.

The report called attention to the blank hotel reports which have been freely distributed this year and largely made use of by the members. It was gratifying to note the visible improvement in the condition of a large number of the hotels. There was still a good work to be done before all cause for complaint is removed in the Northwest.

The retiring president stated that an application had been received from some of the members resident in Calgary, asking for special representation, and for the appointment of a secretary in Calgary. The board find that the membership with headquarters in Calgary is not yet large, and they recommend, after careful consideration of the matter and examination into the facts in connection therewith, that the request be not granted.

The report showed that the association had lost twelve members by death, namely: Messrs. W. T. Walters, Moses Bamber, J. Schroeder, Hy. Atkinson, R. G. Gordon, Thos. Roney, S. Kirkpatrick, H. H. McLean, W. F. Irwin, and C. F. Hostler, Winnipeg members; and Messrs. Jno. Ibbetson and H. Orchard, B. C. members. The several claims on the mortuary benefit fund were promptly paid.

This gratifying report, after some discussion, was adopted unanimously.

The Treasurer's Report.

Mr. MacIntyre's report showed the finances of the association to be flourishing. The increase in gross receipts over 1903 was \$3,570.39, or over 26 per cent., whereas the expense account has increased only \$342.90, or about \$1.10 for each new member added to the roll. The assets amount to \$62,288.22.

The treasurer's report, which was finally adopted, was naturally the subject of considerable discussion. It was suggested by some members that the association would save money by carrying its own accident insurance, but the general opinion of the meeting was evidently against this proposal.

The association own some real estate on Lombard street, Winnipeg, which was bought some years ago for the purpose of erecting on it a club for the members. The various executives have had the project under consideration for several years, and they have evidently come to the conclusion that the under-

RETURNED
APR 5 1905

To Owner
Cut Book 32
Page 19



EMPIRE SHINGLES
[Made of Tinned Steel.
Galvanized or Painted.]

The only shingles made that are fully formed into shape first, and galvanized afterwards - no acids being used.

As a result, galvanized Empires have no raw edges or cracked surfaces exposed - they are the perfection of roof covering - absolutely fire, lightning and rust proof.

When you wish THE VERY BEST order EMPIRES.

METALLIC ROOFING CO.
WHOLESALE MANFRS. LIMITED
TORONTO, CANADA.

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

Orlan Clyde Cullen, C.E.L.L.M.

Counsellor at Law U.S. Supreme Court.
Registered Attorney U.S. Patent Office.

U. S. and Foreign Patents, Caveats, Copy rights and Trade Marks. Military and Naval Inventions a specialty. Address,
Box 264, Station G., Washington, D. C.

GUN SHOP and MODEL SHOP,
Warren White Sulphur Springs,
Totten P. O. Virginia.

A Choir in Yellow
will announce
The Coming of Christmas
on Christmas Morning
The Birds' Christmas Carol
has its inspiration in
BROCK'S BIRD SEED
NICHOLSON & BROCK, TORONTO

taking was too great. Treasurer MacIntyre favors the selling of the association's real estate. A motion by A. L. Johnson and seconded by the treasurer, expressed the opinion that it would be advisable for the executive to sell the property. This occasioned a long, spirited, and at times heated, discussion, and the motion was finally carried by a majority of only four. It was argued that it would be unwise to invest all the funds of the association in a building which might be profitable and again might not. Several members stated that the club rooms in the east were little used by the members of the association. There was evidently a strong feeling in favor of a social meeting place for the members, and a motion was passed asking the executive to take immediate steps to rent suitable club rooms.

B. C. Representatives.

Mr. Gallagher, a representative from British Columbia, was present at the meeting, but owing to illness was unable to stay until its conclusion. He drew attention to a number of matters in which the B. C. members are most interested, and made suggestions which the president assured him would be considered by the executive.

Report of Scrutineers.

The last order of business was the report of the scrutineers. Some 420 ballots were cast. The result of the election was announced as above. After speeches from the officers elect, and various votes of thanks, the meeting adjourned.

COFFEE MEN OFF TO BOSTON.

The traveling staff of Chase & Sanborn, coffee importers and roasters, Montreal, have ceased taking orders for the balance of the year, and accompanied by Mr. D. Gillmor, of the firm, and Mr. J. Anderson, the accountant, left for Boston to attend the annual reunion of the firm's salesmen. About forty representatives from all parts of Canada and the United States will be present at the banquet tendered them by the company, at the Hotel Lenox. An exchange of ideas is always beneficial to business, and Chase & Sanborn have the happy faculty of getting close to their salesmen, and through them the trade.

FIRMS INCORPORATED.

The American Coffee & Spice Co., Toronto, have been incorporated with a share capital of \$50,000, to manufacture and deal in spices, teas, coffees, etc. The directors are: M. M. Clancy, Jas. McKie, and L. W. S. Easton, all of Toronto.

9,000,000 POUNDS OF SUGAR.

The amount of sugar beets unloaded thus far this year at the Berlin Sugar Factory exceeds last year by 2,000 tons. Last year the amount was 28,000 tons, and there are about 5,000 tons still to come in this year, so the total will be 33,000 tons. Last year the output of granulated sugar was 7,000,000 pounds. This year, with the increased crop of beets, the output will be near 9,000,000 pounds. Farmers are now making arrangements for next year's acreage, and prospects are that it will be much greater than last year.—Berlin Telegraph.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

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

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

AGENCIES WANTED.

COMMISSION AGENT with good connection in Montreal, is open for two or three good lines in grocers' sundries; for information address Box 203, CANADIAN GROCER, Montreal. (52)

AGENTS WANTED.

WANTED—Agents on commission for the sale of jams, marmalade, pickles, soups, pates, potted meats, and other Belgravian specialties, by Poulton & Noel, Limited, 62 Brewery Road, London, N. England. (52)

TRAVELLER WANTED.

WANTED—Traveler for west and north of Toronto, for wholesale tea house; must have connections on this ground. Apply W. D. Stroud and Sons, Montreal. f

SITUATIONS VACANT.

BAKER WANTED—First-class, all-round man, especially good on bread, for town of about 3,000. Apply, with references, stating wages wanted for steady job, to Box 252, London. f

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD—a volume of 400 pages packed full of good stuff for advertisers. Price \$2 00.

Sent postpaid upon receipt of price.
TECHNICAL BOOK DEPARTMENT,
MACLEAN PUBLISHING CO., LIMITED, TORONTO.

GENUINE PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

COMMON SENSE

KILLS (Roaches and Bed-Bugs
Rats and Mice)

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

THE JOHN L. **CASSIDY** CO. LIMITED
 MONTREAL.

Back to Staples again

Dinner Sets Bar Goods
 Toilet Sets Lamp Goods
 Tea Sets Hotel Ware

If you want a good thing, we have it.

EVERYTHING IN
CROCKERY

1905  **SAMPLES**
ARE NOW EITHER ON HAND OR ARRIVING.

CHINA EARTHENWARE GLASS **THEY WILL PLEASE YOU!**

BARNARD & HOLLAND Co.
 MONTREAL



I am the Toffee King

I APPEAL to the readers of THE CANADIAN GROCER, who I know are the best buyers of High-Grade Goods in the country. I want to say that my Old English Candy,

MACKINTOSH'S TOFFEE

is the most delicious and best Candy made, pure as the crystal springs.

This Old English Candy has made me famous the world over. I am called **THE TOFFEE KING OF ENGLAND** because I am by far the largest manufacturer of Toffee over there. Handle this line and you have a trade winner. Write for prices, etc., at once.

CHARLES GYDE, 20-22 St. FRANCOIS-XAVIER STREET. **MONTREAL.**

old reputation **Attention!** *old reputation*
 The **BEST** of
 Swiss Milk Chocolates
KLAUS'S
CHOCOLATES
 are now introduced in the Canadian Market.
 (Klaus's Chocolates were awarded the **Gold Medal**)
 at the Glasgow Exhibition.
 Wholesale Depot for Canada:
Canadian Swiss Trading Co.
 17 ST. JOHN ST.,
MONTREAL.

Business Changes

ONTARIO.

GEO. HUTCHINSON, general merchant, Alliston, held a meeting of creditors December 22.

T. S. Arm, grocer, Fergus, has sold out to V. Allan.

F. Riley, Haysland, has started in the grocery business.

L. Cyr, Pembroke, has started in the grocery business.

D. M. Smith, grocer, Toronto, has sold out to J. M. Percy.

A. Langlois has started a grocery business at Cambridge.

M. Gell, Fort William, has started in the grocery business.

Jas. E. Graham, grocer, Waterloo, has sold to F. Urstadt.

S. Parisian, Leonard, has started business as general merchant.

Jos. E. Dignard, general merchant, St. Charles, has compromised.

A. E. McNiece, grocer, Strathroy, has sold out to Mihell, Gill & Co.

David Freedman, Ottawa, has started business as a cigar dealer.

J. S. Yeomans, tobacco dealer, Kingston, has been succeeded by E. Orwell.

J. H. Curtis, baker and confectioner, Tilsonburg, has sold out to H. D. Earle.

P. Murphy, general merchant, Stoco, held a meeting of creditors December 23.

The sheriff is in possession of the premises of J. G. Martin, grocer, Huntsville.

A. D. Beaton, general merchant, Whitechurch, has sold out to A. G. Webb.

M. J. McGinnis, cigar and tobacco dealer, St. Mary's, has sold out to O. Ready.

Merson & Goldberg, grocers, Ottawa, have dissolved partnership; H. Merson continues.

The premises of B. Laster, general merchant, Peterborough, have been damaged by fire.

Jas. Marshall, general merchant, Oil Springs, held a meeting of creditors December 22.

C. W. Switzer, general merchant, Meadowvale, has sold out to J. H. Whitter, Galt.

F. Heal, grocer and provision merchant, Bowmanville, has sold to George and Charles Brown.

The stock of Jas. A. Laidlaw, general merchant, Hawkesville, was sold by auction December 16.

The stock of Wm. Hogarth & Son, general merchants, Mattawa, has been sold at 61 1-2c on the dollar.

The stock of the estate of Annie Fisher, general merchant, Hagersville, is advertised for sale by tender.

QUEBEC.

L. T. Denechand, grocer, Three Rivers, is dead.

N. G. Bedard & Co., grocers, Montreal, have assigned.

Sansregret Freres, grocers, Montreal, have sold out.

E. Latour & Co., grocers, Montreal, have registered.

The assets of J. T. Pigeon, grocer have been sold.

Dumont Freres, Montreal, are starting in business as grocers.

J. H. Grenier & Cie., fruit merchants, Montreal, have registered.

J. P. Prudhomme & Cie., grocers, Montreal, have registered.

A. J. Brown, grocer, Windsor Mills, is offering to compromise.

A. Lesieur, general merchant, St. Elie, is offering to compromise.

The assets of Osias Legault, grocer, Montreal, have been sold.

The assets of W. Letarte, grocer, Quebec, have been sold to Ant. Crapin.

The assets of Hubert Rainville, cigar dealer, Montreal, have been sold.

J. A. Blais, general merchant, St. Tite, has assigned to V. E. Paradis.

Gustave Fleury, tobacco dealer, Montreal, held a meeting of creditors December 20.

Wm. Blouin & Co., grocers, Quebec, have assigned to P. Drouin, provisional guardian.

The assets of Lewis Weinstein, general merchant, Acton, were sold on December 20.

The stock of J. S. Routhier, general merchant, Ste. Marie, was sold on December 22.

Theodore Bastien, general merchant, St. Therese, has assigned to Chartrand & Turgeon.

F. P. Currie has registered F. P. & W. Currie & Co., wholesale general merchants, Montreal.

Mrs. C. Bourgeois, general merchant, Montebello, has been succeeded by Francis Bourgeois.

Wolf Weissman and Markus Weissman, have registered under the style of W. Weissman & Son, provision merchants, Montreal.

Hubert Cadieux and J. H. Bouchard have registered under the style of Cadieux & Bouchard, grocers and hardware merchants, St. Johns.

BRITISH COLUMBIA.

T. D. Ross, confectioner, Vancouver, has assigned to H. Muselon.

Watson & Howell, grocers, Vancouver, have dissolved partnership.

NEW BRUNSWICK.

S. S. Legere, general merchant, Mount Carmel, is dead.

S. S. de Forest, wholesale grocer, St. John, has had to suspend payment.

MANITOBA AND N.W.T.

A. White, Gladstone, is starting in the grocery business.

G. Gingras, confectioner, Winnipeg, has been burned out.

The bailiff is in possession of the premises of A. Leger, general merchant, Altamont.

Hendry & Donald have registered under the style of Hendry & Donald, grocers, Brandon.

Union Trading Co., general merchants, Prince Albert, have been succeeded by J. P. Landry & Co.

The stock of the estate of H. C. Lafrenge, baker and confectioner, has been sold at 75c on the dollar.

THE "BOWSER."

The question of storing oils in such a manner as to prevent loss by leakage, accumulation of dust and dirt, oil soaked floors and consequent fire danger, has been successfully solved by the Bowser Self-Measuring Oil Tanks, manufactured by S. F. Bowser & Co., Fort Wayne, Ind.

Their tanks are fitted with pumps which, at one stroke, measure an accurate gallon, half gallon and quart. As oil, time and labor savers, and consequently money savers, the Bowser oil outfits represent a splendid investment which fact has already been appreciated by over 200,000 leading merchants and manufacturers.

SUGGESTIONS TO THE TRADE.

THE CANADIAN GROCER has received the following communication from "Commercial Traveler," containing a number of valuable suggestions to the grocery trade:

Editor of Canadian Grocer:

During the past month in their anxiety to sell, some travelers have been quoting goods without saying anything about the fact that they were to arrive. Goods are often quoted without reference to quality, whether old or new; this applies particularly to candied peels, some of which are excellent and others trash.

A large proportion of the California raisins which are sold in packages are old stock freshly seeded, which will soon be candied; at the same time there is very little discrimination made between these and absolutely new goods. In buying nuts the retailer often has snaps offered but if he would only look into the matter he would find that some of the old-fashioned houses give tare discount, etc., while others sell net cash gross weight. In many of the up-to-date stores this year are to be seen so-called new Grenoble walnuts which are nothing more or less than a mixture of old and new nuts with a large proportion of marbots.

(Signed) COMMERCIAL TRAVELER.
Hamilton, Dec. 10, 1904.

DON'T ASK FOR "DUTCH COCOA"

—ASK FOR—

VAN HOUTEN'S COCOA

There are other Dutch Cocoas.

Van Houten's "beats the Dutch."

Grocers, don't supply other Cocoas when your customer will appreciate only Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE - - MONTREAL

"Irresistibly
Delicious!"



One taste
will make a
Peter eater!

MADE IN VEVEY, SWITZERLAND—FOR EATING ONLY.

A Quick, Steady and Profitable account for any dealer.

Send for a Sample.

LAMONT, CORLISS & CO., Agents, 27 Common St., Montreal

MAPLE SYRUP

You are losing money if you do not carry a full line of Cabinet Maple Syrup in store.

NOTICE—Some parties claim to have Cabinet Maple Syrup put up under other brands. This is a mistake. All genuine Cabinet Maple Syrup has our name, MONTREAL MAPLE COMPANY, printed on every label.

PACKED IN TINS	
6 gallons wine measure,	\$4.50 per case,
12 half-gal.,	4.80 "
24 quarts,	4.80 "
24 pints,	2.50 "
5 gal. tin, imp. measure,	4.00 "
PACKED IN WOOD	
12 gal. kegs,	5 1/4 cts. per lb.
27 " bbls.,	5 1/4 " "

Freight prepaid up to 40c. per 100 lbs., all freight charges over 40c. per 100 lbs. to be added to invoice, in three case-lots and over.

If your jobber will not supply you with our goods, write to us and we will see that your order is filled.

Accept no substitutes. None genuine unless our name is printed on every label.

THE MONTREAL MAPLE COMPANY
MONTREAL, - - QUE.

Vanilla Bar

The leading 10c. Cake on the Canadian market. If you try this it will give you perfect satisfaction. We have also other leading lines to retail at 10c., viz:

- Metropolitan Mixed
- People's Mixed
- Vanilla Bar
- Iced Lemon
- Daisy Fruit
- Lemon Bar
- Cubas

ALL THESE LINES AND MANY OTHERS
RETAIL AT 10c. LB.

Imperial Biscuit Co., Limited.
GUELPH.

Grocers
of the
Dominion:

We wish you
one and all

A Most Merry
Christmas

This is the time of
year when peace is
and should be in the
hearts of men,—and
happy is that man
whose peace comes
from the conscious-
ness of having done
well.

THE **Mooney**
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.

CATALOGUES, BOOKLETS, ETC.

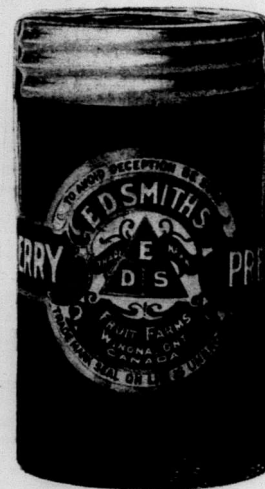
THE Metallic Roofing Co., of Can-
ada, Limited, Toronto, have issued
an exceptionally fine catalogue
descriptive of sheet metal building ma-
terials. This is probably the finest
catalogue ever issued by a manufacturer
of this class of goods. The catalogue
is 12x9x1 1-2 inches, and is handsomely
bound in cloth with silver designs. There
are 439 pages.

It would be impossible to even at-
tempt to run over the contents of this
volume since everything in the sheet
metal building materials line is illus-
trated and described. The descriptions
are clear and comprehensive. Not only
are the materials themselves described
and illustrated, but in many cases an
illustration is given of some building in
the construction of which this special
material is used. Thus accompanying
the description of the "Hayes" Patent
Steel Lathing, full page illustrations are
given of the following buildings in which
the "Hayes" lath was used: City Hall,
Toronto; University of Toronto; Toron-
to University Library; St. Michael's
Hospital, Toronto; Parliament Build-
ings, Ottawa; Union Station, Toronto;
Head Office of Dominion Bank and Con-
federation Life Building, Toronto.

The typographical work is high-class
and attractive. On the whole the pro-
duction is something for the Metallic
Roofing Co. to be proud of.

PEERLESS CHOCOLATES.

The Winnipeg office of The Canadian
Grocer is in receipt of a Christmas box
of assorted "Peerless" chocolates from
Paulin-Chambers Co., and the editor
wishes to bear testimony to the fact that
in the manufacture of sweets as well as
most other things the west need concede
no superiority to the east.



Wisdom
Bids Us

pack fruits of highest quality. Plenty
of mediocre fruits—few of the better
sort. So wisdom, desire, and "the
growing times" have led us to the
manufacture of absolutely pure

E. D. S.

JAMS
JELLIES
and
SEALED
FRUITS

(IN GLASS)

No adulterations whatsoever used,
and no attempt made to dodge the
cost.

There are enough people in the
Dominion to appreciate our grade
of goods.

E. D. SMITH'S
FRUIT FARMS
WINONA, - - ONT.

We beg to advise the Gro-
cers of the Dominion that
we are making the finest

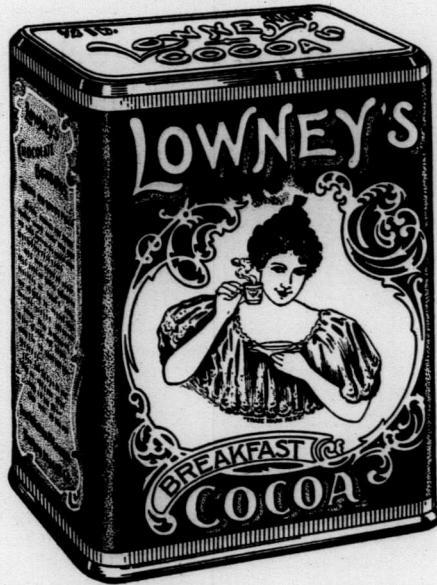
MILK CHOCOLATE

produced in the world, and are
using pure Canadian Milk.

COWAN'S COCOA (Maple Leaf Label)
Absolutely Pure.

THE COWAN CO., LIMITED, TORONTO

**A TRADE WINNER
FOR GROCERS.**



The full flavor, the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product: no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

EQUAL to the **BEST**
and quite a little better than the
REST.

ELITE

¼-lb. blocks.
6-lb. boxes, 30c. per lb.

DIAMOND

(SWEET)—8s, 6s, ¼s
In 12 lb. boxes, at 25c. per lb.

John P. Mott & Co.
HALIFAX, N.S.

J. A. TAYLOR,
MONTREAL.

SELLING AGENTS:
R. S. McINDOE,
TORONTO

JOS. E. HUXLEY
WINNIPEG.

Goods
to
Push
in
1905

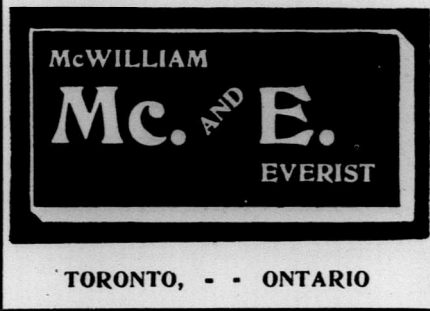
Jersey Cream Yeast Cakes
Jersey Cream Baking Powder
Social Teas, Coffees, Cocoas
Old Church Canned Goods
Old Church Pork and Beans
Old Church Ketchup
Jersey Extracts
Jersey Mustard. Absolutely the finest
Mustard in the world.
Jersey Cream Jelly Powders
Standard Brooms
Lumsden's Lye

We want to make these lines our leaders and ask the trade's assistance—merchants who are willing to take up and push the above fine goods. We will make it well worth their while. Send for a trial order by mail.

LUMSDEN BROS., - - Hamilton, Ont.

**Compliments
of the Season
to all.**

THANKING YOU FOR
YOUR GENEROUS
SUPPORT AND HOP-
ING TO HAVE CON-
TINUANCE OF SAME.



The
DAWSON Commission
Co., Limited
FRUIT, PRODUCE AND
COMMISSION MERCHANTS.
Cor. Market and
Colborne Streets. **TORONTO**

WE BUY
BRIGHT DRIED APPLES.
HIGHEST MARKET PRICES.
The W. A. GIBB CO.
5 and 7 Market St., **HAMILTON**

IN STOCK
New Figs Spanish Onions
Celebrated Camel Brand.
Jamaica Oranges Malaga Grapes
Bbls. or boxes.
If our travellers do not call on you, write, wire or
phone your orders which receive prompt attention.

HUSBAND Bros. &
Co.
Wholesale Fruits and Commission Merchants.
82 Colborne St., **TORONTO.**

GREEN FRUITS

PRACTICAL RESULTS OF CO-OPERATION

FOR the past three years the Fruit Division, Ottawa, has been earnestly advocating co-operation among fruit growers, not only in marketing their products, but in many other ways as well. It has been pointed out that beginners might co-operate to buy the trees best suited to their district at the lowest price; that uniform methods of orchard management might be adopted in order to ensure a uniform quality of fruit; that effective and systematic spraying might be secured by means of power outfits, serving a neighborhood in the same manner as the threshing machine; that cheaper supplies, such as implements, chemicals for spraying, and packages for shipping, might be obtained; and that by putting up co-operative packing houses at proper centres, uniform grading and packing, with consequent easier sale at better prices, might be secured. This season apple buyers have not been competing as usual for the farmer's crop, and the prices offered for apples have been unusually low. A good many farmers have not been able to sell their apples at all, and in consequence they are more or less disgusted with the fruit outlook. They have learned by bitter experience that it will not do to depend on the traveling buyer. They must co-operate in the packing and marketing of their apples if they desire to be reasonably sure of a fair return from their orchards.

The co-operative system of marketing has proved a great success in connection with the California fruit crop, the Texas tomato crop, and in many other cases in the United States. It is rapidly gaining ground in Canada, and the practical results of its operation at several Ontario points are worthy of consideration by every orchardist. The Walkerton association, which started in a small way three years ago, established this season a central co-operative packing house. To this central point the members brought their apples in barrels which had been purchased through the organization. The apples were delivered in hayracks, the bottoms of which were well covered with hay, or in spring wagons, and any found unfit for packing were returned. The various lots were not kept separate, but all the apples were graded as they came in and the proceeds were divided among the members according to the quantity of each grade they supplied. The expense of packing was from 10 to 15 cents a barrel, which was less than the cost of packing in the orchard. This year eight cars of fruit were sold, including soft apples like Duchess and

Astrachan, and for the entire lot prices ranged from \$1.75 to \$2.20 a barrel on board cars at Walkerton. The cost of barrels, packing, etc., had to be deducted from this, but without co-operation the apples would have been left to rot on the ground.

The Forest Association was organized last Spring and has a membership of about one hundred. This Fall thirty-eight cars of apples were shipped to the west and realized an average of \$1.90 for No. 1 and \$1.55 for No. 2 on board cars at Forest. The apples shipped were mostly Baldwins, Kings and Greenings, but included all marketable varieties. The association appointed its own salesmen to handle the fruit in the west. At first, shipping from the orchards was tried, but it was soon found advisable to have two central packing houses. Instead of buying barrels the association bought the stock and had them made up, at a cost of about 28 to 30 cents, as compared with 45 cents charged by coopers. The railroad and steamship companies have been found much readier than formerly to give proper transportation facilities, and the results generally have been satisfactory to members. The cost of packing was about 14 cents per barrel, but about 6 cents of this was made up by the sale of culls, all of which were sent to the evaporator.

The St. Catharines Co-operative Association shipped during the past year 400 cars of tender fruit and apples. Members in one township bought a power sprayer for co-operative use. All their baskets, Paris green and bluestone were purchased in the same way and at a considerable saving.

One of the pioneer co-operative associations of Ontario is that at Chatham, which has been in operation for seven years. The practical benefits have been very much in evidence there as elsewhere. This season 43 cars of fruit were shipped to the west by the above organization.

These are by no means all the co-operative fruit associations, but the results achieved go to show that where farmers grapple intelligently with the problem of packing and marketing their fruit, there is no need for it to go to waste, and a fair profit may usually be secured.

American Date Industry.

The U. S. Department of Agriculture report that encouraging results have been secured from the establishment of the date growing industry in the South-western States. The date orchard at

Tempe, Ariz., is progressing in a highly satisfactory way. Experiments in date culture are also being successfully carried on in Southern California.

Production of Olive Oil in Italy.

According to the *Moniteur Officiel du Commerce*, a leading French commercial journal, Italy produced 86,119,700 gallons of olive oil during the year 1903-4, or 37,248,000 gallons more than in 1902-3, 1,585,200 gallons more than in 1901-2, and 5,811,700 gallons more than the annual average.

Much of this year's olive crop has been abandoned because of its abundance. It has hardly paid to pick the fruit in some parts; besides, the drought from July to October ravaged Italy and seriously affected the quality. The fruit, though abundant, is small and poor, hence of little value for making oil. This is to be regretted, for it is otherwise free from disease and well skinned.

The cultivation of the olive is increasing constantly though slowly. The area devoted to olives increased from 2,673,666 acres in 1901 to 2,683,550 acres in 1902, and 2,690,963 acres in 1903. The oil yield per acre last year was 32 gallons, or 13.8 gallons more than the yield of 1902-3, 0.3 gallons more than the yield of 1901-2, and 2 gallons more than the average.

Possibilities of the British Market.

P. B. Ball, commercial agent for Canada at Birmingham, England, says regarding the apple markets of Great Britain, that as high as \$3.25 to \$4.25 a barrel is frequently paid for good apples such as greenings or spys, in Liverpool. He has, however, frequently seen Canadian apples, small, shrunken, and ill-packed, offered at auction not worth a dollar a barrel, and as one would expect, not bringing enough to pay charges. Canadian shippers ought to remember that apples are a luxury in England, and that it will pay to select the best fruit in the orchard, to pack it with extreme care, and to even wrap each apple in paper as Mediterranean merchants wrap their oranges.

Quebec Fruit Growers Meet.

At the annual convention of the Quebec Pomological Society at Ayer's Cliff on December 14 and 15 the following officers were elected for the ensuing year: President, J. M. Fisk; Vice-President, R. W. Shepherd; Secretary-Treasurer, Dr. W. H. Wood.

Fruit Notes.

A movement is on foot to erect a permanent building for horticultural shows in Toronto, and to make the Provincial Flower, Fruit and Honey Show an annual affair like the Winter Fair at Guelph.

The fruit growers of New Brunswick have organized as the New Brunswick Fruit Growers' Association, with the following provisional officers: President, J. C. Gillman, Fredericton; vice-president, G. McAlpine, Cambridge; secretary-treasurer, W. D. Albright, Sussex.

*We tender to our Patrons
our sincerest thanks for their kindness to us this
season just closed and wish all
A Very Happy Xmas and Prosperous
New Year.*

WHITE & CO., WHOLESALE FRUIT AND PRODUCE, **Toronto**

W. B. STRINGER
J. J. McCABE

MERRY XMAS

Phone Main 5672.

TO ALL.

You have had a splendid business. You have earned an excellent XMAS DINNER. You have found that the **ORANGES, LEMONS, CRANBERRIES, Etc.**, bought through us have assisted you in enjoying the **FEAST**. We invite your inquiry and will appreciate your future orders.

61 Front E., Toronto. **W. B. STRINGER & CO.** Fruit Brokers

SUGARS LIMITED

MONTREAL.

Manufacturers of high-grade **SYRUPS** and **MAPLE CONFECTIONERY.**

Illustrated price lists on application. They will interest you.

THEY ARE HERE NOW AND PLENTY COMING FOR XMAS

EXTRA FANCY

ALSO

New Grenoble Walnuts, Tarragona Almonds, and all other kinds of Nuts, Dates, Figs, etc., all of very best quality. Prices the lowest. Send us your orders and get the best.

HUGH WALKER & SON, Guelph, Ont.

California Navels
Florida and Sweet
Sonora ORANGES
NEW LEMONS
MALAGA GRAPES
CAPE COD
CRANBERRIES
BARRELS AND BOXES



TRADE MARK

This design a guarantee of quality.

TOUGH FIBRE PAPER

FOR WRAPPING
STRONG. STIFF.
WILL NOT BREAK OR CRACK.

CANADA PAPER Co.

Toronto LIMITED Montreal

SAMPLES AND PRICES GLADLY SENT.

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

HOMER REID

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Wholesale dealer in and manufacturer of

EVAPORATED APPLES

Write for prices.

J. T. ADAMSON & CO.

Customs Brokers
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27 St. Sacramento Street, Montreal

Tel. Main 778. Bond 28.

Avoid unknown brands

Borden's Eagle



Brand Condensed

Milk



The original and the best,
has been the world's favorite
for over 45 years.

Write our agents for prices.

WILLIAM H. DUNN, - MONTREAL

JOS. IRVING. 92 Wellesley St., TORONTO.	
ERB & RANKIN, Halifax, N.S.	SCOTT, BATHGATE & CO., Winnipeg, Man.
W. S. CLAWSON & CO. St. John, N.B.	SHALLCROSS, MACAULAY & CO., Victoria and Vancouver, B.C.



The continued success and growth in popularity of

BENSDORP'S ROYAL DUTCH COCOA

does not depend upon costly and extravagant advertising but upon the public appreciation of the uniform and unvarying excellence of quality and flavor.

WILLIAM H. DUNN, - Montreal
Distributing Agent
Province of Quebec and Ottawa City

THE NEW PROCESS FLOUR.

A
20th
Century
Improvement



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FLOUR AND CEREAL FOODS

Advance in Freights.

THE advance in freight rates, both for export and to the Maritime Provinces, has been a hard blow to the grain dealers and millers of Ontario, but as it is usual for an advance in freight rates to occur at this season of the year the trade cannot claim that they have been taken unawares in this respect. It is the amount of the advance, together with one or two other circumstances, which make it an especial hardship at this time, and besides the advance to the Maritime Provinces seems more onerous than in former years.

The advance in export rates of 1½¢ per 100 pounds does not appear excessive, yet the dispatch from Peterboro announcing the closing of the big mill of the American Cereal Co. at that point, attributes it solely to the advance in export freight rates. The advance of 1½¢ per 100 pounds, which is what export freight rates have been put up, would no doubt make a big difference in the year's profits in their large out-put, yet no one in the trade would credit the statement that their margin of profit on export business is so small that this advance in rates would put them out of the export business entirely. The real reason is that the price of oats in Ontario has been above an export basis, except for Newfoundland and the West India Islands, practically the whole of the season so far, and naturally oats are too high to make into oatmeal for export, but the slight advance in export freights may have proved the last straw.

When one considers that the advance in rates to the Maritime Provinces ranges from 4 to 6½¢ per 100 pounds at most points, and those the most important ones, one can understand, in view of the foregoing statement, what a serious matter this is to the grain and flour trade. While the rates now are no higher than a year ago, the advance is considerably heavier, owing to the fact that during the Summer season the rates were lower than in previous years, and for this reason the trade is harder hit, as the most they expected was that the same advance per 100 pounds would be made as in former years, leaving the special drop made in the Summer of 2¢ per 100 pounds as a permanent reduction.

Another fact that makes the advance at this time especially hard on these trades, is that during the past month or six weeks there has been a great shortage of car supply. So serious has this been that in almost every instance a delay of two or three weeks has taken place in supplying cars, and in many cases it has been four or five weeks from the time the purchase of grain was made before shipment could be got. The result is that, in numerous instances, orders that were taken early in November had not been shipped when the advance was made on Dec. 5, and as this advance amounts to from \$16 to \$26 on a 40,000 pound car, it more than wipes out any profit which the dealers or millers had on the sales unshipped. It would only seem fair for the railroads to bill out all sales made on a basis of the old rates that were unshipped at the time of the advance, on reasonable evidence being produced that the railroad was in any way responsible for its not being shipped earlier. The trade claim that they did not receive notice of the advance, in some cases until after it was in effect, and that the railroad did not give the ten days' notice required by the Railroad Act, of the change in freight rates, as tariffs only bear date of Dec. 1, effective on Dec. 5.

Another question which might fairly be considered in this connection, is whether there is any justification for such a heavy advance in rates as has been put into effect in the Maritime Provinces. If an advance of 1½¢ per 100 pounds on the export freight rates over the Summer rates is sufficient to cover the additional expense the railroads are put to in moving freight during the Winter season, a like advance in the local rates to the Maritime Provinces should be also sufficient to reimburse the railroad for the extra charges incurred. Instead of this, the local rates are advanced 200 to 400 per cent. more than the export rates. Why this should be, no one outside the railroad officials apparently can satisfactorily explain, but to laymen it would appear as if the railroads, having full control of the situation as far as the local business is concerned, put on the traffic all the tolls that it will bear. As the Grand Trunk and C. P. R. railways apparently work together in this respect, the public are the sufferers, and either the producer in Ontario or the consumer in the Maritime Provinces must pay it, as they are helpless.

Competition prevents export rates from being advanced beyond a reasonable limit, as otherwise competing lines would step in and take their trade, and it would appear as if the railway commission should be authorized, if they have not now the power to do so, to prevent a greater advance being made in domestic freight rates than in the export rates, especially where it can be

shown that two railroads are working together to get out of the traffic all it will bear, as appears to be the case here.

Export Duty on Wheat Impossible.

ALIVELY interest has been aroused in Canadian cereal circles by the suggestion through the medium of the public press of an effective way for Canada to meet the rebate in duty which the United States authorities propose to allow on Manitoba wheat imported by American millers for export milling purposes, namely the placing of an export duty on all Manitoba wheat entering the United States, the professed object being to develop the milling industry in Canada instead of in the United States.

The unanimous opinion of the Canadian trade is that the agriculturists of Canada would never consent to have one of their grain markets closed. At the present time it is in their best interests to have as wide a market for their products as possible, and there can be little doubt that an export duty would have the immediate effect of depressing the prices paid to farmers in Manitoba and the Northwest. The export of wheat is unquestionably a benefit to the Canadian farming community. American millers are forced to pay a higher price than would be necessary could they secure supplies of high-grade milling wheat at home. Canadian millers themselves would be the only ones to gain from the imposition of an export duty on wheat.

The opinion expressed by the Hon. Clifford Sifton in this particular meets with the hearty approval of the majority of Canadian wheat growers and grain dealers. "Our best method of encouraging the milling of wheat is by improving our transportation and facilitating the finding of outside markets for the product of our mills. The increase in the number of milling establishments in the west is very greatly in the interest of the farmers, because the purchase of wheat by large milling companies acts as a most effective regulator of the price paid for wheat. We ought to be able to look for a very large increase in our milling business, but we cannot expect that the growth of that business will keep pace with the increase in the production of wheat, and our efforts should continue to be directed in the future, as they have been in the past, to bringing the export price of wheat up to the highest possible figure by a proper system of inspection, warehousing and transportation."



The Year Rolls Round

and now it's Christmas.

Orange Meat

has a hearty greeting to
its friends among the
grocers—wholesale and
retail—in Canada.

It wishes them all
from its heart of hearts

A Right Royal Christmas.

The Frontenac Cereal Co.
Limited.
KINGSTON, CANADA.

To Develop Canadian Barley Trade.

In expectation that Canada is destined to supply a large part of the enormous British imports of malting barley the Government of the Northwest Territories has enlisted the help of leading British experts. Lord Strathcona is now despatching to Regina via the Canadian Pacific Railway, who grant free freight experimental shipments of seed, the following four malting barleys of high quality, namely: Bohemian, which took the world's champion prize at the Brewers' Exhibition; goldthorp, ouehae from Smyrna, which has done well in California, and Chilian Chevalier, which has been grown in Manitoba to weigh over 60 lbs. per bushel. These will be tested in the Northwest Government co-operative field trials.

How Flour Should be Stored.

FEW grocers and general merchants seem to realize how easily flour absorbs foreign odors and that the loss on flour carelessly stored in unsuitable places is often very heavy. For instance flour in poorly ventilated, musty smelling storehouses, near kerosene, fish, oil, tar, rosin, oilcloths, fruits or any other article giving off an odor, will absorb that odor just as a sponge absorbs water, and once absorbed it cannot be removed. Cases have been known where flour has taken up the odor of kerosene from warehouses where no kerosene had been previously stored for over two years.

Flour should also be kept in clean, dry, well ventilated rooms. If there is no circulation of air, the windows and doors should be opened often. Flour should never be allowed to stand in the rain or be stored where it can absorb moisture as it tends to become lumpy and sour.

Flour News From Japan.

THE duty on foreign flour entering Japan is now 70 sen (35c) per kin (133 pounds) instead of 60 sen (30c) as quoted by a previous Government report in error.

Importations of flour from Canada, although relatively small, are attaining a rate of arithmetical progression that is ominous of gratifying results in the near future, the quantity imported during the nine months of 1904, ending with September, being 5,554,435 lbs., a monthly average of 617,158 lbs. This average quantity multiplied by three will give the estimated quantity to be imported for the three remaining months of this year, which, added to the volume of importations for the preceding nine months, gives a total for the current year of 7,405,910 lbs.

Importations of flour from all countries for 1903 were so exceptionally large that there will appear a considerable falling off this year, Canada alone contributing a comparatively large increase. The quantity imported from

Canada in 1903 was 4,826,452 lbs., or 727,910 lbs. less than the importations for nine months of this year.

New Cereal Company.

The Canadian Shredded Wheat Co., with headquarters at Niagara Falls, N.Y., are applying for incorporation. The patents and rights of the Natural Food Co., of Niagara Falls, N.Y., have been bought for the Dominion of Canada, and the necessary machinery will be removed from the Worcester plant of the Natural Food Co. A new building is being erected and it is thought the industry will be in working order by May 1, 1905.

Wheat Crop in Australia.

Mr. F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Co., has received a cable from their agents, Burns, Phillips & Co., Sydney, Australia, reporting that the wheat crop of the Commonwealth has been severely damaged by bush fires and drought. This news has been further confirmed by the receipt of cables from correspondents in Liverpool, declaring that the exportable wheat surplus from Australia this year will hardly equal 50 per cent. of last year, and that this estimate might be largely wiped out by increased damage.

Mr. Thompson further said, in discussing the comments with respect to the Argentine crop, that he had received cables from their agents yesterday, reporting the wheat crop in the Province of Santa Fe as poor in quantity and quality to that of last year. In the Province of Buenos Ayres, however, the prospects are good at present.

Keewatin Water Power.

W. Kennedy, the well known hydraulic engineer of Montreal, returned east from Winnipeg last week. Mr. Kennedy has been for some time in the west inspecting the water power at Keewatin for the Keewatin Flour Mills Co., and he has returned east to make a complete report to the management regarding the new mill which that company purpose building at Keewatin next Spring. Mr. Kennedy was reticent as to the nature of his report on this subject.

Cereal Notes.

The G. T. R. has increased the freight rate on corn between Chicago and Detroit 2½c per 100 lbs.

A new plant is being installed by Brackman & Ker in Victoria, B.C. for the production of a new cereal.

B. H. Haliday & Co., commission merchants and dealers in grain, provisions, etc., are about to establish a branch in Medicine Hat, N.W.T.

The Natural Food Co. has secured an option on certain buildings in Welland, Ont., with the object of establishing a Canadian branch of their business.

The Northwest Territories Grain Growers' Association in session at Regina last week favor the establishment of a sample grain market at Winnipeg.

A distribution of samples of the most productive varieties of grain is being made among Canadian farmers this season by the Agricultural Department, Ottawa.

Write or Phone Us

For Prices on

Rolled Oats,	Standard and Granulated Oatmeal,	Flaked Wheat,
Granulated Wheat,	Pot and Pearl Barley,	Split Peas,
Gold Dust Cornmeal,	All Kinds of Feed,	Pea Meal,
Ground Wheat,	Ground Oats,	Ground Corn,
	Grain of all Kinds.	

We can give prompt delivery in mixed carlots or otherwise.

Letter Orders Promptly Filled.

Wm. McCann Milling Co.

Office and Mills: Foot of Jarvis Street, - TORONTO

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

Shredded Wheat

... AND ...

TRISCUIT

NEW PRICE LIST

SHREDDED WHEAT

Per Case, Containing 50 Cartons, \$5.25

" 1-2 " " 25 " 2.75

TRISCUIT

Per Case, Containing 30 Cartons, \$3.00

1 per cent. 10 days, net cash 30 days.

FOR SALE BY ALL WHOLESALE GROCERS

Tobaccos, Cigars, and Smokers' Accessories

A DEPARTMENT FOR
RETAIL MERCHANTS.

Tobacco Fads.

THINK of the great actors, soldiers, politicians, and in fact great men of almost any walk in life and see if you can recall a cigar named after them. You know the supposed to be greatest living actor, and immediately the "Irving" cigar crops up. It is a leading ten center and on the box and on a mass of very intelligent advertising may be seen not only a picture of the master of stage craft, but a facsimile of his signature.

The name; ah, what a magnetism there is in the name? One sees as in a vista Shylock with his long Jewish gaberdine and strong personality; then a glimpse of Louis XI. in the masterly death scene, or perhaps Mathias in "The Bells" comes as a fitting ghost of thought, as the "Irving" cigar is being smoked or even thought about.

Thus it is wise of a cigarmaker to select a character of supreme merit, as well as great personal popularity. Hirsch & Co. who make the "Irving" are hustlers. They have made a big success, first because they make a good quality of goods and have backed it up by a campaign of strong, judiciously aimed advertising. Big firms sometimes forget the amazing cigar business that the reputable grocer does all through the flourishing towns of 5,000 to 7,000 inhabitants and even in the smaller places. These are the customers that should be educated into writing to the big jobbers and wholesalers insisting upon certain brands.

The Bruce Payne Co., of Granby, has been very successful with the grocery trade. Their "Pharaoh" cigar is a wholesome, clean smoke. The very stub is acceptable to the smoker and it is no "jolly" to say that it will take a lot of beating. There is something about the "Pharaoh" that invites the smoker to have another.

"Pebble" is a live selling five center and has an immense grocery trade. Take the "Chamberlain" cigar, it too is another very fine ten center. The Fortier Co. has taken advantage of the popular tide, reproducing the illustrious politician after whom the cigar is named. The very name Chamberlain stirs up enthusiasm and quickens the mind. It recalls the famous Punch cartoon which Mr. Fortier might use for advertising. There was a picture of Mr. Chamberlain leaning with arms akimbo over the balcony at a Naples hotel, looking at Mount Vesuvius which has just become active again, and remarking: "Humph, call yourself a volcano. Wait till I get back to England." Even our own "Col. Steel" is made famous by Harris Hark-

ness of Montreal, and certainly they make a rattling good five center.

E. N. Cusson has become a leader in cigars by his "V.C." cigar, five center, which is sold widely all over the Dominion. He is a good advertiser and has won great popularity by delivering a high class cigar.

Porto Rico vs. Cuban Leaf.

ACCORDING to J. Van Leenhoff, a tobacco expert in the United States Department of Agriculture, the island of Porto Rico will in a few years be able to produce both wrapper and filler tobacco equal to the world famous Cuban grades, provided modern methods of cultivation are employed.

The best districts in Porto Rico for the growing of cigar leaf are the Provinces of Cayey, Comejro, Caguas, San Lorenzo, Juneos, Utuado and Jayuya, and the soil best suited for raising plug tobacco is to be found near the coast of the island of Porto Rico in the Provinces of Acaibo and Yauco. As a general rule the soils all over the island are a trifle heavy, but the climate is extremely favorable for the growing of tobacco, in many cases producing a high grade both in aroma and texture.

The failure of the inhabitants of Porto Rico to produce a good quality of tobacco, is attributed to their lack of the most primitive knowledge of agriculture in general. Fertilizers are not known

at all and their methods of cultivation are crude in the extreme. Previous to the American occupation the demand in Spain, to which most of the Porto Rico tobacco was exported, was for heavy, dark strong tobacco, so that the planters did everything possible in order to raise that kind. They took no note of the distance of planting, digging the plants too low and delaying their harvest to the detriment of the quality of the tobacco. Instead of planting the young sprouts of tobacco in a vertical position in the soil, the Porto Ricans put them in a horizontal position and turned the tops upward. Naturally, their tobacco contained a large amount of nicotine and made the cigars very dark. They also did nothing to prevent the ravages of insects and diseases to the tobacco. Insecticides and sprayers were practically unknown to the island prior to the work of the experiment station in this direction.

The yield of tobacco on the island is very low, and the quality not at all suited to the demands of the American market, for two reasons; first, the inferior quality of the seeds used and the poor methods of fermentation. Planters after harvesting the crops leave the stubbles to grow again for seed, and no selection of seeds whatsoever is made, with the result that the products of the good and bad seed are harvested together, causing a mixture both of quality and color. Each succeeding crop is handled the

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

We wish every Man

who has helped to make another man
happy through providing him with Payne
Cigars

A very Merry Christmas

J. BRUCE PAYNE, LIMITED
MANUFACTURERS, GRANBY, QUE.



GOOD-WILL

*Christmas has come once more in the cycle of
the year, and gives us the opportunity of expres-
sing to you our most cordial good wishes for a
Merry Christmas and Happy New Year.*

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

same way, which explains the difference in sizes, shapes, color and quality of the leaf produced in Porto Rico. Consequently when it is made up into cigars there is no uniformity about them. The curing sheds on the island are poorly constructed, resulting in bad ventilation. The old method of fermentation in boxes and cases is in vogue. The tobacco is often packed and stored away and no attention whatever given to it, with the result that in many instances half of it is lost through the process of rotting.

New Tobacco Firm.

The Union Tobacco Co., of Leamington, Ont., expect to begin business about the first of January, 1905. The company has been incorporated with

capital stock of \$150,000 and list of directors as follows: W. L. Wilson, Port Huron; W. McSween, H. McSween, E. Winter, E. Wigle, C. B. Purvis and A. T. Boles, Leamington; A. E. Stevenson and Dr. P. Heseltine, Detroit. The officers are W. L. Wilson, president; W. McSween, vice-president; E. Winter, second vice-president, and H. McSween, secretary-treasurer.

Should be in the mouth of every smoker. What?

McDougall Scotch Clay Pipe

Be sure and ask for it, and see that you get it.

D. McDougall & Co., Glasgow, Scotland.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all Leading Wholesale Houses.

The Chamberlain Cigar

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

SAVE THE BANDS AND RETURN THEM TO

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

MANUFACTURERS OF

Cigarettes and Cut Tobacco

<p>THOUSANDS OF HAPPY MEN ARE SMOKING <u>TONKA</u> <u>SOLID</u> <u>COMFORT</u> <u>PINCHIN'S</u> <u>HAND MADE</u></p>	<p>DO YOU WONDER — THAT — McALPIN'S — THE MAKERS OF THESE TOBACCOS — HAVE SUCH PLEASURE IN WISHING YOU — OUR SALESMEN — The BEST CHRISTMAS YOU EVER HAD? McALPIN CONSUMERS' TOBACCO CO. TORONTO LIMITED</p>	<p>THOUSANDS OF HAPPY MEN ARE CHEWING <u>BRITISH</u> <u>NAVY</u> <u>KING'S</u> <u>NAVY</u> <u>BEAVER</u> <u>APRICOT</u></p>
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FREIGHTS AND CHARTERS

BIG shippers in Canada are interested in the report that large quantities of Canadian wheat are being shipped via Boston. G. M. Bosworth of the C.P.R. stated that this wheat had not come east via their road, but had been carried to Buffalo by steamers and thence by rail on U. S. lines. It was another illustration of the excellent facilities possessed by Buffalo elevators for storing and handling grain at a time when the Georgian Bay elevators were full and could not take the whole crop. Then there is another fact which has been well discussed by the big steamship companies, especially those looking

own railway. The other lines, however, namely the Allan, Furness-Withy, Elder-Dempster, and the various lines controlled by R. Reford & Co., have to do some scratching to get cargoes (at least that is what is gathered from the offices). Another reason is that rates are so low that firms take grain only in sufficient quantities for ballast.

Mail advices from New York state that the fine corn and cotton crops will make the steamship agents' Christmas very happy, in fact much more pleasant than those of 1902 and 1903. The steamship traders on the New York Produce Exchange are not in that humble mood of six weeks ago, and a partner in one

January, 40 or 50 loads to Liverpool for December and January, 50 loads to London for shipment by December 31st, 7 loads to Glasgow for December and January, 15 loads to Copenhagen, December and early January, and 5 to 8 loads to Hull for December and January. It is estimated that about 45 loads of the above engagements are for Manitoba Spring wheat, and the balance for corn.

THE FAIRY CALENDAR.

In last week's issue of The Grocer, the statement was inadvertently made that the beautiful Fairy calendar issued by

BERTH QUOTATIONS--St. John, Halifax and Portland

The undernoted rates from West St. John are subjected to 5 per cent. primage additional.

Description.	Liverpool.	London.	Bristol.	Glasgow.	Manchester.	Dublin and Belfast.	Capetown and Port Elizabeth.	Leith.	Aberdeen.	Cardiff.	Hamburg.	Havre.
Oil Cake.....	* 5/	† 5c	† 9c	† 6c	* 5/	* 11/6	* 12/6					
Sack flour.....	* 5/	† 5c	† 9c	† 7c	* 5/	* 12/	* 12/6					
Canned meats, fish.....	* 7/6	* 12/6	* 15/	* 12/6	* 10/	* 15/	* 15/					
Provisions.....	* 5/	* 12/6	* 15/	* 12/6	* 5/	* 17/6	* 15/					
Tierces lard.....	* 5/	* 12/6	* 15/	* 12/6	* 5/	* 17/6	* 15/					
Pail lard.....	* 7/6	* 17/6	* 20/	* 17/6	* 7/6	* 20/	* 20/					
Butter.....	* 15/	* 25/	* 25/	* 30/	* 15/		* 80/c.s.					
Cheese.....	* 10/	* 20/	* 20/	* 25/	* 10/		* 80/c.s.					
Eggs in c. s. (meas't).....	* 10/	* 15/	* 15/	* 15/	* 10/		* 40/c.s.mt.					
Clover seed.....	* 10/	* 10/		* 15/	* 10/	* 15/	* 15/					
Cotton.....	† 15c				† 15c							
Apples, per bbl.....	2/	2/	2/6	2/6	2/	31/	10/c.s.					
Meas't goods.....	† Fine 20/		† Fine 20/	† Fine 20/	† Fine 20/							
Leather sole.....	* 20/	* 25/	* 25/	* 30/	* 20/	† 12/6	† 15/					
Leather finish.....	* 15/	* 20/	* 20/	* 20/	* 15/	* 17/6	* 25/					
Lumber, hard.....	* 8/	† 10 1/4c	* 12/6	* 14c	* 8/	* 15/	* 15 m't					
Lumber, soft.....	* 9/	† 12c	* 15/	† 16c	* 9/		* 17/6 m't					

* Per ton 2,240 lbs.

† Per ton of 40 cubic feet.

‡ Cents per 100 lbs. without primage.

The above is for general information only. These rates liable to change without notice and are therefore **Subject to Confirmation.**

When ocean charges are collectable at port of destination, rates exchange on basis of \$4.80 to £1 sterling. When ocean charges are prepaid, rates exchanged on basis of \$4.86 to £1 sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option prompt advice will be facilitated by informing us of the relative weight and measurement of the mdse. when applying for rate. It is also necessary to know shipping point and on whose account engagement is to be made. All contracts subject to confirmation.

for grain cargoes at West St. John and Halifax. The Canadian who grows large quantities of grain in the Northwest can readily dispose of it to neighbors across the border who will pay better prices than can be obtained anywhere in Canada. It is only human that he should let his grain go. Then Canadians will say that Canadian grain is going out through American ports while in reality large quantities are being milled into western flour at Minneapolis and other places. Still the point at issue is that cargoes at St. John are difficult to find. The C.P.R. have abundance because of their excellent feeder, their

of the largest steamship firms gives all the credit to a bountiful corn crop for his present happy environment. The freight engagements booked at New York recently illustrate why there should be rejoicing in steamship circles. The engagements have been 200 loads to Hamburg for December, January, February, March and April shipment, 150 loads to Antwerp for December, January, February and March shipment, of which, about 15 loads to Rotterdam via Antwerp, 30 to 40 loads to Bremen, for December, January, February, March, April and May shipment; 10 loads to Bristol for December, and 12 loads for

the Fairbanks Co., of Montreal, would be sent out to readers of The Grocer on request. This was hardly correct, though any reader of this paper can find out how to get one by addressing either the Montreal or Chicago offices of the Fairbanks Co.

J. McEachern, Inglewood, Ont., has had the interior of his store painted and decorated and has installed one of Jones Bros.' silent salesmen. John is always up-to-date and reports business as good.

CANADIAN FRUIT GOING TO WASTE.

FOLLOWING is a letter received by The Canadian Grocer from the Canadian Cannery, Limited, Hamilton, in answer to a recent statement in its reading columns credited to Mr. A. McNeill, chief of the Fruit Division, Ottawa, to the effect that a big percentage of the Canadian fruit crop of 1904 went to waste and that the fruit canning industries of Canada were to blame for the heavy financial loss resulting therefrom to Canadian trade as a whole. Editor of Canadian Grocer:

Will you favor us with space in your valuable paper to reply to the captious remarks you made in your issue of the 25th of November, in regard to "Canadian fruit going to waste," and the responsibility of Canadian canners (more especially the Canadian Cannery, Limited,) for such waste.

If you had taken the trouble to inquire you could easily have ascertained that the Canadian Cannery, Limited, in their desire to save as much as they possibly could of the large 1903 crop of apples, kept on packing for months longer than usual. By so doing they filled to overflowing every storehouse belonging to them, and a great many outside storehouses as well, and, although they have been offering these apples in many cases at "less than cost price," and have been making every effort in their power by sending special agents to outside countries, and, in other ways, to dispose of these apples, they have still on hand, including this season's pack, sufficient stocks to carry them through to next season.

It has usually been the case in Canada that for every year of a full crop, we have an alternate year of a small crop, and, occasionally a year of total failure of apples—but for the last three years, especially the present year, there have been superabundant crops, so much so, that if the canners' storehouses had been empty of canned apples, neither the canners nor evaporators could have obtained help enough to save more than a very small portion of the present year's crop. With their storehouses, as already stated, generally overflowing with the 1903 pack, it is difficult to understand, let the canners be ever so philanthropically inclined, how they could have saved the present year's crop, and, if you in the wisdom gathered in your editorial sanctum would only have the goodness to direct us how to accomplish this, we would certainly be glad to adopt any rational scheme you would suggest, besides feeling grateful to you for the same. This in our humble opinion would be more to the point, and very much fairer, than the course you have pursued, and, let us add with respect and kindness very much more creditable to The Canadian Grocer.

Just here it may be mentioned that one George A. Cochrane, in the New York Journal of Commerce of the 6th inst., holds certain buyers in England responsible for the large loss of apples

this season. He maintains that there is a "gang in England systematically banded to get apples for nothing," as a consequence hundreds of thousands of barrels of apples were bought at ridiculously low prices, while other farmers would not pick their fruit, and allowed it to drop and rot on the ground, or fed it to their cattle, and the quantity that was thus allowed to go to waste was simply enormous.

It is not our purpose in writing this letter to defend the charge as to whether or not the Canadian Cannery, Limited, are enterprising, suffice to say that as soon as this company were fully organized a special representative was sent over to England and the Continent to investigate the conditions and the possibilities for new business, and, as a result the company have opened permanent offices at London and Liverpool under the management of an experienced and enterprising manager, who has had long experience in the export business.

Our main object in writing is to correct the misleading statements credited to Mr. McNeill, chief of the Fruit Division, Ottawa, in the Toronto Globe's interview with him. Mr. McNeill is quoted as saying that if the Canadian Cannery were more enterprising the volume of trade would be increased yearly by no less than "Five millions of dollars according to a conservative estimate." We are not so much surprised at Mr. McNeill making such a statement as we are at The Canadian Grocer publishing it in all seriousness. Such a grossly misleading statement is apt to do a great deal of harm, as some persons on the strength of Mr. McNeill's statement may be induced to go into the packing of apples under the impression that there is such a market as Mr. McNeill states there is, with the result that the entire industry may possibly be ruined for a number of years.

According to November reports Great Britain's imports of canned apples for ten months ending October 31st, 1904, were 78,187 cases, against 186,535 cases for the same period in 1903. For the month of October, 1904, the imports were 5,940 cases, against 21,820 cases in 1903. Great Britain's importations for 1904 may be approximated at 90,067 cases, against 230,175 cases in 1903, a falling off in imports of about 140,000 cases for the year 1904, or nearly 40 per cent. This is partly accounted for from the fact that the apple crops in Great Britain, as well as on the Continent, have been very large ones against a comparative failure the previous season. The total value of Great Britain's imports of apples for the year 1904, basing the price at about 85c per case (present market value) equals \$75,556.95, so that provided that the Canadian canners controlled the entire export trade of canned apples to Great Britain the maximum volume of business this season would be \$75,000, against \$5,000,000 as stated by Mr. McNeill, but Canada has by no means the monopoly

of the business, as it has to face the severest kind of competition from the United States, Australia, Tasmania, and other fruit producing countries.

We have made no mention of the domestic trade in canned apples, as it is so very small that it has little or no bearing on the situation. The export of gallon apples is probably lower this year than the general average, but taking the present year as a basis—supposing that Canadian canners were to pack five million dollars' worth of apples, it would take just about sixty-five years to dispose of their output.

It is quite patent from the statistics cited above that in view of the very limited demand abroad it would be commercial suicide for Canadian canners to put up large packs of apples. As we have had three very bountiful years, it is just probable that the crops next year may be a total failure, in which case canned apples will go very high in price, and as prices at present ruling are under actual cost of packing any person of a speculative nature might do well to purchase now, and hold for the rise.

To sum up, we consider we have proven conclusively:

First—That the canners cannot be held responsible for so much fruit going to waste, but that they have acted in the best interests of all concerned.

Second—That the export trade does not offer the splendid inducements for canned apples as stated by Mr. McNeill.

Third—That the export trade at best is a limited one. Great Britain being practically the only open market; other European markets being impossible owing to the high rates of duty.

Fourth—That the canners are leaving no stone unturned to develop all there is in the export trade.

(Signed)

CANADIAN CANNERS, LIMITED.

CALENDARS, CATALOGUES, ETC.

The Old Homestead Canning Co., Picton, Ont., are issuing to the trade a very attractive calendar, which we have no doubt will be forthcoming to friends of The Canadian Grocer provided its name is mentioned in application. The calendar itself is on plum colored cardboard, with harmoniously tinted lithograph reproduction of that homely but well known picture, "Grace before meat."

TORONTO RETAIL GROCERS MEET.

At the regular monthly meeting of the Toronto Retail Grocers' Association last week in St. George's Hall, it was decided to move into new quarters in the Temple Building after Jan. 1, 1905. Owing to the difficulty experienced in securing convenient dates in January for the Pure Food Show, it was decided to postpone it until later in the year. The association will hold its annual at home in February.

WM. BRAID & CO. COFFEE IMPORTERS

How is your Coffee Trade?

BRAID'S BEST COFFEE is increasing in popularity every day because consumers appreciate its merit.

ARE YOU SWIMMING WITH THE TIDE?

*If not, now is the time to change.
Don't let your neighbor outstrip you, as he surely will unless you carry a good stock of Braid's Best Coffees.
Bucking the current has carried down many a strong swimmer.*

BRAID'S BLENDED COFFEES are the best for grocers to buy—

FIRST—Because they yield him a satisfactory profit.
SECOND—Because the quality never varies.
THIRD—Because they give the public better satisfaction than any other coffee sold.

These Coffees are a triumph of the expert coffee man's art. An order will make you a permanent customer of ours, and every sale a steady patron for you.

**Write us for
Samples**

WM. BRAID & CO.,
Importers of Teas, Coffees, Spices, etc., VANCOUVER, B. C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

December 22, 1904.

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

Baking Powder.

Brand/Size	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$4 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Found tins, 3 doz. in case	3 00
12-oz. tins, "	2 40
5-lb. "	14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4 doz.	10c.	\$0 85
3 doz.	4-oz.	1 20
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 45
3 doz.	12-oz.	3 40
2 doz.	18-oz.	4 45
3 doz.	18-oz.	4 35
1 doz.	2-lb.	10 40
1 doz.	5-lb.	19 50

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 80
4 "	6 "	0 75
4 "	8 "	0 85
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2-lb.	4 10
1 "	5 "	7 30
1 "	6 oz.	Per case \$4 55
1 "	12 "	
1 "	18 "	



JERSEY CREAM BAKING POWDER.

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

OCEAN MILLS.

Brand/Size	Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz.	\$ 45
Ocean Baking Powder, 1 lb., 5 doz.	90
Ocean Baking Powder, 1 lb., 3 doz.	1 25
Ocean Borax, 1/2-lb. packages, 4 doz.	40
Ocean Cornstarch, 40 pks. in a case.	78

Freight paid, 5 p.c. 30 days.

ROYAL BAKING POWDER CO.

Brand/Size	Per Doz.
Royal—Dime	\$ 1 00
" 1 lb.	1 60
" 8 oz.	2 25
" 1 lb.	2 90
" 12 oz.	4 50
" 1 lb.	5 75
" 3 lb.	15 50
" 5 lb.	25 50

CLEVELAND'S—DIME.

Brand/Size	Per Doz.
Cleveland's—Dime	\$ 1 00
" 1 lb.	1 50
" 6 oz.	2 20
" 1 lb.	2 80
" 12 oz.	4 25
" 1 lb.	5 50
" 3 lb.	15 00
" 5 lb.	25 00

"VIENNA" BAKING POWDER.

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

BEE BAKING POWDER.

Brand/Size	Per doz.
1-lb. tins, cases 4 doz. per doz.	\$2 25

HOME BAKING POWDER, CO., MONTREAL.

Brand/Size	Per doz.
2 doz. case 1 lb.	\$2 40
1 " 1 lb.	4 75
1 to 5 cases, 5 per cent.	
5 to 10 cases, 10 per cent.	



EAGLE BAKING POWDER.

Brand/Size	Per doz.
Cases of 48-5c. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

"BEE" BRAND BAKING POWDER.

Brand/Size	Per doz.
6 oz. cases, 4 doz., per case	\$3 50
10 oz. " 3 doz. "	4 00
16 oz. " 4 doz., per doz.	2 25

Blue.

Brand/Size	Per doz.
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
Gillett's Mammoth, 1 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size.	0 02 to 0 10



Black Lead.

Brand/Size	Per doz.
J. M. DOUGLAS & CO.—Laundry Blue.	
"Blueol"—10-lb. boxes containing 50 pks., 4 squares each.	per lb. 16 1/2
"Sapphire"—14-lb. boxes, 1/2-lb. pks. per lb.	12 1/2
"Union"—14-lb. boxes, assorted, 1 & 1/2-lb. pks. per lb.	10
Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1 gross, 2 oz.; or 1 gross, 4 oz.	



JAMES DOME BLACK LEAD.

Brand/Size	Per gross
6a size	\$2 40
2a size	2 50

Borax.

Brand/Size	Per doz.
"Bee" brand, 5 oz., cases, 40 pks.	1 40
" " 10 oz., cases, 48 "	2 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

Brand/Size	Per doz.
Cases of 5-doz. 5c. packages	\$0 40
5-doz. 10c. "	0 55

Boeckh's Brooms.

Brand/Size	Per doz.
Bamboo Handles, A, 4 strings	\$4 50
" " B, 4 "	4 20
" " C, 4 strings	3 95
" " D, 4 "	3 70
" " E, 4 "	3 40
" " G, 3 "	3 10
" " I, 3 "	2 70

Cereals.

Brand/Size	Per doz.
Wheat Oat, 2-lb. pks., per pkg.	\$ 05
" " 7-lb. cotton bags, per bag.	0 15
Quaker Oats, 2-lb. pks., per case	3 25
Tillson's Oats, 2-lb. pks., per case	3 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Brand/Size	Per doz.
Cocoa—	
Hygienic, 1-lb. tins	\$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	2 55

BATGER'S

?

If you want a neat, convenient and reliable Cut Peel, Batger's "Machine-Cut and Mixed" in 1-lb. and 1/2-lb. Drums is what you are looking for.

CUT PEEL

AGENTS:
ROSE & LAFLAMME,
MONTREAL.

CONFIDENCE

The public have confidence in

PATERSON'S CAMP COFFEE ESSENCE

That's why it's so regular a seller.

ROSE & LAFLAMME, Agents,
MONTREAL.



Chocolate—	per lb.	
Queen's Dessert, 1/2's and 1/4's	\$0 40	
Vanilla, 1/2's	0 42	
Mexican Vanilla, 1/2's and 1/4's	0 35	
Royal Navy Rock, " "	0 30	
Diamond, " "	0 25	
" "	0 28	
Icing for cake—	Per doz.	
Chocolate, pink, lemon color, lbs.	\$1 75	
Orange, white and almond, 1/2-lb.	1 90	
Confections—	Per doz.	
Cream bars, large boxes	\$2 25	
" " small	1 35	
Chocolate ginger, lbs.	3 75	
" " 1/2-lb.	2 25	
" " wafers, 1/2-lb. boxes	2 25	
" " 1/2-lb. boxes	1 30	

Chocolate—	per lb.	
Caracass, 1/2's, 6-lb. boxes	\$0 42	
Vanilla, 1/2's	0 42	
"Gold Medal, sweet, 1/2's, 6-lb. boxes	0 29	
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42	
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24	
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24	
Cocoa—	Per doz.	
Concentrated, 1/2's, 1 doz. in box	2 40	
" " 1-lb.	4 50	
" " 1-lb.	8 25	
Homoeopathic, 1/2's, 14-lb. boxes		
" " 1/2's, 12-lb. boxes		
Epps's Cocoa, case of 14 lb., per lb.	0 35	
Smaller quantities	0 37 1/2	

BENSCHER'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1/2 lb tins, 4 doz. to case	per doz., \$ 90
" " 2 " " "	2 40
" " 1 " " "	4 75
" " 1 " " "	9 00

JOHN P. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto.



Mott's Bromo	Per lb.	\$0 30
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Mott's Prepared Cocoa, 1/2's and 1/4-lb. boxes	0 28
Mott's Breakfast Cocoa, 1/2's in boxes	0 40
Mott's No. 1 Chocolate	0 30
Mott's Breakfast Chocolate	0 28
Mott's Caracass Chocolate	0 40
Mott's Diamond Chocolate	0 23
Mott's Navy Chocolate, 1/2's in boxes	0 27
Mott's Cocoa Nibbs	0 35
Mott's Cocoa Shells	0 05
Vanilla Sticks, per gross	1 00
Mott's Confectionery Chocolate	0 21
Mott's Sweet Chocolate Liquors	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	Per lb. \$0 38
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 27
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
Cracked cocoa, 1/2-lb. pkgs., 12-lb. boxes	0 35
Caracass sweet chocolate, 6-lb. boxes	0 37
Caracass tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda)	0 42
1-lb. cans	
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins. 40c.	
12-lb. boxes, 6 boxes in case, 1/2-lb. tins. 40c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 42c.	
6-lb. boxes, 12 boxes in case, 1-1/2-lb. tins. 44c.	
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 32c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins. 34c.	
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 33c.	
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs. 33c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 35c.	
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs. 35c.	
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs. 44c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 44c.	
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs. 35c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 35c.	
Vanilla sweet chocolate—	
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs. 32c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 32c.	
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 30c.	
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs. 30c.	

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 23c.

Condensed Milk.
Anchor brand, cases 4 doz., per case \$5 00
evap. cream, op. 4d. 4 65



Borden's Condensed Milk Co.
Eagle brand, 1 lb. tins, cases, 30 tins \$1 50
Gold Seal brand, 2 lb. tins, cases, 15 tins 1 30
Peerless brand evaporated cream, 1 20



TRURO CONDENSED MILK & CANNING CO., LIMITED.
"Jersey" brand evaporated cream, per case (4 doz.) \$4 65
"Reindeer" brand per case (4 doz.) 5 60

Coffee.
"Bee" brand, 1 lb. tins, cases, 30 tins 9 00
" " 2 lb. tins, cases, 15 tins 8 70
THE EBY, BLAIN CO., LIMITED.
In bulk— Per lb.
Club House 0 32
Royal Java 0 31

Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 17

JAMES TURNER & CO. Per lb.

Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	\$0 25
"Mocha	0 25
"Condor" Java	0 30
"Mocha	0 30

15-year-old Mandheling Java and hand-picked Mocha. 0 50
1-lb. fancy tins choice pure coffee, 48 tins per case. 0 20
Madam Huot's coffee, 1-lb. tins. 0 31
" " 2-lb. tins. 0 30
100 lb. delivered in Ontario and Quebec.
Rio No. 1. 0 15
Condor I. 40-lb. boxes 45c.
" II, 40-lb. boxes 42c.
" III, 80-lb. boxes 37c.
" IV, 80-lb. boxes 35c.

S. H. & A. S. EWING'S. Per lb.

Mocha and Java coffee, in 1-lb. tins, 30-lb. cases	32
Mocha and Java coffee, in 2-lb. tins, 30-lb. cases	28

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	15 00
Medium size	15 00
Small size	13 00
Roquefort—Large size	2 40
Small size	1 40

Its Superiority over all other similar products
has given to

Crown Brand Table Syrup



a selling force appreciated by every grocer in the land.

Always Ready and Promptly Shipped:

2-lb. tins—cases 2 doz. Also in Brls., 1/2-Brls.,
5 " " " 1 " Kegs and Pails.
10 " " " 1/2 " "
20 " " " 1/4 " "
Freight paid on 5 cases and over to all railway
stations East of North Bay.

"Crown" brand Table Syrup has a
rich, golden color, delicate and natural syrup flavor,
and the proper consistency—and is the purest syrup
on sale.

MANUFACTURED BY

EDWARDSBURG STARCH CO'Y, Limited

ESTABLISHED 1858

63 Front St. East,
TORONTO, ONT.

Works:
CARDINAL, ONT.

164 St. James St.,
MONTREAL, P.Q.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co.
Limited, Toronto. C. O. Beauchemin &
Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.
Un-Covers and
num Coupons
bered. numbered
In lots of less than 100
books, 1 kind assorted. 4c. 4c.
100 to 500 books..... 3c. 4c.
100 to 1,000 books..... 3c. 3c.

Allison's Coupon Pass Book.

\$1 00 to 3 00 books..... 3 cents each
5 00 books..... 4 " "
10 00 "..... 5 " "
15 00 "..... 6 " "
20 00 "..... 7 " "
25 00 "..... 8 " "
50 00 "..... 12 " "

Cane's Clothes Pins.

UNITED FACTORIES, LIMITED.
Clothes pins (full count), 5 gross in
case, per case..... \$0 62
doz. packages (12 to a case)..... 0 75
doz. packages (12 to a case)..... 0 95



Cleaner.
Per doz.
4-oz. cans \$ 0.90
6-oz. " 1.35
10-oz. " 1.85
Quart " 2.75
Gallon " 10.00

Wholesale Agents,
The Davidson & Hay, Limited, Toronto

Food. Per doz

Gelatine.
Per gross.
Knox's Gelatines..... \$16 75
Robinson's patent barley 1-lb. tins.... \$1 25
" " " 1-lb. tins.... 2 25
" " " 1-lb. tins.... 1 25
" " " 1-lb. tins.... 2 25

Per doz.
5 doz., at. \$ 1 40
1 doz., at. 1 45

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.
Orange marmalade..... \$1 50
Clear jelly marmalade..... 1 80
Strawberry W. F. jam..... 2 00
Raspberry " "..... 2 00
Apricot " "..... 1 75
Black currant " "..... 1 85
Other jams..... \$1 55 1 90
Red currant jelly..... 2 75

T. UPTON & CO.
Pure Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$0 85
2-lb. tins, 2 doz. in case..... 1 60
5 and 7-lb. tin pails, 8 and 9 pails in
crate..... 0 06 1/2
7 and 14-lb. wood pails..... per lb. 0 06 1/2
30-lb. wood pails..... 0 06 1/2
Pure Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 0 95
2-lb. tins, 2 doz. in case..... 1 60
7 and 14-lb. wood pails, 6 pails in crate
..... per lb. 0 06 1/2
30-lb. wood pails..... 0 06 1/2

Home Made Jams—
1-lb. glass jars (16-oz. gem) 2 doz. in
case..... per doz. 1 45
5 and 7-lb. tin pails, 8 and 9 pails in
crate..... per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in
crate..... per lb. 0 09

BRAND & CO.
Brand's calf's foot..... \$3 50
Real turtle jelly..... 7 75

Licorice.
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper..... per lb. \$0 40
Fancy boxes (36 or 50 sticks)..... per box 1 25
" Ringed " 5-lb. boxes..... per lb. 0 40
" Acme " pellets, 5-lb. cans..... per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans..... per can 2 00
Licorice lozenges, 5-lb. glass jars..... 1 75
" " 20 5-lb. cans..... 1 50
" Purity " licorice 10 sticks..... 1 45
" " 100 sticks..... 0 75
Dulce large cent sticks, 100 in box.....

Lye (Concentrated).
GILLET'S PERFUMED. Per case.
1 case of 4 doz..... \$3 60
3 cases..... 3 50
5 cases or more..... 3 40

Matches.
UNITED FACTORIES, LIMITED. Per case.
Surelight (Parlor)..... \$3 50
Flashlight (Parlor)..... 5 75
Kodak (Sulphur)..... 3 80

WALKERVILLE MATCH CO.

Parlor— 1 case. 5 cases.
Imperial..... \$5 75 \$5 50
Best..... 3 75 3 50
Crown..... 1 70 1 60
Maple Leaf..... 1 90 1 80
Knights..... 4 75 4 50
Sulphur.....
Club..... 3 90 3 76

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

Mustard.
COLMAN'S OR KEEN'S.
D.S.F. 1-lb. tins..... per doz. \$1 40
" 1-lb. tins..... 2 60
Durham 4-lb. jar..... per jar. 0 75
" 1-lb. jar..... 0 25
F.D. 1-lb. tins..... per doz. 0 85
" 1-lb. tins..... 1 45

E. D. MARCEAU, Montreal.
"Condor," 12-lb. boxes—
1-lb. tins..... per lb. \$0 35
1-lb. tins..... 0 35
4-lb. jars..... per jar 1 20
1-lb. jars..... 0 35
Old Crow," 12-lb. boxes—
1-lb. tins..... per lb. 0 25
1-lb. tins..... 0 23
1-lb. jars..... per jar 0 70
1-lb. jars..... 0 25



Orange Marmalade.
THE EBY, BLAIN CO., LIMITED.
"Anchor" brand 1-lb. glass..... \$1 50
" " quart gem jars..... 3 40

T. UPTON & CO.
1-lb. glass jars, 2 doz. case..... per doz. \$0 85
Home-made, in 1-lb. glass jars " 1 50
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06

Pickles.
STEPHENS.
A. F. Tippet & Co., Agents.
Cement stoppers (pints)..... per doz. \$ 2 30
Corked "..... 1 90

Soda.
COW BRAND.

DWIGHT'S BAKING SODA.
Case of 1-lb. contain
ing 60 pkgs., per
box, \$3 00.
Case of 1/2-lb. (con-
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 1/2-
lb. (containing 30
1-lb. and 60 1/2-lb.
pkgs.) per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per
box, \$3 00.

MAGIC BRAND.
Per case.
No. 1, cases, 60 1-lb. packages..... \$ 2 75
No. 2, " 120 1/2-lb. "..... 2 75
No. 3, " 30 1-lb. "..... 2 75
" 60 1/2-lb. "..... 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... 2 85
5 cases..... 2 75

"BEE" BRAND.
"Bee" brand, 8 oz., cases, 120 pkgs. } Per
" " 10 oz., cases, 90 pkgs. } case
" " 16 oz., cases, 60 pkgs. } \$2 75

Soap and Soap Powders.
A. F. TIPPET & CO., Agents.
Maypole soap, colors..... per gross \$10 30
" black..... 15 30
Oriole soap..... " 18 30
Gloria soap..... " 18 30
Straw hat polish..... " 16 30

RABBITT'S.
Babbitt's "1776"
6-oz. pkgs. \$3.50 per
box. 5 boxes a
freight paid and
half box free.
Babbitt's "Best
soap," 100 bars
\$4.10 per box.
Potash or Lye, box
each doz., \$2 per box.
W. H. DUNN AGENTS.

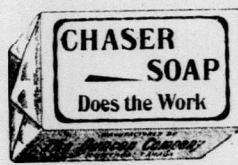
We wish our friends and the Trade generally

"A Merry Christmas"

S. H. & A. S. EWING,

Montreal Coffee & Spice Steam Mills,

53 & 55 Cote St., Montreal



CHASER SOAP

1 case	\$2 40
5 cases	2 30
10 cases	2 20
20 cases	2 10

5 per cent. 10 days or 60 days acceptance.



OCEAN MILLS.
Chinese starch,
per case of 4
dos., \$4, less 5
per cent.

"BEE" BRAND CORN STARCH.
Cases 40 pkgs. \$3 00
San Toy Starch—
10c. pkgs. cases 5 doz., per case.... 4 75



Ceylon Tea, in
1 and 1/2-lb. lead
packages, black
or mixed.

Black Label, 1-lb., retail at 25c.	\$0 19
" " 1/2-lb.	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	0 35
No. 2	0 32
No. 3	0 28
No. 4	0 25
No. 5	0 17 1/2



LIPTON'S
TEA (in
packages).

1 lbs. & Sold
Color of 1/2 lbs. 1/2 lbs. for
Label. per per
lb. lb. lb.

Ceylon-India, Ex. oh at A Yellow 45	70
" " " B Red 40	60
" " " No. 1 O Pink 35	50
" " " 2 O Orange 30	40
" " " 3 O L. Blue 25	30
" " " 4 O L. Green 20	25

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.

No. 1 White or blue, 4-lb. cartons	0 06 1/2
No. 1 " 3-lb.	0 06
Canada laundry, 8-lb. draw-lid boxes	0 07 1/2
Silver gloss, 8-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Kegs silver gloss, large crystal	0 06 1/2
Benson's satin, 1-lb. cartons	0 07 1/2
No. 1 white, bbls. and kegs	0 05 1/2
Canada White Gloss, 1-lb. pkgs.	0 05 1/2
Benson's enamel, per box 1 25 to 2 50	

Ullinary Starch—
Benson & Co.'s Prepared Corn 0 07
Canada Pure Corn 0 05 1/2

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue,
4-lb. lumps 0 08 1/2

BEE STARCH CO., MONTREAL.
"Bee" brand, cases, 64 packages. \$ 00

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	\$0 05 1/2
Aeme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05 1/2
Finest Quality White Laundry— 3-lb. canisters, cases of 48 lb.	0 06 1/2
Barrels, 200 lb.	0 05 1/2
Kegs, 100 lb.	0 05 1/2

Italy White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07 1/2
4-lb. toy trunks, 8 in case 0 07 1/2
8-lb. enameled tin canisters, 8
in case 0 07 1/2
Kegs, ex. crystals, 100 lb. 0 06 1/2

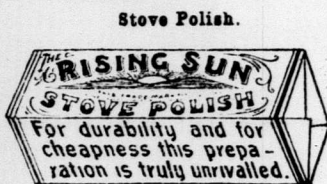
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 07 1/2
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case 3 50

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb. 0 06 1/2
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. 0 07
Crystal Maise Corn Starch—
1-lb. packages, boxes 40 lb. 0 07

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.
Culinary Starches—
St. Lawrence corn starch, 40 lb. 0 07
Darham corn starch, 40 lb. 0 06 1/2

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 06 1/2
" " 3-lb. cartons, 36 lb.	0 06 1/2
" " 20-lb. bbl.	0 06 1/2
" " 100-lb. kegs.	0 06 1/2
Canada Laundry, 40 to 48 lb.	0 06 1/2
Ivory Gloss, 2-4 family pkgs., 48 lb.	0 07 1/2
" " 1-lb. fancy, 30 lb.	0 07 1/2
" " large lumps, 100-lb. kegs.	0 06 1/2
Patent starch, 1-lb. fancy, 30 lb.	0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb.	0 06 1/2



For durability and for
cheapness this prepara-
tion is truly unrivalled.



DUNN, AGENT.



ENAMELINE
Stove dressing, per doz. 0 70

Syrup.
"CROWN" BRAND PERFECTION SYRUP.

Enamelled tins, 2 doz. in case	Per case \$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " " " "	2 35
20 " " " "	3 10
(10 and 20 lb. tins have wire handles.)	
"BEAVER" BRAND. Per case.	
1 gal. tins, square, 6 in case	\$4 40
1 gal. tins, round, 12 in case	4 50
1 gal. tins, round, 24 in case	4 60
SMALL'S BRAND—Standard. Per case.	
1 gal. tins, square, 6 in case	\$4 70
1 gal. tins, round, 12 in case	4 90
1 gal. tins, round, 24 in case	5 30



Teas.
SALADA CEYLON.

Wholesale. Retail.

Brown Label, 1/2	\$0 20	\$0 25
Green Label, 1/2	0 21	0 26
Blue Label, 1/2	0 22	0 27
Red Label, 1/2	0 23	0 28
Gold Label, 1/2	0 24	0 29



Cases, each 60 1-lb. \$0 35
" " 60 1-lb. } 0 35
" " 30 1-lb. }
" " 120 1-lb. } 0 35



LUDELLA CEYLON, 1/2
AND 1/4'S PKGS.

Blue Label, 1/2	\$0 18 1/2	\$0 25
Blue Label, 1/4	0 19	0 25
Orange Label, 1/2 and 1/4	0 21	0 30
Brown Label, 1/2 and 1/4	0 28	0 40
Brown Label, 1/4	0 30	0 40
Green Label, 1/2 and 1/4	0 35	0 50
Red Label, 1/2	0 40	0 60

"CROWN" BRAND.

Wholesale. Retail.

Red Label, 1-lb. and 1/2	\$0 35	\$0 50
Blue Label, 1-lb. and 1/2	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, 1/2	0 20	0 25
Japan, 1/2	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes	\$0 42 1/2
" " II 40-lb. boxes	0 40
" " III 80-lb. boxes	0 36 1/2
EMD AAA Japan, 40 lb " at.	0 32 1/2
" " AA 40 "	0 30
Blue Jay, basket fired Japan, 70 lbs.	0 27 1/2
" " Condor " IV 80-lb. "	0 27 1/2
" " XXXX 80-lb. boxes	0 23 1/2
" " XXXX 30-lb. "	0 24 1/2
" " XXX 80-lb. "	0 21
" " XXX 30-lb. "	0 22
" " XX 80-lb. "	0 19
" " XX 30-lb. "	0 20
IX 60-lb. per case, lead packages (25 1's and 70 1/2's)	27 1/2

Black Teas—"Nectar" in lead packets

Green Label, 1/2	retails 0 25 at 0 20
Chocolate Label	0 35 at 0 25
Blue Label	0 50 at 0 35
Maroon Label	0 60 at 0 45
Fancy tins—Chocolate, 1-lb.	0 23 1/2
" " Blue, 1-lb.	0 22 1/2
" " Maroon, 1-lb.	0 25
" " Maroon, 1-lb.	1 50

"Condor" Ceylon black tea in lead packets

Green Label, 1/2, 1/2 and 1/4	0 25 at 0 20
Grey Label, 1/2, 1/2 and 1/4	0 30 at 0 25
60-lb. cases—Blue, 1-lb.	0 30 at 0 25
Yellow Label, 1/2 and 1/4	0 35 at 0 25
60-lb. cases—retail	0 35 at 0 25
Blue Label, 1/2, 1/2 and 1/4	0 40 at 0 30
Red Label, 1/2, 1/2 and 1/4	0 50 at 0 35
60-lb. cases—retail	0 50 at 0 35
White Label, 1/2, 1/2 and 1/4	0 60 at 0 40
60-lb. cases—retail	0 60 at 0 40

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4s, 5s. and 10s. \$0 25
Amber, 5s. and 10s. 0 25
Chewing—Stag, bars, 100s. 0 45
" " Bob, 5s. and 10s. 0 45
" " 10 1/2 oz. bars, 6s. 0 44
" " Currency, 12 oz. bars, 12s. 0 47
" " " 6s. and 12s. 0 47
" " Old Fox, narrow, 12s. 0 47
" " Snowhaze, 140s b's, sp'd'd 6 1/2 0 51
" " Pay Roll, 7s and 6s. 0 51
" " Fair Play, 6s. and 12s. 0 52

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality.	\$0 30
Condor, pure distilled.	0 25
Old Crow.	0 20

Special prices to buyers of large quantities

GRIMBLE'S MALT.
Bulk, 4-casks, 25 gals. \$5 45 \$10 85
" " casks, 60 " 10 25 \$20 40
Bottles, cases, 3 doz. " 3 25 4 40

Washing Powder.
FAIRBANK'S GOLD DUST.
Five cases assorted—
24 25c. packages. \$4 65
100 10c. " 7 20
100 5c. " 3 90
1 case 50 c. packages free with 5-case lots
Freight prepaid.

Cane's Woodenware.
UNITED FACTORIES, LIMITED.

Per doz.

Washboards, Victor	\$1 30
" " Crown	1 35
" " Improved Globe	1 50
" " Standard Globe	1 50
" " Original Solid Globe	1 80
" " Superior Std. Bk. Globe	1 95
" " Jubilee	1 90
" " Pony	0 90
Diamond King (glass)	2 90
Tubs, No. 0	11 25
" " 1	9 00
" " 2	8 00
Pails, No. 1, 2 hoops	1 85
" " No. 3,	2 00

Yeast.
Royal yeast, 3 doz. 5c. pkgs. in case \$1 05
Gillett's cream yeast, 3 doz. 1 05
Jensen cream yeast cakes, 3 doz. 1 05
Victoria 3 doz. 1 05

Try a barrel of
WILSON'S
PURE REFINED CIDER

If you want the best,
 Ask for it. Take no other.

THE
W. H. WILSON CO.,
 LIMITED
 TILLSONBURG, CANADA

Dutch Chemical Works
AMSTERDAM.

ESPECIAL VALUE FOR THE GROCERY TRADE
SPECIAL OFFERS

Improved Transactions

BY USING OUR **REGISTERED**

"Butterfly Brands"

	1/2 lb	1/4 lb	1 lb
COFFEE and CINCOBY			
per 100 lbs	2/3	4/-	7/-
PURE DUTCH COCOA			
per 100 lbs	4/3	8/-	15/-

Goods delivered, freight paid, to any Canadian port, duty not included. Terms: Cash with order.

The COFFEE and CINCOBY is packed in cases of one cwt., while the COCOA is supplied in cases of 50 lbs.

SAMPLES FREE ON APPLICATION.

WILSON'S
PURE REFINED CIDER

THE **WILSON CO.**
LIMITED
 TILLSONBURG, CANADA

BASKETS

We have a large stock of all sizes and styles of baskets for sale.

Wicker Baskets
Straw Baskets
Cloth Baskets
Canvas Baskets

You are interested in Something.

If you are interested in anything, you will find it in our "Something" series. We have a large stock of all sizes and styles of baskets for sale.

Wicker Baskets \$1.50
Straw Baskets \$1.00
Cloth Baskets \$0.75
Canvas Baskets \$0.50

For more information, please write to us at our office, 1234 Main Street, Toronto, Ontario, Canada.

WILSON'S PRESS CLIPPING BUREAU
 1234 Main Street, Toronto, Ontario, Canada.

Our office is open from 9:00 a.m. to 5:00 p.m. daily. We are pleased to receive your orders and inquiries.

WE WANT
YOU

*A Merry Xmas
and
A Happy New Year*

and we also wish you would try our
Mail Order Department for the
little lines you may want to sort up
in after the Xmas rush.

GOWANS, KENT & CO.

Wholesale Stationery and Print

Toronto and Winnipeg

C.

Canada

CROSS

C. E.